

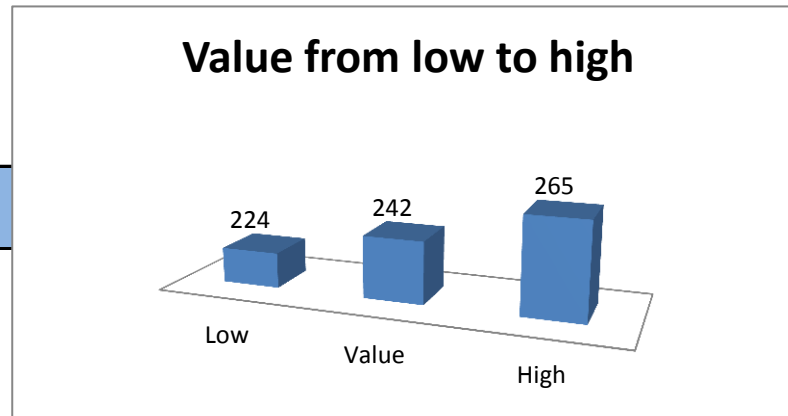


Value indicator

Total sale of company

Eksempel A/S

Valuation at november 2015



The valuation was performed using the discounted cash flow model (DCF). DCF is the most common method for the valuation of companies involved with trade. The underlying practical modeling and calculations in this report have been thoroughly tested and built on a framework of recognized theoretical and practical research in corporate finance and valuation modeling. This model is also used for the valuation of companies, when performing impairment tests based on IFRS IAS 36. The forecast includes balance sheet estimates, cash flow and ROIC estimates for a 5 year period, after which a terminal value is calculated. In addition, the weighted average cost of capital (WACC) is utilized as a discount rate. As the model contains many variables, each of which can affect the valuation, further simulations are made, after which new values are again calculated. As a result, there is not a single calculated value but rather a range. The correct value for the company would be the value the buyer and seller agree on. This report should therefore be considered as an indicator which may serve as support for a decision to either sell now or optimize the company's future value. At the same time, the report may provide insight into how changes in the company's cash flow might affect the value.

Estimated value, DKK

241.642.951

Sensitivity analysis shows that the value can move within a range - see page 11

Reduction in value: Discount rate is adjusted for non-negotiability

Uncertainty: The discount rate has been adjusted due to lack of financial history



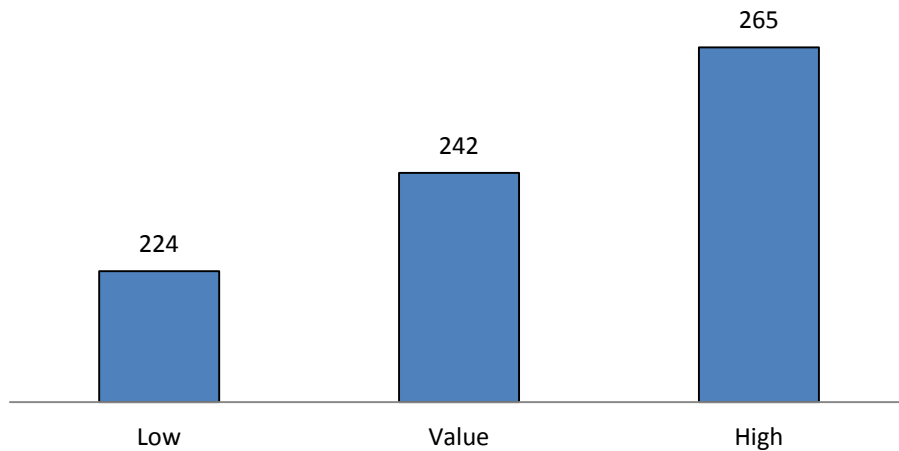
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Value Calculation of Eksempel A/S

Value of Eksempel A/S million DKK



The value estimate :

Eksempel A/S can be classified as a fast growing innovative company. The value is estimated at **242 million dkk** with a range from 224 million dkk to 265 million dkk.

Adjustments:

The value has been adjusted down as the company is not listed on a stock exchange. Furthermore the value has been adjusted down due to lack of financial history. The value may be increased if projected budgets are realized.

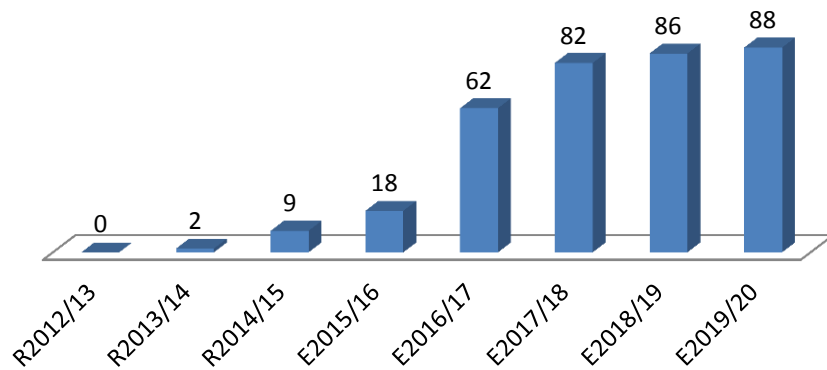
Additional capital requirements:

It is apparent that in 2015/16 Eksempel A/S will need further capital. An injection of 18 million DKK would be sufficient. The cash flow is strong and the company would likely be able to quickly re-pay any such loan.

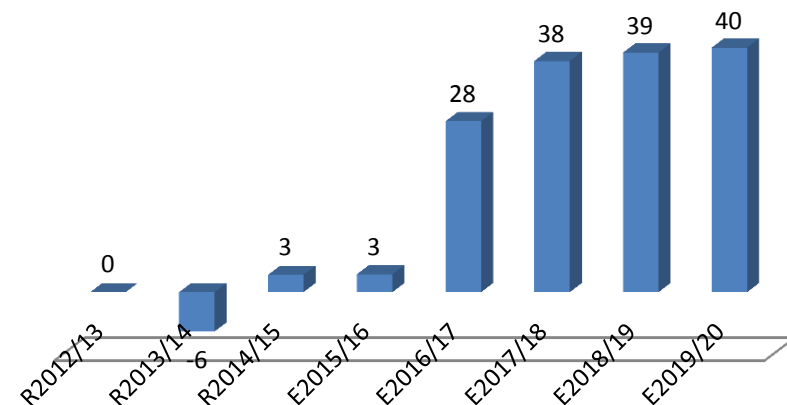
Financial information:

The P/L estimates from 2015/16 to 2017/18 have been supplied by Eksempel A/S.

Turnover million DKK



EBIT million DKK





Forecast scenario: Historical income statement 3 years and forecast 5 years.

As a method of forecasting estimates for the next 5 years, forecast sheets for both income statement and balance sheet have been built. Changes in the individual parameters will be recalculated and the new estimates simulated.

The following page shows estimates for the balance. Receivables such as inventories, trade receivables, trade payables are calculated from the reaction rate in days. The starting point is the historical turnover rates and estimates are calculated for the coming 5 years.

	Income Statement							
	Historical				Forecasts			
	R2012/13	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
Revenue	0	1.607	9.290	17.895	62.085	81.562	85.640	88.209
Cost of sales	0	-992	-3.436	-8.637	-27.493	-37.216	-39.445	-40.628
Other costs	0	-6.698	-2.833	-1.516	-1.702	-1.728	-1.798	-1.852
Employee costs	0	-300	-194	-4.351	-4.586	-4.528	-4.981	-5.479
EBITDA	0	-6.383	2.827	3.391	28.303	38.090	39.416	40.250
Depreciation	0	-6	-19	-480	-480	-480	-457	-480
EBIT	0	-6.389	2.809	2.911	27.823	37.610	38.959	39.770
Financial expenses	0	-21	-60	-1.201	-2.324	-2.324	0	0
Financial income	0	0	0	0	0	0	0	0
Profit before tax	0	-6.410	2.749	1.709	25.499	35.286	38.959	39.770
Tax	0	0	173	-376	-5.610	-7.763	-8.571	-8.749
Net profit for the year	0	-6.410	2.922	1.333	19.889	27.523	30.388	31.021
Equity statement								
Shareholders' equity beginning	0	125	-1.554	5.834	7.168	27.057	54.580	84.968
Corrections from 2013/14 to 2014/15, etc. net	0	0	2.617	0	0	0	0	0
Other equity movements	0	676	1.849	0	0	0	0	0
Net profit incl. daughter	0	-2.355	2.922	1.333	19.889	27.523	30.388	31.021
Equity at year end	0	-1.554	5.834	7.168	27.057	54.580	84.968	115.989


Forecast scenario: Historical balance sheets 3 years and forecast 5 years

	Balance Sheets							
	Historical			Forecasts				
	R2012/13	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
Intangible assets	0	0	0	0	0	0	0	0
Property, plant and equipment	0	70	4.384	4.474	4.967	6.525	6.851	7.057
Deferred tax	0	0	173	173	0	0	0	0
Securities and other financial assets	0	0	125	0	0	0	0	0
Fixed assets	0	70	4.682	4.647	4.967	6.525	6.851	7.057
Inventories	0	545	1.146	960	1.529	6.118	6.484	6.679
Accounts receivable (customers)	0	237	3.501	2.248	3.899	10.056	10.558	10.875
Other receivables	0	224	32	186	646	849	892	918
Other current assets	0	0	0	0	0	0	0	0
Securities	0	0	0	0	0	0	0	0
Cash	0	44	97	0	0	0	0	0
Current assets	0	1.050	4.777	3.395	6.074	17.022	17.934	18.472
Total assets	0	1.120	9.459	8.041	11.041	23.547	24.785	25.529
Long-term debt	0	0	0	0	0	0	0	0
Deferred tax	0	0	0	0	0	0	0	0
Intercompany debt	0	101	101	0	0	0	0	0
Long-term liabilities	0	101	101	0	0	0	0	0
Intercompany debt	0	0	0	0	0	0	0	0
Accounts payable (suppliers)	0	419	1.189	710	2.260	3.059	3.242	3.339
Short-term debt (banks)	0	0	0	-423	-24.617	-42.815	-73.005	-103.588
Other current liabilities	0	2.152	2.334	211	731	961	1.009	1.039
Tax payable	0	0	0	376	5.610	7.763	8.571	8.749
Other provisions	0	0	0	0	0	0	0	0
Current liabilities	0	2.571	3.523	874	-16.016	-31.032	-60.183	-90.460
Shareholders equity	0	-1.554	5.834	7.168	27.057	54.580	84.968	115.989
Total liabilities	0	1.119	9.459	8.041	11.041	23.547	24.785	25.529



Expected scenario: Forecast Income Statement

Forecast ratios are typed in yellow

	Forecast assumptions P/L							
	Historical			Forecasts				
	R2012/13	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
				Budgets from Eksempel A/S				
Sales Growth (per cent. Nominal)		478,0%		92,6%	246,9%	31,4%	5,0%	3,0%
Cost of sales (percent of revenue)	61,7%	37,0%		48,3%	44,3%	45,6%	46,1%	46,1%
External exp. (Percent of revenue)	416,7%	30,5%		8,5%	2,7%	2,1%	2,1%	2,1%
Or external exp. (inflation)				0,00	0,00	0,00	0,00	0,00
Staff costs		-35,4%		2142,8%	5,4%	-1,3%	10,0%	10,0%
Depreciation:								
Primo fixed assets		76	4.403					
Depreciation (percentage of assets)		8,2%	0,4%	-10,7%	-9,7%	-7,4%	7,0%	7,0%
Interest income (percent of revenue)		0,03%	0,00%	0,00%	0,00%	0,00%	0,00%	0,00%
Interest expense (amount)		-21	-60	-1.201	-2.324	-2.324	0	0
tax rate		0,0%	-6,3%	22,0%	22,0%	22,0%	22,0%	22,0%

Due to the high cash flow, all debt are paid out in 2018/19 and interest expense will be zero. Interests has no influence on the value.



Expected scenario: Forecast Balance Sheets

Forecast ratios are typed in yellow

	Forecast assumptions A/L							
	Historical			Forecasts				
	R2012/13	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
Working capital								
Cash and cash equivalents (percent of revenue)		2,7%	1,0%	0,0%	0,0%	0,0%	0,0%	0,0%
Marketable securities		0	0	0	0	0	0	0
Inventories (days from goods sold)		200,6	121,8	40,6	20,3	60,0	60,0	60,0
Trade receivables (days of turnover)		53,8	137,5	45,8	22,9	45,0	45,0	45,0
Other receivables (days of turnover)		51,0	1,3	3,8	3,8	3,8	3,8	3,8
Accruals		0,0	0,0	0,0	0,0	0,0	0,0	0,0
Trade payables (days from goods sold)		154,4	126,3	30,0	30,0	30,0	30,0	30,0
Other liabilities (days of turnover)		488,6	91,7	4,3	4,3	4,3	4,3	4,3
Assets								
Goodwill (amount)		0	0	0	0	0	0	0
Fixed assets (percent of revenue)		4,3%	47,2%	25,0%	8,0%	8,0%	8,0%	8,0%
Deferred tax (amount)		0	173	0	0	0	0	0
Securities / ass. shares (amount)		0	125	0	0	0	0	0
liabilities								
Mortgage banks (amount)		0	0	0	0	0	0	0
Deferred tax		0	0	0	0	0	0	0
Other liabilities (amount)		101	101	0	0	0	0	0
Corp. Tax		0	0	376	5.610	7.763	8.571	8.749



Forecast scenario: Invested capital and financing

Invested capital is the sum of investment in fixed assets, inventories, receivables debt, trade payables and other current liabilities which is necessary for daily operations. Thus invested capital equals fixed assets plus working capital.

The financial basis shows how capital employed is funded. The financing base shows "net debt to banks and other credit institutions".

This item is the net statement of assets, bank debt and / or mortgage debt and possibly securities that are convertible. If the amount stands with negative sign, it expresses a positive balance - i.e., liquidity surplus. A positive sign is an expression of interest-bearing debt.

There are also "recognition of capitalized lease commitments" that are rent commitments which are normally not shown in the balance sheet.

Invested capital								
	Historical			Forecasts				
	R2012/13	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
Working capital - assets	0	1.006	4.679	3.395	6.074	17.022	17.934	18.472
Working capital - liabilities	0	-2.571	-3.523	-921	-2.991	-4.020	-4.251	-4.378
Net working capital	0	-1.565	1.157	2.474	3.083	13.003	13.683	14.094
Fixed assets	0	70	4.384	4.474	4.967	6.525	6.851	7.057
Recognition of capitalized lease commitments		0	0	0	0	0	0	0
Capital employed before goodwill	0	-1.496	5.541	6.948	8.050	19.528	20.534	21.150
goodwill	0	0	0	0	0	0	0	0
Invested capital for goodwill	0	-1.496	5.541	6.948	8.050	19.528	20.534	21.150
Other financial assets	0	0	125	0	0	0	0	0
Total financing	0	-1.496	5.665	6.948	8.050	19.528	20.534	21.150
Equity	0	-1.554	5.834	7.168	27.057	54.580	84.968	115.989
Net tax	0	0	-173	203	5.610	7.763	8.571	8.749
other liabilities	0	101	101	0	0	0	0	0
Net debt to banks and other credit institutions	0	-44	-97	-423	-24.617	-42.815	-73.005	-103.588
Recognition of capitalized lease commitments		0	0	0	0	0	0	0
The financial basis	0	-1.496	5.665	6.948	8.050	19.528	20.534	21.150



Forecast scenario: Invested capital and free cash flow

On the previous page, the change in the exposure with the bank is shown. Below the free cash flow, which is a key element in valuation, is calculated.

Free cash flow is the cash flow the company generates and which is available to investors before interest. Free cash flow is calculated as the starting point before interest rates, as investors are assumed to form its financing on their own.

Since the value of the company is estimated based on the free cash flow, as seen later, it is important that the free cash flow is optimized and increased.

Free cash flow							
	Historical		Forecasts				
	R2013/14	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
EBIT	-6.389	2.809	2.911	27.823	37.610	38.959	39.770
Tax on EBIT	0	177	-640	-6.121	-8.274	-8.571	-8.749
Tax loss carry forwards			0	0	0		
Change in net tax liabilities	0	-173	376	5.407	2.153	808	178
Interest on recognition of capitalized lease commitments	0	0	0	0	0	0	0
Tax on interest element	0	0	0	0	0	0	0
NOPLAT (profit after tax).	-6.389	2.812	2.647	27.109	31.489	31.196	31.199
Depreciation reversed	6	19	480	480	480	457	480
Cash flow	-6.383	2.831	3.127	27.589	31.969	31.653	31.679
Changes in working capital	1.565	-2.722	-1.317	-609	-9.919	-680	-410
Capital expenditures	-76	-4.333	-570	-973	-2.038	-783	-685
Total investments	1.489	-7.055	-1.887	-1.582	-11.958	-1.463	-1.096
Free cash flow before goodwill	-4.893	-4.224	1.240	26.007	20.011	30.190	30.583
Goodwill investments	0	0	0	0	0	0	0
Free cash flow after goodwill	-4.893	-4.224	1.240	26.007	20.011	30.190	30.583



Forecast scenario: Return on Investment and Economic Profit

ROI compares the operating result of developments in the capital, which was calculated earlier. This couples balance sheet and income statement together. There are several ways to increase ROI. It may be the reduction of working capital or increased utilization of existing facilities as well as revenue growth and cost efficiency. In short, it is important to increase operating profit more relative to the increase in invested capital. The return on assets also referred ROIC, or Return On Invested Capital.

Below the discount rate less the return on investment (ROIC) is calculated. The discount rate is the return an investor is expected to have on the capital invested in the business. It is the agreed minimum return to investors and the discount rate is therefore used for discounting all future cash flows to a present value of the company. The discount rate is also referred to as Weighted Average Cost of Capital (WACC). The calculation of WACC is seen later in this report.

When the return on assets is deducted from the discount rate, it is an indication of whether the company generates value for the owner. If the discount rate is higher than the return on assets, the company loses value. This means that the company only creates value for owners whose rate of return is greater than or equal to the discount rate WACC. Although there are positive operating results, the company may lose in value if the operating profit generates a return on investment that is smaller than the discount rate.

Below, Economic Profit calculation, which is the ultimate measure of whether it generates shareholder value (value for the owners) and how much value added is. Economic Profit (EVA) is determined by multiplying the difference between the return on assets and discount rate with the capital invested.

NOTE: The following calculation does not capitalizing any operating lease and rental obligations. An additional analysis and new calculation of ROIC will be necessary if the capitalization to be included.

Return On Invested Capital and Economic Profit						
	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
NOPLAT (net operating profit less adjusted tax)	2.812	2.647	27.109	31.489	31.196	31.199
Invested capital	-1.496	5.541	6.948	8.050	19.528	20.534
ROIC (return on invested capital), %	-188,1	47,8	390,2	391,2	159,8	151,9
Cost of capital (WACC), %	14,7	14,7	14,7	14,7	14,7	14,7
ROIC-WACC, %	-202,8	33,0	375,5	376,4	145,0	137,2
Economic profit, TDKK	3.033	1.830	26.085	30.302	28.318	28.173



Sensitivity

Changes in the discount rate (WACC) and terminal growth.

WACC (discount rate) is calculated later. WACC has considerable influence on the value. Therefore it is necessary to look at changes in the discount rate. The same applies to the growth in the terminal period. Terminal period is the period subsequent to the 5 year estimate period and in the cash flow model it is regarded as infinity period. When the terminal value represents a large part of the total, it is important whether the growth is set to 1% or 2%. The very low inflation and low real growth has lowered estimates of growth in the terminal period.

WACC and growth in the valuation:

WACC after tax discount rate after tax as a percentage. 14,7% (including illiquidity premium at 2,8%)
Terminal growth rate, per cent. 2,0%

Below are different value calculations for changes in growth and WACC. All amounts are in million DKK:

		Terminal growth				
		1,0%	1,5%	2,0%	2,5%	3,0%
WACC after tax	12,7%	254	263	272	282	294
	13,7%	241	248	256	265	274
	14,7%	229	235	242	249	257
	15,7%	219	224	230	237	244
	16,7%	210	215	220	226	232

In the set matrix of WACC and growth, the highest probability area is highlighted and the company ends up with a value in the range of DKK 224 million to DKK 265 million with the fair market value of DKK 242 million. The price is adjusted downwards due to lack of marketability (i.e. unlisted shares)



Other issues in the valuation indication

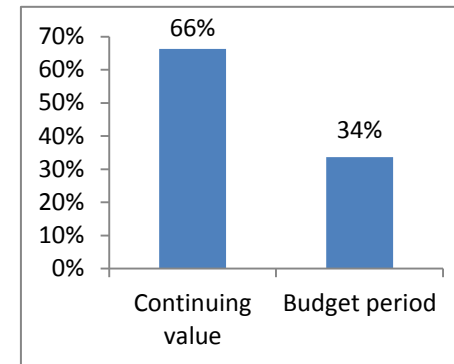
Continuing value

The valuation consists of two elements: The value calculated before the budget period and the value calculated after the budget period. The value after the budget period is described as the continuing value and calculated as an infinite series of cash flows.

Present value of terminal value	159.859
Present value of free cash flow the first 5 years	81.167
Total value of the company's assets = Enterprise value	241.027

As can be seen the value in the terminal period is 66% of the total value calculation. Therefore, it is especially here that the major impact arises in value when making simulations of terminal growth rate and WACC.

It is quite normal that most of the value comes from the terminal period. For innovative companies, 100% of the value easily can be calculated in the terminal period.



Adjustments which have influence of the value

This valuation is a financial indicator of value.

Other conditions that may require further analysis, can affect the price. Examples are shown below.

Company-specific risk which will generally lead to a reduction in the indicative value can be:

- Lack of diversification for example. geographical
- Narrow concept with the possibility of intrusion from other actors
- Illiquidity - shares can not immediately be transformed into cash as they can from the ownership of listed shares
- Control - Buyer will obtain full control of the company and thus be willing to pay extra
- Strategic relationships. The buyer may be extra interested in the company due to competition or other factors
- Synergy of the buyer on acquisition



Calculation of WACC (discount rate) and statement of capital structure

Cost of equity (CAPM)

Risk-free interest rate based on 5-10 year government bond:

	Year	Price	Coupon	Yield
Bond	2025	108,98	1,7	1,6
Market Supplement (risk premium) is estimated to be (pct.)				5,3
beta				1,05
See beta calculation next page.				
In addition, beta-surcharge of 1.0 equivalent to:				5,30
Equity Cost				12,4

Beta supplement include company-specific risk for this particular company.

This surcharge is calculated based on the completed information about the company's competitive environment and strategic location. The specified point in the information document summed and from this calculated allowance.

The higher the points score, the lower the charge. Low supplement ultimately results in low discount rate and thus increased value.

A company with strong dominance in its supply chain, strong sustainable competitive advantage or is in a growth industry with high barriers to entry, other things being equal, have higher value than companies who score low on these strategic areas.

This company has score: 14 points

Provides beta surcharge 1 (which is internally accumulated at a points score table from the Strategy)



Calculation of WACC (discount rate) and statement of capital structure

Calculation of beta

Sector beta	Leveraged equity beta	Unleveraged equity beta
Chemical (speciality)	1,03	0,86
Beta is included in the capital asset pricing model as a parameter which illustrates how much each company's stock price would change by changes in the average market portfolio. Thus beta is an expression of risk.		
Average	0,00	0,86

Leverage beta calculated from target debt ratio:

tax rate	22,00%	
unleveraged beta	0,86	
target debt	22,0%	Hentes også fra online beta service
Leveraged beta:	1,05	

Weighted average cost of capital

	Target structure	Cost	Tax	Weighted cost
Target debt	25,0%	3,2	0,22	0,6
Equity	75,0%	12,4		9,3
Cost of capital after tax				9,9
Surcharge for lack of history and uncertainty				2,0
The illiquidity premium unlisted share meaning. Average of practical use in study				2,8
WACC after adjusting for lack of liquidity for shareholders				14,7



Valuation calculation

Discounting the cash flow and valuation						
	R2014/15	E2015/16	E2016/17	E2017/18	E2018/19	E2019/20
Free cash flow after goodwill	1.240	26.007	20.011	30.190	30.583	31.195
Discount period	0,5	1,5	2,5	3,5	4,5	
Discount rate WACC	0,95	0,87	0,79	0,72	0,65	
Present value of free cash flow after goodwill	1.182	22.561	15.790	21.668	19.966	
Growth factor includes inflation (inflation + growth)		2,0%	Growth in terminal period			
WACC after tax is calculated at		14,7%				
Growth rate in the terminal value is WACC less growth =		12,7%				
Continuing value (terminalværdi) = Base CV / (WACC - growth) :				244.867		
NPV at continuing value				159.859		
NPV at free cashflow first 5 years				81.167		
Enterprise value				241.027		
Less interest-bearing debt				97		
Value of securities				0		
Adjusting for tax payments or receivables (in this case a receivable)				519		
Value of equity				241.643		
Value of company				241.643		



Glossary

Discounted Cashflow	<p>DCF model. The most widely used model for valuing companies. This report is built around this method, which in principle is based on the calculation of the present value of its infinite cash flow. A survey has shown that 87.2% of equity funds, dependent and independent advisors use this method. Critics believe that the method provides for large fluctuations, as included many factors assessed subjectively. Notwithstanding this criticism is DCF model is the most common method. Provisions may be made for parameter changes, sensitivity analysis as seen here in the report.</p> <p>DCF model is approved for impairment tests of goodwill, assets etc. for companies that prepare financial statements according to the international accounting standards IFRS, among other things applies to all listed companies.</p>
Economic Profit	<p>Another expression is Economic Value Added (EVA).</p> <p>A method of calculating the value of the company increases with when the return on assets (ROIC) exceeds the discount rate (WACC). Economic Profit is a key area in valuations and management of value added.</p>
Enterprise value	<p>The value of total company assets. When the value of equity is calculated, deducted from the interest-bearing debt from enterprise value.</p>
Invested capital	<p>The sum of fixed assets and working capital.</p>
ROIC	<p>Return On Invested Capital.</p> <p>Calculated as operating profit adjusted for estimated tax divided by invested capital.</p>
WACC	<p>Weighted Average Cost of Capital. WACC is the discount rate used for discounting the future cash flow. The size of WACC has great importance to the company's value. The calculation of the WACC contains many elements: Risk free interest rate, risk premium, interest on debt, risk on equity expressed as beta, tax, possibly to the illiquidity premium, etc. Therefore, there is not an exact value of WACC and therefore it is in any valuation necessary to carry out the sensitivity analysis of the value of the company to changes in WACC.</p>