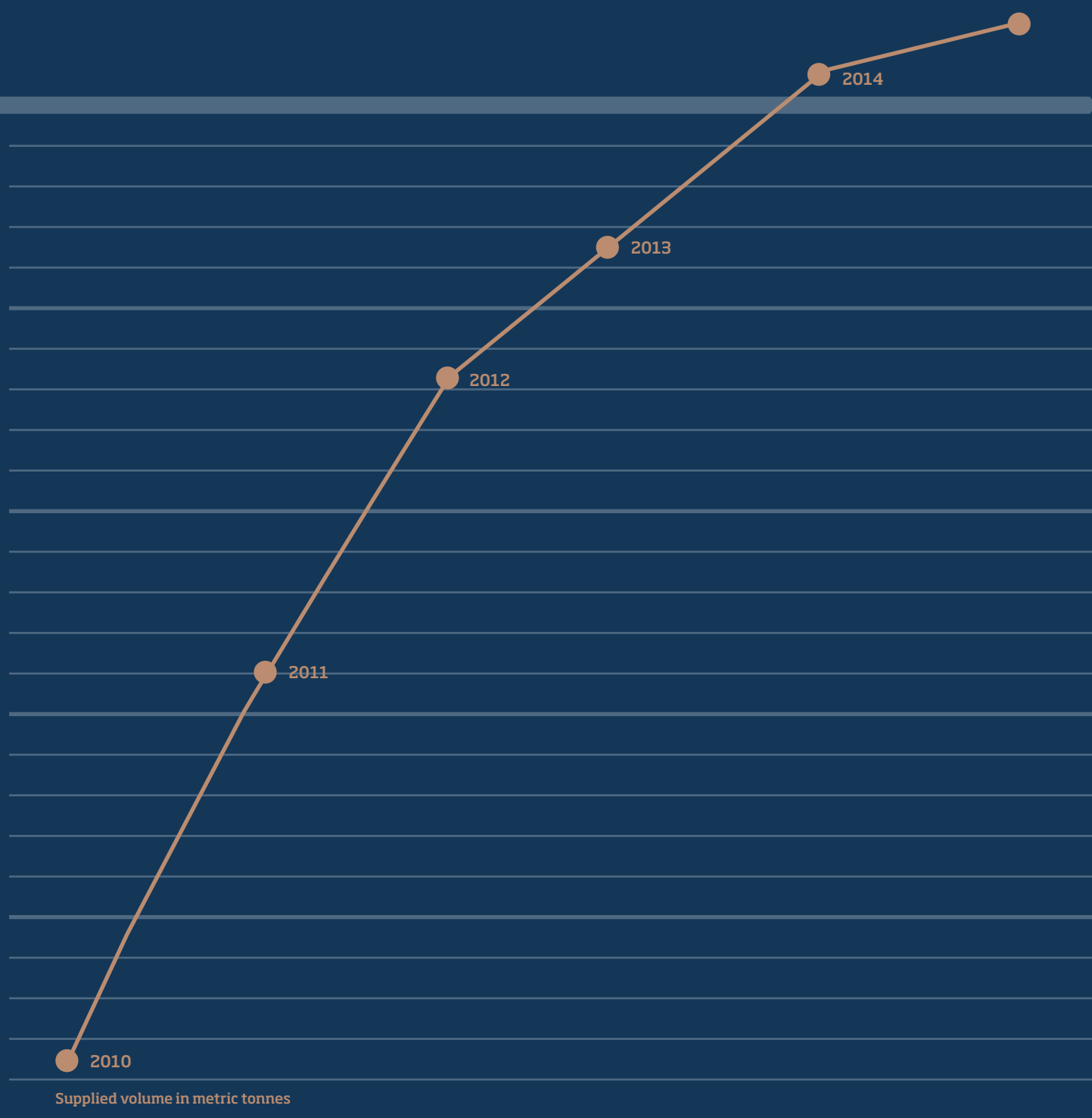


# Monjasa Holding A/S Annual report

**2015**





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MONJASA



MONJASA HOLDING A/S

The Monjasa Group is a leading global partner in the oil and shipping industries.

Our core business includes reselling and physical supply of marine fuels, oil trading, terminal operations, agency, and ship-owning activities on a global level.

COMPANY INFORMATION

The Company

Monjasa Holding A/S  
Strevelinsvej 34  
DK-7000 Fredericia

T: +45 70 260 230  
F: +45 70 260 233  
E: holding@monjasa.com  
W: www.monjasa.com

Central Business Registration No:  
33150709

Financial period:

1 January - 31 December

Municipality of reg. office:

Fredericia

Board of directors

Christian Merrild (Chairman)  
Jan Jacobsen  
Anders Østergaard  
Tage Benedikt Bundgaard  
Jens Vandborg Mathiasen

Executive board

Jan Jacobsen  
Anders Østergaard  
Kenneth Henriks

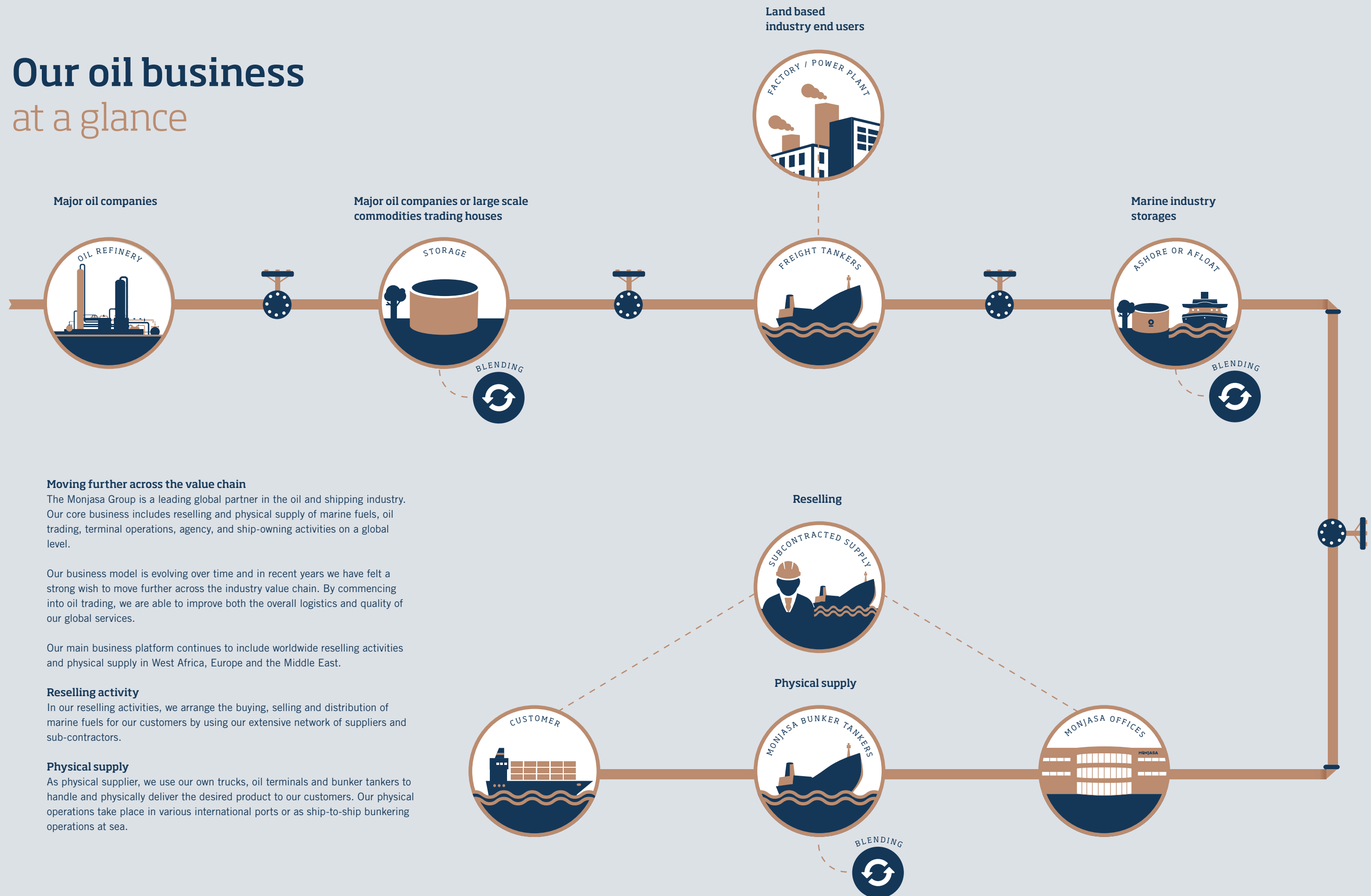
Lawyer

Gorrissen Federspiel  
H. C. Andersens Boulevard 12  
1553 København V

Auditors

Deloitte  
Statsautoriseret Revisionspartnerselskab  
Weidekampsgade 6  
2300 Copenhagen S

# Our oil business at a glance



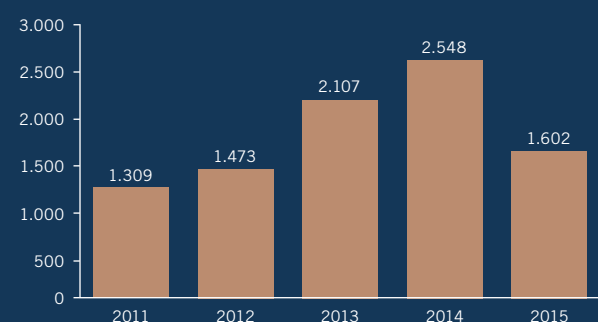
## OVERVIEW

# Highlights 2015 at a glance

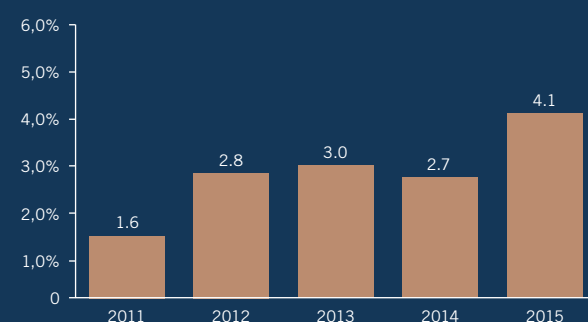
In the financial year 2015, the Monjasa Group delivered a robust performance across business units. The business expanded organically at all global offices and successfully evolved by launching additional activities. The figures show a satisfactory growth in EBIT and earnings while maintaining an industry top-quartile equity ratio across the Group.

The Group succeeded in growing the supplied volumes of oil products in both our reselling and physical supply activities. In particular, our bunker oil activities in West Africa and Latin America achieving growth rates above management expectations. A cautious launch of oil trading activities has solidified the growth and performance in the Group's physical supply activities.

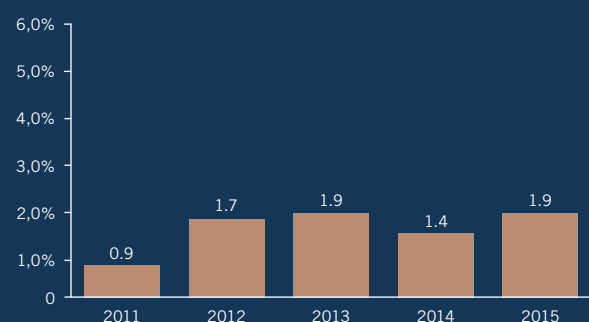
### Revenue in USD million



### Gross margin



### Profit margin



### Supply volume

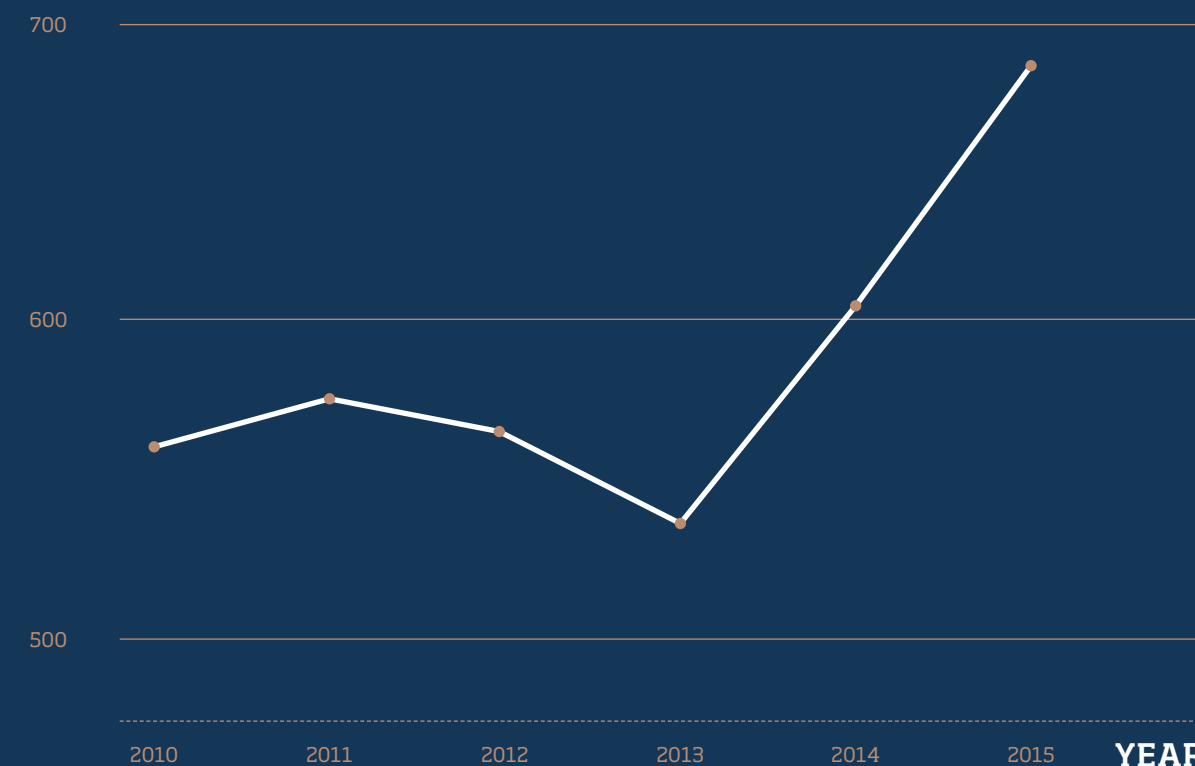
Metric tonnes  
(mts)

4.1  
million

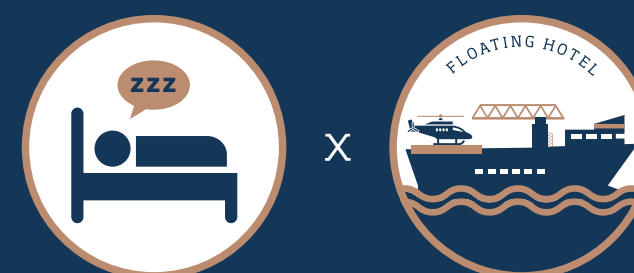
Total supply volume increased from 3.9 million mts to 4.1 million mts of oil products.

## CURRENCY DKK/USD

USD



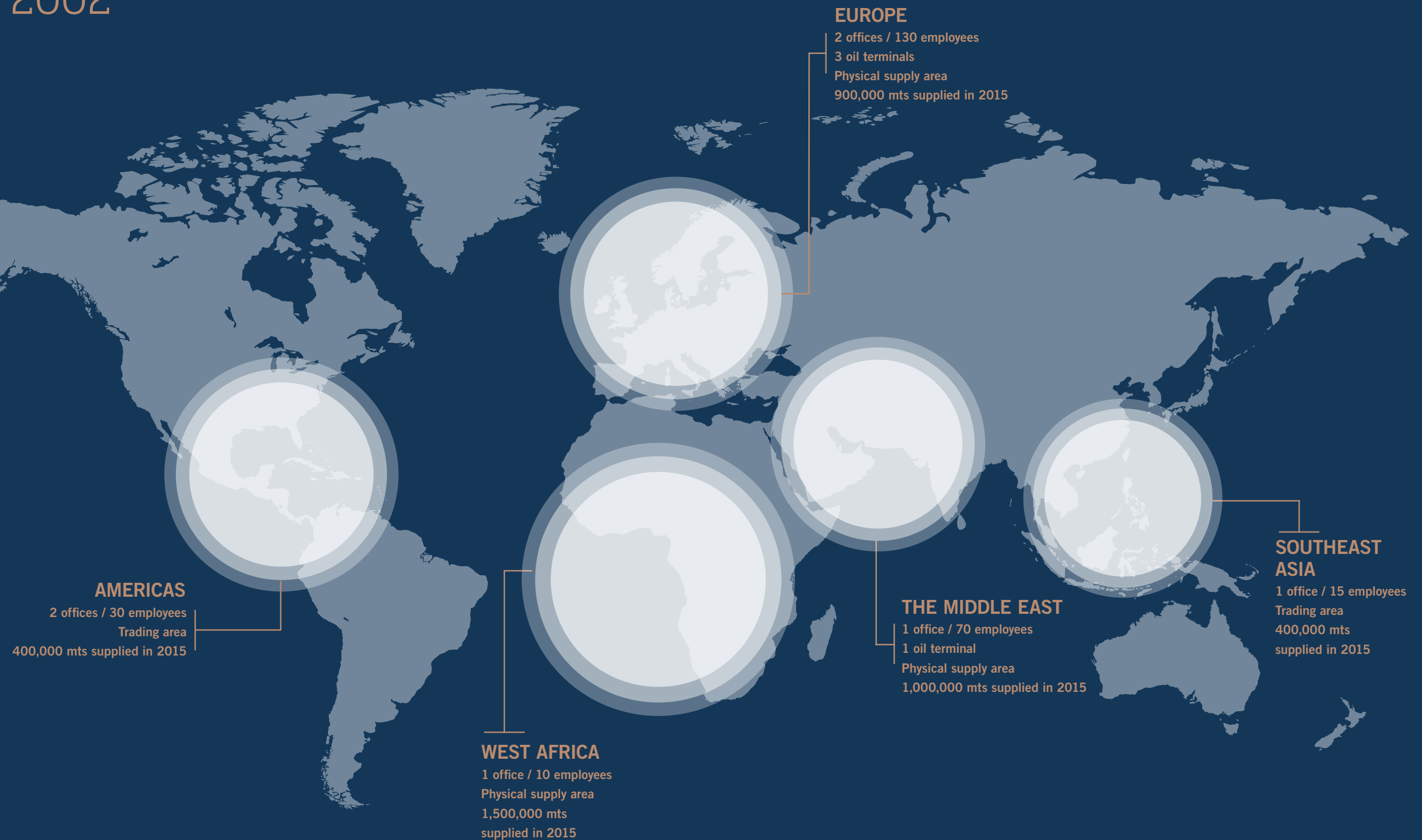
## Overnight stays at C-bed Floating Hotels in 2015



68.573



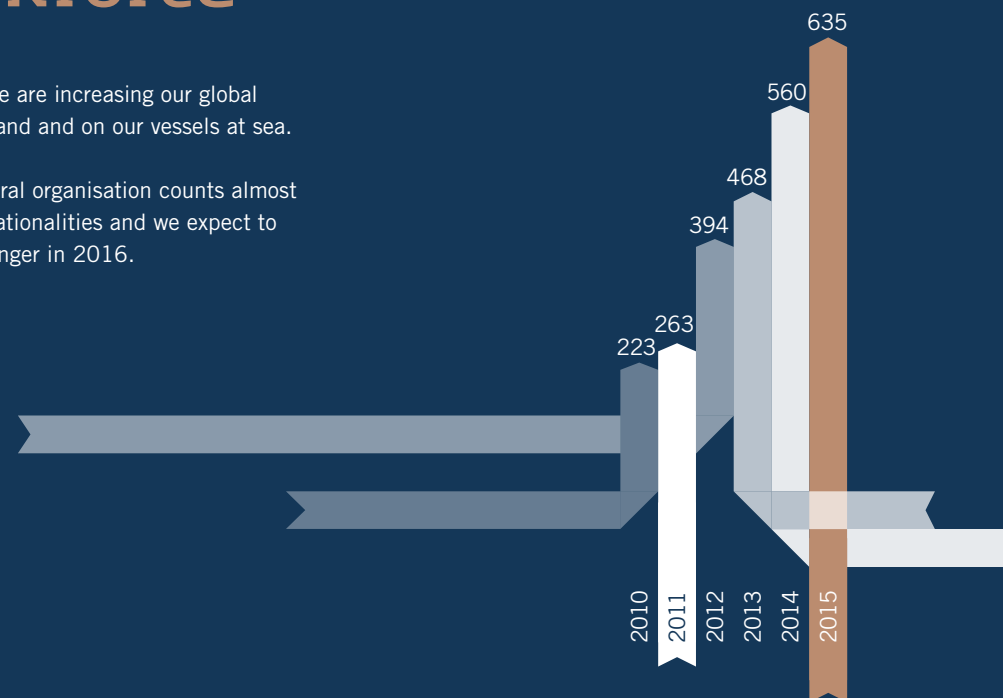
# Global shipping partner since 2002



## Growing workforce

Year on year we are increasing our global workforce on land and on our vessels at sea.

Our multicultural organisation counts almost 40 different nationalities and we expect to grow even stronger in 2016.



## Did you know...

39

different nationalities work across our organisation?

31.1

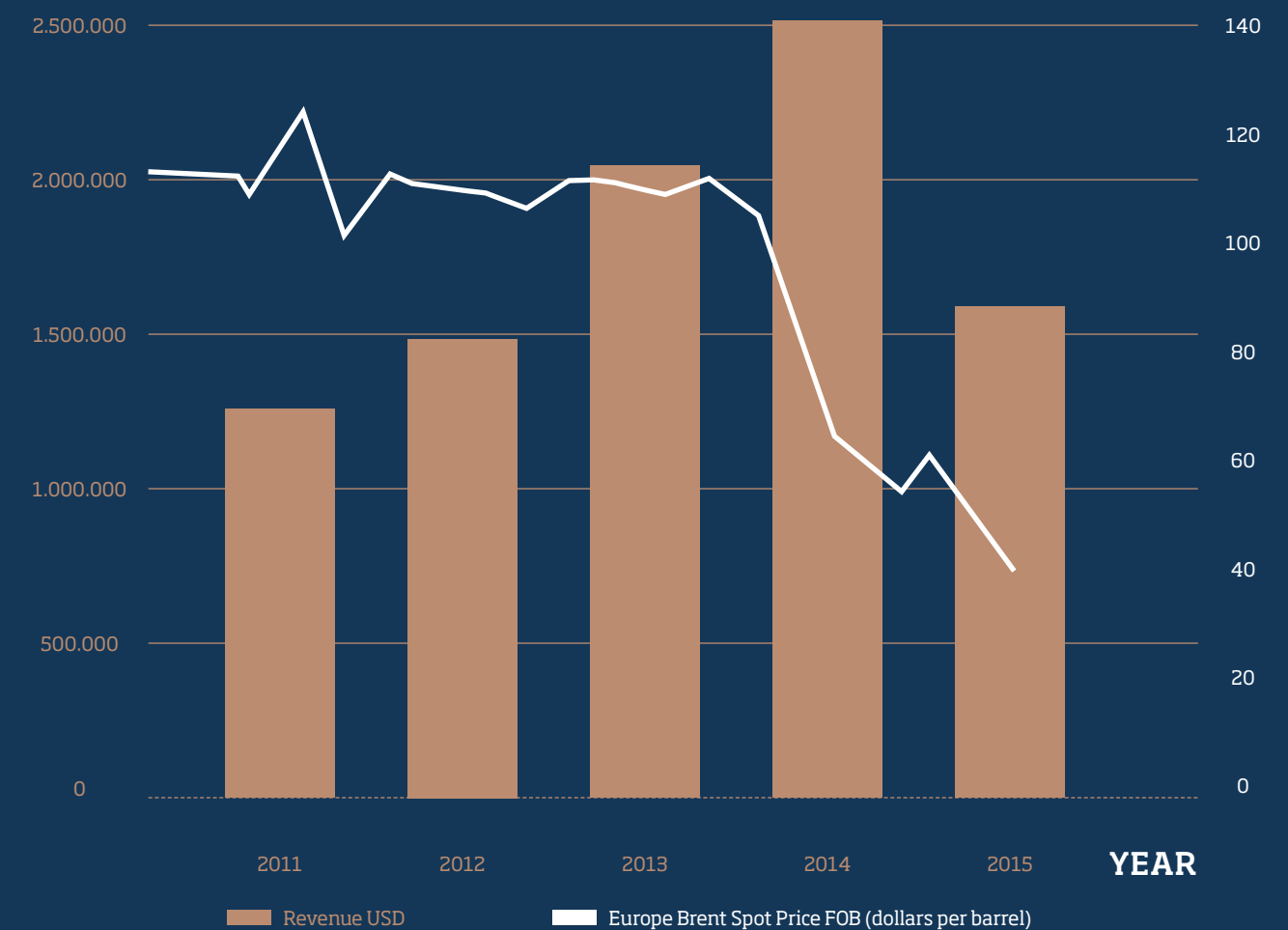
is the average age of our employees?

61/39

is the male/female gender ratio?

## 2015 Revenue/oil price

1.000 USD/USD



### Oil price drop affects total revenue

Despite growth in supply volume, the massive drop in global oil price levels experienced from 2014 to 2015 affects total revenue of the year.

Source: EIA



# Our fleet of bunker tankers

As of 31 December 2015, our fleet of modern bunker tankers numbers 28 and has an average age of eight years. All of them are double hull and offer a specially trained crew.

Europe

The  
Middle East

West  
Africa

4

7

17

*Monjasa tanker, Copenhagen, in a ship-to-ship cargo transfer in the Jebel Ali Port in Dubai, U.A.E.*



# Letter from the Chairman of the Board

**Welcome to Monjasa Holding A/S Annual Report for 2015. Overall, the board of directors expresses its satisfaction with the developments of the year.**

This report addresses the Group's financial stakeholders, suppliers, clients and other relevant business partners. It outlines the obtained operational and financial results in accordance with the Danish Financial Statements Act.

## CHALLENGING GLOBAL MARKET CONDITIONS

2015 turned out to be a challenging, yet at the same time, positive year for the Group. Everyone would agree that the maritime shipping industry experienced highly challenging market conditions through the year. Moreover, they also agree that there are no immediate signs of recovery in sight. There is no doubt that the effects of a slowdown in the Chinese economy has made a severe impact on both global trade volumes and the global economy as a whole.

However, as consolation, 2015 did see somehow positive economic and trade developments in both Europe and the United States.

The past year was also marked by unusual volatile oil prices. In particular, the second half of the year and the opening of 2016 has offered unpredictable developments following a period of unrest among the major oil producing nations. All together, these external framework conditions have obviously affected the maritime shipping industry in a negative way.

## BOARD CONSOLIDATION ACTIVITIES IN 2015

During the financial year 2015, the Group moved forward steadily. Seen from the boardroom we have managed to implement substantial consolidation activities.

1. To gain extended synergies, the Group transferred its West African business operated in Europe and merged the activity into other African business activities already operated in the United Arab Emirates.
2. A new financing scheme has been implemented during 2015 based on a borrowing base facility. The implementation of the scheme has been more complex than anticipated and new initiatives are being taken to obtain a more appropriate financing scheme for the future including involvement of new lenders.
3. Substantially strengthening Group compliance functions, including retention of ISO 9001, ISO 14001, ISO 50001, and OHSAS 18001 certifications. The Group continues to demonstrate a strong and structured commitment to quality management and reduction of environmental risks.
4. Initiating a strategic shift from conventional offshore service vessels to investing in more advanced vessels for the C-bed fleet. During the year, this shift was clearly marked by the sale of Wind Perfection and acquisition of Wind Innovation.
5. Further consolidating Monjasa Holding A/S executive management with two newly established job positions. We were pleased to welcome Kenneth Henriks as Group Chief Financial Officer and Svend Stenberg Mølholt in the position of Group Chief Operating Officer. Kenneth and Svend hold extensive experience with oil, maritime shipping, and logistics from the A.P. Møller-Maersk Group.
6. Simplifying and streamlining overall board structures across all sister companies within the Group. By doing so, we are at the same time emphasising the paramount position of Monjasa Holding A/S within the Group.



## THE BOARD'S SINCERE APPRECIATION

I would like to express my sincere appreciation to all – land and sea based – Monjasa and C-bed employees. Your tireless efforts toward building the business we have today bring great satisfaction to the board. Also, I would like to direct the board's gratitude for another positive year of collaboration towards our business partners, clients, suppliers and financial stakeholders.

## ANOTHER CHALLENGING YEAR AHEAD OF US

I expect that the year 2016 will be at least as demanding for Monjasa Holding A/S as 2015. Acknowledging the widespread unrest on the financial markets, 2016 is already off to an uphill start. The large fluctuations in oil

prices are a direct consequence of this anxiety and the cautious global economy analysts do not foresee any radical change during the year.

Despite rather unattractive shipping market forecasts, it is a consolation for us to see that our clients to a large degree have adapted their businesses to the new financial situation. This is indeed a positive development, which will influence the overall industry recovery process positively.

Overall, the Group works across highly competitive markets. Therefore, the board of directors is convinced that the personal relations and close collaboration with our clients have never had a higher priority than just now.

In 2016, we will carry on implementing activities, which further consolidate the Monjasa Group as a modern, client focused and agile global company. In particular, one of our corporate strengths lies in the fact that we are indeed an agile organisation. We are always ready to swiftly adapt to our stakeholders expectations and this might prove increasingly important on the future oil and shipping markets.

The board of directors and the Group management will oversee that these exciting future developments happen in consideration of the Monjasa's four core values: Respect, Ambition, Curiosity and Smile & Joy.

Christian Merrild - (Chairman of the Board)

**"During the financial year 2015, the Group moved forward steadily. Seen from the boardroom we have managed to implement substantial consolidation activities."**

# Statement from our Group CFO

In the financial year 2015, the Monjasa Group delivered a robust performance across business units. The business expanded organically at all global offices and successfully evolved by launching additional activities. Most notably in commencing oil trading that builds on the existing core competencies and market knowledge that the Group holds.

The Group succeeded in growing the supplied volumes of oil products in both our reselling and physical supply activities. In particular, our bunker oil activities in West Africa and Latin America achieved growth rates above management expectations. A cautious launch of our oil trading activities has solidified the growth and performance in the Group's physical supply activities.

## FINANCING

During 2015, a major part of the financing of the Group was changed into a new borrowing base scheme in co-operation with the long term financial partners supported by an international bank. Extensive work has been carried out to make the implementation successful. However, the scheme has shown more complex than expected for all stakeholders. Therefore, negotiations are currently ongoing to find a more comprehensive and flexible financial structure for the future, including involvement of new lenders. We expect the negotiations to be finalised during the second half of 2016.

## PERFORMANCE

The financial performance of the Group was satisfactory, especially considering the challenging times that several client segments are in. Further, the performance underlines the strength of the Group's operating model of risk mitigation. The Group EBIT reached USD 30 million while the net result amounted USD 24 million (2014 USD 22 million), consolidated equity USD 144 million (2014 USD 124 million) with a return on equity of 17.9% (2014 19.3%).

The equity ratio of 39.8% (2014 36.2%) is achieved with the positive operating results combined with the continued consolidation of the Group's operating model.

The majority of the Group's business is conducted in USD. Effective from 2015 the functional currency of the Group was USD and the significant exchange rate fluctuations experienced for USD during the year have consequently had immaterial impact to the accounts.

During the year, the net working capital of the Group reduced with the impact from lower oil prices only partially offset by the volumetric growth in the business.

Inventory volumes and values have grown during 2015 and the Group has continued the protection against oil price fluctuations through securing all open positions.

The continuous expansion across territories and business units entails that the Group does not have material exposures towards individual third parties since no individual client or supplier makes up a significant part of the Group's sales or purchases.

## THANK YOU

On behalf of the Group management, I would like to express my personal appreciation of the collaboration with both new and long-term external financial partners. Also, I want to take this opportunity to thank our dedicated finance specialists for their outstanding performance during the year.

## Key figures 2015

40%

equity ratio indicates  
solid financial position

95%

of revenue is invoiced  
in USD

2014 155  
2015 310

thousand mts oil  
products on stock

Kenneth Henriks,  
Group Chief Financial Officer



# Growing market share in Latin America

**Since we are growing our Latin American client and supplier base, the Group decided to establish a new office location in Panama City during 2015.**

Monjasa's expansion into Latin America has been an extraordinary journey. Right from initially deciding on this Americas expansion, to finalising our splendidly positioned new residence and not least building up a strong local team of 20 employees. The Group took the first steps into this region by starting up bunkering services in the Panama Canal back in 2014 followed by market analyses of several other local markets.

Besides being one of the world's biggest hubs for ship traffic, Panama City brings numerous operational advantages. The access to competent employees at globally competitive terms and an attractive infrastructure allowing short distances and multiple flight connections to the biggest Latin American airports are all important factors for establishing ourselves in this area.

## EMERGING MARKETS IN MEXICO AND COLOMBIA

The Group's expanding Latin American market share is concentrated in neighbour countries Mexico and Colombia. A recently adopted Mexican energy reform is expected to boost the demand for marine fuels over the next five years. This reform will see both export and import of oil products increase significantly with a growing offshore client segment as the direct result.

Monjasa Americas has been active in Mexico since the opening of our US office in Stamford in 2011. Until 2014, our primary focus has been on the west coast of Mexico, while lately our eyes have increasingly been on market developments in the Gulf of Mexico as well.

The Gulf of Mexico is a large-scale market and Monjasa is supplying the international shipping market as well as the domestic offshore market. The client portfolio includes tankers, container liners and bulk carriers. Furthermore, most of the leading international offshore players are also active in the area.

Looking south of Panama, we are going on our third year of being heavily involved in the Colombian bunker market. Following the launch of bunker services in both the Pacific and the Atlantic port areas, we are fully convinced that we are able to make a difference for clients in this still emerging market. Our vast experience from hard-to-reach markets in the Middle East and West Africa, tells us that we possess the particular quality to continue to develop excellent supply services in Colombia.

*Monjasa established a new Latin American trading office in **Panama City** during 2015.*



# Strong physical supply operations in Europe

**By adding two strategically positioned European bunkering facilities in 2015, Monjasa makes it as convenient as possible to take bunkers in Scandinavia and beyond.**

New operation synergies arise as Monjasa opened new oil terminals in the Port of Skagen, Denmark and in Portland Port, UK. Our ambition is to gain further grounds in the European market and increase our market share by an estimated 300,000 metric tonnes per year.

Connecting the North Sea and the Baltic region, the Port of Skagen in Denmark is located in the heart of Scandinavia. Every year, 61,000 vessels pass north of Denmark through the 150 nautical miles long Skagerrak strait, making it one of the busiest shipping routes in Europe.

From this position, Monjasa commenced terminal operation during late 2015. Our new terminal consists of eight storage tanks totalling 42,500 cbm and high capacity pumping of 800 cbm/hrs. This ambitious and long-term set-up reflects our desire to offer state-of-the-art bunkering solutions and contains several additional services for the benefit of the international shipping industry.

In the UK, our new bunkering facility is ideally located at Portland Port at the western

entrance to the English Channel and the European Emission Control Area (ECA). By adding two new strategically geographical positioned European bunkering facilities, Monjasa makes it as convenient as possible for our clients to take bunkers in Scandinavia and beyond.

Further, considering our existing Baltic oil terminal in Riga, Latvia, Monjasa provides complete marine fuel coverage across Northern Europe.

## COME ON BOARD THE SKAW PROVIDER

One of the fully Group owned vessels, the M/T Skaw Provider, completes deliveries from the English Channel, across the North Sea and further north in the Barents Sea. Located in these waters, she offers ship-to-ship operations and a high seas stern line bunkering option.

Skaw Provider is a double hull chemical tanker built in 2005 and she joined the Monjasa fleet in 2014. Normally she carries three different oil products. Fuel oil (IFO), marine gas oil (MGO) and ultra-low sulphur diesel (ULSFO). However, it is also possible for the crew to produce customised blend products meeting any specific client need. The blend composition is carefully conducted and safeguards both product stability and density limits.

## FACTS ABOUT M/T SKAW PROVIDER

- LOA: 95.8 m
- Beam: 14.2 m
- Deadweight 4,280 tonnes
- Able to carry five different oil products fully separated



*Monjasa commenced oil terminal operations in Portland, UK and Skagen, Denmark in late 2015.*



# Offshore Wind: C-bed presents state-of-the-art vessel

## In 2015, Monjasa Holding A/S Dutch subsidiary, C-bed Floating Hotels, introduced the next generation of Service Operation Vessels - M/S Wind Innovation.

C-bed specialises in offering tailor-made hotel solutions for the benefit of offshore operators across the wind, oil & gas, and construction markets. This specialised concept allows extensive accommodation, storage, and office facilities at sea and thereby minimises costly daily transfer time between shore and offshore installations for the offshore operating staff. As of March 2016, the C-bed fleet consists of the three vessels: Wind Innovation, Wind Solution, and Wind Ambition.

Recent developments in the offshore wind industry show a tendency of operators increasingly looking for more advanced service solutions. Thereby, the traditional offshore logistical set-up based on crew transfer vessels and large anchored accommodation vessels is now making way for DP2 vessels equipped with gangway systems.

As a worldwide pioneer within offshore hotel and project services, C-bed is determined to sustain its leading position and continue previous years' positive developments as part of the Monjasa Group. Thus, entering the market for DP2 accommodation vessels was a significant achievement in the financial year 2015.

### TAILOR-MADE FOR OFFSHORE WIND OPERATORS

Wind Innovation is the result of the extensive conversion of a former seismic survey vessel into a floating four-star hotel and project

basecamp. The vessel was carefully hand-picked, redesigned and ultimately rebuilt in close collaboration with project partner Siemens Wind Power. Thereby, she is tailor-made for optimising the installation and commissioning stages for offshore wind farm operators.

The vessel has a significant engine power to ensure sufficient strength for all thrusters and ensure a powerful DP-plot to keep the vessel positioned during rough weather conditions.

### FIRST OFFSHORE PROJECT INITIATED EARLY 2016

Compared to C-bed's existing fleet, Wind Innovation is a smaller but much more advanced vessel. Normally, the fleet accommodates between 100-150 guests, whereas Wind Innovation has room for 90 people in 80 cabins. However, Wind Innovation introduces new features such as an advanced motion compensated gangway system that directly connects the vessel and the wind turbine foundation.

Wind Innovation commenced the first project during February 2016 at the Dutch Gemini Offshore Wind Park.

### FACTS ABOUT M/S WIND INNOVATION

**Port of registry:** London  
**Type:** DP2 Service Operation Vessel  
**Built:** 1999, rebuilt 2016  
**Class:** DNV Special Purpose Ship  
**LOA:** 93 m  
**Beam:** 22,0 m  
**Draft:** 6.2 m  
**Gross tonnage:** 8,395 MT  
**Dead weight:** 3,813 MT  
**Motion compensated gangway:** Uptime 23.4 m  
**Helideck:** D = 22.2 m, T = 11.9 tonnes

*In 2015, Monjasa Holding A/S Dutch subsidiary, C-bed Floating Hotels, acquired and completely rebuilt the advanced offshore vessel, Wind Innovation.*





ISO 9001 · ISO 14001 · OHSAS 18001  
Management System Certification

BUREAU VERITAS  
Certification Denmark A/S



"The Monjasa Group  
holds ISO and OHSAS  
certifications issued by  
Bureau Veritas."



*Monjasa bunker tanker, African Sprinter, joined our  
fleet in 2014 and forms an important part of our  
West Africa operations.*



# MANAGEMENT’S STATEMENT

The executive board and board of directors have today considered and adopted the annual report of Monjasa Holding A/S for the financial year 1 January - 31 December 2015.

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 2015 of the Company and the Group and of the results of the Company and Group operations and cash flows for 2015.

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 is adopted at the Annual General Meeting.

Fredericia, 30 May 2016

## Executive board



Jan Jacobsen



Anders Østergaard



Kenneth Henriks

## Board of Directors



Christian Merrild  
Chairman



Jan Jacobsen



Anders Østergaard



Jens Vandborg Mathiasen



Tage Benedikt Bundgaard

# INDEPENDENT AUDITOR'S REPORTS

## TO THE SHAREHOLDERS OF MONJASA HOLDING A/S

### REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS AND PARENT FINANCIAL STATEMENTS

We have audited the consolidated financial statements and parent financial statements of Monjasa Holding A/S for the financial year 01.01.2015 - 31.12.2015, which comprise the accounting policies, income statement, balance sheet, statement of changes in equity and notes for the Group as well as the Parent, and the consolidated cash flow statement. The consolidated financial statements and parent financial statements are prepared in accordance with the Danish Financial Statements Act.

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

Management is responsible for the preparation of consolidated financial statements and parent 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 consolidated financial statements and parent financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on the consolidated financial statements and parent financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing and additional requirements under Danish audit regulation. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements and parent financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements and parent financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatements of the consolidated financial statements and parent financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of consolidated financial statements and parent financial statements that give a true and fair view 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as the overall presentation of the consolidated financial statements and parent financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Our audit has not resulted in any qualification.

INDEPENDENT AUDITOR'S REPORTS

Opinion

In our opinion, the consolidated financial statements and parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31.12.2015, and of the results of their operations and the Group's cash flows for the financial year 01.01.2015 - 31.12.2015 in accordance with the Danish Financial Statements Act.

STATEMENT ON THE MANAGEMENT REVIEW

Pursuant to the Danish Financial Statements Act, we have read the Management review. We have not performed any further procedures in addition to the audit of the consolidated financial statements and parent financial statements.

On this basis, it is our opinion that the information provided in the Management review is consistent with the consolidated financial statements and parent financial statements.

Copenhagen, 30 May 2016

**Deloitte**  
Statsautoriseret Revisionspartnerselskab  
Central Business Registration No 33 96 35 56

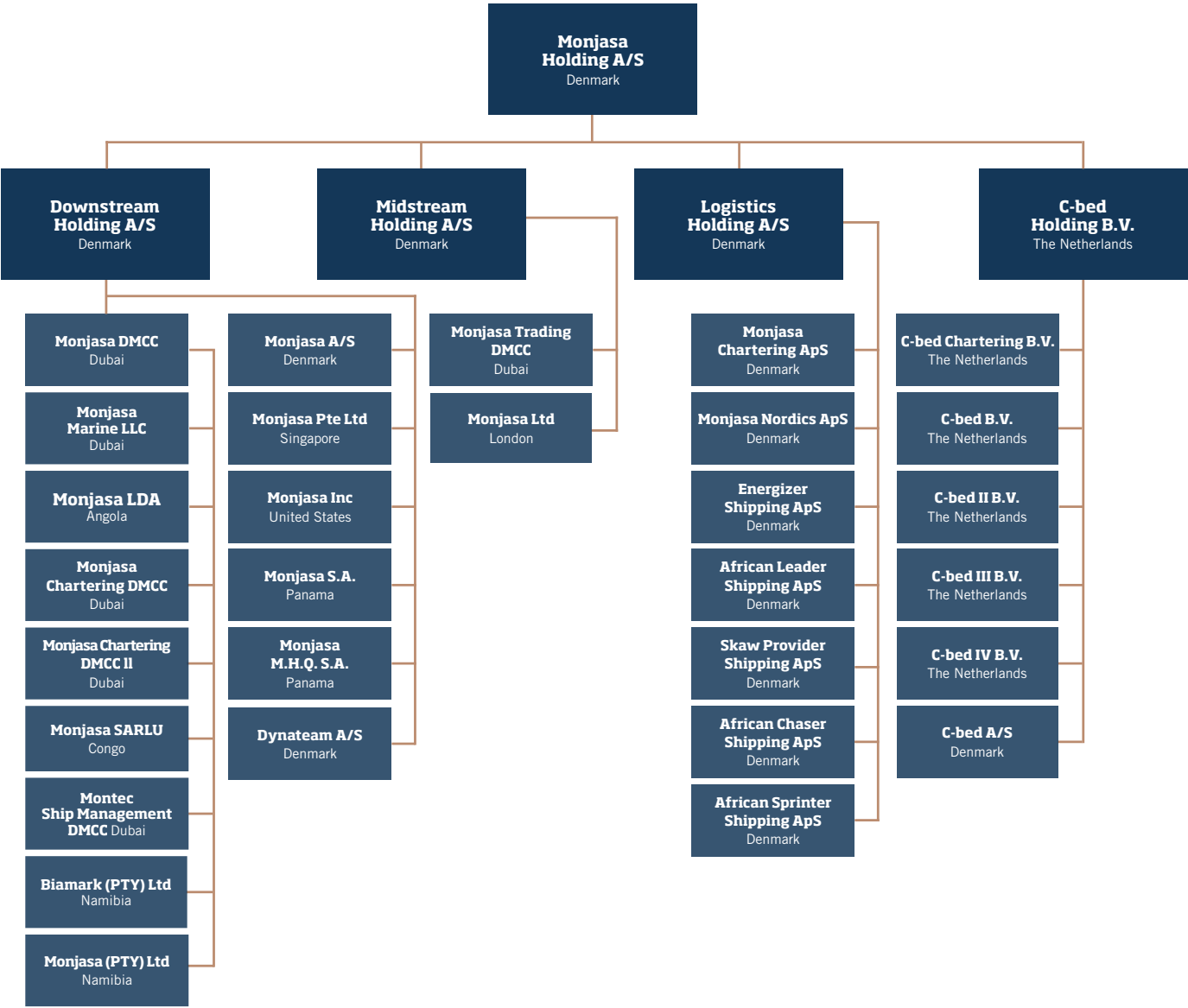


Lars Siggaard Hansen  
State-Authorised  
Public Accountant



Kåre Valtersdorf  
State-Authorised  
Public Accountant

GROUP CHART



The Group chart indicates essential companies in Monjasa Holding A/S as of 29 April 2016. For a complete overview of companies, please see the Financial Statement note 10 regarding investments in subsidiaries.

FIVE-YEAR FINANCIAL HIGHLIGHTS

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

	Group				
Key figures	2015	2014	2013	2012	2011
	USD '000	USD '000	USD '000	USD '000	USD '000
Income statement					
Revenue	1.601.930	2.548.369	2.107.335	1.472.595	1.308.960
Gross profit	66.045	67.793	62.803	41.693	20.852
Profit/loss before financial income and expenses	29.565	35.220	39.640	25.179	11.552
Net financials	-1.301	-5.233	-2.690	-1.730	-379
Net profit/loss for the year	23.684	22.385	34.391	19.871	9.211
Balance sheet					
Balance sheet total	363.446	344.370	365.364	233.657	101.397
Equity	144.130	124.464	107.814	71.602	26.542
Cash flow from:					
- operating activities	74.471	-9.857	-1.028	-793	12.257
- investing activities	-27.418	-15.697	-14.112	-12.166	-2.620
- investment in tangible assets	-37.410	-18.943	-13.452	-11.983	-2.948
- financing activities	-2.258	23.755	12.984	6.832	7.386
Change in cash and cash equivalents for the year	44.795	-1.799	-2.156	-6.127	17.023
Average number of employees					
	635	560	468	394	263
Ratios					
Gross margin	4,1%	2,7%	3,0%	2,8%	1,6%
Profit margin	1,9%	1,4%	1,9%	1,7%	0,9%
Return of assets	8,2%	10,2%	10,8%	10,8%	11,4%
Equity ratio (Solvency)	39,8%	36,2%	29,5%	30,6%	29,5%
Return on equity	17,9%	19,3%	38,3%	32,6%	66,1%

REVIEW

1.0 MAIN ACTIVITY

The main activity of the Group comprises sale, purchase and transportation of oil products primarily for the maritime industry and chartering of accommodation vessels to the offshore wind sector. Supporting activities relate to the operation of vessels and associated activities.

2.0 DEVELOPMENT IN THE YEAR

Group operations (EBIT) reached USD 30 million in 2015 (2014: USD 35 million), which is satisfactory to Management.

Net profit after tax for 2015 amounts to USD 24 million and at 31 December 2015 equity amounts to USD 144 million. The Group net profit is thereby above 2014-level (USD 22 million). The net profit was affected by increased trading volumes as well as an one-off gain from vessel disposal, the overall slowdown in the global maritime shipping markets, strong competition in some of the Group core markets as well as one-off extraordinary items of expenditures.

Under these circumstances, Management therefore considers the net profit achieved satisfactory.

Concurrently, the return on equity of 17.9% (2014: 19.3%) remains satisfactory.

3.0 THE MONJASA GROUP

The Monjasa Group consists of several separate legal entities, each with their own independent management and decision-making authority.

Monjasa Group has an independent Board of Directors, who sets out guidelines for management and the administration through the Group strategy. The implementation process and day-to-day management is carried out independently by each Group entity.

Overall, the business areas are divided into three main activities: bunker oil trading, tanker operation, and offshore wind.

The bunker oil activity comprises worldwide trading and transport of oil products primarily for the maritime sector, as well as physical supply of marine fuel at various in-port and offshore locations. Monjasa focuses on providing value-added services such as global geographical coverage, granting of trade credit, issuing of technical and commercial advice, as well as offering a one-shop-brand worldwide underlined by the statement “we are Monjasa in every port”.

The tanker vessel activity contains several single ship owning companies and is linked to the bunker oil operations within the

Group. Thereby at all times securing all tanker vessels' employment within the Group's physical supply and transport activities.

The offshore wind activity consists of owning and chartering out ASVs (Accommodation and Support Vessels) for the offshore wind turbine industry and other offshore energy activities.

3.1 Bunker oil activity

In 2015, the Group consolidated its core business and continued to improve the overall global organisational structure. New investments were made in expanding activities in the geographical areas where bunker oil is supplied by the Group's fleet. The Group has physical operations in West Africa, the Middle East and Europe.

The Group established a new office location in Panama City in 2015 and has increased the range of bunker supply and trading throughout the Latin American area. In particular, the Group's market shares in Mexico and Colombia have experienced steady growth.

In Europe, the Group extended physical operations by launching two new oil terminals in the Port of Skagen, Denmark and in Portland Port, UK.

The tanker fleet remained steady at 28 vessels in 2015. 26 of the tanker vessels are operated on time- or bare-boat charter agreements. Two of the tanker vessels are owned by the Group.

The Group's oil inventory holdings at year-end 2015 amounted to USD 63 million (at year-end 2014 the value amounted to USD 60 million).

The bunker oil inventories experience a high turnover ratio, effectively corresponding to the time it takes to transport the bunker oil from a main storage to the clients' vessels, ranging typically from a few hours up to a few days. Total revenue from the bunker oil activity decreased in 2015, as a result of lower oil prices. In 2015, the Group saw an increase in sales measured in metric tonnes of 7% compared to 2014.

In 2015, it was decided to convert the accounting currency from DKK to USD for five Danish entities for which reason the exchange rate fluctuations have had only immaterial impact to the accounts.

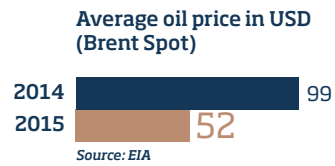
In 2014, the Danish tax authorities' introduced a new interpretation of existing law, which in effect prevents Monjasa from using the previously adopted tonnage tax regime. The Group does not agree with the opinion of the Danish tax authorities, and therefore the Group has disputed their opinion awaiting a court ruling expectedly in 2016-2017. Consequently, the Group has provided corporate taxes payable and deferred tax for the Danish activities based on the statutory Danish tax rate.

To support future growth within the bunkering activity, more staff, including both commercial and back office, has been



recruited across all offices in 2015. Consequently, other external expenses and staff expenses have increased compared to the previous year.

Trade debtors and trade creditors decreased in 2015 compared to 2014, following the drop in international oil prices throughout 2015.



### 3.2 Tanker vessel activity

In 2015, the tanker vessel activity consisted of single ship owning companies, and companies chartering vessels from external ship owners, in order to charter the vessels for bunkering activities within the Group.

Tanker vessels are not acquired for the purpose of commercial competition on the spot market. The Group's full ownership of certain tanker vessels is considered an essential part of being able to uphold a steady and reliable physical supply service even in volatile freight markets. Hence, the Group prioritises to be light on vessel ownership and to charter vessels whenever possible.

By year-end 2015, two tankers are fully owned by the Group ("African Leader" and "African Chaser"). Further, combined lease and purchasing agreements exist for two additional tankers ("Skaw Provider" and "African Sprinter"). These ships will be taken over no later than 2019 and 2020 respectively.

### 3.3. Offshore wind activity

Revenue and EBIT from the offshore wind activity remain at the same levels as in 2014.

In 2015, the offshore wind activity contained four Dutch single ship-owning companies C-bed B.V., C-bed II B.V., C-bed III B.V. and C-bed IV B.V. During the year, C-bed III B.V. sold off its primary asset, the vessel MS Wind Perfection at an attractive price. Also, during 2015, C-bed IV B.V. was established with the primary purpose of chartering out a newly acquired state-of-the-art ASV, the MS Wind Innovation.

The primary activity of all C-bed companies remains chartering of ASVs to operators and energy companies within offshore wind and related industries.

## 4.0. TARGETS AND EXPECTATIONS FOR 2016

### 4.1. Bunker oil activity

In 2016, the bunker oil activity is expected to benefit from previous and ongoing Group investments and the Management expects increasing levels of sales measured in metric tonnes.

However, the Management foresees a highly competitive global bunker market following declining oil price levels and an overall income-challenged maritime shipping industry. General market conditions may therefore soften the growth-appetite and consequently negatively affect the operating result.

Altogether, revenue measured in metric tonnes and profit before tax is expected to be below the level seen in 2015.

### 4.2. Tanker vessel activity

The business is expected to remain stable and revenue and net profits are expected to be on the same levels as in 2015. The focus of this activity remains to service the Group's bunker oil activity.

### 4.3. Offshore wind activity

With the establishment of the single ship-owning company C-bed IV B.V. and the investment in the vessel, MS Wind Innovation in the fleet, C-bed is adjusting its strategy to fit the future market demand for high performance vessels. By introducing the next generation of tailor made ASVs, C-bed expects to remain a market leader within offshore wind in the years to come. As a result of the new market demand for vessels, we foresee possible deteriorating occupation for the conventional C-bed-vessels with lower utilisation as a consequence.

There are no further investment plans within the C-bed fleet in 2016.

Because of the foreseen occupation challenges for the conventional vessels, revenue and net profits are expected to be below the level seen in 2015.

## 5.0. CAPITAL RESOURCES

Decreasing oil prices led to reduced working capital requirement and therefore the cash flow remained satisfactory during 2015. Despite of this, Monjasa continues to have a significant financing need, mainly caused by the increase in traded oil volumes.

During 2015, the implementation of the borrowing base scheme has shown more complex than expected and at the same time considered representing a higher risk by the lenders than originally anticipated. Therefore, Monjasa and the lenders have agreed to unwind the existing scheme, which will take place gradually during the remainder of 2016 to be finally unwinded at 1 January 2017. Negotiations regarding a new financial structure are expected to be finalised during the second half of 2016 with 1 January 2017 as start-up date for the new structure at the latest.

With an equity ratio of 39,8 %, Management considers the Group to be in a strong financial position ready to meet the market challenges.

## 6.0. OPERATING AND FINANCIAL RISKS

### 6.1. Operating risks

#### 6.1.1. Bunker oil

The Board of Directors, Group CEOs and the Monjasa Compliance Department are acting independently from the operational Group functions. Thereby, they continuously review and manage any developments in the overall operating risks associated to the Group's main business activities.

It is assessed that there are no sizeable uncovered risks in respect of the Group's operations, as no individual client or supplier make up a significant part of the Group's sales or purchases. The Group likewise holds adequate insurances against potential exposures, which could occur to the Group bunker oil operations.

#### 6.1.2. Offshore wind

The offshore wind turbine industry is characterised by a few large market players and relatively few, large energy companies. Therefore, it may be difficult to obtain sufficient spread of client risk. On the other hand, these customers are typically financially solid, and thus the risk is to a higher degree reflected by the relative strength between customer and supplier, than by the customers' ability to pay. As the wind turbine industry is generally favoured by state grants, the industry is to some extent exposed to potential political intervention.

#### 6.1.3. Hijacking

The safety of personnel is the premise for all our precautions. The Group operates both owned and chartered vessels in West Africa where hijacking is a risk factor. In order to minimise the risk of personal injury as well as operating losses due to assault, the Group has implemented an anti-piracy strategy, which includes an extensive description of how the crew and the offices should act in case of hijacking and/or piracy.

The strategy comprises measures to be taken both during and after a possible assault, and it includes practical security initiatives on board each vessel.

#### 6.1.4. Market risks

The bunker oil activity is only marginally affected by the risk of fluctuations in oil prices, as the oil products are either purchased and sold simultaneously, or otherwise hedged against fluctuations.

The Group continuously ensures prudent hedging procedures, most recently successfully managed during the highly volatile global oil market in the financial year 2015.

The Group continuously hedges minimum 75% and usually more than 95% of its oil price exposure.

### 6.2 Financial risks

#### 6.2.1. Bunker oil

As USD is the primary currency applied in the bunkering and tanker activities, Management decided to change accounting currency from DKK to USD in five Danish companies, including Monjasa Holding A/S as of 1 January 2015. The change eliminates translation risks related to exchange rates in the financial statements.

#### 6.2.2. Offshore wind

This activity is primarily settled in EUR or DKK. Management expects EUR and DKK to remain predominant currencies and the activity hence holds limited exchange rate risks.

#### 6.2.3. Interest rate risks

Operating within the oil and shipping industry often involves extensive capital requirements, which results in financing requirements for companies with high growth. The Group's debt is primarily based on variable interest rates. Therefore, the interest rate has an influence on the Group's results. Management reassesses financing options on a concurrent basis based on the interest rate development.

#### 6.2.4. Refinancing risks

Management adjusts the financial resources concurrently to facilitate future growth and provide for the challenges of a volatile oil price marked.

However, due to the relatively high degree of short-term debt, renewal of credit facilities are ongoing. The outcome of such negotiations are by nature uncertain and may for the new facilities result in significantly different terms of credit facilities than currently in place.

With an equity ratio of 39,8 % the risk for not obtaining new credit facilities is considered to be low.

#### 6.2.5. Credit risks

Granting credit to counter parts represents a high risk in the oil and shipping industry. Group Management therefore maintains a strong focus on the policies towards approval of trading partners and granting of credit lines to these. The Monjasa Group has a separate Credit Department, which evaluates all new and existing trading partners in accordance with the credit policy. This includes use of client credit insurance and credit rating models, which are being regularly updated to fit the state of the industry at all times.

No deterioration in realised losses has been recorded in 2015 while prudent bad debt provisions have been made totalling USD 14.4 million (2014: USD 8.9 million).

## 7.0. STRATEGY AND VISION

### 7.1. Strategy

The Group strategy originates from the fundamental desire to provide excellent service on the long term. Hence, quality in

our performance comes before fixed targets for future growth and expansion. The shareholders want excellence to propel the Group forward, and through laying every brick with care to further develop a leading position as energy provider.

Emerging and hard-to-reach-markets remain a strategic priority for the future development of the Group. In such more remote markets, the Group holds profound knowledge, and through extended physical operations, we are confident to grow our global market shares in the future.

The ability to continue following our strategy largely depends on our ability to retain, attract and develop the right human resources in our organisation. As an instrument to enhance this, the Group has increased training and development activities and established its own academy. Thereby, we strive to further benefit from our organisation's unique abilities in adapting to change according to market demands.

Within offshore wind, C-bed already takes up a market leading position. Our aspiration is to fully benefit from our first-mover advantage and together with our main clients adjust our vessels and services to the shifting demand within the offshore wind and potentially new business areas.

The strategy of the Group is best described by the four core values; Respect, Ambition, Curiosity and Smile & joy:

• **Respect**

We seek to gain global recognition as a professional Group by being capable of solving the most challenging tasks posed to us. Mutual respect is entrenched in our corporate culture. We respect our business partners, our fellow colleagues and our professional tasks.

• **Ambition**

We must never lean back and be satisfied with the status quo. Our corporate culture is characterised by our constant strive for improvement - to do the job better than others - and to do the job better than we did the last time.

• **Curiosity**

As a Group of companies and individuals, we are curious about our business environment. By constantly acquiring new and in-depth knowledge, we enhance the collaboration with clients and vendors alike.

• **Smile & Joy**

It must be fun to work! We take our work seriously and pride ourselves as professionals. It is equally important that we make room for smiles and mutual encouragement both internally and towards our business partners. We believe that exercising positive spirit and willingness to help are invaluable parts of our work culture, and in this respect we deeply believe in 'what you give is what you get'. Success in this respect would be achieved when employees regard Monjasa more like a challenging hobby rather than hard work.

**7.2. Vision**

Our vision is to become a worldwide top ten privately owned energy trading Group. This vision is deeply rooted in our entrepreneurial culture.

Monjasa will remain a dynamic organisation always on the lookout for new business areas and appealing markets opportunities.

We strive to make a real difference in the marine fuel industry; not by inventing new kinds of services as such, but a difference in the way we treat our business partners. The difference comes from taking an ownership attitude in the work, rather than just performing a mechanism or a simple function.

The vision and our Group values must lead us towards becoming a 'first choice' for our business partners and employees.

**8.0. CORPORATE SOCIAL RESPONSIBILITY (CSR)**

This section is Monjasa's statement of compliance with the Danish Financial Statements Act, section 99 (a).

Monjasa is a global maritime Group with a sizeable fleet of bunker tankers and with growth in international offices. The international business of the Group implies contact with companies and authorities around the world; including in regions suffering from poverty, lack of education and corruption.

In relation to our CSR policy, we have identified four main areas, which we will draw particular attention towards both internally and externally:

- Environment, safety and climate
- Transparency and ethics
- Diversity, working environment, equal- and human rights
- Social responsibility (The Monjasa Foundation)

**8.1. Environment, safety and climate**

Monjasa prioritises environment and safety as one of our most important focal points. The Group invests significant resources to ensure that environmental conditions and safety on board vessels in our fleet are of the highest quality possible and comply with the current international requirements and standards.

In this respect, Monjasa maintains ISO 14001, OHSAS 18001 and ISO 50001 certifications; demonstrating a strong and structured commitment to e.g. reducing environmental risks.

• In 2015, the Group performed more than 6,000 separate vessel operations globally, and experienced no environmental incidents on any vessel.

• All employees in the Middle East & Africa area have successfully completed courses in first aid during 2015. All employees in the European area completed the courses in 2014.

• We acknowledge that we have a responsibility towards the global environment and climate challenges. We are engaging in dialogue with our stakeholders, aiming towards the most responsible energy solutions. As an example of this, Monjasa is appointed official Oil Spill Responder (OSR) in Dubai's anchorages and off shore waters by the Dubai Maritime City Authority (DMCA).

Other examples of the Group's climate related activities include:

- Engaging in promoting more climate friendly marine fuel types such as LNG and low sulphur gas oil. Thereby, taking part in reducing the environmental footprint of our industry.

• Directly contributing to green energy production by the involvement in constructing offshore wind farms. Further, the Group's vessels used to support the offshore wind sector participate in energy efficiency programmes, aiming at eliminating all avoidable energy-consuming processes on-board vessels.

In 2015, Management has conducted energy reviews of the C-bed fleet. During the year, focus has been on changing to more energy efficient equipment (lightning, pumps & electric motors) in the accommodation areas and in the engine rooms. Furthermore, on-board energy-saving awareness campaigns targeting both guests and crew have been executed on-board all vessels.

**8.2. Transparency and ethics**

Monjasa works towards conducting business in a transparent and ethical way and in accordance with our code of conduct, according to which we expect our employees to act.

Through information and continuing development of our employees, we aim to contribute to a sounder business environment by inspiring others to take action according to international recommendations on best market practice.

As a Group, Monjasa has an open approach to business and therefore we share our Group policies and guidelines internally, and with relevant external counterparties. In this context, we constantly strive to keep all counterparties and employees duly informed of what we expect of them as to conduct with and within Monjasa. Training courses in ethics and code of conduct are scheduled within the Group throughout the coming years.

• The Monjasa Academy launched compulsory e-learning modules comprising code of conduct- and anti-Bribery and Corruption policy. A total of 69 employees completed this training during 2015. These training modules must be completed by all employees within 2016, and thereafter by policy for new employees within their first year of employment.

The policy is set to ensure that the Monjasa Group does not engage in bribery and/or corruption. To accomplish this, we implement adequate systems, tools and controls to mitigate the risk of bribery and corruption, and we train staff across the group to understand and avoid these risks.

The Monjasa Group's Anti-Bribery & Corruption (ABAC) Policy is set to focus on applying the following measures:

- a) Maintain a Compliance Department that is independent, that has and develops the necessary expertise, and that is in close communication with all relevant business units
- b) Establish and maintain a Risk Based Approach (RBA) towards assessing and managing bribery & corruption risks in the company
- c) Establish and maintain clear guidelines about what is - and what is not allowed, including rules about hospitality, entertainment, facilitation payments, commissions, document keeping, and all other relevant matters
- d) Establish and maintain controls, tools and procedures to monitor on-going customer activity
- e) Establish and maintain procedures for reporting suspicious activity internally and to the relevant law enforcement authorities as appropriate
- f) The maintenance of appropriate client/customer records for a minimum of 5 years.
- g) Provide regular training and updates to all employees.

Furthermore, in 2015 the Group engaged with the international Maritime Anti-Corruption Network (MACN). It is the Group's intention to seek official membership and join the MACN during 2016. The MACN is a global business network working towards the vision of a maritime industry free of corruption that enables fair trade to the benefit of society at large.

**8.3. Diversity, working environment, equal -and human rights**

**8.3.1 Diversity**

Monjasa should be a diverse workplace and we consider freedom for diversity as a strength for our further organisational development. With respect for the individual in our organisation, we prioritise having a broad mix of employees reflecting the society we form part of. Today, Monjasa is therefore a multicultural organisation representing more than 35 different nationalities and likewise welcomes multiple religions.

In 2015, the Monjasa Academy encouraged diversity and cross-cultural understanding by facilitating both cultural intelligence workshops, presentations and management courses forging mutual understanding and respect. These activities were carried out at our offices in Singapore and Panama City with participation of 35 employees and local management.

**8.3.2 Working environment**

We place great emphasis on our employees being offered the best possible working conditions. This includes that our working environment must be safe and well-functioning in both the physical and the mental aspect.

Although not legally required outside Denmark, Management globally conducts working environment surveys, including Workplace Assessments every second year. In 2015, Workplace Assessments were conducted at our offices in Panama City, Stamford, Copenhagen, and Amsterdam.

Further, the Group periodically carries out Employee Engagement Surveys (EES) across all companies in the Group. The most recent survey was conducted in 2013 with a score of 4.2 on a 1-5 scale, where 5 is the highest achievable). 93% of all Group employees participated in the 2013-survey.

In 2016, the Group will launch a new EES for improving the overall working environment according to the needs expressed by the employees.

Monjasa maintains OHSAS 18001:2007-certification for constantly focusing on the working environment.

#### 8.3.3. Equal rights

Reflecting the structure of society includes representation of both genders in the global organisation of the Group, which is a natural priority to Management. Balance is a key element in all long-term performances; hence, the Group provides equal access to career opportunities for both genders.

In other words, we always prioritise talent and performance above gender.

#### 8.3.4. Human rights

The Universal Declaration of Human Rights, adopted by the UN General Assembly, forms part of Monjasa's Know Your Customer (KYC)-assessment of all new and existing business vendors. No violations of human rights among suppliers or other business partners were reported to Group Management in 2015.

Monjasa applies anti-discrimination and anti-harassment guidelines on a Group level. These guidelines are included in the 'Monjasa Employee Handbook', which is handed out to all employees and is available on the Group's intranet. Going forward, the Compliance Department has scheduled 2016 onwards for all employees in the Group to attend compulsory code of conduct and human rights training courses. No training courses were completed in 2015.

Monjasa has active working environment committees employed at our offices in Denmark and the Middle East.

#### 8.4. Social responsibility (The Monjasa Foundation)

Social responsibility has been a part of the Monjasa Group DNA since the company's inception. With the establishment of the Monjasa Foundation in 2015, we ensure that this DNA remains an integral part of Monjasa's business concept in the future.

The purpose of The Monjasa Foundation is to engage with passionate people and projects that lead to social or cultural developments in the communities where Monjasa has its core markets.

In 2015, Monjasa engaged in various non-profit making projects. Examples of such projects include supporting social developments in the communities where Monjasa has its core markets and dedicating resources for developing local sports and performing arts activities for the benefit of young people and the community as a whole.

#### 8.5. Gender quota in the top management

This section constitutes Monjasa's statement of compliance with the Danish Financial Statements Act, section 99 (b).

In 2013, the Board of Directors of the Monjasa Holding A/S decided to set a goal to increase the distribution of female members to 1 of 5 members equalling 20% by 2020. By end of 2015, this goal has not been reached. Management recognises this uneven gender distribution, however at the same time notes that Monjasa operates in a traditionally male dominated industry, were only 20% of people trained globally are women. Monjasa has focus on empowering women in our organisation and will continuously seek to increase the gender balance in our Board of Directors and in the management.

As of 2015, the Group represents a 74/26 male/female gender ratio among managers at our global offices. A 'manager' is defined as a leader with staff responsibility and who is responsible for conducting employee development dialogues.

Overall, Monjasa focuses on employing talented leaders of both genders and does not exercise preference regarding gender of any kind concerning any position within the Group. Consequently, no specific goals or restrictions have been defined for female and male representation on management level.

To continuously seek an increase in the representation of women, the Group HR department, including the Monjasa Academy, plays a key role in understanding motivators and supporting female employees in reaching their full potential.

### 9.0. BUSINESS COMPLIANCE

Monjasa maintains ISO 9001, ISO 14001, and OHSAS 18001-certifications through a dedicated Compliance Department.

For all business partners, this means demonstration and assurance of Monjasa's constant focus on client satisfaction, reduction of environmental risks and optimising the working environment.

By continuous monitoring, evaluation and documentation of our entire value chain, the Group is thereby reducing the overall risk profile. Monjasa's counterparts can thereby rely on doing business with a Group that systematically manages all risks associated to our worldwide activities.

### 10.0. INTELLECTUAL CAPITAL RESOURCES

Growth in the Group leads to an increasing need for competent employees and a flexible organisation. Therefore, the Group increasingly spends resources towards attracting new talented employees and on retaining and training current ones. The Group operates a flat organisational structure characterised by close and open dialogue between Management and employees.

### 11.0. UNCERTAINTY RELATING TO RECOGNITION AND MEASUREMENT

Entities within the Group are currently involved in ongoing legal matters and claims handling. None of these cases, however, have the potential to materially affect our overall financial conditions, results of operations, and cash flow.

#### 11.1. Trade receivables

Trade receivables are recognised at amortised cost less provisions for bad and doubtful debts. Provisions are made for assessed probable losses as well as on a general level. The receivables in the balance sheet are not insured in full and residual risk hence exists.

#### 11.2. Receivables from associates

The Group has recognised a receivable from an associate of USD 14.2 million. Uncertainty exists regarding timing of the receivable due to local restrictions on transferring cash out of the jurisdiction.

#### 11.3. Valuation of vessels

In 2015, the fleet of Group owned vessels have been assessed for possible impairment. No requirements for write-down have been identified.

Management assesses that there are no further items in the Financial Statements which are subject to uncertainty that may have a significant impact on results and therefore on the true and fair view.

### 12.0. UNUSUAL CIRCUMSTANCES

The Group's financial position at 31 December 2015 as well as the results of the Group's operations and cash flows for the financial year 2015 are not affected by any unusual circumstances.

### 13.0. INVESTMENTS IN SUBSIDIARIES

Solvency is maintained at an adequate level in all subsidiaries and therefore no additional capital injunction was required in 2015.

### 14.0. SUBSEQUENT EVENTS

#### 14.1 Changes in the business

No material changes in the business have occurred during 2016.

#### 14.2. Capital resources

Management continuously monitors and manages the financing requirements, following the agreement between Monjasa and the lenders to unwind the existing borrowing base facility.

In 2016, Management has entered into a new long-term financing agreement and launched initiatives to meet the financing requirements and possibilities of the group as described further in note 15 to the financial statements.



*With office locations in Europe, the Americas, the Middle East & Africa, and Southeast Asia, Monjasa is present in all major time zones.*



FINANCIAL STATEMENT

INCOME STATEMENT

	Note	Group		Parent company	
		2015	2014	2015	2014
		USD '000	USD '000	USD '000	USD '000
Revenue	1	1.601.930	2.548.369	0	0
Other operating income/expenses		3.373	593	2.071	0
Cost of sales		-1.500.709	-2.438.837	0	0
Other external expenses		-38.549	-42.332	-9.450	-56
Gross profit/loss		66.045	67.793	-7.379	-56
Staff expenses	2	-29.049	-24.522	-1.702	0
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment	3	-7.431	-8.051	-131	-82
Profit/loss before financial income and expenses		29.565	35.220	-9.212	-138
Income from investments in subsidiaries after tax	4	0	0	33.262	22.201
Financial income	5	24.723	1.706	2.828	3.475
Financial expenses	6	-26.024	-6.939	-3.535	-2.960
Profit/loss before tax		28.264	29.987	23.343	22.578
Tax on profit/loss for the year	7	-4.580	-7.602	341	-193
Net profit/loss for the year		23.684	22.385	23.684	22.385

DISTRIBUTION OF PROFIT

	Parent company	
	2015	2014
	USD '000	USD '000
Proposed dividend for the year	4.000	1.634
Extraordinary dividend paid in the year	-	-
Reserve for net revaluation under the equity method	34.012	22.201
Retained earnings	-14.328	-1.450
	23.684	22.385

FINANCIAL STATEMENT

BALANCE SHEET  
ASSETS

	Note	Group		Parent company	
		2015	2014	2015	2014
		USD '000	USD '000	USD '000	USD '000
Goodwill		467	607	0	0
Software and licences		1.192	757	0	0
Intangible assets	8	1.659	1.364	0	0
Land and buildings		4.400	3.883	0	0
Ships		53.039	33.131	0	0
Other fixtures and fittings, tools and equipment		5.253	4.440	465	0
Leasehold improvements		546	1.310	0	0
Tangible fixed assets	9	63.238	42.764	465	0
Investments in subsidiaries	10	0	0	145.234	111.250
Investments in associates	11	0	0	0	0
Receivables from associates		106	0	0	0
Other investments	12	216	216	0	0
Deposits	12	1.956	1.637	0	0
Fixed assets investments		2.278	1.853	145.234	111.250
Fixed assets		67.175	45.981	145.699	111.250
Stocks		63.376	60.106	0	0

FINANCIAL STATEMENT

BALANCE SHEET  
ASSETS

	Note	Group		Parent company	
		2015	2014	2015	2014
		USD '000	USD '000	USD '000	USD '000
Trade receivables		134.224	184.223	0	0
Receivables from group enterprises		0	0	1.141	92.565
Receivables from associates		16.302	22.212	14.176	0
Other receivables		17.184	12.794	0	0
Deferred tax asset		0	913	0	23
Tax receivables		1.081	302	1.246	0
Prepayments	13	13.075	13.546	110	953
Receivables		181.866	233.990	16.673	93.541
Cash at bank and in hand		51.029	4.293	813	0
Current assets		296.271	298.389	17.486	93.541
Assets		363.446	344.370	163.185	204.791

FINANCIAL STATEMENT

BALANCE SHEET  
LIABILITIES AND EQUITY

	Note	Group		Parent company	
		2015	2014	2015	2014
		USD '000	USD '000	USD '000	USD '000
Share capital	14	85	85	85	85
Reserve for net revaluation under the equity method		0	0	133.935	102.361
Retained earnings		140.045	122.746	6.110	20.384
Proposed dividend for the year		4.000	1.633	4.000	1.634
Equity		144.130	124.464	144.130	124.464
Provision for deferred tax		2.986	0	4	0
Provisions		2.986	0	4	0
Credit institutions	15	9.392	0	0	0
Lease obligations	15	8.930	4.021	96	0
Other payables		33	110	33	110
Long-term debt		18.355	4.131	129	110

FINANCIAL STATEMENT

BALANCE SHEET  
LIABILITIES AND EQUITY

		Group		Parent company	
	Note	2015	2014	2015	2014
		USD '000	USD '000	USD '000	USD '000
Credit institutions	15	102.672	120.143	75	78.471
Lease obligations	15	1.671	635	0	0
Prepayments received from customers		118	0	0	0
Trade payables		87.266	83.460	165	96
Payables to group enterprices		0	0	15.793	1.484
Payables to associated enterprices		1.609	210	67	0
Corporation tax		0	5.625	0	166
Other payables		4.639	5.702	2.822	0
Short-term debt		197.975	215.775	18.922	80.217
Debt		216.330	219.906	19.051	80.327
Liabilities and equity		363.446	344.370	163.185	204.791

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FINANCIAL STATEMENT

STATEMENT OF CHANGES IN EQUITY

Group					
	Share capital	Retained earnings	Proposed dividend for the year	Total	
	USD '000	USD '000	USD '000	USD '000	
Equity at 1 January 2015	85	122.745	1.634	124.464	
Dividend paid	0	0	-1.634	-1.634	
Exchange adjustments relating to foreign legal entities	0	-2.384	0	-2.384	
Net profit/loss for the year	0	19.684	4.000	23.684	
Equity at 31 December 2015	85	140.045	4.000	144.130	
Parent company					
	Share capital	Reserve under the equity method	Retained earnings	Proposed dividend for the year	Total
	USD '000	USD '000	USD '000	USD '000	USD '000
Equity at 1 January 2015	85	102.361	20.384	1.634	124.464
Dividend paid	0	0	0	-1.634	-1.634
Exchange adjustments relating to foreign legal entities	0	-2.438	54	0	-2.384
Net profit/loss for the year	0	34.012	-14.328	4.000	23.684
Equity at 31 December 2015	85	133.935	6.110	4.000	144.130



FINANCIAL STATEMENT

CASH FLOW STATEMENT

	Note	Group	
		2015	2014
		USD '000	USD '000
Net profit/loss for the year		23.684	22.385
Adjustments	19	10.920	20.625
Change in working capital	20	57.699	-44.574
Cash flows from operating activities before financial income and expenses		92.303	-1.564
Financial income		15.243	1.706
Financial expenses		-26.024	-6.939
Cash flows from ordinary activities		81.522	-6.797
Corporation tax paid		-7.051	-3.060
Cash flows from operating activities		74.471	-9.857
Purchase of intangible assets		-555	-1.362
Purchase of property, plant and equipment		-37.410	-18.943
Sale of property, plant and equipment		10.547	4.608
Investments in subsidiaries		-	-
Cash flows from investing activities		-27.418	-15.697
Change in loans from credit institutions		-8.079	49.224
Change in loans from associates		1.472	-19.551
Change in lease obligations		6.617	-
Repayments of lease obligations		-635	-429
Dividends paid		-1.633	-5.489
Cash flows from financing activities		-2.258	23.755
Change in cash and cash equivalents		44.795	-1.799
Cash and cash equivalents at 1 January		4.293	6.715
Exchange rate adjustments		1.941	-623
Cash and cash equivalents at 31 December		51.029	4.293

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

1 Segment information		Group
		Revenue
		USD '000
Business segment 2015		
Oil		1.575.804
Offshore wind		26.126
		1.601.930
Business segment 2014		
Oil		2.509.941
Offshore wind		38.428
		2.548.369

2 Staff expenses	Group		Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Wages and salaries	28.217	23.705	1.647	0
Pensions	663	620	54	0
Other social security expenses	169	197	1	0
	29.049	24.522	1.702	0
Including remuneration to the Executive management of:	1.311	1.276	1.311	1.276
Including remuneration to the Board of Directors of:	132	85	132	85
Average number of employees	635	560	3	0

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

3 Depreciation, amortisation and impairment of intangible assets and property, plant and equipment		Group
	2015	2014
	USD '000	USD '000
Software and licenses	343	189
Goodwill	140	150
Land and buildings	263	195
Ships	4.736	5.868
Other fixtures and fittings, tools and equipment	1.723	1.296
Leasehold improvements	226	353
	7.431	8.051

4 Income from investments in subsidiaries after tax		Parent company
	2015	2014
	USD '000	USD '000
Share of profits of subsidiaries after tax	33.402	22.294
Amortisation of goodwill	-140	-93
	33.262	22.201

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

5 Financial income		Group	Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Interest received from group enterprises	0	0	2.828	3.145
Exchange adjustments	559	811	0	38
Other financial income	24.164	895	0	292
	24.723	1.706	2.828	3.475

6 Financial expenses		Group	Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Interest received from group enterprises	0	0	593	21
Exchange adjustments	2.922	14	1.011	0
Other financial expenses	23.102	6.925	1.931	2.939
	26.024	6.939	3.535	2.960

7 Tax on profit/loss for the year		Group	Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Current tax for the year	-40	3.723	-395	193
Deferred tax for the year	3.904	-411	27	0
Adjustment of tax concerning previous years	716	4.290	27	0
Total tax for the year	4.580	7.602	-341	193

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

8 Intangible assets	Group	
	Software and licenses	Goodwill
	USD '000	USD '000
Cost at 1 January	1.769	607
Net exchange adjustment	0	0
Additions for the year	847	0
Cost at 31 December	2.616	607
Impairment losses and amortisation at 1 January	821	0
Net exchange adjustment	0	0
Amortisation for the year	343	140
Impairment losses and amortisation at 31 December	1.164	140
Carrying amount at 31 December	1.192	467
Amortised over	5-8 years	5 years

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

9 Property, plant and equipment	Group			
	Land and buildings	Ships	Other fixtures and fittings, tools and equipment	Leasehold improvements
	USD '000	USD '000	USD '000	USD '000
Cost at 1 January	5.047	46.945	10.725	1.129
Net exchange adjustment	0	31	0	0
Additions for the year	0	32.282	1.527	98
Disposals for the year	0	-9.307	-2.916	-19
Cost at 31 December	5.047	69.951	9.336	1.208
Impairment losses and depreciation at 1 January	384	15.554	3.308	450
Net exchange adjustment	0	0	0	0
Depreciation for the year	263	4.736	1.723	226
Reversal of impairment and depreciation of sold assets	0	-3.378	-948	-14
Impairment losses and depreciation at 31 December	647	16.912	4.083	662
Carrying amount at 31 December	4.400	53.039	5.253	546
Depreciated over	20 years	3-11 years	5 years	4-5 years
Including assets under finance leases amounting to			12.768	



FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

	Parent company	
	2015	2014
	USD '000	USD '000
Cost at 1 January	8.889	2.209
Additions for the year	2.410	6.680
Cost at 31 December	11.299	8.889
Revaluations at 1 January	101.667	86.697
Net exchange adjustment	-994	2.638
Net profit/loss for the year	33.402	22.294
Amortisation of goodwill	-140	-93
Dividends to the Parent company	0	-9.175
Revaluations at 31 December	133.935	102.361
Carrying amount at 31 December	145.234	111.250
Remaining positive difference included in the above carrying amount at 31 December	467	607

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

10 Investments in subsidiaries		
Name	Place of registered office	Votes and ownership
Downstream Holding A/S	Fredericia, Denmark	100%
Monjasa A/S	Fredericia, Denmark	100%
Dynateam Fyn A/S	Fredericia, Denmark	100%
Monjasa Inc	Connecticut, USA	100%
Monjasa DMCC	Dubai, United Arab Emirates	100%
Monjasa Chartering DMCC	Dubai, United Arab Emirates	100%
Monjasa Chartering DMCC II	Dubai, United Arab Emirates	100%
Montec Ship Management DMCC	Dubai, United Arab Emirates	100%
Monjasa Marine LLC	Dubai, United Arab Emirates	67%
Monjasa Pte Ltd	Singapore, Malaysia	100%
Monjasa S.A	Panama, Central America	100%
Monjasa MHQ S.A	Panama, Central America	100%
Midstream Holding A/S	Fredericia, Denmark	100%
Logistics Holding A/S	Fredericia, Denmark	100%
African Leader Shipping ApS	Fredericia, Denmark	100%
African Chaser Shipping ApS	Fredericia, Denmark	100%
African Sprinter Shipping ApS	Fredericia, Denmark	100%
Skaw Provider Shipping ApS	Fredericia, Denmark	100%
Monjasa Chartering ApS	Fredericia, Denmark	100%
Energizer Shipping ApS	Fredericia, Denmark	100%
Monjasa Tankers ApS	Fredericia, Denmark	100%
C-Bed Holding BV	Amsterdam, The Netherlands	100%
C-Bed BV	Amsterdam, The Netherlands	100%
C-Bed II BV	Amsterdam, The Netherlands	100%
C-Bed III BV	Amsterdam, The Netherlands	100%
C-Bed IV BV	Amsterdam, The Netherlands	100%
C-Bed Chartering BV	Amsterdam, The Netherlands	100%
C-Bed A/S	Fredericia, Denmark	100%
First Arctic A/S	Fredericia, Denmark	100%

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

11 Investments in associates	Parent company	
	2015	2014
	USD '000	USD '000
Cost at 1 January	2	2
Additions for the year	0	0
Cost at 31 December	2	2
Impairment losses and amortisation at 1 January	2	2
Net exchange adjustment	0	0
Net profit/loss for the year	0	0
Revaluations at 31 December	2	2
Carrying amount at 31 December	0	0
Name	Place of registered office	Votes and ownership
Monjasa LDA	Angola	49%
Monjasa (PTY) Ltd	Namibia	35%

NOTES TO THE ANNUAL REPORT

12 Other fixed asset investments	Group	
	2015	2014
	USD '000	USD '000
Cost at 1 January	1.853	1.711
Additions for the year	425	142
Cost at 31 December	2.278	1.853
Carrying amount at 31 December	2.278	1.853

**13 Prepayments**  
Prepayments consist of prepaid expenses concerning rent, chartering, insurance premiums, subscriptions and interest.

**14 Equity**  
The share capital consists of 500.000 shares of a nominal value of DKK 1. No shares carry any special rights. There has not been any changes in the share capital in the last 5 years.

FINANCIAL STATEMENT

NOTES TO THE ANNUAL REPORT

15 Financing	Group		Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Credit institutions				
After 5 years	0	0	0	0
Between 1 and 5 years	9.392	0	0	0
Long-term part	9.392	0	0	0
Credit institutions with credit lines	100.139	120.143	75	78.471
Other short-term debt to credit institutions within 1 year	2.533	0	0	0
Short-term part	102.672	120.143	75	78.471
	112.064	120.143	75	78.471
Lease obligations				
Between 1 and 5 years	8.930	4021	96	0
Long-term part	8.930	4.021	96	0
Within 1 year	1.671	635	0	0
Short-term part	1.671	635	0	0
	10.601	4.656	96	0

Monjasa's borrowing base facility established during 2015 with collateral in receivables and inventories expired on 20 May 2016 and it has been agreed with the participating lenders to unwind the facility gradually until 1 January 2017.

As of 20 May 2016 the borrowing base facility and adjacent revolving credit facility was reduced in agreement between Monjasa and the lenders and the facilities were changed to an uncommitted facility. As at 20 May 2016, 80% of the facility was drawn. An agreement on unwinding the facility does not change the financial loan covenants already applicable, of which none have defaulted. Certain non-financial covenants have been included in the new agreement.

Additionally, by May 2016, a three year loan agreement of DKK 100 million (approx. USD 15 million) with two of the lenders in the existing borrowing base facility has been committed to by the lenders in order to achieve a long-term financing of the offshore wind ship acquired and upgraded in 2015 in addition to the existing ship financing loans of USD 20 million. The new loan agreement is conditional on obtaining an additional contract for the acquired offshore wind ship for services in 2017. Negotiations for additional contracts are currently ongoing and positive outcome before September 2016 is expected.

The borrowing base facility will gradually unwind and at 31 December 2016 the facility amounts to USD 33.75 million and negotiations are being launched to find a more flexible and comprehensive financial structure. Management expects the negotiations to be finalised during the second half of 2016.

In order to meet the obligations of the gradually decreasing borrowing base facility and changes in bunker oil price, Management has identified several initiatives to lower net working capital by e.g. adjusting bunker oil storage and operating activities.

The current liquidity forecast for the year ending 31 December 2016 based on the financial performance in the first four months of 2016 and Management's estimated financial development in the rest of 2016 as well as the identified initiatives to adjust net working capital and financing need shows a liquidity surplus throughout 2016.



# FINANCIAL STATEMENT

## NOTES TO THE ANNUAL REPORT

### 16 Rental and lease agreements, contingent liabilities, security and other financial information

#### Group

##### Rental agreements and leases

The Group has assumed operating lease obligations which at 31 December 2015 amounts to USD 10.9m (2014: USD 5.8m) in the period of non-terminability of up to 84 months (2014: 83 months).

The Group has assumed a contingent liability regarding refurbishment, which at 31 December 2015 amounts to USD 95k (2014: USD 153k).

The Group has assumed charter hire obligations which at 31 December 2015 amount to USD 59.0m (2014: USD 38.6m).

##### Contingent liabilities

Monjasa Group is part in lawsuits and disputes including one specific lawsuit in Denmark where a significant amount has been contended to be paid including fines. Management's expect that the Monjasa Group will be able to defend the specific lawsuit mentioned and therefore none of the current lawsuits and disputes are expected to have significant impact on the Group's financial position and future earnings.

#### Parent Company

##### Contingent liabilities

The Parent Company has assumed joint liability for the debts and obligations of the subsidiary - C-bed II B.V.

##### Security

Subsidiaries in the Group have issued a guarantee towards financial institutions in respect of loans which amount to USD 243m at the balance sheet date (2014: USD 67m).

##### Joint tax

The Parent Company is the management company for the Group's Danish jointly taxed companies, and as from the 2013 financial year it has unlimited, joint and several liability together with the other jointly taxed companies for all corporate income taxes arising under the joint taxation scheme and as from 1 July 2012 the Parent Company has unlimited, joint and several liability for the withholding taxes payable by these companies. Corporate income tax payable for the Danish jointly taxed companies amounted to USD 0m at 31 December 2015 (2014: USD 1.2m ).

# FINANCIAL STATEMENT

## NOTES TO THE ANNUAL REPORT

17 Fee to auditors appointed at the general meeting	Group		Parent company	
	2015	2014	2015	2014
	USD '000	USD '000	USD '000	USD '000
Audit fee	404	112	30	3
Tax advisory services	104	207	0	2
Other assurance services	3	33	0	0
Non-audit services	234	213	0	5
	745	565	30	10

### 18 Related parties

#### Substantial interest

JJ Holding & Invest ApS, Middelfart, Denmark	Shareholder
Endeavour Invest ApS, Fredericia, Denmark	Shareholder

#### Other related parties

Christian Merrild	Chairman of the Board of Directors
Tage Benedikt Bundgaard	Member of the Board of Directors
Jens Vandborg Mathiasen	Member of the Board of Directors
Jan Jacobsen	Chief Executive Officer and member of the Board of Directors
Anders Østergaard	Chief Executive Officer and member of the Board of Directors





# ACCOUNTING POLICIES

Amounts attributable to expected losses or expenses are recognised as income in the income statement as the affairs and conditions to which the amounts relate materialise. Negative goodwill not related to expected losses or expenses is recognised at an amount equal to the fair value of non-monetary assets in the income statement over the average useful life of the non-monetary assets.

Positive and negative differences from enterprises acquired may, due to changes to the recognition and measurement of net assets, be adjusted until the end of the financial year following the year of acquisition. These adjustments are also reflected in the value of goodwill or negative goodwill, including in amortisation already made.

Amortisation of goodwill is allocated in the Consolidated Financial Statements to the operations to which goodwill is related.

Amortisation of goodwill is recognised in “Amortisation, depreciation and impairment losses”.

## MINORITY INTERESTS

On statement of Group results and Group equity, the shares of results and equity of subsidiaries attributable to minority interests are recognised as separate items in the income statement and the balance sheet. Minority interests are recognised on the basis of a remeasurement of acquired assets and liabilities to fair value at the time of acquisition of subsidiaries.

On subsequent changes to minority interests, the changed share is included in results as of the date of change.

## LEASES

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership (finance leases) are recognised in the balance sheet at the lower of the fair value of the leased asset and the net present value of the lease payments, computed by applying the interest rate implicit in the lease or an approximated value as the discount rate. Assets acquired under finance leases are depreciated and written down for impairment under the same policy as determined for the other fixed assets of the Company. The remaining lease obligation is capitalised and recognised in the balance sheet under debt, and the interest element on the lease payments is charged over the lease term to the income statement.

All other leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

## DERIVATIVE FINANCIAL INSTRUMENTS

On initial recognition in the balance sheet, derivative financial instruments are measured at cost and subsequently at fair value. Derivative financial instruments are recognised under other receivables or other payables.

Changes in the fair value of derivative financial instruments classified as and complying with the requirements for hedging the fair value of a recognised asset or a recognised liability are recorded in the income statement together with the changes in the value of the hedged asset or the hedged liability.

## TRANSLATION POLICIES

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Gains and losses 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 transaction date rates are recognised in financial income and expenses in the income statement; cf. however, see the section on derivative financial instruments.

Income statements of foreign subsidiaries and associates that are translated at transaction date rates or approximated average exchange rates. Balance sheet items are translated at the exchange rates at the balance sheet date. Exchange rate adjustments arising at the translation of the opening equity and exchange rate adjustments arising from the translation of the income statements at the exchange rates at the balance sheet date are recognised directly in equity.

## INCOME STATEMENT REVENUE

Revenue from the sale of oil and delivery of transport services is recognised in the income statement when the sale is considered effected based on the following criteria:

- delivery has been made before year end;
- a binding sales agreement has been made;
- the sales price has been determined and payment has been received or may with reasonable certainty be expected to be received.

Revenue is recognised exclusive of VAT and net of discounts relating to sales.

## COST OF SALES

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

## OTHER OPERATING INCOME AND EXPENSES

Other operating income and other operating expenses comprise items of a secondary nature to the core activities of the enterprises, including gains and losses on the sale of intangible assets and property, plant and equipment.

# ACCOUNTING POLICIES

## OTHER EXTERNAL EXPENSES

Other external expenses comprise expenses for sale, marketing, administration, premises, bad debts, etc.

## STAFF EXPENSES

Staff expenses comprise wages and salaries as well as payroll expenses.

## DEPRECIATION, AMORTISATION AND IMPAIRMENT OF PROPERTY, PLANT AND EQUIPMENT AND INTANGIBLE ASSETS

Depreciation, amortisation and impairment losses comprise amortisation, depreciation and impairment of intangible assets and property, plant and equipment.

## INCOME FROM INVESTMENTS IN SUBSIDIARIES

The items “Income from investments in subsidiaries after tax” in the income statement include the proportionate share of the profit for the year less goodwill amortisation.

## FINANCIAL INCOME AND EXPENSES

Financial income and expenses comprise interest, realised and unrealised exchange adjustments as well as extra payments and repayment under the on-account taxation scheme, and settlements of and unrealised fair value adjustments from derivatives.

## TAX ON PROFIT/LOSS FOR THE YEAR

The Company is comprised by the Danish rules on compulsory joint taxation of Monjasa Holdings A/S’ Danish subsidiaries. Comprised by the joint taxation rules are Monjasa Holding A/S, Monjasa A/S, Energizer Shipping ApS, Monjasa Tankers ApS, Monjasa Chartering ApS, African Leader Shipping ApS African Chaser Shipping ApS, Skaw Provider Shipping ApS and Dynateam Fyn A/S.

Monjasa Holding A/S is the management company for the joint taxation and consequently settles all payments of corporation tax with the tax authorities.

The tax effect of the joint taxation with the subsidiary is allocated to Danish enterprises showing profits or losses in proportion to their taxable incomes (full allocation with credit for tax losses). The jointly taxed enterprises have adopted the on-account taxation scheme.

Tax for the year consists of current tax for the year and 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. Any changes in deferred tax due to changes to tax rates are recognised in the income statement.

## BALANCE SHEET

## INTANGIBLE ASSETS GOODWILL

Goodwill is amortised on a straight-line basis over the estimated useful life determined on the basis of Management’s experience with the individual business areas.

## SOFTWARE AND LICENSES

Software is measured at cost, less any accumulated amortisation and impairment losses or at a lower recoverable amount.

Software is amortised over the remaining software period or a shorter useful life.

## PROPERTY, PLANT AND EQUIPMENT

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use. In the case of assets of own construction, cost comprises direct and indirect expenses for labour, materials, components and sub-suppliers.

Periodical costs for docking is amortised over the expected period remaining until next docking.

Interest expenses on loans raised directly for financing the construction of property, plant and equipment are recognised in cost over the period of construction. All indirectly attributable borrowing expenses are recognised in the income statement.

Depreciation, which is based on cost and reduced by any residual value, is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Land and building..... 20 years

Ships..... 3 - 11 years

Other fixtures and fittings, tools and equipment ..... 5 years

Leasehold improvements... 4 - 5 years

Assets costing less than DKK 12,600 are expensed in the year of acquisition.

## 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, an impairment test is carried out to determine whether the recoverable amount is lower than the carrying amount and the asset is written down to its lower recoverable amount.

# ACCOUNTING POLICIES

## INVESTMENTS IN SUBSIDIARIES

Investments in subsidiaries are recognised and measured under the equity method.

The items “Investments in subsidiaries” in the balance sheet include the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition with deduction or addition of unrealised intercompany profits or losses and with addition of any remaining value of positive differences (goodwill) and deduction of any remaining value of negative differences (negative goodwill).

The total net revaluation of investments in subsidiaries is transferred upon distribution of profit to “Reserve for net revaluation under the equity method” under equity. The reserve is reduced by dividend distributed to the Parent Company and adjusted for other equity movements in subsidiaries.

Subsidiaries with a negative net asset value are recognised at DKK 0. Any legal or constructive obligation of the Parent Company to cover the negative balance of the enterprise is recognised in provisions.

## OTHER INVESTMENTS

Other investments are measured at cost price.

## DEPOSITS

Deposits are recognised at cost price.

## INVENTORIES

Inventories are measured at the lower of cost under the weighted average method and net realisable value. The net realisable value of inventories is calculated at the amount expected to be generated by sale in the process of normal operations with deduction of selling expenses and costs of completion. The net realisable value is determined allowing for marketability, obsolescence and development in expected sales sum.

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

## PREPAYMENTS

Prepayments are measured at cost and comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

## RECEIVABLES

Receivables are recognised in the balance sheet at amortised cost, which substantially corresponds to nominal value. Provisions for estimated bad debts are made.

## DIVIDEND

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

## CURRENT TAX AND DEFERRED TAX ASSETS AND LIABILITIES

Deferred tax is recognised in respect of all temporary differences between the carrying amount and the tax base of assets and liabilities.

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. In cases where the computation of the tax base may be made according to alternative tax rules, deferred tax is measured on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets, including the tax base of tax loss carry-forwards, are measured at the value at which the asset is expected to be realised.

Current tax receivables and liabilities are recognised in the balance sheet at the amount calculated on the basis of the expected taxable income for the year, adjusted for tax on taxable incomes for prior years.

Tax receivables and liabilities are offset if there is a legally enforceable right of set-off and an intention to settle on a net basis or simultaneously.

## PROVISIONS

Provisions are recognised when - in consequence of an event occurred before or on the balance sheet date - the Company has a legal or constructive obligation and it is probable that economic benefits must be given up to settle the obligation. Provisions include, amongst others, the expected loss risk on pending court cases.

## FINANCIAL DEBTS

Fixed-interest loans, such as loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

## OTHER DEBTS AND PAYABLES

Other debts and payables are measured at amortised cost, substantially corresponding to nominal value.

## CASH FLOW STATEMENT

The cash flow statement shows the Group's cash flows for the year, broken down by operating, investing and financing activities, changes for the year in cash and cash equivalents as well as the Group's cash and cash equivalents at the beginning and end of the year.

No cash flow statement has been prepared for the Parent Company, as the Parent Company cash flows are included in the Consolidated Cash Flow Statement.

## CASH FLOWS FROM OPERATING ACTIVITIES

Cash flows from operating activities are calculated as the net profit/loss for the year, adjusted for changes in working capital

and non-cash operating items, such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets, less short-term debt, excluding items included in cash and cash equivalents.

## CASH FLOWS FROM INVESTING ACTIVITIES

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.

## CASH FLOWS FROM FINANCING ACTIVITIES

Cash flows from financing activities comprise cash flows from the raising and repayment of long-term debt as well as payments to and from shareholders.

## CASH AND CASH EQUIVALENTS IN THE CASH FLOW STATEMENT

Cash and cash equivalents comprise "Cash at bank and in hand".

The cash flow statement cannot be immediately derived from the published financial records.

## EXPLANATION OF FINANCIAL RATIOS

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







AMERICAS EUROPE MIDDLE EAST & AFRICA SOUTHEAST ASIA