

# **Table of Contents**

Management's review	
Financial overview	1
Financial review	2
Business foundation	11
Corporate management	13
Risk management	19
Corporate Social Responsibility	23
Annual report	
Profit and Loss Account	24
Balance Sheet	25
Equity	26
Cash Flow Analysis	27
Solvency	28
Notes	29
Endorsements	
Management's statement	60
Independent auditor's report	61
Internal auditor's report	64
Management and audit	
Management and audit	65

# **Company information**

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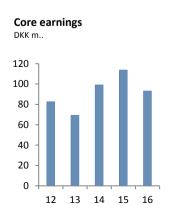
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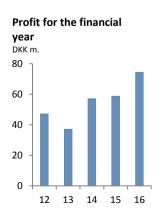
## **Financial overview**

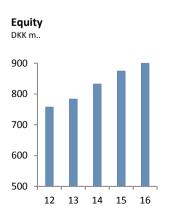
i ilialiciai ovel view						
(DKK 1,000)		2016	2015	2014	2013	2012
Profit and loss account						
Net interest income		165,189	170,215	183,126	179,360	187,570
Net interest and fee income		303,751	314,851	294,229	269,070	277,896
Operational expenditure *		211,488	201,515	195,288	200,038	197,336
hereof staff and administrative expenses		205,826	187,198	180,578	180,896	176,883
hereof payment to sector solutions		357	9,620	9,153	10,025	7,316
Core earnings *		93,105	113,707	99,096	69,275	82,588
Value adjustments		19,675	1,896	13,556	22,682	26,392
Impairment losses on loans and receivables		20,861	42,210	42,503	43,616	47,876
Profit from holdings in affiliated companies		-18	-14	2	23	26
Profit before tax of the financial year		91,901	73,379	70,151	48,364	61,130
Profit for the financial year		74,382	58,771	57,057	37,053	47,120
Selected asstes and liabilities						
Equity		933,075	874,751	832,647	783,628	757,656
Capital base		759,714	716,221	687,825	736,864	717,457
Total deposits		6,242,687	5,342,465	4,944,941	4,867,403	4,503,086
Loans and other amounts due		3,665,212	3,521,129	3,589,855	3,679,973	3,609,442
Total assets / liabilities		7,544,456	6,836,206	6,645,251	6,575,019	6,657,446
Off-balance sheet items		1,587,398	1,334,376	1,145,641	848,656	880,905
Selected keys figures						
Solvency ratio	pct.	17.9	17.5	16.7	17.3	16.6
Individual solvency demand ratio**	pct.	11.3	11.3	11.5	11.2	9.7
CET1 capital ratio	pct.	17.9	17.5	16.7	18.1	17.3
Profit on own funds before tax	pct.	10.2	8.6	8.7	6.3	8.4
Basic earning / costs	pct.	1.44	1.56	1.51	1.35	1.42
Extra cover in relation to the		1.77	1.50	1.51	1.55	1.42
		405.0	452.0	120.4	101.2	206.5
statutory liquidity requirement	pct.	196.0	153.9	130.4	181.2	206.5
The year's impairments losses	pct.	0.4	0.8	0.9	0.9	1.0
Loans/equity ratio		3.9	4.0	4.3	4.7	4.8
Stock value / book value per share		0.67	0.80	0.63	0.63	0.48
Dividend per share		7.0	6.0	5.5	3.0	2.5

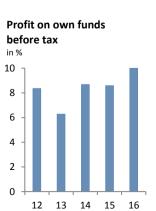
<sup>\*</sup> Definition disclosed in note 1.

The whole set of main- and key figures is available in note 1









<sup>\*\*</sup> The total capital ratio model has been changed to the 8+ model. Figures from 2012 are not comparable.

# **Highlights**

Core earnings DKK 93.1 million, exceeding the expected total of DKK 75-90 million at the start of the year.

Impairment losses on lending amounts to DKK 20.9 million, corresponding to an impairment rate for the year of 0.4% (0.8% in

2015).

Market value adjustments DKK 19.7 million is an improvement of DKK 17.8 compared with 2015.

Profit for the year before tax DKK 91.9 million corresponds to a 25.2% increase compared with 2015.

**Return on equity** 10.2% in average return on equity p.a. before tax (8.6% in 2015).

Business volume increases by 12.7% or DKK 1,297 million to a total of DKK 11,495 million. The business volume comprises total

loans, deposits and guarantees at the end of 2016.

**Lending** Growth in lending from year-end 2015 to year-end 2016 of 4.1%. Growth in average loan of 0.6%.

**Deposits** Growth in deposits from year-end 2015 to year-end 2016 of 16.9%. Growth in average deposits of 6.9%.

**Solvency ratio** 17.9% – solvency requirement calculated as 11.3%. Capital consists entirely of equity.

**Dividends** DKK 7 per share, corresponding to 25.4% of the Bank's net profit.

## Financial review

#### Profit for the year - Third highest in the Bank's history.

Core earnings (before impairments on lending, market value adjustments and tax) amounted to DKK 93.1 million. The core earnings thereby exceed the Bank's previous guidance of DKK 75-90 million. The core earnings are at a satisfactory level, as a lower profit was expected in comparison with the record-high core earnings of 2015. The core earnings are DKK 20.6 million lower than in 2015.

The reasons for the lower core earnings are declining income and increasing costs. The bank's total interest income declined by DKK 5.0 million and the total income from dividends, fees and commissions declined by DKK 6.1, bringing the Bank's total decline in interest and fee income to DKK 11.1 million.

The banks total costs increased by DKK 10 million.

The year's impairment losses on lending totalled DKK 20.9 million, which is DKK 21.4 million lower than in 2015.

Positive market value adjustments totalled DKK 19.7 million, which is DKK 17.8 million higher than in 2015.

The profit before tax amounted to DKK 91.9 million, DKK 18.5 million higher than in 2015, corresponding to an increase of 25.2%. This profit, which is the third best in the Bank's history, represents a return on average equity of 10.2%, corresponding to a profit of DKK 34 per share (of DKK 10 each).



In relation to the current socio-economic situation with continued low growth in business investments and negative interest rates, Management considers the pre-tax profit of DKK 74.4 million very satisfactory.

Furthermore, Management is pleased to note that:

- the net increase in new customers in 2016 is double that of 2015.
- customer satisfaction among the Bank's customers is generally at a high and very satisfactory level.
- the Bank's base capital consists of equity alone.

# Financial review (continued)

#### **Background**

Despite an expectation of increased economic growth in 2016 – and political incentives to achieve this goal – the Danish economy continues to see low growth rates around the level of 1%.

In 2016, the European Central Bank continued to inject large amounts of cheap liquidity into the market to boost economic growth and thereby employment. In Denmark, Danmarks Nationalbank continues to charge negative interest on banks' deposits in the national bank.

These initiatives have contributed to maintaining the historically low interest rates; combined with continued increasing employment, consumer confidence has gradually increased. This has contributed positively to increasing prices and higher turnover in the property market.

Despite the early signs of a turnaround in economic growth, 2016 did not see a significant change in attitude among the cautious and tentative. Thus, the year was characterised by continued reluctance to invest, combined with continued savings and debt settlement among private customers and especially among companies.

The general development has resulted in:

- Continued growth in deposits.
- · Limited growth in lending.
- A declining interest margin.
- Increasing costs.
- A significantly lower level of losses and impairments.
- Positive value adjustment of the Bank's securities portfolio.

# **Business volume and Earnings**

The Bank's average deposits were DKK 360 million higher than in 2015, corresponding to a 6.9% increase.

The increase in deposits is due to a general increase in savings by the Bank's private customers, a significant transfer of pension funds from other providers, and the inflow of new customers.

The increase in deposits is also impacted by a redistribution of customers' placement of savings funds from individual custody accounts to the bank's new pool schemes, which are included in the deposits statement.

The Bank's average lending was DKK 23 million higher than in 2015, corresponding to a 0.6% increase. The demand for lending remains low, but in comparison with previous years the trend has now turned towards positive growth in lending.

In recent years the Bank has had a growing inflow of customers, with record growth in 2016, due in part to new customers in the newly-opened branches.

The number of private customers at the end of 2016 is 42,700, an increase of 3,200 compared to 2015. The number of commercial customers has increased by 275. The total increase is thereby double of 2015, a very satisfactory level.

The Bank's significantly higher increase in new private customers and generally higher activity in the housing market has led to growth of more than 13% in the Bank's private lending.

However, the low socio-economic growth rates have led to continued restraint on the part of the Bank's commercial customers in terms of investment. The Bank's lending to commercial customers thus shows a continued downward trend, which largely offsets the growth in private lending.



The Bank's interest margin showed a downward trend throughout 2016 as a result of very low interest rates and strong competition between banks. There is also a shift in the Bank's product mix, where a larger share of the Bank's lending is comprised of private customers' mortgage financing, with good security but relatively lower margins.

The Bank's net interest income declined by DKK 5.0 million to DKK 165.2 million as a result of the flat lending growth and continued decline in interest margin. The Bank's interest rates on loans are impacted by the very low money market interest rates, which has resulted in a decline in income that is not offset by the decline interest on deposits.

The negative money market interest rates have also resulted in declining earnings on the Bank's surplus liquidity, and a lower interest yield on the Bank's bond portfolio.

Fee and commission income amounted to DKK 139.2 million, a decrease of DKK 1.9 million compared with 2015.

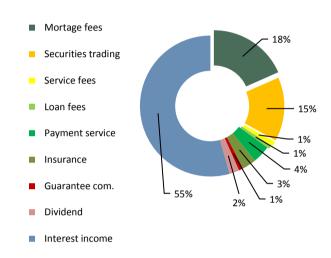
The decline can be primarily attributed to lower earnings on capital management and securities trading, while the overall mortgage credit earnings show a large increase as a result of increased activity, particularly in the second half, in the areas of mortgage refinancing, home sales and the increasing number of private customers with mortgages in the Bank. The Bank cooperates with Totalkredit and, over the years, has built up a significant portfolio of Totalkredit loans amounting to approximately DKK 8.7 billion. In 2016 alone, the portfolio grew by more than 10% as a result of high activity and the influx of new customers. Income from the bank's brokerage of insurance also showed an increase of DKK 1.9 million.

# Financial review (continued)

Finally, the dividend payment from the Bank's equity portfolio was DKK 4.4 million lower than in 2015, due to changes in the composition of the Bank's portfolio of stocks.

The Bank's total interest and fee income amounted to DKK 303.8 million, which is DKK 11.1 million less than in 2015.

#### Breakdown of the Bank's earnings



## Costs

The Bank's total operating costs amounted to DKK 211.5 million, representing an increase of DKK 10.0 million compared to 2015.

The main reasons for the increase are as follows:

- Increased personnel costs of DKK 10.8 million, as the number of employees in the Bank increased by approximately 11 compared to the same period last year. The increase is primarily due to the opening of new branches in Løgten-Skødstrup and Hinnerup, and the addition of new employees in the Bank's branches that have seen largest growth in new customers.
- Increased payroll tax of DKK 2.7 million, primarily as a result of the increased tax rate.
- Extraordinary reversal of pension provisions of approximately DKK 5 million in 2015 concerning the Bank's former directors.
- Increased IT costs of DKK 4.0 million as a result of ever-increasing regulatory requirements and increased growth in digitised customer solutions and work processes.
- The total savings in other administration costs amounted to approximately DKK 3.2 million.
- Decline in costs of settlement assets / Deposit Guarantee Fund amounting to DKK 9.3 million.

#### **Core earnings**

Core earnings (before impairments on lending, market value adjustments and tax) amounted to DKK 93.1 million. The core earnings are thereby DKK 20.6 lower than in 2015 – but more than DKK 3 million above the stated expectations for 2016 of DKK 75-90 million.

Quarterly results 2016				
(DKK million)	Q4	Q3	Q2	Q1
Net interest and fee income	77.3	76.1	78.8	71.6
Operational expenditure	56.4	51.4	55.3	48.4
Basic result	21.3	24.9	23.7	23.2
Writedowns on loans	0.2	6.7	6.2	7.8
Profit before tax	26.3	26.9	21.7	17.0

#### Impairments and losses

The year's impairment losses on lending totalled DKK 20.9 million, which is DKK 21.4 million lower than in 2015, and thus half of the DKK 42.2 figure for 2015.

The year's impairment losses on lending and provisions for guarantees correspond to 0.4% of lending and guarantees, which is a very satisfactory level.

The significant decline can be primarily attributed to a drop in new impairments and increased reversals of previously impaired exposures whose economic results and credit quality have improved.

The total impairment losses are comprised of:

- New individual impairment losses on lending of DKK 65.2 million.
- Reversal of previous impairment losses and provisions of DKK 34.5 million
- An increase of DKK 1.9 million in collective impairment losses.
- Interest income of DKK 11.7 million on impaired lending.

The drop in new impairments is primarily due to a reduced level of new impairments among agriculture customers.

Lending and guarantees to agriculture corresponds to 11.6% of the Bank's total lending and guarantees. The distribution of the Bank's agriculture customers is: approximately 40% in crops, nearly 40% in pig farming and nearly 10% in dairy farming. The total impairments on agriculture at year-end amount to DKK 75.4 million, with DKK 64.0 million relating to pig farming and DKK 9.5 million relating to dairy farming.

In the commercial sector, the credit portfolio to the agricultural industry, as well as property and construction, is where the Bank has recognised the most significant impairment losses.

# Financial review (continued)

Similar to the previous nine years, the calculation of collective impairments was made in 2016 on the basis of a standard model developed by the trade organisation "Lokale Pengeinstitutter", based on segmentation of the Bank's customers. The collective impairments for 2016 amount to DKK 1.9 million.

At year-end, impairment losses on lending and guarantee provisions totalled DKK 277.0 million, or 5.0% of the Bank's lending and guarantee portfolio.

In 2016, realised credit losses totalled DKK 18.3 million, which is DKK 18.4 million lower than 2015.

Only DKK 0.5 million of the losses realised in 2016 had not previously been written down.

At year-end, receivables with reduced interest rates were DKK 91.9 million, i.e. 23.8 million higher than in 2015.

#### Large exposures

The creditworthiness of the Bank's credit portfolio is generally good as a result of constant and long-term focus on credit quality, combined with good and aware risk diversification among private and commercial customers, as well as industries.

Please refer to the separate section on credit risk management, as well as notes 32, 33 and 34, which contain a summary of the credit portfolio.

Please see note 8 for further specification of impairment losses on lending and guarantees.

The financial ratio of the Bank's largest exposures at year-end was 80%, compared to 62% in 2015. The financial ratio thus exceeds the Bank's overall maximum target of 70%. The primary reason for this increase in 2016 is that the bank provided new large and temporary construction loans to social housing associations.

The calculation of the financial ratio of the Bank's largest exposures includes six exposures spread over four different industries (public authorities, building and construction, agriculture and real property). All major exposures with commercial customers are individually below the Bank's maximum limit of DKK 150 million per exposure.

# Market value adjustments

Positive market value adjustments totalled DKK 19.7 million, which is DKK 17.8 million higher than in 2015. The most significant contributors to the increase in value are a DKK 3.2 million increase in the bond portfolio, a DKK 14.4 million increase in the equity portfolio and a DKK 2.5 million increase in currency value.

The positive market value adjustment on the equity portfolio is primarily a result of Bank's portfolio of sector equities from the Bank's business partners.

#### Profit

Profit before tax for the year amounted to DKK 91.9 million, which is DKK 18.5 million better than in 2015, corresponding to an increase of 25.2%.

The profit represents a return on the average equity before tax of 10.2%, an increase compared to the 8.6% in 2015.

Earnings per DKK 1 in costs amounted to 1.40 in 2016, up from 1.30 in 2015.

After taxes of DKK 17.5 million, the profit for the year totalled DKK 74.4 million.

#### **Balance sheet**

The Bank's balance sheet increased by DKK 708 million, amounting to DKK 7,544 million at year-end, corresponding to an increase of 10.4%.

The most significant increases in the Bank's assets come from the bond portfolio of DKK 455 million, assets under the Bank's pool schemes of DKK 247 million and an increase in lending of DKK 144 million.

The most significant increases in the Bank's liabilities come from increased deposits of DKK 638 million and growth in pools of DKK 262 million.



# **Pension pools**

In Q4 of 2016, the Bank chose to expand the number of pension pools by three pools, giving the Bank a total of four pension pools that

match the customers' individual investment profiles. Customers have welcomed the new pools, leading to an increase in the pension pools of DKK 262 million to DKK 1,090 million at year-end.

The pension pools have realised an annual return of:

NemInvest Pool 10
 NemInvest Pool 30
 NemInvest Pool 30
 NemInvest Pool 50
 NemInvest Pool 70
 NemInvest Pool 70
 Start-up 1/10-2016)
 (Start-up 1/11-2016)
 (Start-up 1/11-2016)

# Financial review (continued)

#### Contingent liabilities

The Bank's contingent liabilities (primarily guarantees) increased by DKK 253 million to DKK 1,585, corresponding to an increase of 19% compared with 2015. The increase can be primarily attributed to an increase in guarantees resulting from greater activity in the housing sector.

#### Market risks

The Bank's total interest rate risk in 2016 amounted to between 1.5% and 2.4% of the Bank's core capital after deductions.

At year-end, the interest rate risk was 2.4% of the core capital after consolidation. The Bank's bond portfolio at year-end 2016 amounted to DKK 2.1 billion; the demand for even a modest positive direct interest return would result in an interest risk, which may not exceed 3.0% of the Bank's core capital after deductions.

In the year under review, the exchange rate risk (indicator 2) maximally accounted for 0.1% of the Bank's core capital after deductions.

# Proposed distribution of profit and consolidation

After taxes of DKK 17.5 million, the profit for the year was DKK 74.4 million.

The Board of Directors wants the Bank to have a solid economic foundation in the form of real core capital to meet the increasing capital requirements of the future and a potential expansion of the business scope.

#### **Dividend policy**

Based on a current assessment of the Bank's capital situation, the Bank's goal is to distribute at least 25% of the net profit in the form of dividends.

Ongoing assessment of the Bank's capital situation includes: Ensuring that the capital ratio at least meets the total regulatory capital requirements plus 2 percentage points.

- To ensure that as much as possible of the Bank's capital ratio is made up of real core capital. (CET1)
- Assessment of current capital requirements in relation to the known future regulatory requirements in this regard.

The Bank's Management is very aware that the phasing-in of increased capital requirements up to 2019 and the potential future capital requirements as a result of Basel IV should already be incorporated into the Bank's capital planning.

In addition, the Management expects that the upcoming NEP requirements (requirements on impairment-suited liabilities) will also result in a significant increase in the Bank's current capital requirements, and that the Bank should take this into account in connection with the decision on the year's dividend.

Based on the Bank's dividend policy, the Board of Directors will therefore propose at the Bank's general assembly:

- the distribution of a dividend of DKK 7 per share (of DKK 10 each), corresponding to a total dividend distribution of DKK 18.9 million, representing 25.4% of the net profit, and
- the allocation of the remaining profit of DKK 55.5 million to reserves.

After distribution of dividend from 2015, the Bank's equity will amount to DKK 933.1 million, an increase of 6.6%. Further details are included in the statement of changes in equity.

# Financial review (continued)

## Capital

At year-end, the Bank's capital base is DKK 759.6 million and the solvency ratio is 17.9%.

The Bank's own capital requirement is calculated at 11.3% in accordance with the Danish FSA's directions. In addition to this is the requirement from the phasing-in of the capital conservation buffer of 0.625%. The Bank thus has a very satisfactory surplus, amounting to 6.0 percentage points, corresponding to DKK 255 million.

The Bank continuously assesses its capital requirement by means of stress tests, etc. For further information and details, see djurslandsbank.dk/ombanken/risikorapport2016 (in Danish), which contains the full report on the Bank's capital requirement.

At the Bank's general assembly on 16 March 2016, the Board of Directors was mandated by the general assembly to raise additional capital in the form of hybrid and or additional capital up to DKK 100 million.

The mandate has not been exercised, since the Bank has had no need for additional capital.

At the general assembly on 15 March 2017, the Bank will ask to have the mandate extended by another year.

According to the Bank's articles of association, the Board of Directors is authorised, up until 1 March 2021, to increase the share capital by up to DKK 27 million to a total of DKK 54 million through one or more issues.

At the general assembly on 15 March 2017, the Bank will therefore table a motion for an amendment to the articles of association to extend the mandate to 1 March 2022 in accordance with applicable statutory rules.

The Bank's share capital of nominally DKK 27 million is held by approximately 16,700 shareholders.

In 2011, Henrik Østenkjær Lind, Aarhus, and companies owned by Lind announced to the Bank an equity investment of more than 5% of the Bank's share capital.

# Liquidity

The Bank generally finances its lending with traditional deposits from its own customers and equity, which means that the Bank is independent of larger single deposits and financing from professional providers.

(DKK million)	2016	2015
Deposits	5,153	4,515
Lending	3,665	3,521
Deposit surplus	1,488	994

The bank has a significant deposit surplus and liquidity statements throughout 2016 have shown a very satisfactory level.

At year-end 2016, the Bank had excess liquidity cover of 196% relative to the liquidity requirements of section 152 of the Danish Financial Business Act, corresponding to more than DKK 1,600 million.

The liquidity requirement of section 152 will be fully replaced in 2017 by the LCR (Liquidity Coverage Ratio) requirement. The ratio shows how banks, under various forms of market stress, are able to meet their payment obligations within a 30-day period without access to market funding. The ratio is calculated by comparing the bank's cash reserves and liquid assets to the bank's payment obligations in the next 30 days, as calculated according to specific rules. The LCR requirement is be gradually phased-in until full implementation in 2018, when the requirement will be 100%. The LCR requirement has been 70% in 2016, but will increase to 80% in 2017.

The Bank's liquidity in relation to the LCR requirement at year-end 2016 amounted to 202%, which is significantly above the current legal requirements and the fully implemented LCR requirement in 2018.

For further information on liquidity management, refer to the separate section on this topic.

# Financial review (continued)

## **Business development**

The Bank regularly assesses the opportunities to expand the Bank's volume of business through new customers within the Bank's natural market segment in Eastern Jutland.

In Q1 of 2016, this resulted in the opening of a new branch in Hinnerup, which has been well-received by the local community.



The new branch and the branch in Løgten-Skødstrup that opened in 2015 have both seen a strong influx of new customers.

In 2016, the Bank established a commercial department at the Risskov branch to accommodate the influx of commercial customers in the northern part of Aarhus.

In addition to the physical branches, the Bank is continuously expanding and developing the digital solutions available to customers, including online meetings. The Bank's profile on the social media was also further developed in 2016.

In 2016, the Bank's Management launched a process to update the Bank's overall strategy for the period up to 2025. The strategy is not intended to result in significant changes to the Bank's current business model.

The aim is that the strategy provide a number of milestones for the Bank's future development, which the annual plans can be designed to achieve.



# **Outlook for 2017**

The Bank expects growth in the national economy in 2017 to improve relative to 2016. A significant improvement is not expected, but rather a continuation of the positive trends seen in 2016, in the form of greater consumer optimism, higher employment, better sale prices in agriculture and higher turnover in the housing market.

Low interest rates are expected to continue throughout 2017, as both the European Central Bank and Danmarks Nationalbank are expected to continue supporting growth initiatives with buying programmes and negative money market interest rates.

With increased economic growth, the Bank expected to further increase its business volume, particularly in terms of lending. In 2016 the Bank already saw positive growth in private customers' demand for lending; in 2017, this trend is expected to continued, and commercial customers are also expected to increase their investments in future growth.

Therefore, the Management expects that the Bank's lending, after some years of stagnation, will show growth of over 5%, thus making a positive contribution to the Bank's earnings with increased interest income.

The extremely low interest rates are expected to continue to cause a reduction in the Bank's interest margin, which will have a negative impact on earnings. Furthermore, the very low bond yields mean that the Bank's return on its securities portfolio of securities will remain at a low level.

# Financial review (continued)

# Outlook for 2017 (continued)

However, low interest rates will benefit revenue and activity in the housing market, and therefore increased earnings are expected in this area in 2017.

In 2016, the Bank saw a significant increase in new customers, which is expected to continue at the same high level in 2017.

The Bank's business model, which combines Active Customer Advising with local visibility of the banks, is attracting many new customers — in part because the Bank has a high rate of recommendation by current satisfied customers.



In addition, the Bank's newly-opened branches are expected to once again contribute to a high influx of new customers. The large

addition of new customers will increase the Bank's business volume and generally contribute to increased earnings in most of the Bank's income items.

The increased level of activity and the opening of new branches has led to an increase in employees in 2016, with associated increases in costs. In 2017, the number of employees is expected to remain unchanged, while costs are expected to continue to increase as a result of contractual wage increases and higher payroll taxes.

The Bank's IT costs are expected to significantly increase by approximately 15% as a result of increased investments in digital solutions. The increased IT expenses are partly aimed towards customers and partly internal measures to streamline work processes. In addition, a growing share of IT costs relate to handling the significantly increasing regulatory requirements.

#### Profit forecast for 2017

Based on the Bank's expectations of increased growth in the economy, as well as the Bank's approach and activities in 2017, the Management's 2017 forecast of core earnings (before impairment losses, market value adjustments and taxes) is DKK 70-85 million.

Losses and impairments on lending are expected to be around 0.5% of the bank's loans and guarantees, compared with the realised 0.4% in 2016.

## Company announcements issued in 2016

In 2016, the Bank issued the following company announcements via Nasdaq Copenhagen:

18.01.2016	Management changes May 2016
16.02.2016	Annual report for 2015
18.02.2016	Notice of general meeting
18.02.2016	Proposed amendments to the articles of association
15.03.2016	Upcoming changes in the Board of Directors
16.03.2016	Report on annual general meeting
16.03.2016	Approved articles of association
16.03.2016	Management changes
18.03.2016	New Chairman and Deputy Chairman in Djurslands Bank
13.05.2016	Quarterly report, Q1 2016
12.08.2016	Interim report – First half 2016
04.11.2016	Interim Report Q1-Q3 2016
19.12.2016	Financial calendar for 2017

# Financial review (continued)

# Financial calendar 2017

15.03.2017	Annual general meeting
10.05.2017	Quarterly Report for Q1 2017
11.08.2017	Interim report – First half 2017
03.11.2017	Interim Report Q1-Q3 2017



# Other information

### **Accounting policies**

This annual report has been prepared in accordance with applicable legislation and relevant rules and directions. The accounting policies used are unchanged in relation to the annual report for 2015. Additional information on accounting policies can be found on page 56.

## Events after the balance sheet date

After the balance sheet date, no events have occurred that have a significant impact on the Bank's annual report or its financial position.



### **Business foundation**

#### The local bank

Djurslands Bank was founded in 1965 through a merger of three smaller banks from Auning/Allingåbro, Kolind/Ryomgaard and Grenaa, whose roots date back to 1906.



Since its establishment, the Bank's network of branches in Djursland has continuously expanded, including the addition of branches in Syddjurs from 1983 to 1991.

In the Aarhus area, the first branch opened in 1995; with the latest branch opening in Løgten-Skødstrup in 2015, the Bank now has six branches in the area.

In 2016, the Bank opened a new branch in Hinnerup, which is the first in Favrskov Municipality.

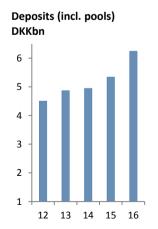
With Eastern Jutland as its primary market, the Bank's vision is to be a strong and attractive partner for financially stable private individuals and businesses.

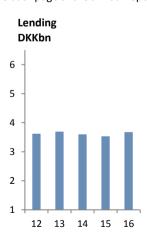
The Bank's strategy is therefore to continue to expand within its natural market area.

The basis of the Bank's principal objectives is to be a competitive, professional and locally-oriented business at all times.

Steady development, optimum resource utilisation, responsible risk management and controlled growth are therefore keywords for the management of the Bank.

The Bank's values are detailed on the back page of the annual report.





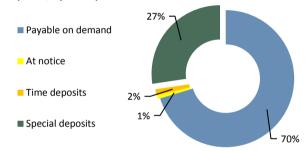
#### **Business foundation**

Djurslands Bank is a full-service bank for private customers, small and medium-sized commercial enterprises and public institutions in the Bank's market area. In addition to banking products, customers are offered a full range of mortgage, investment, pension and insurance products.

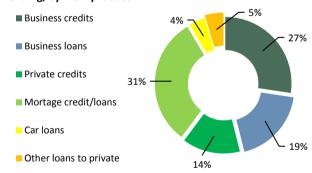
The Bank's primary business partners within these lines of business are:

- Totalkredit
- DLR Kredit
- BankInvest
- Privatsikring
- Letpension

#### Deposits, by main product



## Lending, by main product



## Customers

The bank advises and serves approximately 42,700 private customers, 3,600 businesses and public institutions, and 1,950 clubs and associations.

The Bank's customer base continues to grow within the desired customer segments, which combine healthy economic standing and a desire for a holistic customer relationship as the bearing elements. In recent years, the Bank has enjoyed solid customer growth, thereby increasing its market share, particularly in Aarhus.

# **Business foundation (continued)**

#### Customer development - 5-year overview

	Private customers	Growth per year	Business customers	Growth per year
2012	34,700		3,025	
2013	36,400	5%	3,175	5%
2014	37,800	4%	3,275	3%
2015	39,500	4%	3,325	2%
2016	42,700	8%	3,600	8%

The Bank prioritises a local presence and personal dialogue with its customers.

The Bank understands the importance of familiarity with its customers and their financial situation; customers' individual needs and wishes are the foundation of all the Bank's advice and services.

The Bank's advisory services concept, which includes active and personalised customer advice, supports the Bank's business goal: ensuring tangible financial benefits for customers who choose to place all their financial business in the Bank.

This ensures the best foundation for providing qualified and comprehensive advisory services to customers.

The Bank's local branches play a central role in providing personalised and individual advice.

We call it Active Customer Advice, and we strive to be the best in Denmark in this area.

In addition to this, the Bank offers its customers all relevant types of self-service products.

A very significant share of the Bank's commercial and private customers have electronic access to the Bank via NetBank, MobilBank or NetBank Erhvery.

Systematic and ongoing surveys of the Bank's customers are the foundation of the Bank's business – including services, products and concepts. The results of the latest customer surveys are detailed in our CSR report on the Bank's website.

#### **Employees**

Djurslands Bank aims to be an attractive workplace where professional competence development and employee well-being form the foundation for the Bank's continued growth.

The Bank's personnel initiatives aim to attract, develop and retain professionally competent, loyal and dedicated employees.

The Bank works systematically to develop each individual employee's professional and personal skills. The Bank has defined job descriptions and job profiles; any gaps between skills and job requirements are discussed at the annual performance and development reviews. On the basis of these review, personal development plans are designed to maintain and strengthen each employee's skills and to ensure optimal utilisation of employee resources.

After conducting internal satisfaction surveys for a number of years, the satisfaction survey in 2016 was conducted in collaboration with Danmarks Bedste Arbejdsplads (Denmark's Best Workplace) for the first time. The Bank achieved a ranking as ninth nationwide — and the next-best ranked bank — among the 128 participating companies in the category of medium-sized workplaces with 50-499 employees. Participation in Danmarks Bedste Arbejdsplads also includes the preparation of a Culture Profile comprising input from all employees describing Djurslands Bank as a workplace.

For more information, refer to the Bank's CSR report (in Danish) at diurslandsbank/ombanken/samfundsansvar2016.

Employees of Djurslands Bank typically remain with the Bank for a long time and personnel turnover is generally low. In 2016, personnel turnover was 7.3%, of which three resignations were due to retirement.

In 2016, the Bank increased its total staff by 11 persons, primarily as a result of the opening of the Bank's new branch in Hinnerup and additional appointments in branches with strong customer growth.

#### **Technology and working processes**

The Bank has outsourced the most important IT functions to the IT central Bankdata, which the Bank owns together with 11 other banks. The Bank's IT operations are further outsourced to JN Data.



The use of technology and digital solutions will become increasingly important to the Bank's competitiveness, both in relation to customer-oriented applications and streamlining of the Bank's work processes. Additionally, a not insignificant and substantial share of IT resources are dedicated to meeting increased regulatory requirements.

The Bank's IT development in Bankdata takes place in cooperation among the 11 banks in Bankdata, the largest of which are Jyske Bank and Sydbank. This ensures the Bank the necessary development capacity to meet the growing IT requirements of the future.

In the coming years, the Bank will further expand its portfolio of digital solutions for customers, including new payment systems and a wider range of self-service solutions.

## Corporate management

#### **Corporate Governance**

Djurslands Bank's Management continuously monitors developments in Corporate Governance and the Management Code of Conduct issued by the Danish Bankers Association in 2013.



The Bank has published the statutory report on Corporate Governance on its website.

At djurslandsbank.dk/ombanken/godselskabsledelse2016 (in Danish), the Bank's shareholders and other stakeholders can read more about Djurslands Bank's response to the full set of recommendations on Corporate Governance and the Danish Bankers Association's Management Code of Conduct.

The Bank complies with the vast majority of the recommendations, and for those with which it does not comply, the Bank's Management has provided a detailed explanation of the reasons in accordance with the so-called "comply or explain" principle.

Publicly listed companies' disclosure requirements cover the individual company's position on and assessment of Corporate Governance, and the following sections therefore describe some of the Bank's most significant areas of activity covered by the rules.

To ensure implementation of its business strategy and policies, the Bank has prepared a set of values describing how the Bank practices Corporate Governance.

#### **Shareholders**

The Bank is owned by approximately 16,700 shareholders, one of which owns more than 5% of the share capital. Please see page 7 in the Management's review.

One of the Bank's principal objectives is to secure its shareholders a long-term, attractive return on their investment in the Bank.

Management aims to realise this objective by developing the bank in continued dialogue with the Bank's principal stakeholders:

- Customers
- Shareholders
- Employees and
- The local community

Information for the Bank's shareholders is regularly posted on www.djurslandsbank.dk, and Management also aims to improve the level of information in its ongoing notifications and reports.

A large majority of the Bank's shareholders decided at the general assembly in 1990 to introduce ownership restrictions into the Bank's articles of association, by way of an ownership ceiling of 10% of the share capital.

This change was in direct response to the fact that two other banks owned relatively large shareholdings in the Bank, thus representing a risk of becoming a dominant influence over the Bank.

Amendments to the articles of association may be proposed by the Bank's shareholders for consideration at the annual general meeting. Amendments are adopted in accordance with the Bank's articles of association, which are published on the Bank's website.

According to the Bank's articles of association, the following voting restrictions apply at general meetings:

Shares owned	Votes
1 - 50	1
51 - 100	2
101 - 200	3
201 - 400	4
401 - 800	5
801 or more	6

Shareholders may not cast more than a total of six votes on their own behalf.

The Bank's Management remains of the view that the ownership and voting right restrictions in the articles of association provide the best basis for realising the Bank's vision and its principal objectives. In the view of the Management, optimising returns to shareholders in the short term by lifting the restrictions is not in harmony with the best interests of the customers, the employees and the local community.

# Corporate management (continued)

# The Management

After the Bank's annual general meeting of 16 March 2016, the Bank's former Chairman of the Board Erik Nymann resigned due to the age restriction in the Bank's articles of association.

The Bank's Board of Representatives then elected Vice President Bente Østergaard Høg as a new member of the Bank's Board of Directors.

On 18 March 2016, the Board of Directors appointed then Deputy Chairman, lawyer Peter Zacher Sørensen as the new Chairman. CFO Ejner Søby was appointed as the new Deputy Chairman.

At the beginning of the year, the Bank's CEO Ole Bak expressed his wish to retire from the Bank at the end of April 2016.

Bank Director Lars Møller Kristensen was appointed new CEO for the Bank, effective 1 May 2016. Lars Møller Kristensen is 56 years old and has been employed at the Bank since 2003, first as deputy director and since 2014 as a member of the Bank's Executive Board. In connection with the retirement of Ole Bak and appointment of deputy director Jesper Vernegard, the Bank's Executive Board was changed to a one-person Executive Board.

There were no other changes in the Bank's Management in 2016; please refer to the separate section on this topic for more details.

#### The Board of Directors

The Bank's Board of Directors consists of six members who are elected by the 50-member Board of Representatives.

The Bank's employees have also elected three members to the Board of Directors.

The composition of the Board of Representatives and the Board of Directors is shown on pages 65-66 of the annual report.

The six Board Members elected by the shareholders are elected for a 2-year term, with three members up for election each year. Refer to note 39.

The number of board members is assessed on a regular basis. In the view of the Board of Directors, the current number of members is appropriate for managing the Bank.

The Bank's articles of association stipulate that the age limit for members elected to the Board of Representatives, and thus also for members elected to the Board of Directors, is 67 years.

The Board of Directors' tasks and responsibilities and the division of these between the Board of Directors and the Executive Board are specified in instructions prepared in accordance with statutory rules and the requirements and guidelines of the Danish FSA.

Board meetings are held at intervals of 3-4 weeks or as required. A total of 16 board meetings were held in 2016. The Board of Directors also has the options of holding digital board meetings, primarily for clarification of individual cases that cannot wait until the next scheduled board meeting.

According to an established process, the Board of Directors evaluates its own competences in relation to the Bank's business model and overall risks, for the purpose of identifying and addressing any competence gaps.

The members of the Board of Directors who are elected by the Board of Representatives are regarded as being independent of the Bank.

The Board of Directors' and the Executive Board's other managerial duties are outlined below. The fees and pay to the Board of Directors and the Executive Board are outlined in note 6 to the annual report.



Peter Zacher Sørensen, born in 1958

Chairman of the Board of Directors since 2016 Member of the Board of Directors since 2012 Up for election in 2017

## **Profession**

Lawyer with right of audience before the Danish Supreme Court, Zacher Advokater

#### **Education**

Master of Laws

## Other directorships

Chairman of Djurs Invest Member of the Board of Directors of Fregat Fisk

#### Specialist competences

Commercial and company law Company transfers Generational changes Contractual issues Lawsuits Housing consulting

# **Corporate management (continued)**



### Ejner Søby, born in 1966

Deputy Chairman of the Board of Directors since 2016 Member of the Board of Directors since 2009 Chairman of the Audit Committee since 2009 Up for election in 2017

#### Profession

CFO, Danish Crown

#### Education

B.Sc. Economics, Graduate Diploma in Business Administration, Realtor

#### Other directorships

Chairman of the Board of Directors of OL Grafik

#### Specialist competences

Financial education in banking and theoretical training. Head of finance for Danish Crown's own insurance company under the supervision of the Danish FSA.

Head of operations for Danish Crown's finance department.



## Helle Bærentsen, born in 1966

Employee-elected member of the Board of Directors since 2006 Up for election in 2018

#### Profession

Financial advisor and deputy manager, Djurslands Bank

# **Education**

Financial training

# Specialist competences

Theoretical training for board members through the Bank
Theoretical training for board members through Financial Services
Union Denmark



#### Tina Klausen, born in 1960

Employee-elected member of the Board of Directors since 1998 Up for election in 2018

### **Profession**

Head of department, Djurslands Bank

#### Education

Financial training

#### Other directorships

Member of the Board of Directors of Djurs Invest

### Specialist competences

Theoretical training for board members through the Bank
Theoretical training for board members through Financial Services
Union Denmark



Peter Pedersen, born in 1955

Member of the Board of Directors since 2013 Up for election in 2018

#### Profession

Farm owner, independent pig farmer

#### **Education**

Farmer

# **Specialist competences**

Extensive experience within agriculture as a pig farmer and in agriculture trade organisations

# **Corporate management (continued)**



### Bente Østergaard Høg, born in 1965

Member of the Board of Directors since 2016 Up for election in 2018

## **Profession**

Vice President Global Procurement, Vestas Wind Systems

#### Education

Bachelor in language
Graduate Diploma in Business Administration

#### Specialist competences

Training in organisation and management
Responsible for strategy and business development
Extensive experience in international compliance and risk
management at Vestas



Uffe Vithen, born in 1961

Member of the Board of Directors since 2006 Up for election in 2017

# **Profession**

Managing Director of the housing organisation DOMI Bolig

#### Education

All-round office training

## Other directorships

Member of the Board of Directors of Djurs Invest Chairman of the Board of Directors of Malling Varmeværk (Heating Plant)

#### Specialist competences

Theoretical training for board members through the Bank Six years as Deputy Chairman of the Bank's Board of Directors Extensive experience as head of a housing association under the supervision of the public authorities



Jan B. Poulsen, born in 1961

Employee-elected member of the Board of Directors since 2002 Up for election in 2018

# **Profession**

Administrative staff, Djurslands Bank

#### Education

Financial training

## Specialist competences

Theoretical training for board members through the Bank Theoretical training for board members through Financial Services Union Denmark



Mikael Lykke Sørensen, born in 1963

Member of the Board of Directors since 2008 Up for election in 2018

# **Profession**

Owner, Nybolig Jeppesen & Sørensen

#### Education

Financial training with experience as an investment and business advisor, realtor, MDE

# Other directorships

Managing Director of Djurs Invest

# Specialist competences

Considerable experience as a business manager and business owner Theoretical training for board members through the Bank Home sales Investment Credit

# Corporate management (continued)

#### **Executive Board**



Lars Møller Kristensen, born in 1960

Member of the Executive Board since 2014

#### Profession

Managing Director, Djurslands Bank

#### Education

Financial training, Graduate Diploma in Business Administration

#### Other directorships

Member of the Boards of Directors of: Bankdata JN Data Djurs Invest

#### Audit committee

The Board of Directors has appointed a separate audit committee. The committee monitors accounting- and auditing-related matters and ensures that these matters are considered by the full Board of Directors.

The audit committee consists of the full Board of Directors, with CFO Ejner Søby as Chairman. The committee ordinarily holds two meetings per year.

## Risk committee

The Board of Directors has appointed a separate risk committee, which is tasked with considering and advising the Board of Directors regarding the Bank's risk profile and risk strategy, as well as ensuring implementation of the risk strategy in the Bank's organisation.

The risk committee consists of the full Board of Directors, with Managing Director Uffe Vithen as Chairman. The committee ordinarily holds two meetings per year.

# Nomination and pay committee

The Board of Directors has appointed a nomination and pay committee to assess and advise the Board of Directors on its competences, diversity and composition, as well as future requirements in these respects. The committee is also responsible for the preparatory and monitoring work in connection with the Bank's pay policy.

The committee is chaired by lawyer Peter Zacher Sorensen. The committee ordinarily holds two meetings per year.

Details on the three committees and the tasks of these committees can be found on the Bank's website (in Danish) at djurslandsbank.dk/ombanken/udvalg.

#### Pay policy

The purpose of the Bank's pay policy is to ensure that the principles for allocation of pay are aligned with and promote sound and effective risk management of the Bank.

The Bank's pay policy is based on current legislation and the Financial Sector's code on pay policy.

The pay policy for the Board of Directors and Executive Board, as well as for other employees, is designed so that pay is provided as a fixed amount, without incentive-dependent components.

The Board of Directors' pay is determined by the Board of Representatives and the Board of Representatives' pay is determined by the annual general meeting. The Board of Directors determines the pay of the Executive Board.

The Bank's pay policy is determined by the Board of Directors, with final approval by the Bank's annual general meeting.

Information on the Bank's pay policy is available on the Bank's website (in Danish) at

djurslandsbank.dk/ombanken/loenpolitik2016

## Policy for the underrepresented gender in management bodies The Board of Directors

The gender distribution of the Bank's Board of Directors in 2016, which was five men and one woman, corresponds to 83% men and 17% women. The number of members of the underrepresented gender thus increased by one in 2016.

It is the Board of Directors' target to increase the proportion of female board members who are elected by the Board of Representatives to 33% by the end of 2019, corresponding to two out of six board members.

For the full Board of Directors, including employee-elected board members, the gender distribution is six men and three women, whereby the underrepresented gender comprises 33% of members.

The Board of Directors is appointed by the Board of Representatives based on an overall assessment of competences and diversity. The possible fulfilment of the target thus depends on whether gender, competences and other diversity can be matched in connection with new appointments to the Board of Directors and the competences represented in the Board of Representatives.

## **Board of Representatives**

The Bank has an extraordinary focus on increasing the number of potential female candidates for the Board of Representatives, and one of the targets is to increase the proportion of female members to 25% by the end of 2017. During 2016, the share increased from 16% to 20%.

# **Corporate management (continued)**

### Other levels of management in the Bank

The Board of Directors has adopted a policy that aims to increase the proportion of the underrepresented gender in the Bank's Management.

The overall objective of the policy is to establish an appropriately equal distribution of men and women in the Management. The Bank appoints managers on the principle that the most suitable employee for the position is appointed regardless of gender. The Bank promotes an open and unbiased culture with a focus on expertise rather than gender. The Bank's employees, regardless of gender, must have access to equal career and management positions. The Bank systematically supports this process with annual performance reviews, as well as the HR department's efforts to promote manager development. The Bank has a stated goal of increasing the share of female managers to 35% by the end of 2016 and to 40% by the end of 2018. In 2016, the share of female managers was 20%, compared with 19% in 2015. The low personnel turnover and thus limited need for potential replacements among managers has prevented the Bank from reaching its target for 2016.



## Risk management

In all major risk areas, the Bank's Board of Directors has prepared and established policies in accordance with relevant legislation and the rules and instructions of the FSA.

In the instructions to the Executive Board, the Board of Directors has laid down the framework for risk management of the bank and related reporting.

Through regular reports from the Bank's Executive Board, risk manager, compliance officer, internal and external audits, the Bank's audit committee and regular supervision by the FSA, the Board of Directors is fully aware of the risk management of the bank.

The Bank's overall control environment and risk management of all significant areas is continuously evaluated and adjusted.

Refer to the complete risk report (in Danish) at djurslandsbank.dk/ombanken/risikorapport2016.

#### **General information**

The Bank has focused for many years on the development and composition of its balance sheet, and growth has been achieved within the natural framework dictated by the overall economic trends in society.

Therefore, once again this year, the Bank complies with all threshold values in the FSA's Supervisory Diamond.

The FSA's Supervisory Diamond stipulates threshold values in five designated areas of risk, which banks should general observe.

### Supervisory Diamond at 31 December 2016

Large engagements < 125% Djurslands Bank: 80.1% Excess liquidity cover > 50% Djurslands Bank: 196.0%

Stable funding < 1 Djurslands Bank: 0.51



Lending growth < 20% Djurslands Bank: 4.1%

Property exposure < 25% Djurslands Bank: 8.5%

#### Capital

The Bank continuously evaluates the capital requirement necessary to cover the Bank's overall risks, and thus the solvency requirement, while at the same time considering optimisation of capital utilisation.

This ongoing evaluation covers all relevant areas, including the amount, type and allocation of the Bank's capital base.

Tools used to control and calculate the sufficient capital base and solvency requirement include stress tests involving all relevant risk areas, and the use of five-year capital plans.

Due to its size, the Bank has not been rated by any international rating agency.

Therefore, the Bank's Board of Directors has established the following capital ratio target. The capital ratio must at least meet the combined regulatory capital requirements plus 2 percentage points. The Bank uses the standard method to calculate the capital adequacy.

The development of the Bank's capital requirements is continuously monitored and reported to the Executive Board.

The Bank's capital requirements, capital resources and contingency plans are reported to, discussed with and approved by the Bank's Board of Directors at least every quarter.



# Credit risks

Credit management and risk constitute a significant part of the Bank's risk management, as loans comprise by far the biggest proportion of the Bank's assets.

The Bank's credit organisation is structured to enable decisions close to customers, i.e. in the individual branches.

The authority to make decisions is therefore delegated to customer advisers and branch managers so that most credit decisions are made locally.

Powers are delegated to individual employees based on an assessment of their expertise and according to need.

The Bank has a central credit department to develop, manage and monitor its credit policies and risks.

The credit department approves any exposures that exceed branches' authorisation limits under the defined rules, and processes, assesses and proposes the exposures requiring approval by the Executive Board or the Board of Directors.

The credit department's credit policy monitoring and credit risk management procedures are carried out through very close, regular reporting at the case, customer and department levels, as well as regular follow-up on exposures.

# Risk management (continued)

The credit department's ongoing and regular reports to the Executive Board and the Board of Directors cover all of the Bank's credit risks at the case, customer, segment, industry and department levels. Additional ongoing reports cover trends relating to overdrafts, arrears, impairment losses and distressed exposures, as well as reports on the composition at customer level of the industries with the highest levels of lending.

The Bank accepts credit risks on the basis of a defined credit policy.

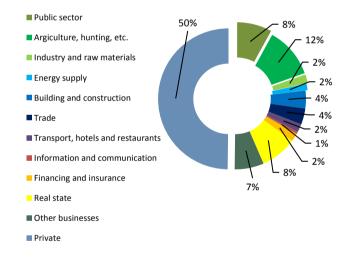
The Bank's credit policy has a critical emphasis on risk diversification.

**Diversification across** 

- customers
- segments
- industries

is part of credit management, thus ensuring that no individual exposure or industry puts the Bank's survival at risk.

#### Breakdown of exposures by sector and industry



(See industry breakdown in note 32)

The credit policy also stipulates that:

- Exposures on a consolidated basis must not exceed DKK 150 million, and that any unsecured element must not exceed DKK 100 million, except for those relating to public institutions.
- In accordance with the Danish FSA's order, large exposures must not account for more than 70% of the Bank's adjusted base capital.
- Efforts must be taken to ensure that no single industry represents more than 15% of the Bank's total credit portfolio.

The foundation of the Bank's lending policy is that all lending exposures must be based on a sound financial basis.

The fundamental element in assessing the creditworthiness of commercial customers is their ability to service the debt with liquidity from their operations.

For private customers, the balance between net income, expenses and assets is decisive.

A credit segmentation based on factual financial information regarding the individual commercial or private customer is used to manage the Bank's credit portfolio.

To limit the Bank's risk of losses, each individual credit application is evaluated to determine if the exposure needs to be backed by security.

Where the credit risk is not minimal, it is a general requirement that the customer lodges full or partial security for the exposure.

The value of security lodged is assessed according to defined valuation principles for each kind and type of security. This includes changes in the market and deterioration as a consequence of age.

All exposures are assessed individually to determine whether there is objective evidence of impairment due to events already occurred. If there is objective evidence of impairment impacting the expected future cash flows, an impairment loss is recognised.

In this case, the loan is written down by the difference between the carrying amount before impairment and the present value of expected future payments.

Loans and receivables not subject to individual impairment are evaluated collectively to assess any objective grounds for impairment.

Collective assessments are made for groups of loans and receivables with uniform credit risk characteristics. There are 17 groups: 1 group of public authorities, 1 group of private customers and 15 groups of commercial customers subdivided into industry groups.

Collective assessments are performed using a segment model developed by an association of local banks (Lokale Pengeinstitutter), which maintains and develops the model on a regular basis. The segment model determines the link in the individual groups between recorded losses and a number of significant explanatory macroeconomic variables through linear regression analysis. The explanatory macroeconomic variables include unemployment, housing prices, interest rates, number of bankruptcies, forced sales, etc.

The macroeconomic segment model is generally calculated on the basis of loss data for the entire banking sector. Djurslands Bank has therefore assessed whether the model estimates should be adjusted to reflect the credit risk in the Bank's own lending portfolio.

# Risk management (continued)

This assessment can result in an adjustment of the model estimates to the Bank's conditions, and the calculation of the group writedown is then based on the adjusted estimates. Each group of loans and receivables produces an estimate which shows the percentage impairment related to a specific group of loans and receivables as at the balance sheet date. The impairment is calculated as the difference between the carrying amount and the discounted value of expected future payments.

Furthermore, in assessing collective impairment losses, the Bank has considered the need to adjust for events already occurred, and carried out any such required adjustments.

The risk related to the guarantees provided by the Bank is assessed individually. If it is likely that the guarantee will lead to a drain on the Bank's resources, including the risk of whether the bank can obtain cover for the expected payment from the debtor, the need for a provision for the estimated risk of loss is assessed.

#### Market risks

Another significant component of risk management is management of the Bank's market risk.

Market risk comprises the changes which a financial claim may be subject to as a result of interest rate changes and general or specific fluctuations in the market price of securities.

In this area, the policy that the Bank does not undertake risks which may have a significant influence on its financial situation also applies.

The Bank's total interest risk is quantified and must lie between -1% and +3% of the Bank's core capital after deductions.



The Bank's total currency risk is quantified to no more than 10% of the its core capital after deductions calculated according to exchange rate indicator 1 (OECD currencies) including a maximum of 1% for non-OECD currencies — and 0.1% of the Bank's core capital calculated using currency rate indicator 2.

The management of the Bank's equities risk is quantified as a maximum percentage of investments in relation to the Bank's core capital after deductions.

Individual limits have been defined for investments in Danish, foreign or individual equities, as well as equities in the Bank's financial partners.

The Bank uses financial instruments only to hedge risks.

Market risks and changes are continuously reported to the Executive Board and monthly to the Board of Directors.

#### Liquidity risks

The Bank's liquidity management must ensure that the Bank has adequate funds available to discharge its financial liabilities at any given time.

The Bank's cash resources must comply with applicable laws and regulations, and the Bank's liquidity policy requires the Bank to at all times be independent of other financial enterprises in terms of liquidity.

The Bank aims to spread its funding according to source, type and duration.

As the Bank's primary source of funding is customers' deposits, the Bank strives to maintain, at minimum, a balance between deposits and lending.

As the Bank also endeavours to avoid dependency on large fixedterm deposits, the Bank's deposits base includes only minimal fixedterm deposits from customers who are not also customers in other business areas of the Bank.

In addition to deposits, the Bank utilises credit facilities through financial partners and Danmarks Nationalbank.

Cash management includes stress tests to identify the Bank's cash flow exposure; the Bank's contingency plans in this regard are regularly updated.

Reporting is delivered to the Executive Board on a daily basis, and regular meetings and follow-up meetings are held by those in charge in the organisation.

Reporting is also delivered to the Board of Directors on a monthly basis.

## IT security

IT security is monitored and assessed on a regular basis.

The Bank's most significant IT partner is Bankdata, to which most operational and development activities have been outsourced. IT operations have further been outsourced to JN Data.

The division of responsibilities and tasks between Bankdata and the Bank is clearly defined and described, in addition to regular assessments of Bankdata's compliance with the Bank's IT security policy.

# Risk management (continued)

The Bank's contingency plans include ongoing updating and testing of IT procedures and emergency response plans, and the Bank's security policy is updated regularly.



#### **Operational risks**

Operational risks can be defined as the potential losses that the Bank may incur as a result of errors and incidents caused by people, processes, systems or external events.

These risks may be caused by inappropriate employee behaviour, system breakdowns, breach of policies, failure to comply with business procedures, laws and regulations, etc.

To minimise operational risks, the Bank has organisationally separated the performance of activities from the control of these activities.

The Bank's Internal Audit function also performs regular audits to obtain the highest possible assurance as to compliance with policies, business procedures, rules and processes.

The Bank places great emphasis on its responsibilities when advising its customers, and thus also on the financial liabilities the Bank can incur in this connection.

The Bank seeks to minimise this risk through systematic identification and development of employee skills in all advisory services, including certification or competence testing of employees in relation to advisory services regarding pensions, investments and housing loans.

Wherever possible, the Bank uses technical, standardised advisory procedures to have the highest possible guarantee that all elements in a given case are identified and addressed.

Reports regarding current and new customer complaints are submitted to the Executive Board on a rolling basis, in addition to periodic reporting to the Board of Directors on such matters.

#### Recognition and measurement uncertainties

The main recognition and measurement uncertainties relate to impairment losses in respect of loans and provisions for guarantees, the fair value of property and the fair value of unlisted/illiquid securities. However, such uncertainties are considered to be manageable. See the description of accounting estimates in note 36.

#### Risk

The Bank has established an independent risk management function with a risk manager who reports to the Executive Board.

The risk manager's responsibilities include the Bank's risk activities across risk areas and organisational entities, as well as risks associated with outsourced functions.

The risk manager must ensure that the Bank's risk management is appropriate, including the establishment and maintenance of an overview of the Bank's risks and overall risk profile.

The risk manger reports to the Board of Directors at least once a year.

#### Compliance

The Bank has established a compliance function with a compliance officer who reports to the Board of Directors.

The compliance officer's task is to monitor, advise and assist Management and those in charge of the individual compliance areas to ensure compliance with legislation, market standards and internal rules

The compliance officer reports to the Board of Directors at least once a year.

#### **Audit**

On the basis of a recommendation from the Bank's Audit Committee and Board of Directors, the Bank's annual general meeting appoints the external auditors for the coming year as well as alternates.

In accordance with applicable legislation, the external auditors audit the Bank, including planning, performance and reporting to the Board of Directors on the work performed.

In addition to the external auditors, the Bank's Board of Directors has appointed a manager to be in charge of the Internal Audit department.

The division of work between the external auditors and the Internal Audit department is agreed annually.

The Internal Audit department reports to the Board of Directors at least semi-annually.

In connection with the audit of the annual report, the auditors review the details of long-form audit reports with the Board of Directors and present their overall assessment of the Bank.

The Bank's Audit Committee consists of all members of the Board of Directors plus CFO Ejner Søby as chairman the committee's independent member.

The Audit Committee's assignments are defined in terms of reference and include supervising the financial reporting, the internal control systems, the Internal Audit function, the Bank's risk management systems, the audit of the annual report and the auditors' independence.

# **Corporate Social Responsibility**

#### The Bank's CSR policy

The Bank's five values, together with the Bank's environmental policy, are the foundation of the Bank's ongoing CSR effort.

### The five values

- 1. Team, well-being and security
- 2. Committed and effective
- 3. Active customer advice
- 4. Sound economy
- 5. Local and visible

The five values form the foundation on which the Bank's Management and employees are expected to base their daily work and decisions; these values are described in connection with the four significant stakeholder categories to which the Bank's social responsibility primarily relates:

- Customers
- Employees
- The local community
- The environment, climate and social compliance

At Djurslands Bank, we believe that the greatest CSR contribution is achieved when the Bank's core business is in line with society's general interests and expectations as to proper and honest conduct, thus making CSR an integral part of the Bank's everyday work.

The Bank also supports the Danish Parliament's initiatives and efforts to put human rights and climate impacts high on the social agenda. As a local bank, however, we have a strong local focus and therefore have not adopted specific policies in these two areas.

### Djurslands Bank's environmental policy

The Bank endeavours to comply with and support developments in Danish environmental legislation.

As a business entity, the Bank primarily implements the policy in the areas of energy, technology and buildings by continuously acting with the intent to apply solutions which minimise natural resource consumption in the most environmentally friendly way.

As a workplace, the Bank implements the policy through employee policies and the values "Team, well-being and safety" as well as through constructive cooperation in the Bank's working environment organisation.

As a lender, the Bank implements the policy via its customer and credit policy.

#### The Bank's economic social contribution

The Bank contributes financially - as a local business in Eastern Jutland - both directly and indirectly to creating value for society.

The Bank contributes indirectly by tying investments and financing together for 42,700 private customers and 3,600 commercial customers in the market area.

Some of the Bank's operating expenses are settled as revenue in a number of local businesses, and the Bank's 200 employees also help generate revenue and growth in the local area.

The Bank's direct financial contributions in terms of public payments for 2016 are calculated at:

22% corporate income tax	17.7
13.6% payroll tax	13.7
Property tax	0.3
Total (DKK million)	31.7

Add to this payment of energy charges, other indirect taxes and VAT.

For 2016, the direct effect of the Bank as a workplace is calculated at:

Employee's total payment of income tax	30.4
Labour market contributions	7.9
Total (DKK million)	38.3

The Bank has published the statutory CSR report on its website. The goals, status and trends in each area are described annually (in Danish) in an appendix to the Bank's annual report, which all of the Bank's stakeholders can access at

djurslandsbank.dk/ombanken/samfundsansvar2016.

**Profit and Loss Account and comprehensive income** 

(DKK 1,000)	Note	2016	2015
Profit and Loss Account			
Interest income	2	176,804	185,311
Interest expenses	3	11,615	15,096
Net interest income	<u> </u>	165,189	170,215
Dividend from share etc.		6,912	11,269
Fees and commission income	4	139,180	141,100
Fees and commission expenses		7,530	7,733
Net interest and fee income		303,751	314,851
Value adjustments	5	19,675	1,896
Other ordinary income		842	371
Staff costs and administrative expenses	6	205,826	187,198
Depreciation and impairment of tangible assets		5,305	4,697
Other operational expenditures		357	9,620
Impairment losses on loans and receivables	8	20,861	42,210
Profit from holdings in associated and affiliated companies	7	-18	-14
Profit before tax for the financial year		91,901	73,379
Tax	11	17,519	14,608
Profit for the financial year		74,382	58,771
Comprehensive income			
Profit for the financial year i.e. profit and loss account		74,382	58,771
Other comprehensive income		0	0
Other comprehensive income after tax		0	0
			-
Total comprehensive income for the financial year		74,382	58,771
All 6 60			
Allocation of profit		40	4.4
Legal reserves		-18	-14
Proposed dividend		18,900	16,200
Retained profit		55,500	42,585
Total allocated		74,382	58,771

# **Balance Sheet at 31. december**

(DKK 1,000)	Note	2016	2015
(DIN 1,000)	Note	2010	2013
Assets			
Cash in hand and claims at call on central banks		141,027	282,111
Due from credit institutions and central banks	12	109,383	139,354
Loans and other amounts due at amortised cost	13	3,665,212	3,521,129
Bonds at fair value	14	2,120,925	1,665,961
Shares, etc.		241,859	226,121
Holdings in affiliated companies	15	1,757	1,775
Assets under pooled schemes	16	1,064,083	817,528
Tangible assets		72,210	74,763
Investment properties	18	3,190	4,305
Domicile properties	19	69,020	70,458
Other tangible assets	20	10,908	8,754
Tax assets		0	1,112
Deferred tax assets	21, 22	3,153	3,212
Other assets		108,157	89,823
Cut-off assets		5,782	4,563
Total assets		7,544,456	6,836,206
Liabilities  Due to credit institutions and control banks	12	266 420	527 420
Due to credit institutions and central banks	23	266,429	527,439
Deposits and other amounts due	24	5,152,943	4,514,818
Deposits under pooled schemes		1,089,744	827,647
Tax liabilities		1,074	0
Other liabilities		94,537	86,820
Cut-off liabilities		3,771	3,580
Gæld i alt		6,608,498	5,960,304
Provisions regarding losses on guarantees	9	2,883	1,151
Total provisions for commitments		2,883	1,151
Share capital	25	27,000	27,000
Revaluation reserves	23	6,918	6,918
Legal reserves		757	775
Retained profit		879,500	823,858
Proposed dividend		18,900	16,200
Total equity		933,075	874,751
• •		,	, , , , ,
Total liabilities		7,544,456	6,836,206

# **Equity**

(DKK 1,000)

	Share capital	Revaluation reserves *	Legal reserves**	Proposed dividend	Retained profit	Total
Equity 31.12.2014	27,000	6,918	789	14,850	783,090	832,647
Net purchase of own shares					-1,817	-1,817
Paid out dividend				-14,850		-14,850
Profit for the financial year			-14	16,200	42,585	58,771
Equity 31.12.2015	27,000	6,918	775	16,200	823,858	874,751
Net purchase of own shares					142	142
Paid out dividend				-16,200		-16,200
Profit for the financial year			-18	18,900	55,500	74,382
Equity 31.12.2016	27,000	6,918	757	18,900	879,500	933,075

 $<sup>\ ^*\</sup>$  Revaluation reserve relates to revaluation of domicile properties.

# Share capital

Number of share 2,700,000, nom. Value DKK 10.

	2016	2015
Own shares		
Bookvalue of own shares	0.0	0
Number of own shares	25,195.0	25,248
Stock value per share	232.5	263
Total stock value	5,857.8	6,628
Percentage of own shares	0.9	0.9

# **Shareholders**

Shareholders who owns more than 5% of the sharevalue:

- Henrik Østenkjær Lind personally and through the companies Lind Invest ApS,

<sup>\*\*</sup> Legal reserves relating to the revaluation reserve at the bank affiliated company.

# **Cash Flow Analysis**

(DKK 1,000)	Note	2016	2015
Operational activities			
Profit for the financial year		91,901	73,379
Impairment losses on loans and receivables	8	20,861	42,210
Depreciation and writedowns of tangible assets	ŭ	5,305	4,697
Profit on holding in affiliated companies	7	18	14
Tax	,	-15,274	25,336
		102,811	145,636
Change in loans and other amounts before writedowns		29,971	5,182
Change in assets under pooled schemes		-164,944	26,516
Change in bonds		-454,964	-145,136
Change in shares		-15,738	-9,458
Change in temporary assets		-246,555	67,921
Change in other assets		-19,553	4,113
Change in due to credit institutions		-261,010	-215,768
Change in deposits and other amounts due		900,222	397,524
Change in other liabilities		7,908	-25,916
Change in provisions for liabilities excl. deferrred tax		1,732	-6,989
Cash flows from operation activities		-120,120	243,625
Investments activities			
Purchase of tangible assets	18, 19, 20	-6,263	-6,421
Sales of tangible assets	18, 19, 20	1,357	108
Cash flows from investing activities		-4,906	-6,313
Financing activities			
Purchase / sale and revaluation of own shares		142	-1,817
Paid out dividend		-16,200	-14,850
Cash flow from financing activities		-16,058	-16,667
Cash flows for the year		-141,084	220,645
Cash nows for the year		-141,004	220,043
Cash, end		141,027	282,111
Cash, beginning		282,111	61,466
Cash flows for the year		-141,084	220,645

# Solvency

(DKK 1,000)	2016	2015
Solvency ratio	17.9%	17.5%
Tier 1 capital ratio	17.9%	17.5%
CET1 capital ratio	17.9%	17.5%
Own funds requirements (8%)	339,498	327,930
Equity	933,075	874,751
Herof proposed dividend	-18,900	-16,200
Deferred tax assets	-3,153	-3,212
Deduction of trading frame for own shares	-12,555	-14,175
Actual utilization of the trading frame for own shares	5,858	6,628
Other deductions	-2,363	-1,892
Immaterial holdings in the financial sector	-142,248	-129,679
Core capital (CET 1)	759,714	716,221
Tier 1 capital	0	0
Core capital before deductions	759,714	716,221
Immaterial holdings in the financial sector	0	0
Core capital after deductions	759,714	716,221
Revaluation reserves	0	0
Immaterial holdings in the financial sector	0	0
Capital base after deductions	759,714	716,221
Risk exposures		
Weighted values with credit risk	3,242,886	3,148,394
Weighted values with marked risk	443,821	401,713
Operational risk	557,014	549,014
Total risk exposure amount	4,243,721	4,099,121

# **Note overview**

1	Main- and key figures	30
2	Interest income	34
3	Interest expenses	34
4	Fee and commission income	34
5	Value adjustments	34
6	Staff cost and administrative expenses	35
7	Profit of holdings in affiliated companies	36
8	Impairment losses on loans and advances	37
9	Provisions regarding losses on guarantees	38
10	Audit fees	39
11	Tax	39
12	Due from credit institutions and central banks	39
13	Loans and other amounts due and off-balance items	40
14	Bonds at fair value	41
15	Holdings in affiliated companies	41
16	Assets under pooled schemes	41
17	Intercompany with affiliated companies	41
18	Investment property	41
19	Domicile property	41
20	Other tangible assets	42
21	Deferred tax assets and tax liabilities	42
22	Split af defereed tax assets and tax liabilities	42
23	Due to credit institions and central banks	42
24	Deposits and other amounts due	43
25	Eqity - shares	43
26	Derivative financial instruments	44
27	Off balance sheet items	46
28	Foreign exchange exposure	46
29	Financial risk and riskmanagement	46
30	Current value of financial instruments	47
31	Interest rate risk	48
32	Credit risk	48
33	The quality of loans and guarantees before impairment losses, which are not overdued	50
34	Overdued loans, without individuel impairment losses	51
35	Sensitivity to each type of market risk	52
36	Accounting estimates	52
37	Liquidity reserve	53
38	Close parties	54
39	Election of board of directors	54
40	The board of directors and board of executives shareholdings at the end of the year	55
41	Applied accounting policy	56

# Notes

К 1,000)	2016	2015	2014	2013	2012
Main- and key figures					
Profit and Loss account					
Net interest income	165,189	170,215	183,126	179,360	187,570
Net interest and fee income	303,751	314,851	294,229	269,070	277,896
Value adjustments	19,675	1,896	13,556	22,682	26,392
Operational expenditure	211,488	201,515	195,288	200,038	197,336
herof staff and administrative expenses	205,826	187,198	180,578	180,896	176,883
herof payment to sector solutions	357	9,620	9,153	10,025	7,316
Impairment losses on loans and receivables	20,861	42,210	42,503	43,616	47,876
Profit from holdings in affiliated companies	-18	-14	2	23	26
Profit before tax for the financial year	91,901	73,379	70,151	48,364	61,130
Profit for the financial year	74,382	58,771	57,057	37,053	47,120
Balance sheet					
Assets					
Cash in hand and claims on credit					
institutions, etc.	250,410	421,465	206,002	154,989	144,911
Loans and other amounts due	3,665,212	3,521,129	3,589,855	3,679,973	3,609,442
Bonds and shares etc.	2,362,784	1,892,082	1,737,488	1,681,423	1,875,720
Assets under pooled schemes	1,064,083	817,528	885,449	871,143	847,429
Other assets	201,967	184,002	226,457	187,491	179,944
Total assets	7,544,456	6,836,206	6,645,251	6,575,019	6,657,446
17-1-1944					
Liabilities	200 420	F27 420	742 207	772 202	1 204 477
Due to credit institutions and central banks	266,429	527,439	743,207	772,203	1,204,477
Deposits and other amounts due	5,152,943	4,514,818	4,045,308	3,907,593	3,593,379 909,707
Deposits under pooled schemes Other debt	1,089,744 102,265	827,647 91,551	899,633 124,456	959,810 101,785	142,227
Subordinated debt	102,203	91,331	124,430	•	50,000
Equity	933,075	874,751	832,421	50,000 783,628	757,656
Total liabilities	7,544,456	6,836,206	6,645,025	6,575,019	6,657,446
Total nabilities	7,544,430	0,030,200	0,043,023	0,373,013	0,037,440
Off-balance sheet items					
Off-balance sheet items	1,587,398	1,334,376	1,145,641	848,656	880,905

# **Notes**

(D	KK 1,000)		2016	2015	2014	2013	2012
1	Main- and key figures (continued)						
	Solvency and capital ratio						
	Solvency ratio *	pct.	17.9	17.5	16.7	17.3	16.6
	CET1 capital ratio *	pct.	17.9	17.5	16.7	18.1	17.3
	Earning ratios						
	Profit on own funds before tax	pct.	10.2	8.6	8.7	6.3	8.4
	Profit on own funds after tax	pct.	8.2	6.9	7.1	4.8	6.4
	Return on assets	pct.	1.2	1.1	1.1	0.7	0.9
	Earning/costs		1.40	1.30	1.30	1.20	1.25
	Basic earning / costs		1.44	1.56	1.51	1.35	1.42
	Market risk ratios						
	Interest rate risk	pct.	2.4	2.0	1.0	0.8	0.1
	Foreign exchange standing - pos 1	pct.	7.0	7.1	1.9	4.4	4.0
	Foreign exchange standing - pos 2	pct.	0.0	0.0	0.0	0.0	0.0
	Liquidity risk ratio						
	Lendings plus provisions on loans						
	in relation to deposits	pct.	63.1	70.8	77.5	80.0	84.2
	Extra cover in relation to the						
	statutory liquidity requirement	pct.	196.0	153.9	130.4	181.2	206.5
	Credit risk ratios						
	The sum of large exposures	pct.	80.1	61.8	79.8	59.8	71.5
	Receivables at reduced interest	pct.	1.7	1.3	0.9	1.2	0.7
	Accumulated impairment losses	pct.	5.0	5.1	4.9	4.6	4.1
	The year's impairment losses	pct.	0.4	0.8	0.9	0.9	1.0
	The year's growth in lending	pct.	4.1	-1.9	-2.4	2.0	-8.6
	Loans/Equity ratio		3.9	4.0	4.3	4.7	4.8
	Return on share						
	Earnings per share	kr.	28	22	21	14	17
	Book value per share **	kr.	349	327	310	292	282
	Dividend per share	kr.	7.0	6.0	5.5	3.0	2.5
	Stock value/earnings per share		8.4	12.1	9.3	13.3	7.8
	Stock value/book value per share		0.67	0.80	0.63	0.63	0.48
	Stock value per share	kr.	233	263	197	183	136

<sup>\*</sup> The rules for the calculation of the solvency- and core capital ratio is changed with the incorporation of the CRD IV rules per. 31/03/2014. Comparative figures for 2010-2013 are not adapted to this change.

<sup>\*\*</sup> Book value is calculated as: equity / (Number of shares - holding of own shares)

# **Notes**

# 1 Main- and key figures (continued)

## Formula overview

Key figures are calculated in accordance with FSA's guidance for reporting of financial ratios.

Solvency ratio	Core capital x 100  Total weighted values
CET1 capital ratio	Core capital x 100  Total weighted values
Equity before tax	Profit before tax x 100  Equity (avg)
Equity after tax	Profit after tax x 100  Equity (avg)
Return on investment*	Profit x 100  Total assets
Earnings/cost ratio	Income  Cost (without tax)
Core earnings per cost ratio*	Core earnings  Costs excl.**
Interest rate risk	Interest rate risk x 100  Core capital
Foreign exchange standing - pos 1	Foreign exchange standing - pos 1 x 100  Core capital
Foreign exchange standing - pos 2	Foreign exchange standing - pos 2 x 100
Loans and writedowns compared to total deposits	Loans and writedowns x 100
Total liquidity reserve acc. To FIL § 152	Total deposits (incl. pools)  Excess liquidity after compliance with the Danish Financial Business  Act section 152
,,	10 % - legal requirement

 $<sup>\</sup>ensuremath{^{*}}$  Key figures are not included in the FSA's guidance.

<sup>\*\*</sup> Value adjustments, Writedowns of loans and receivables, Income from investments in affiliated companies and tax.

### Noter

### 1 Main- and key figures (continued)

#### Formula overview

 $\label{eq:Keyfigures} \textbf{Key figures are calculated in accordance with FSA's guidance for reporting of financial ratios.}$ 

Sum of large exposures	Sum of large exposures x 100
Julii of large exposures	adjusted core capital
	Receivables at reduced interest x 100
Receivables at reduced interest	Loans + guarantees + writedowns
Assumulated immeriment lases	Accumulated impairment losses on loans x 100
Accumulated impairment losses	Loans + guarantees + writedowns
The year's impairment losses	Impairment lossses current year on loans x 100
The year's impairment losses	Loans + guarantees + writedowns
This year's growth in lending	This year's loan x 100
This year's growth in tenuing	Loans at the beginning of the year
Loons / Faulthy achie	Loans
Loans/Equity ratio	Equity
Earnings per Share*	Profit
Earnings per Snare	Average number of shares (pcs.)
Book value per share	Equity
book value per sitate	Total shares - holding of own shares
Stack unlike / countings was shown	Stock value at the end of the year
Stock value/earnings per share	earnings per shares
Stack value / hook value per share	Stock value at the end of the year
Stock value/ book value per share	book value

 $<sup>\</sup>ensuremath{^{*}}$  Key figures are not included in the FSA's guidance.

#### **Definitions**

Operating expenses (2016: T.DKK 211,488)	Staff and administration costs (2016: T.DKK 205,826) + Depreciation andr writedowns of tangible assets (2016: T.DKK 5,305) + Other operational costs (2016: T.DKK 357)
Core earnings (2016: T.DKK 93,105)	Profit before tax (2016: T.DKK 91,901) - Value adjustments (2016: T.DKK 19,675) + Impairment losses (2016: T.DKK 20,861) - Profit from holdings in affiliated companies (2016: T.DKK -18)

(DKI	< 1,000)	2016	2015
2	Interest income		
	Claims on gradit institutions at	1 747	1 040
	Claims on credit institutions, etc.  Loans and advances	1,747	1,849 169,721
	Bonds	158,373 19,300	169,721
	Total derivative financial instruments	-3,090	-3,332
	hereof	-3,090	-3,332
	Currency contracts	-18	16
	Interest rate contracts	-3,072	-3,348
	Other interest income	474	1,059
	Total interest income	176,804	185,311
	Of which income from genuine purchase and resale transactions represent	0	0
		-	
3	Interest expenses		
	·		
	Credit institutions and central banks	-122	-152
	Deposits	11,689	15,086
	Other interest expenses	48	162
	Total interest expenses	11,615	15,096
	Of which expenses from genuine purchase and resale transactions represent	0	0
4	Fee and commission income		
	Securities trading and custody account fees	46,427	53,493
	Payment services fees	14,717	13,976
	Loan fees	55,246	55,613
	Guarantee commissions	8,065	5,421
	Other fees and commissions	14,725	12,597
	Total fee and commission income	139,180	141,100
	Payed fee and commissions are not decucted in the above.		
5	Value adjustments		
	Bonds	3,172	-10,612
	Shares, etc.	14,356	9,114
	Currency	2,536	3,319
	Derivatives	-175	243
	Assets under pooled schemes	22,791	-21,032
	Deposits under pooled schemes	-23,005	20,864
	Total value adjustments	19,675	1,896

KK 1,000)	2016	2015
Staff costs and administrative expenses		
Description of Creative Describes and A Directors and Description	4 747	F F00
Remuneration of Executive Board, board of Directors and Representatives  Staff costs	4,717 125,331	5,599
Administrative expenses	75,778	106,797 74,802
Total staff and administrative costs	205,826	187,198
Total stall and dallimistrative costs	203,020	107,130
Staff costs		
Salaries	98,250	88,454
Pensions	11,001	4,942
Social security expenses	1,060	1,032
Taxes	15,020	12,369
Total	125,331	106,797
Salary equals the accrued remuneration.		
Number of full-time equivalent staff (avg.) in the financial year		
Calculated according to the ATP-method	203.8	191.0
Calculated according to work-time percentages	196.5	185.3
Colorina and assume at the of Executive Period Period of Pirestance at Period of Programme at the color		
Salaries and remuneration of Executive Board, Board of Directors and Board of Representatives		
Fixed payment  Board of Directors	1 156	1,022
Board of Representatives	1,156 255	1,022
Board of Executives, wage, free car, holiday payment	2,884	3,845
Board of Executives, pension	422	566
Total	4,717	5,599
Total	.,,	3,333
There is no variable payment, or pension obligations		
Number of board of executive members	1.0	2.0
Number of board of directors members	9.0	9.0
Specification of remuneration to the board of directors members		
Peter Zacher Sørensen, chairmann	225	122
Ejner Søby, deputy chairmann and chaimann of audit committee	194	133
Erik Nymann, (resigned chairmann)	62	222
Helle Bærentsen	100	89
Mikael Lykke Sørensen	100	89
Uffe Vithen	100	100
Bente Østergaard Høg, (elected 16.03.2016)	75	0
Tina Klausen	100	89
Peter Pedersen	100	89
Jan B. Poulsen	100	89

(DKI	(1,000)	2016	2015
6	Staff costs and administrative expenses (continued)		
	Specification of saleries for the Representatives		
	Chairmann	10	6
	Other members	5	3
	Specification of saleries for the executives		
	Lars Møller Kristensen		
	Wage, free car, holiday payment	2,083	1,821
	Pension	237	203
	Total	2,320	2,024
	Ole Bak		
	Wage, free car, holiday payment	801	2,024
	Pension	185	363
	Total	986	2,387
	-	300	2,307
	Ole Bak resigned from the Manangement Board late April 2016.		
	The wage in 2016 covering the period 1 January to 30 April 2016.		
	There is no variable payment, or pension obligations.		
	The Management Board can by the bank be terminated at 12 months notice and		
	with 24 months notice in the event of a merger with another company.		
	Other employees with significant influence on the bank's risk profile		
	Fixed payment		
	Saleries, company car, pension etc.	6,487	5,900
	Total payment to employees with significant influence on the risk profile	6,487	5,900
	Number of employees with significant influence on the risk profile	7	6
7	Profit of holdings in affiliated companies		
	Total profit on holdings in affiliated companies	-18	-14

1,000)		2016	201
Impairment losses on loans and advances			
Individual impairment losses			
Impairment losses beginning of the year		243,447	228,953
Impairment losses in the financial year		63,341	77,50
Changes in impairment losses regarding earlier years		-34,311	-26,70
Finally lost regarding earlier impairment losses		-17,793	-36,30
Individual impairment losses at year end		254,684	243,44
Group impairment losses			
Impairment losses beginning of the year		17,523	14,82
Impairment losses in the financial year		1,923	2,70
Group Impairment losses year end		19,446	17,52
Total impairment losses on loans and advances		274,130	260,97
Expenses in the financial year from impairment losses on loans and	d advances		
Impairment losses in the financial year from loans and advances		65,264	80,20
Impairment losses in the financial year from provisions		1,732	-54
Reversal of impairment losses in ealier financial years		-34,311	-26,70
Realized losses, impairment losses in earlier financial years		-17,793	-36,30
Realized losses		17,617	36,18
Interest from debitors with impairment losses		-11,648	-10,62
· · · · · · · · · · · · · · · · · · ·		20,861	42,21

Reasons for individual Impairment losses	2016	2016	2015	2015
	Loans before		Loans before	
	impairment	Impairment	impairment	Impairment
	losses	losses	losses	losses
Bankruptcy / liquidation	32,214	23,673	40,331	26,513
Suspension of payments / granted	467	521	1,457	1,470
Debt restructuring initiated / granted	0	0	718	708
Engagement terminated	12,822	12,291	10,637	10,113
Other causes	346,466	218,199	355,037	204,643
Total	391,969	254,684	408,180	243,447

### Notes

(DKK 1,000)

### 8 Impairment losses on loans and advances (Continued)

by sectors				
	2016	2016	2015	2015
	Loans before		Loans before	
	impairment	Impairment	impairment	Impairment
	losses	losses	losses	losses
Public sector	0	0	0	(
Business				
Agriculture, hunting, forestry and fishing	97,406	75,417	114,433	80,192
Industry and raw materials extraction	7,240	4,694	1,242	1,015
Building and construction	25,149	19,285	28,063	18,41
Trade	21,323	11,934	10,727	6,862
Transport, hotels and restaurants	25,428	15,005	25,768	13,751
Information and communication	573	521	603	555
Financing and insurance	8,075	8,043	7,932	7,898
Real estate	66,772	12,154	86,039	20,134
Other businesses	19,756	14,825	16,874	12,710
Total business	271,722	161,878	291,681	161,528
Private	120,248	92,806	116,499	81,919
Total	391,969	254,684	408,180	243,44
			45,397	,
Collateral in mortages Collateral in sureties Total  Loans and advances with impairment losses Gross loans and advances with individual writedowns Gross loans and advances with group writedowns Total			3,630 13,961 326 137,285 391,969 3,104,864 3,496,833	1,675 17,062 1,463 164,733 408,180 2,954,943 3,363,123
Collateral in mortages Collateral in sureties Total  Loans and advances with impairment losses Gross loans and advances with individual writedowns Gross loans and advances with group writedowns Total			3,630 13,961 326 137,285 391,969 3,104,864	34,712 1,675 17,062 1,463 164,733 408,180 2,954,943 3,363,123 418,976
Collateral in securities and deposits Collateral in mortages Collateral in sureties Total  Loans and advances with impairment losses Gross loans and advances with individual writedowns Gross loans and advances with group writedowns Total  Loans and advances without impairment losses			3,630 13,961 326 137,285 391,969 3,104,864 3,496,833	1, 17, 1, 164, 408, 2,954, 3,363,
Collateral in mortages Collateral in sureties Total  Loans and advances with impairment losses Gross loans and advances with individual writedowns Gross loans and advances with group writedowns Total  Loans and advances without impairment losses  Total loans and advances Loans and advance before impairment losses  Provisions regarding losses on guarantees  Provisions are made for guarantees, if there is found to be	e a risk of loss		3,630 13,961 326 137,285 391,969 3,104,864 3,496,833 442,509	1,6 17,0 1,4 164,7 408,1 2,954,9 3,363,1 418,9
Collateral in mortages Collateral in sureties Total  Loans and advances with impairment losses Gross loans and advances with individual writedowns Gross loans and advances with group writedowns Total  Loans and advances without impairment losses  Total loans and advances Loans and advance before impairment losses  Provisions regarding losses on guarantees	e a risk of loss		3,630 13,961 326 137,285 391,969 3,104,864 3,496,833	1,67 17,06 1,46 164,73 408,18 2,954,94 3,363,12

(DKk	(1,000)	2016	2015
10	Audit fees		
10	Total fee to the accounting firm elected by the general meeting		
	which perform the statutory audit	503	456
	which perform the statutory addit	303	430
	By services		
	Statutory audit	392	399
	Other declarations with security	73	34
	Other services	38	23
	Total audit fee	503	456
	The bank has an internal audit department.		
11	Тах		
	Calculated tax charge for the year	17,738	14,094
	Deferred tax	59	713
	Adjustment of prior-year tax charge	-278	-199
	Total tax	17,519	14,608
	Effective tax rate		
	Danish tax rate	22.0%	23.5%
	Non-taxable income and non-deductible expenses	-2.6%	-3.2%
	Adjustment of prior-year tax charge	-0.3%	-0.3%
	Others	0.0%	-0.1%
	Effective tax rate	19.1%	19.9%
	The non-taxable income and non-deductible expenses are mainly depreciations on		
	domicile properties, non-deductible part of the representative costs and gain on		
	unlisted capital investments.		
12	Due from credit institutions and central banks		
	Claims on central banks	54,107	0
	Claims on credit institutions	55,276	139,354
	Total due from credit institutions and central banks	109,383	139,354
	By residual maturity		
	Up to 3 months	89,883	119,854
	Between 3 months and 1 year	17,000	17,000
	Between 1 year and 5 year	2,500	0
	Over 5 years	0	2,500
	Total due from credit institutions and central banks	109,383	139,354

1,000)	2016	20
Loans and other amounts due and off-balance items		
Loans and other amounts due	2 665 212	2 521
Loans and other amounts due  Total loans and other amounts due	3,665,212	3,521,
Total loans and other amounts due	3,665,212	3,521,
By residual maturity		
Demand deposits	542,381	597,
Up to 3 months	190,478	306,
From 3 months to 1 year	1,024,137	961,
From 1 to 5 years	936,593	784,
Over 5 years	971,623	871,
Total loans and other amounts due	3,665,212	3,521,
Specifikation of gross loans		
Loans and other amounts due before write downs	3,939,342	3,782
Write downs	-274,130	-260
Total loans and other amount due	3,665,212	3,521
Gross loans and off-balance items		
Loans and other amounts due before impairment losses	3,939,342	3,782
Off-balance items	1,587,398	1,334
Total loans and off-balance items	5,526,740	5,116,
Broken down by sectors and industry (in percentage)		
Public sector	8.0	
Business		
Agriculture, hunting, forestry and fishing	11.6	
Crop farming	4.2	
Cattle farming	4.2 4.1	
Cattle farming Pig farming	4.2 4.1 1.1	
Cattle farming Pig farming Other farming	4.2 4.1 1.1 2.2	
Cattle farming Pig farming Other farming Fishing	4.2 4.1 1.1 2.2 0.0	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction	4.2 4.1 1.1 2.2 0.0 <b>2.0</b>	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply	4.2 4.1 1.1 2.2 0.0 2.0 1.5	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7 1.9	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication Financing and insurance	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7 1.9	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication Financing and insurance Real estate Other businesses	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7 1.9 0.5 1.9	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication Financing and insurance Real estate	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7 1.9 0.5 1.9 8.3	
Cattle farming Pig farming Other farming Fishing Industry and raw materials extraction Energy supply Building and construction Trade Transport, hotels and restaurants Information and communication Financing and insurance Real estate Other businesses	4.2 4.1 1.1 2.2 0.0 2.0 1.5 4.1 3.7 1.9 0.5 1.9 8.3 6.6	

### **Notes**

(DKK	1,000)	2016	2015
14	Bonds at fair value		
	Mortgage bonds	1,178,381	920,747
	Other bonds	942,544	745,214
	Total	2,120,925	1,665,961
	The Bank has deposited bonds at Nationalbanken and VP as collateral for clearing and settlement, etc. for a total of t.DKK 214,585 (2015: t.DKK 661,952)		
15	Holdings in affiliated companies		
	Djurs-Invest ApS, Grenaa		
	Part of shares	100%	100%
	Equity	1,757	1,775
	Profit for the financial year	-18	-14
	The company's balance and activity are insignificant.		
16	Assets under pooled schemes		
	Bonds at fair value	414,333	520,760
	Shares	649,750	296,768
	Total assets	1,064,083	817,528
4-	to be a constant of the consta		
1/	Intercompany with affiliated		
	companies		
	Deposits	569	581
	· ·		
18	Investment property		
	Marked value beginning	4,305	4,305
	Additions	-1,115	0
	Marked value end	3,190	4,305
	External experts have not been used.		
19	Domicile property		
	Marked value beginning	70,458	71,433
	Disposals	-242	0
	Depreciation	-1,196	-975
	Marked value end	69,020	70,458

External experts have not been used.

### **Notes**

	ices		
(DKk	K 1,000)	2016	2015
20	Other tangible assets		
	Total cost at beginning	33,790	27,833
	Additions	6,263	6,421
	Disposals	-11,600	-464
	Total cost at end	28,453	33,790
	Depreciation and impairment beginning	25,036	21,670
	Depreciation	4,109	3,721
	Disposals	-11,600	-355
	Depreciation and impairment end	17,545	25,036
	Book value at end	10,908	8,754
21	Deferred tax assets and tax liabilities		
	Deferred tax liabilities beginning	3,212	3,925
	Change in deferred tax due	-59	-713
	Deferred tax assets and tax liabilities end	3,153	3,212

### 22 Split of deferred tax assets and tax liabilities

	2016	2016	2015	2015
	Deferred tax assets	Deferred tax	Deferred tax assets	Deferred tax
Tangible assets	249	231	577	255
Cut of on fees and commissions	3,994	0	3,609	0
Other	1,084	1,943	1,157	1,876
Total deferred tax	5,327	2,174	5,343	2,131

23 Due to credit institutions and central banks	2016	2015
Due to credit institutions	266,429	527,439
By residual maturity		
Amounts payable on demand	266,429	527,439
Total due to credit institutions and central banks	266,429	527,439

### Notes

(DKk	(1,000)	2016	2015
24	Deposits and other amounts due		
	Amounts payable on demand	4,464,206	4,005,471
	At notice	50,054	127,251
	Time deposits	20,472	9,401
	Special deposits	618,211	372,695
	Total deposits and other amounts due	5,152,943	4,514,818
	Decreased and reconstruction		
	By residual maturity	4 520 400	4 001 041
	Amounts payable on demand	4,529,499	4,081,841
	Up to 3 months	78,475 11,431	116,507 10,668
	From 3 months to 1 year From 1 to 5 years	71,572	49,481
	Over 5 years	461,966	256,321
	Total deposits and other amounts due	5,152,943	4,514,818
	Total acposits and other amounts due	3,132,343	4,514,010
25	Equity - shares		
	Number of shares each of nom value kr. 10.	2,700,000	2,700,000
	Share capital nom value DKK 27,000 (1,000 kr.)		
	Number of own shares, beginning	25,248	17,212
	Additions	183,007	226,201
	Disposals	-183,060	-218,165
	Number of own shares, end	25,195	25,248
	Net additions / disposals		
	Nom value of own shares, beginning	252	172
	Net additions / disposals	0	80
	Nom value of own shares, end	252	252
	Part of own shares, beginning	0.9%	0.6%
	Net additions / disposals	0.0%	0.3%
	Part of own shares, end	0.9%	0.9%
	Tatal assessan	40.400	F7 220
	Total purchase Total sale	40,489	57,228
	TOTAL SAIC	39,736	53,988

Own shares are bought and sold as part of the bank's common stock trading.

### **Notes**

(DKK 1,000)

#### 26 Derivative financial instruments

The bank uses foreign-exchange and interestrate contracts and swaps. Financial instruments are used to cover customers contracts etc in relation 1:1, and towards loans with fixed interestrates.

	2016	2016	2016	2016
	Nominal value	Net market value	Positive market value	Negative market value
Foreign-exchange contracts, purchase				
Up to 3 months	34,699	2,149	2,170	21
From 3 months to 1 year	7,216	437	437	0
Market value	41,915	2,586	2,607	21
Foreign-exchange contracts, sale				
Up to 3 months	47,339	-1,683	217	1,900
From 3 months to 1 year	7,216	-417	0	417
Market value	54,555	-2,100	217	2,317
Foreign-exchange contracts and swaps	96,470	486	2,824	2,338
Interestrate swaps				
Up to 3 months	592	-8	0	8
From 3 months to 1 year	20,651	-146	393	539
From 1 to 5 years	102,734	-1,924	3,327	5,251
Over 5 years	293,585	-7,168	36,784	43,952
Market value	417,562	-9,246	40,504	49,750
The first terms	,	5,2.10	10,00	10,100
Interestrate contracts and swaps	417,562	-9,246	40,504	49,750
Unsettled spot contracts				
Foreign-exchange, purchase	700	1	2	1
Foreign-exchange, sale	141	0	0	0
Futures, purchase	20,007	426	426	0
Futures, sale	20,007	-368	0	368
Interestrate contracts, purchase	3,794	12		1
Interestrate contracts, sale	3,794	-6	2	8
Sharecontracts, purchase	2,213	32	63	31
Sharecontracts, sale	2,213	-31	31	62
Market value	52,869	66	537	471
	02,000			
Total				
Foreign-exchange contracts and swaps, total	96,470	486	2,824	2,338
Interestcontracts and swaps, total	417,562	-9,246	40,504	49,750
Spot, total	52,869	66	537	471
Market value	566,901	-8,694	43,865	52,559

1,000)				
Derivative financial instruments (continued)	2015	2015	2015	2015
	2015	2015	2015	2015
	Nominal value	Net market value	Positive market value	Negative market valu
Foreign-exchange contracts, purchase				
Up to 3 months	18,740	184	197	:
From 3 months to 1 year	6,865	-10	16	
Market value	25,605	174	213	3
Foreign-exchange contracts, sale				
Up to 3 months	34,432	66	196	13
From 3 months to 1 year	6,866	92	105	:
Market value	41,298	158	301	14
Foreign-exchange contracts and swaps	66,903	332	514	1
Interestrate swaps				
From 3 months to 1 year	10,904	-348	0	34
From 1 to 5 years	69,293	-982	2,765	3,74
Over 5 years	337,378	-7,755	34,384	42,13
Market value	417,575	-9,085	37,149	46,23
Interestrate contracts and swaps	417,575	-9,085	37,149	46,23
Unsettled spot contracts				
Foreign-exchange, purchase	26,576	-54	25	-
Foreign-exchange, sale	27,350	118	118	
Futures, purchase	7,877	53	53	
Futures, sale	7,877	-37	3	4
Interestrate contracts, purchase	106,152	219	223	
Interestrate contracts, sale	6,152	6	7	
Sharecontracts, purchase	5,947	24	73	4
Sharecontracts, sale	5,947	-22	50	-
Market value	193,878	307	552	24
Total				
Foreign-exchange contracts and swaps, total	66,903	332	514	18
Interestcontracts and swaps, total	417,575	-9,085	37,149	46,23
Spot, total	193,878	307	552	24
Market value	678,356	-8,446	38,215	46,66

#### **Notes**

(DKK 1,000)		2016	2015
27 Off ba	lance sheet items		
2, 0	iance stees remis		
Financ	ial guarantees	394,606	441,686
Loss g	uarantees	509,010	371,138
Regist	ration guarantees	104,631	118,811
Other	guarantees	579,151	402,741
Total	off balance sheet items	1,587,398	1,334,376
Like th	e other Danish banks, the bank is liable for losses sustained by the Bank Deposit Guarantee Fund.		
The las	st statement of the bank's share of the sector's surety constitute 0.43%.		
The ba	ank participates in a IT-cooperation with other banks via the IT-center Bankdata. An exit from this		
will re	sult in payment of a withdrawal benefit of DKK 148 million as at 31.12.2014.		
28 Foreig	n exchange exposure		
Currer	ncies breakdown for the main currencies (net)		
EUR	·	46,303	42,015
GBP		1,445	1,982
CHF		1,080	463
NOK		664	563
USD		1,486	1,203
Other	currencies	2,545	4,901
Total		53,523	51,127
		_	
Exchar	nge rate indicator 1 in % of core capital after deductions (positions)	7.0%	7.1%
Exchar	nge rate indicator 2 in % of core capital after deductions (risk)	0.0%	0.0%

Valutaindikator 1 opgøres som summen af den største numeriske værdi af aktiver (lang position) eller nettogæld. Indikator 1 viser et mål for den samlede valutarisiko.

Valutaindikator 2 er baseret på en statistisk metode, der er udtryk for den samlede tabsrisiko.

#### 29 Financial risk and riskmanagement

The bank is exposed to various types of financial risks, which consists of:

Credit risk: The risk of loss, due to breact of contracts from counterparts

Market risk: The risk of loss due to changes in market value from the banks assets and liabilities.

**Liquidity risk:** The risk of loss due to unusual high increase in financial costs. The risk of loss if the bank is cut of from entering into new businesscontracts due to lacking financing, or the risk regarding the banks lacking ability to fulfilling business contracts when dued because of lacking financing. The banks management of financial risk is described in the management reports section "Risk management" page 19 to 22, further information can be found in this section.

#### **Notes**

(DKK 1,000)

#### 30 Current value of financial instruments

The current value is amount at which a financial asset can be sold or the amount at which a financial liability can be redeemed between agreed independent parties. The current values of financial assets and liabilities valued on active markets are calculated on the basis of observed market prices on the balance sheet date. The current values of financial instruments which are not valued on active markets are calculated on the basis of generally recognised metholds of valuation.

Bonds, shares etc, and derivatives financial instruments are measured in the accounts at market value such that included book values correspond to current values.

The writedowns on loans are assessed such that they correspond to changes in credit quality. The difference from current value is assessed as fees and commissions received and for fixed interest loans, the value adjustment which is independent of the interest level and which can be calculated by comparing the actual market interest rate with the nominal rate applying to the loans.

The current value of claims on credit institutions and central banks is determined under the same method as for loans, but the bank has not currently made any writedowns on claims on credit institutions and central banks.

For fixed-interest financial liabilities in the form of deposits and debt to credit institutions measured at amortised cost price, the difference from current values is estimated to be the value adjustment which is independent of interest level.

	2016	2016	2015	2015
	Book value	Market value	Book value	Market value
Financial assets				
Cash in hand and claims at call on central banks	141,027	141,027	282,111	282,111
Due from credit institutuions and central banks	109,383	109,383	139,354	139,354
Loans and other amounts due	3,665,212	3,707,090	3,521,129	3,555,642
Bonds at fair value	2,120,925	2,120,925	1,665,961	1,665,961
Shares, etc.	241,859	241,859	226,121	226,121
Assets under pooled schemes	1,064,083	1,064,083	817,528	817,528
Afledte finansielle instrumenter	43,865	43,865	38,215	38,215
Total assets	7,386,354	7,428,232	6,690,419	6,724,932
Liabilities				
Deposits and other amounts due	5,152,943	5,154,276	4,514,818	4,517,517
Deposits under pooled schemes	1,089,744	1,089,744	827,647	827,647
Afledte finansielle instrumenter	52,559	<b>52,559</b>	46,661	46,661
Total liabilities	6,295,246	6,296,579	5,389,126	5,391,825

	1,000)	2016	2
	Interest rate risk		
	Total interest rate risk on liabilities, etc.	17,922	14
	Interest rate risk by foreign currency with highest interest rate risk		
	DKK	17,481	13
	EUR	441	13
	Other currencies	0	
:	Credit risk		
	Creditmanagement and -risk is a material area in the banks riskmanagement, as loans are far the		
	largest part of the banks assets.		
	In addition to the information in this note 32 and accompanying notes 33 and 34 refers to the general description of credit management in the management report page 19 under "creditrisk".		
	Maximum credit exposure on claims on credit institutuions and central banks, bonds and		
	other assets		
	Due from credit institutuions and central banks	109,383	139
	Bonds at fair value	2,120,925	1,665
	Other assets	108,157	89
	Maximum credit risk	2,338,465	1,895
	Maximum credit exposure on loans, guarantees and credit commitments		
	Maximum credit exposure on loans, guarantees and credit commitments before securities		
		3,939,342	3,782
	before securities	3,939,342 1,587,398	•
	before securities  Loans and other amounts due at amortised cost		1,334
	before securities  Loans and other amounts due at amortised cost  Guarantees	1,587,398	1,334 1,688
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)	1,587,398 1,982,245	1,334 1,688 260
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)	1,587,398 1,982,245 466,327	1,334 1,688 260 7,065
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure	1,587,398 1,982,245 466,327 7,975,312	3,782 1,334 1,688 260 7,065
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments	1,587,398 1,982,245 466,327 7,975,312 10,313,777	1,334 1,688 260 7,065 8,960
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector	1,587,398 1,982,245 466,327 7,975,312	1,334 1,688 260 7,065
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business	1,587,398 1,982,245 466,327 7,975,312 10,313,777	1,334 1,688 260 7,065 8,960
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735	1,334 1,688 260 7,065 8,960
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835	1,334 1,688 260 7,065 8,960 681
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing  Industry and raw materials extraction  Energiforsyning	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554	1,334 1,688 260 7,065 8,960 681 813 110 113
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction  Energiforsyning  Building and construction	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622	1,334 1,688 260 7,065 8,960 681 813 110 113 326
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction  Energiforsyning  Building and construction  Trade	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction  Energiforsyning  Building and construction  Trade  Transport, hotels and restaurants	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction Energiforsyning Building and construction  Trade  Transport, hotels and restaurants Information og kommunikation	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180 38,230	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185 33
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing Industry and raw materials extraction  Energiforsyning  Building and construction  Trade  Transport, hotels and restaurants Information og kommunikation  Financing and insurance	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180 38,230 70,377	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185 33
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing  Industry and raw materials extraction  Energiforsyning  Building and construction  Trade  Transport, hotels and restaurants  Information og kommunikation  Financing and insurance  Real estate	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180 38,230 70,377 799,563	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185 33 132 601
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing  Industry and raw materials extraction  Energiforsyning  Building and construction  Trade  Transport, hotels and restaurants  Information og kommunikation  Financing and insurance  Real estate  Other businesses	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180 38,230 70,377 799,563 541,037	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185 33 132 601 505
	before securities  Loans and other amounts due at amortised cost  Guarantees  Credit commitments (credits)  Credit commitments (framework agreements)  Maximum credit exposure  Total maximum credit exposure  Broken down by sector and industry, loans, gurantees and credit commitments  Public sector  Business  Agriculture, hunting, forestry and fishing  Industry and raw materials extraction  Energiforsyning  Building and construction  Trade  Transport, hotels and restaurants  Information og kommunikation  Financing and insurance  Real estate	1,587,398 1,982,245 466,327 7,975,312 10,313,777 653,735 861,681 192,835 136,554 361,622 365,440 280,180 38,230 70,377 799,563	1,334 1,688 260 7,065 8,960 681 813 110 113 326 348 185 33 132 601

#### **Notes**

(DKK 1,000)

#### 32 Credit risk (continued)

#### Creditrisk on largest sector

Agriculture, hunting, forestry and fishing make up the largest single industry in the Bank's total lending, gurantees and credit commitments with 11.6%.

#### The allocation of loans, guarantees and credit commitments is

	2016	2016	2015	2015
Crops	330,430	38%	306,955	38%
Pig farming	309,858	36%	295,596	36%
Cattle farming	72,794	8%	62,611	8%
Other farming, hunting and forestry	142,843	17%	139,336	17%
Fishing	5,756	1%	9,366	1%
Total	861,681	100%	813,863	100%
Impairment losses by				
Pig farming	64,029	85%	72,653	91%
Cattle farming	9,469	13%	5,762	7%
Other farming, hunting and forestry	1,643	2%	0	0%
Fishing	276	0%	1,777	2%
Total	75,417	100%	80,192	100%

#### **Describtion of securities**

When the bank's credit risk is not minimal, it is generally a requirement that the customer makes full or partial security for the exposure. The collateral is mainly by mortgage on properties, pledge in physical assets, debts, liquid securities and deposits and mortgages. As a general rule safety are also made in companies' shares, letter of subordination and surety. A large part of these sureties are provided by companies or persons with a group related to the debtor. For prudential reasons, the bank does not calculate with any independent value on these sureties. The value of collateral is determined based on established assessment principles for any kind and type of securities.

Securities on loans and guarantees *)	2016	2015
Collateral in real estate	1,990,540	1,696,970
Collateral in operating equipment	385,516	389,413
Collateral in securities and deposits	249,160	274,169
Collateral in mortages	889,587	838,584
Collateral in sureties	40,599	39,155
Total	3,555,402	3,238,291

<sup>\*)</sup> Securities is calculated without excess securities.

#### **Notes**

(DKK 1,000)

#### 32 Credit risk (continued)

The calculation of the value of mortgages takes account of the property's estimated trading price reduced by a percentage to cover the uncertainty of pricing and costs of realization.

Other tangible assets values are calculated on the basis of market price reduced by a percentage to cover the depreciation due to age. Securities are measured at official exchange rates reduced by a percentage to cover unexpected sudden circumstances. Deposits in the bank are stated at nominal value. Mortgages, etc. consists mainly of indirect mortgages on properties where the bank on behalf of the client takes home mortgage against the guarantee to mortgage banks. These guarantees are secured by indirect mortgage on the property, and the valuation equivalent to the guaranteed amount.

#### 33 The quality of loans and guarantees before impairment losses, which are not overdued

The bank regularly monitors the quality of the loans and related securities, and make on the basis of analysis and stress tests, a hedge of danger signals and hazard signs as early as possible, including by monitoring and managing overdrafts.

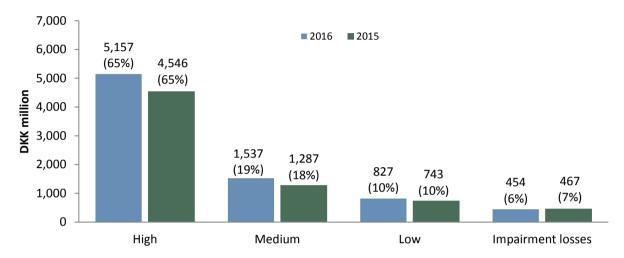
	2016	2016	2015	2015
	Exposure	Hereof loans	Exposure	Hereof Ioans
Public sector				
High (grade 3 og 2A)	653,735	442,509	681,460	418,976
l alt	653,735	442,509	681,460	418,976
Private				
High (grade 3 og 2A)	2,667,889	1,127,830	2,317,272	921,047
Medium (grade 2B)	724,273	378,589	600,444	352,159
Low (grade 2C)	153,696	96,428	142,176	92,821
Total	3,545,858	1,602,847	3,059,892	1,366,027
Business				
High (grade 3 og 2A)	1,835,791	758,919	1,547,717	814,201
Medium (grade 2B)	812,471	402,256	686,903	383,724
Low (grade 2C)	673,456	352,804	600,490	400,647
Total	3,321,718	1,513,979	2,835,110	1,598,572
Total public, private and business	7,521,311	3,559,335	6,576,462	3,383,575

#### **Notes**

(DKK 1.000)

# 33 The quality of loans and guarantees before impairment losses, which are not overdued (continued)

Distribution of the credit quality of rated exposures (including exposures with impairment losses)



34 Overdued loans, without individuel impairment losses	2016	2015
Overdued loans, which have not been written down is specified as follows		
0-90 days overdue	11,848	18,886
More than 90 days overdue	2,106	1,902
Total	13,954	20,788

Broken down by sector and industry*	2016 0-90 days overdue	2016 More than 90 days overdue	2015 0-90 days overdue	2015 More than 90 days overdue
Public sector	0	0	0	0
Business				_
Agriculture, hunting, forestry and fishing	452	9	3,435	56
Industry and raw materials extraction	175	10	133	57
Energy supply	0	0	0	0
Building and construction	485	9	361	11
Trade	729	86	331	53
Transport, hotels and restaurants	128	64	441	24
Information and communication	64	234	90	29
Financing and insurance	61	8	45	1
Real estate	664	43	799	46
Other businesses	945	271	2,369	220
Total business	3,703	735	8,004	497
Private	8,145	1,371	10,882	1,405
Total	11,848	2,106	18,886	1,902

<sup>\*</sup>Data regarding securities are not available.

#### **Notes**

(DKK 1,000)

#### 35 Sensitivity to each type of market risk

In connection with the bank's monitoring of market risks and calculation of the adequate capital base, a number of sensitivity calculations are made which include the following market risk variables:

#### Interest rate risk

The sensitivity calculation in relation to the bank's interest rate risk is based on the interest rate risk key figure, reported by the Danish FSA. This key figure shows the effect on core capital after deduction of a change in the interest rate of 1 percentage point, corresponding to 100 base point. The calculation shows that if the average interest rate had been 100 base point higher, at the end of 2016, the result for the year after tax and equity, all else being equal, would be DKK 14.0 m. lower (2015: DKK 11.0 m. lower). This change is primarily due to acurrent market value adjustment of the bank's fixed-interest bonds. The higher level of interest rate risk in 2016 compared with 2015 is due to an increase in the base of core capital.

#### Foreign exchange risk

The sensitivity calculation in relation to the bank's foreign exchange risk is based on the Foreign exchange Indicator 1-key figure, reported by the Danish FSA. Foreign Exchange Indicator 1 expresses a simplified traget for the scope of the bank's positions in foreign currency and is calculated as the greatest of the sum of all the short foreign exchange positions and the sum off all the long foreign exchange positions. In the event of an increase in the exchange rate of 2,5% of Foreign Exchange Indicator 1 at the end of 2016, the result for the year after tax and equity, all else being equal, would be DKK 1.0 m. lower (2015: DKK 1.0 m. lower) mainly due to foreign exchange adjustments. The adjustment is immaterial.

#### <u>Share ri</u>sk

Had the value of the bank's shareholding been 10% lower on the 31 December 2016, the result after tax for the year and equity, all else being equal, would be DKK 24.2 m. lower (2015: DKK 22.6 m. lower) due to a negative current value adjustment of the share portfolio. The share risk is evaluated as on little higher level than in 2015.

#### Risk on buildings

Had the value of the bank's buildings been 10% lower on the 31 December 2016, the result after tax for the year and equity, all else being equal, would be DKK 7.2 m. lower (2015: DKK 7.5 m. lower) - the main part comes from domicile buildings.

#### 36 Accounting estimates

The calculation of the accounting value of certain assets and liabilities entails an estimat of how future events will affect the value of these assets and liabilities.

The estimates are based on assumptions that management considers reasonable, but uncertain. In addition, the bank is subject to risks and uncertainties that may cause actual results may differ from estimates.

The areas where estimates have the most significant effect on the financial statements are:

- Impairment losses on loans and provisions for guarantees
- Fair value of property
- Fair value of unlisted / illiquid securities

#### **Notes**

(DKK 1,000)

#### 36 Accounting estimates (continued)

Impairment losses on loans and other receivables are made to take account of the impairments that occurred after initial recognition. Writedowns are made as a combination of individual and grouped impairments and are associated with a number of estimates. There are estimates associated with the assessment of identification of loans, there is objective evidence of impairment, the determination of future cash flows and the value of collateral.

The assumptions for the estimates may be incomplete, inaccurate moreover, unexpected future events can occur. Given these uncertainties, it may be necessary to modify the previous estimates, either because of new information, more experience or subsequent developments. A deterioration of the exposures will lead to further write downs.

The Return method is used to measure the fair value of domicile properties. In connection with fair value measurement estimates are made of expected market rent, return requirements and maintenance costs. These estimates are subject to some uncertainty. Market rent and return requirements depend substantially on location. Market rent is in the range of DKK 600 - DKK 1,250 per. sqm. and the required return is in the range 6.5% - 8.0%.

For securities that are only to a limited extent based on observable market data, the valuation is based on estimates. This applies particularly to the unlisted and illiquid stocks where there is a non-active market.

For unlisted shares in the form of shares in sector-owned companies, where there is redistribution of the shares, considered redistribution to constitute the primary market for the shares. The fair value determined as redistribution price.

For other unlisted shares in sector-owned companies, where observable inputs are not readily available, the valuation is based on estimates involving information from companies concerned as well as input from qualified external party.

Sensitivity calculation of shares and property are disclosed in note 35.

37	Liquidity reserve	2016	2015
	Cash in hand	41,225	43,333
	Cash in hand and claims at call on central banks	80,803	189,778
	Due from credit institutions and central banks	89,883	119,854
	Bonds at fair value, uncollateralized	1,800,357	979,009
	Bonds at fair value, pools, uncollateralized	414,333	520,760
	Total liquidity reserve acc. to FIL §152	2,426,601	1,852,734
	Cover relative to statutory liquidity	196.0	153.9

#### **Notes**

(DKK 1,000) **2016** 2015

#### 38 Close parties

#### Transaktions with close parties

Close parties covers the Board of Directors and the Board of Managment. No transactions have been entered with these except those mentioned in note 6.

All transactions are made on market terms.

#### Loans etc. To Board of Management and Board of Directors

The size of loans and mortgages, or guarantees issued to members of the banks

Board of Management	6	19
Board of Directors	10,329	10,505
Interest rates		
Board of Management	3.4-7.5%	4.1-9.0%
Board of Directors	2.9-9.5%	3.3-9.5%
The fluctuation is due to the loans varies from foreign currency loans to loans in DKK.		
Collaterals for engagements with		
Board of Management	350	350
Board of Directors	16,185	11,880

#### 39 Election of board of directors

	Elected to the	Latest	
	Board	re-elected	On election
Peter Zacher Sørensen (chairmann since 2016)	2012	2015	2017
Ejner Søby (deputy chairmann since 2016)	2009	2015	2017
Uffe Vithen	2006	2015	2017
Helle Bærentsen (employee representative)	2006	2014	2018
Tina Klausen (employee representative)	1998	2014	2018
Peter Pedersen	2013	2016	2018
Jan B. Poulsen (employee representative)	2002	2014	2018
Mikael Lykke Sørensen	2008	2016	2018
Bente Østergaard Høg	2016		2018

Representatives elected board members are elected for a two-year period.

Employee representatives are elected for a 4 year period.

### **Notes**

(DKK 1,000)	2016	2015
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### 40 The board of directors and board of executives shareholdings at the end of the year

shares	shares
1,905	955
1,800	1,800
799	799
945	945
1,657	1,657
775	775
2,286	2,286
3,639	3,639
68	
2,619	2,619
	1,905 1,800 799 945 1,657 775 2,286 3,639 68

The holdings include also if any controlled companies stocks.

#### **Notes**

#### 41 Applied accounting policy

The Annual Report has been prepared in accordance with the Danish Financial Business Act, including the Executive Order on the presentation of financial reports by credit institutions and investment companies etc. (the Executive Order) and additional Danish disclosure requirements for annual reports of listed financial companies.

The Annual Report is presented in Danish currency and rounded to the nearest 1.000 DKK.

The accounting policies applied are consistent with those adopted in the preceding year.

The banks affiliated company is immaterial, which is the reason why no consolidated report is prepared.

#### Recognition and measurement in general

Assets are recognised on the balance sheet when, as a result of an earlier event, it is probable that the bank will enjoy future financial benefits and the value of the asset can be measured reliably.

Liabilities are included on the balance sheet when the bank, as a result of an earlier event, has a legal or actual obligation and it is probable that the bank will be deprived of future financial benefits and the value of the liability can be measured reliably.

Upon initial recognition assets and liabilities are measured at market value. However, at the time of their initial recognition tangible assets are measured at cost price. Measurement after initial recognition is carried out as described for each individual item below.

Recognition and measurement take into account foreseeable risks and losses, arising before the annual report is presented which validate or invalidate the situation, which prevailed at the balance sheet date

Income is included in the profit and loss account as it is earned, while costs are recognised at the amounts relating to the financial year. However, value growth in residential properties are recognised directly in the comprehensive income.

Financial instruments are included at the time of trading.

#### Foreign currency

Income and expenditure in foreign currencies are re-calculated into Danish currency at the exchange rate at the transaction date.

Balances and stocks of currencies are valued at the National Bank of Denmark set exchange rates at year end.

#### Profit and loss account

#### Interest, fees and commission

Interest income and interest expenses are recognised in the profit and loss account in the financial year to which they relate.

Fee and commission income which forms an integrated part of the effective return on a loan is recognised together with the yield to maturity for the loan concerned.

Other fees are recognised in the profit and loss account at the transaction date.

The bank's net interest- and fee income and market value adjustments attributable only to one activity and one geographical area.

#### Staff costs and administrative expenses

Staff costs cover wages and salaries, social costs and pensions etc. for the bank's staff.

Stock based payment is booked at market value at the date of allocation.

#### Tax

The tax for the year, which comprises current tax and changes in deferred tax, is recognised in the profit and loss account for the part which can be ascribed to the profit for the year, and in other comprehensive income for the part which can be ascribed to other comprehensive income.

Current tax liabilities or current tax assets are recognised on the balance sheet and calculated as estimated tax on the taxable income for the year adjusted for tax paid on account.

Deferred tax is recognised on all temporary differences between accounting and tax values of assets and liabilities.

Deferred tax assets are recognised on the balance sheet at the value at which the asset is expected to be able to be achieved.

Djurslands Bank A/S is taxed jointly with its 100%-owned subsidiary Djurs-Invest ApS. The actual Danish corporate tax is divided between the companies in proportion to their taxable incomes.

#### **Balance sheet**

#### Cash in hand and claims at call on central banks

Cash in hand and claims at call on central banks are initially recognized at fair value and subsequently measured at amortized cost.

#### Claims to and debt to credit institutions and central banks

Claims to credit institutions and central banks includes claims to other credit institutions and time deposits in central banks. Debt consists of credit institutions short debt and time deposits in Djurslands Bank.

Due to and from credit institutions are measured at amortized cost.

#### Loans

Listed loans and loans which are included in a trading portfolio are measured at market value. Other loans are measured at their amortised cost price, which usually corresponds to the nominal value less arrangement fees etc. less provisions for losses incurred but not yet achieved.

#### **Notes**

#### 41 Applied accounting policy (continued)

All commitments are valued individually with a view to confirming whether there is an objective indication of any depreciation in value on the basis of actual events that have occurred.

Objective evidence for impairment of receivables and loans, if one or more of the following events have occurred:

- The borrower is experiencing significant financial difficulties
- Borrower's breach of contract, for example in the form of failure to comply with payment obligations for principal and interest
- The bank grants the debtor reliefs in terms which would not be considered if it was not due to the borrower's financial difficulties
- It is probable that the borrower will go bankrupt or are subject to other financial reconstruction.

If an objective indication is confirmed and this involves an impact on the size of expected future payment flows, a write-down is performed.

The loan is written down if necessary, applying the difference between the book value before the write-down and the present value of expected future payments.

Regardless of the size of the commitment, the endangered commitments are valued individually and the write-down is performed correspondingly.

Loans and other amount that are not written down individually are included in the base data for group write-downs. An assessment of objective indication for losses is performed on the group.

Group assessments are made for groups of loans and receivables with uniform characteristics in relation to credit risks. 17 groups exist, comprising one group of public authorities, one group of private customers and 15 groups of corporate customers that have been subdivided into sector groups.

Group assessments are made using a segmentation model developed by the trade organisation "Lokale Pengeinstritutter", which is responsible for maintaining and developing the model. The segment model determines relations in the individual groups between ascertained losses and a number of significant explanatory macro economical variables by a linear regression analysis. Such explanatory macro economic variables include unemployment, housing prices, interest rate, number of bankruptcies / compulsory sales etc.

The macro economical segment model is generally calculated on the basis of loss data for the entire banking sector. Djurslands Bank has therefore assessed whether the model estimates should be adjusted to the credit risk on the bank's own loan portfolio.

This assessment has led to an adjustment of the model estimates to own conditions, and the adjusted estimates, subsequently form the basis of the calculation of the group write-down. Each group of loans

and receivables produces an estimate expressing the percentage impairment attached to a specific group of loans and receivables as at the balance sheet date. Comparing this value to the original loss risk on the individual loan and the loss risk on the loan at the beginning of the relevant financial period generates the individual loan's contribution to the group write down. The write down is calculated as the difference between the carrying amount and the discounted value of expected future payments.

In addition, the bank has in the managerial assessment of grouped write-downs recognized already occurred events where the impact is not yet include in the standard model's data base.

The risk of guarantees lodged by the bank is assessed individually. On the basis of the probability that the guarantee will lead to a drain on the bank's resources, including the risk of whether the bank can achieve cover for the expected payment from a debtor, an assessment is performed of whether a provision should be made for the estimated risk of loss.

#### **Bonds**

Bonds traded in active markets are measured at fair value. Fair value is calculated at the closing price at the balance sheet date.

#### Shares

Shares which are traded on active markets are measured at market value. The market value is calculated on the basis of the closing price at the balance sheet date.

Non-liquid and unlisted shareholdings, where it is not considered possible to calculate a reliable market value, are normally also measured at market value, in case it is not possible to measure a market value, the cost price is used.

The assessments of the unlisted shares are set to trade courses. Trade courses are calculated on the most important of the bank's unlisted shares at net asset value.

#### Shareholdings in affiliated companies

Shareholdings in subsidiaries are recognised and measured according to the equity method.

The Company's share in the profit after tax of the businesses is recognised in the profit and loss account. Net revaluations of shareholdings are transferred to revaluation reserves to the extent that the accounting value exceeds the cost price.

#### **Notes**

#### 41 Applied accounting policy (continued)

#### Assets under pooled schemes

All pool assets and deposits are recognized in separate balance sheets. Return on pooled assets and distributions to pool participants are recognized under "value adjustments".

#### Land and buildings

Property, plant and buildings consists of two types "Investment properties and Domicile properties". Those properties which are used to bank activities are categorised as Domicile properties, while other properties are treated as Investment properties.

After initial recognition investment properties are measured at fair value in accordance with Annex 9 of the Executive Order. Fair value adjustments are recognised in the income statement under "Investment property".

Domicile property is measured at revaluated amount, which is the marked value less deducted depreciations and impairments. Yield and yield percentage is dependent of place and condition. Revaluations are carried out with sufficient regularity so that the carrying amount does not differ significantly from the amount that would be determined using fair value at the balance sheet date. Depreciations are calculated on the basis of an expected life time of 50 years.

The base for depreciation is revaluated value deducted with scrap value. Depreciations are booked in the profit and loss account, while rising in the revaluated value are booked in other comprehensive income as a part of revaluation reserves, unless it is depreciations, which earlier have been booked in the profit and loss account. No external experts have evaluated the bank's properties during the year.

#### Other tangible assets

Other tangible assets and furnishing of leased premises is measured at cost price less accumulated depreciation, amortisation and writedowns. Depreciation and amortisation are on a straight-line basis over an expected lifetime of 3-8 years. The base for depreciation is cost deducted with scrap value.

#### Derivatives

Derivatives are measured at marked value, which is generally based on observable market prices at the balance sheet date.

Derivatives are included in other assets or other liabilities. Changes in the market value of derivatives are recognized as part of value adjustments.

#### **Financial liabilities**

Deposits, issued bonds and subordinated debt are measured at amortized cost. There is offset by holding of own issued subordinated debt. Other liabilities are measured at net realizable value

#### **Provisions for liabilities**

Liabilities, guarantees and other commitments which are uncertain with regard to their size or date of settlement are recognised as provisions for liabilities if it is likely that the liability will result in a drain on the financial resources of the business and the liability can be measured reliably. The liability is calculated at the present value of the costs required to discharge the liability. Provisions for liabilities relating to staff are made on a statistical actuarial basis.

However, guarantees are not measured as being lower than the commission received for the guarantee accrued over the guarantee period.

#### Eauity

Revaluation reserve relating to revaluation of tangible assets net of deferred taxes on the appreciation. The reserve is dissolved when the assets are sold or removed.

Dividends are recognized as a liability at the time of adoption by the General Assembly. The proposed dividend is shown as a separate item under equity.

Purchase and sales and dividends from shares are recognized directly in retained earnings under equity.

#### **Cash flow statement**

The cash flow statement is presented using the indirect method and presents cash flows from operating, investing and financing activities as well as cash at the beginning and the end of the year.

Cash flows from operating activities are determined as the net profit before tax for the year adjusted for non-cash operating items, taxes paid as well as changes in working capital.

Cash flows from investing activities include purchases and sale of companies and activities concerning purchases and sale of property, plant and equipment.

Cash flows from financing activities include changes in equity, subordinated capital, purchase of own shares and dividends paid.

Cash comprise cash and balances on demand with central banks.

#### **Notes**

#### 41 Applied accounting policy (continued)

#### Main- and key figures

Main- and key figures are set in accordance with the accounting requirements of the Order and in accordance with the Danish Society of Financial Analysts guidelines.

#### **Future accounting rules**

At the date of the publication of this annual report, a number of provisions are in the process of being amended in the Danish statutory order on the adoption of IFRS by financial institutions subject to the Danish Financial Business Act. The reason is the international Financial Reporting Standard IFRS 9, Financial Instruments, which is mandatory to IFRS preparers on or after 1 January 2018.

The general provisions of IFRS 9 will similarily be incorporated in the Danish statutory order on the adoption of IFRS by financial institutions subject to the Danish Financial Business Act and supplemented by special Danish rules for impairment losses in Appendix 10 to the Danish statutory order on the adoption of IFRS by enterprises subject to the statutory order on the adoption of IFRS by financial institutions subject to the Danish Financial Business Act, which lives up to the general principles of IFRS 9.

The amended statutory order on the adoption of IFRS by financial institutions subject to the Danish Financial Business Act is expected to become effective for accounting periods commencing on 1 January 2018.

The financial reporting standard, IFRS 9, which is being incorporated in the Danish accounting rules changes the existing rules for impairment losses substantially.

IFRS 9 replaces the exiting impairment model, which is based on losses incurred, with an impairment model, which is based on expected losses. The new "expected loss" impairment model implies that at the date of initial recognition, a financial asset is written down by an amount that corresponds to the expected 12-months credit loss (stage 1). If subsequently, the credit risk increases considerably compared to the date of the initial recognition, the asset is written down by an amount that corresponds to the expected credit loss during the expected remaining term of the asset (stage 2). If the value of an asset is deemed to have been impaired (stage 3), the asset is still written down by an amount that corresponds to the expected credit loss in the remaining term of the asset; however based on an increased loss probability.

Together with the member institutions as well as the Bankdata, the Association of Local Banks in Denmark, Savings Banks and Cooperative Banks in Denmark, the Bank has started development activities of Djurslands Bank's IT central processor in order to develop an IFRS 9 compatible impairment model.

According to plan, the model, which is being developed, is going to be used for customers in stage 1 and to some extent, customers in stage 2. As to weak stage 2 and stage 3 customers, the impairment calculation is expected to be made manually based on an individual assessment of the financial assets instead of a model-based calculation.

At present, it is not possible to fairly assess the accounting effect of the first-time adoption of IFRS 9 as regards the impairment rules. However, the impairment rules for banking institutions are generally expected to increase the volume of impairment losses and thereby imply a higher corrective account as all loans and guarantees, according to the new rules, will be subject to impairment corresponding to the expected 12-months credit loss or the expected credit loss during the remaining term of the asset by means of a considerable increase in the credit risk.

Collective impairment losses, according to the existing rules, will not continue under the new rules, and this will, to some extent, lower the impact of IFRS 9. Moreover, the special Danish impairment rules laid down in Appendix 10 of the Danish statutory order on the adoption of IFRS by financial institutions subject to the Danish Financial Business Act will put forward impairment losses, and thereby partly take into account the effect of the future IFRS 9 impairment rules.

A negative accounting effect of the new "expected loss" IFRS impairment rules will basically have a corresponding effect on the capital base. In order to counter an unintentional effect on the capital base and thereby the financial institutions' possibilities of supporting credit granting, the European Commission has, a part of a reform package, which the European Commission presented on 23 October 2016 (capital requirement package), suggested a five-year transition scheme, according to which, any negative effect of the new IFRS 9 impairment rules will not gain full effect on the capital base until after five years.

In the opinion of Djurslands Bank, the effect of IFRS 9 on the capital-based excess capital is deemed insignificant upon the inception of the rules in 2018, whereas the effect on the capital-based excess capital in future will be slightly negative as the effect of the transition scheme is phased out.

#### Management's statement

The Board of Directors and the Board of Executive have today reviewed and approved the annual report 2016 of Diurslands Bank A/S

The annual report has been presented in accordance with the Danish Financial Business Act, including the Executive Order on Financial Reports for Financial Credit Institutions and Investment Companies etc. Furthermore the annual report has been prepared in accordance with additional Danish disclosure requirements for annual reports of listed financial companies.

It is our opionion that the annual report includes a fair presentation of the bank's assets, liabilities and financial position of 31 December 2016 and of the result of the banks activities and cash flow for the financial year 1 January - 31 December 2016.

Furthermore it is our opinion, that the management report includes a fair presentation of the development in the bank's activities and financial position.

The annual report is recommended for approval at the general assembly.

Grenaa, 8 of feburary 2017 **Board of Executive** Lars Møller Kristensen Jonas Krogh Balslev Chief accountant Grenaa, 8 of feburary 2017 **Board of Directors** Peter Zacher Sørensen **Ejner Søby** Helle Bærentsen Chairman Deputy chairman Tina Klausen Peter Pedersen Jan B. Poulsen Bente Østergaard Høg Mikael Lykke Sørensen **Uffe Vithen** 

#### Independent auditor's report

#### To the shareholders of Djurslands Bank A/S

#### Opinion

We have audited the financial statements of Djurslands Bank A/S for the financial year 1 January – 31 December 2016, comprising income statement, statement of comprehensive income, balance sheet, statement of changes in equity, cash flow statement, solvency statement and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Business Act and Danish disclosure requirements for listed financial institutions.

In our opinion, the financial statements give a true and fair view of the Bank's financial position at 31 December 2016 and of the results of the Bank's operations and cash flows for the financial year 1 January – 31 December 2016 in accordance with the Danish Financial Business Act and Danish disclosure requirements for listed financial institutions.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Bank in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Key audit matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements for the financial year ended 31 December 2016. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon. We do not provide a separate opinion on these matters.

We have fulfilled our responsibilities described in the "Auditor's responsibilities for the audit of the financial statements" section, including in relation to the below key audit matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements as a whole.

#### Measurement of loans and guarantees

• **Risk**: A major part of the Bank's assets consist in loans to the Bank's customers (48.6% of the Bank's total assets), which entail a risk of loss in case of the customer's inability to pay. Also, the bank offers guarantees and other financial products also implying a risk of loss.

During our audit, we primarily focused on the Bank's statement of impairment losses on loans and provisions for losses on guarantees, etc., since this area involves significant amounts and management estimates. In particular, we focused on any evidence of impairment, the realisable value of collateral received as well as the customer's ability to pay in case of default.

Furthermore, determination of methods and parameters for stating collective impairment losses involves significant management estimates.

• Audit: Our audit covered the Bank's procedures for follow-up on loans and advances and registration of evidence of impairment. By way of analysis and sample testing, we tested if impairment losses have been recognised in accordance with the accounting policies.

Our review included the largest and most high-risk exposures. As for collective impairment losses, we reviewed the method and assumptions used as well as the relating management estimates.

Furthermore, we reviewed and tested if note disclosures relating to loans, impairment losses and credit risks meet the relevant accounting rules.

#### Independent auditor's report

#### Statement on the Management's review

Management is responsible for the Management's review.

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

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

Moreover, it is our responsibility to consider whether the Management's review meets the disclosure requirements in the Danish Financial Business Act and Danish disclosure requirements for listed financial institutions.

Based on our procedures, we are of the opinion that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements in the Danish Financial Business Act and Danish disclosure requirements for listed financial institutions. We did not identify any material misstatement of the Management's review.

#### Management's responsibilities for the financial statements

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

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

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

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

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

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

### Independent auditor's report

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

We also provide a statement to those charged with governance to the effect that we have complied with relevant ethical requirements related to independence and disclose to them all relations and other matters that could reasonably be expected to impact our independence and, if relevant, related safeguards.

Based on the matters communicated to those charged with governance, we determine which matters were of most importance in our audit of the financial statements for the current period and therefore are key audit matters. We describe such matters in our auditor's report unless law or other regulations rule out the publication thereof or, in the very rare cases where we determine that the matter should not be disclosed in our auditor's report, because the disadvantages of so doing could reasonably be expected to outweigh the advantages of disclosing such matters to the general public.

Aarhus, 8 February 2017

Ernst & Young Godkendt Revisionspartnerselskab CVR no. 30 70 02 28

Jon Midtgaard Stat Authorised Public Accountant Klaus Skovsen State Authorised Public Accountant

#### Internal auditor's report

#### To the shareholders of Djurslands Bank A/S

#### Opinion

In my opinion, the financial statements of Djurslands Bank A/S give a true and fair view of the the Banks financial position at 31 December 2016 and of the results of its operations and cash flows for the financial year 1 January – 31 December 2016 in accordance with the Danish Financial Business Act.

#### **Audit performed**

I have audited the financial statements of Djurslands Bank A/S for the financial year 1 January – 31 December 2016, comprising income statement, statement of comprehensive income, balance sheet, statement of changes in equity, cash flow statement, solvency statement, accounting policies and notes, including a five-year summary of financial highlights.

The financial statements are prepared in accordance with the Danish Financial Business Act.

The audit was performed based the Danish FSA's Executive Order on Auditing Financial Undertakings etc. as well as International Standards on Auditing of planing and performance of the audit work.

I have planned and performed the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement. I participated in the audit of significant and high-risk areas.

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

My audit has not resulted in any qualification.

#### Statement on the Management's review

Management is responsible for the Management's review.

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

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

Moreover, it is my responsibility to consider whether the Management's review meets the disclosure requirements in the Danish Financial Business Act.

Based on my procedures, I conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Business Act. I did not identify any material misstatement of the Management's review.

Grenaa, 8 February 2017

**Internal Audit** 

Jens Reckweg Head of Audit

# Management and audit

### Management and audit

#### **Board of representatives**

Mads Høgh

Direktør, Aarhus

Chairman			
Niels Ejnar Rytter	Bo Ibsen	Solveig Skov Nielsen	Peder Svenstrup
Gårdejer, Allelev	Gårdejer, Pederstrup	Reg. revisor, Hornslet	Skohandler, Grenaa
Caracjer, ruicier	Caracjer, r. cacron ap	11061 1011001, 1101110101	onemanately eventual
Vice deputy			
Uffe Vithen	Désirée luel	Erik Pedersen	Ejner Søby
Direktør, Egå	Konsulent, Glesborg	Entreprenør, Ørsted	Finanschef, Vivild
Britta Andersen	Gert Jakobsen	Eva Bæk Pedersen	Eigil Bjørn Sørensen
Museumsdirektør, Randers	Vognmand, Rodskov	Afdelingsleder, Grenaa	Slagtermester, Ebeltoft
Mascarrisan except, Nariaers	vogilinaria, nouskov	Andemigateder, Cremad	Siagretimester, Escitore
Kaj Dahl Andersen	Keld Hasle Jakobsen	Finn Pedersen	Else Brask Sørensen
Blikkenslagermester, Auning	Statsaut. revisor, Tranbjerg	Boghandler, Kolind	Kommunikationsmedarbejder
			Grenaa
Kim Andersen	Hans Ulrik Jensen	Kaj Pedersen	Mikael Lykke Sørensen
Tidl. folketingsmedlem	Murermester, Auning	Inspektør, Grenaa	Ejendomsmægler, MDE
Skanderborg	widi eriffester, Adming	mspektør, Grenda	Ebeltoft
Skanderborg			Lbeitoit
Carsten Bach	Werner Kaihøj	Ole Pedersen	Peter Zacher Sørensen
Murermester, Ryomgård	Afdelingschef, Højbjerg	Direktør, Egå	Advokat, Gjerrild
Kirstine Bille	Lars Møller Klemmensen	Peter Pedersen	Poul Erik Sørensen
Faglærer, Balle	Lagerchef, Nimtofte	Gårdejer, Nimtofte	Autoforhandler, Grenaa
			,
Jens Blach	Benny Kristensen	Leo Holm Petersen	Morten Therkildsen
Proprietær, Trustrup	Direktør, Randers	Direktør, Allingåbro	Direktør, Grenaa
Finn Brødløs	Bent Kristensen	René Sønderby Povlsen	Kristian Juul Thorsen
Direktør, Ø. Bjerregrav	Direktør, Mørke	Købmand, Ugelbølle	Direktør, Nimtofte
Birektyr, p. Bjerregrav	Director, Worke	Rysmana, ogelsyne	Sirenty, minterte
Hans Gæmelke	Jakob Tolstrup Kristensen	Connie Rasmussen	Lise Torp
Proprietær, Ørsted	Associate partner, Risskov	Senior consultant/CFO	Projektleder, Skanderborg
		Risskov	
Peter Høegh	Hans Jørgen Laursen	Jørn Schmidt	Ole Tåsti
	<del>-</del>	•	
Bygmester, Kolind	Projektleder, Grenaa	Brugsuddeler, Kolind	Tømrermester, Allingåbro
Bente Østergaard Høg	Lars Martinussen	Carsten Siegumfeldt	
Vice President, Allingåbro	Møbelhandler, Auning	Proprietær, Tørslev	

Lars Stehouwer

Entreprenør, Egå

Jonna Madsen

Sygeplejerske, Alligåbro

# **Management and audit**

### Management and audit (continued)

#### **Board of Directors**

Chairman

Peter Zacher Sørensen Advokat, Gjerrild Bente Østergaard Høg Vice president, Allingåbro Peter Pedersen Gårdejer, Nimtofte Mikael Lykke Sørensen Ejendomsmægler, MDE

Ebeltoft

Vice deputy

Ejner Søby Finanschef, Vivild Tina Klausen Afdelingsleder, Grenaa\* Jan B. Poulsen Administrationsmedarbejder Grenaa\* Uffe Vithen Direktør, Egå

Helle Bærentsen Souschef, Egå\*

#### **Board of Executives**

Lars Møller Kristensen Managing director, CEO

#### **Auditor**

Ernst & Young
Approved auditing company, Aarhus

#### Internal auditor

Cheif audit Executive Jens Reckweg

<sup>\* (</sup>Employee representative)

