

## AAK Report 2013

The first choice for  
value-added vegetable oil solutions

# Contents

|    |  |
|----|--|
|    | AAK Group  |
| 1  | 2013 in brief  |
| 3  | Comments by Melker Schörling,<br>Chairman of the Board     |
| 4  | Comments by Arne Frank,<br>CEO and President               |
| 6  | AAK's vision   |
| 7  | AAKtion  |
| 8  | The business model<br>– speciality vegetable oils and fats |
| 10 | Business Area Food Ingredients                             |
| 13 | Business Area<br>Chocolate & Confectionery Fats            |
| 16 | Business Area<br>Technical Products & Feed                 |
| 18 | Risks  |
| 20 | Employees  |
| 22 | Responsible growth   |
| 24 | Board of Directors   |
| 26 | Executive Committee  |
| 28 | AAK Glossary   |

## The first choice for value-added vegetable oil solutions

AarhusKarlshamn (AAK) is one of the world's leading producers of high value-added speciality vegetable oils and fats solutions. These oils and fats solutions are characterized by a high level of technological content and innovation. AAK's solutions are used as substitute for butter-fat and cocoa butter, trans-free and low saturated solutions but also addressing other needs of our customers. AAK has production facilities in Denmark, Mexico, the Netherlands, Sweden, Great Britain, Uruguay and the US. Further AAK has also toll manufacturing operations in Russia and Malaysia. The company is organized in three Business Areas; Food Ingredients, Chocolate and Confectionery Fats and Technical Products & Feed. AAK's shares are traded on the NASDAQ OMX, Stockholm, within the Large Cap segment. Further information on AAK can be found on the company's website [www.aak.com](http://www.aak.com).



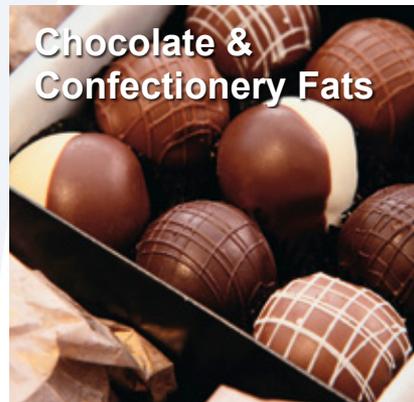
# AAK in 60 seconds

- AAK's vision is to be the first choice in value-added vegetable oil solutions.
- AAK has more than a century of unrivalled experience with vegetable oils for a broad spectrum of applications. Our customers are primarily from the food, confectionery and cosmetics industries. We also supply the animal feed and technical industries.
- AAK's products are ingredients, including alternatives to dairy fat and cocoa butter, trans-free solutions, low saturated fats solutions, nutritious fats for infant formula, environmentally-friendly lubricants, and healthy skin care products.
- AAK's raw materials are derived from renewable sources primarily sourced in Northern Europe (rapeseed), Europe and Mexico (sunflower), US (soya beans), West Africa (shea kernels) and Southeast Asia and Latin America (palm).
- AAK's 12 production plants are located in Denmark, the Netherlands, Mexico, Sweden, the UK, Uruguay and the US. We also have sourcing operations, toll manufacturing and sales offices in several key locations around the world.
- New products are developed in close partnership with customers, drawing on oils and fats expertise and knowledge of market trends. Close relations enable AAK to create lasting solutions that meet customer needs, expectations and high standards.
- AAK is one of the founders of the Roundtable on Sustainable Palm Oil (RSPO). AAK also founded and operates GreenPalm, which provides an exclusive web-based platform for the trade in certificates for sustainable palm oil. Through these and other initiatives, AAK continuously contributes to the promotion of sustainable palm oil.
- The parent company, AarhusKarlshamn AB (publ.), is a Swedish-registered joint-stock company. The company's shares are listed on NASDAQ OMX, Stockholm, in the Large Cap segment, Food & Beverage sector.

## Three business areas



Our largest business area primarily offers solutions to the Bakery, Dairy, Food Service industries and Infant Nutrition.

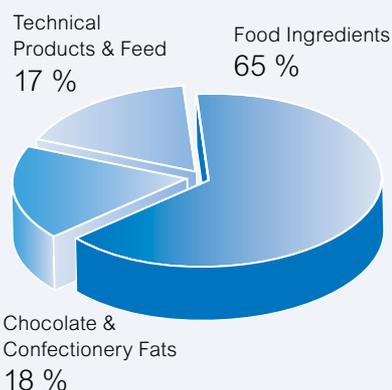


Our second largest business area offers functional cocoa butter alternatives for chocolate, compounds for coating and moulding, and speciality fats for confectionery fillings.

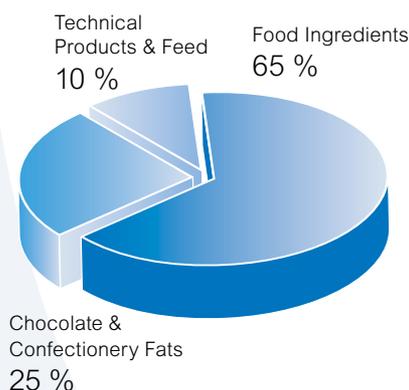


Our Technical Products & Feed business area provides Biolubricants for metalworking, forestry and construction, fatty acids and glycerine for various applications and proteins and fats for animal feed.

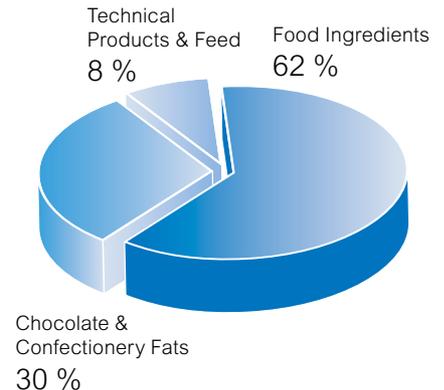
### Volumes



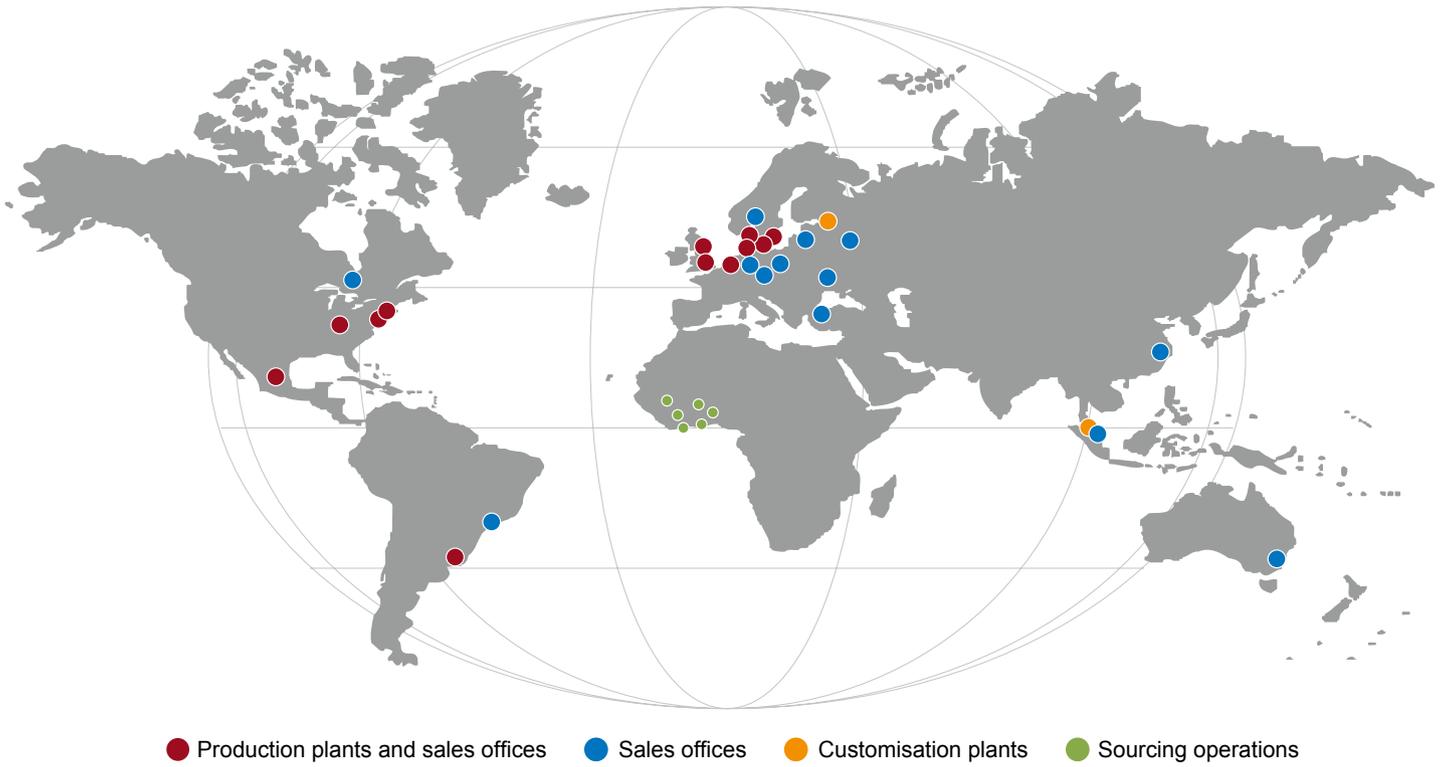
### Net sales



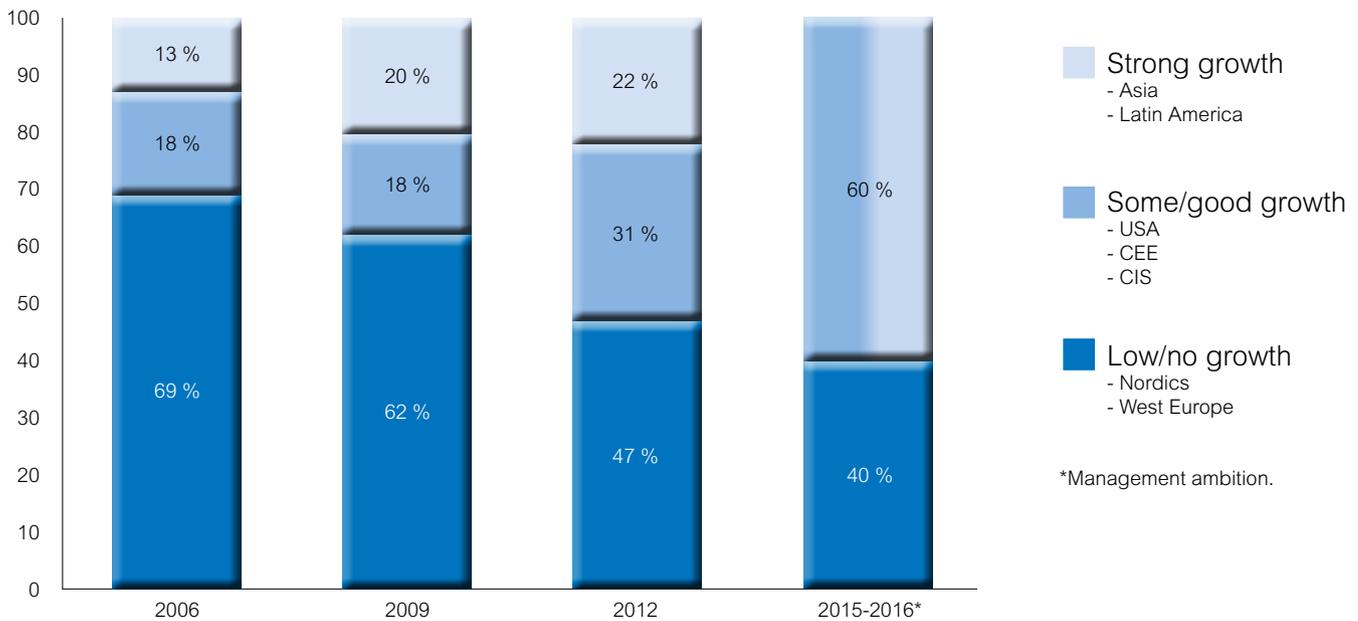
### Operating profit



# In the world



# Growth market ambition



# 2013 in brief

- Volume increased by 7 percent (organic growth 2 percent) during 2013 due to organic growth of speciality and semi-specialities but also growth from acquisitions.
- Net sales decreased by SEK 374 million mainly due to lower raw material prices and a negative currency translation impact of SEK 328 million.
- Operating profit excluding acquisition related costs was a record high, reaching SEK 1,127 million (1,003\*\*), an improvement of 12 percent. All business areas reported double digit growth.
- Operating profit including the impact last year of Sandy and including acquisition related costs was SEK 1,117 million (975), an improvement by 15 percent.
- The largest business area, Food Ingredients, reported record high operating profit at SEK 771 million (703) an improvement of 10 percent. Operating profit per kilo decreased from SEK 0.75 to SEK 0.73, a decrease by 3 percent mainly due to dilutions related to acquisitions.
- The business area Chocolate & Confectionery Fats reported an increased operating profit at SEK 369 (316), an improvement by 17 percent. The operating profit per kilo improved by 21 percent to 1.23 (1.02).
- The smallest business area, Technical Products & Feed, reached an operating profit at SEK 97 million (88), an improvement by 10 percent.
- Cash flow after changes in working capital for the full year of 2013 amounted to SEK 1,300 million (1,539), including reduced working capital of SEK 217 million (589).
- Earnings per share increased by 14 percent, to SEK 17.87 (15.66).
- Return on Capital Employed (ROCE), calculated on a rolling 12 months basis, was 16.5 percent compared to 14.2 percent at year-end last year.

- We continue to see positive effects of the AAK Acceleration programme (Growth-Efficiency-People).
- A strategic acquisition was made of Unipro, the Turkish supplier of oils and fats in Turkey and the surrounding region. This acquisition is an integral part of AAK Acceleration, and adds presence in areas which are identified as strategically important. The integration has proceeded according to plan.
- Terrence Thomas was appointed as President of AarhusKarlshamn USA Inc. and as member of the AAK Executive Committee as of March 25, 2013.
- AAK opened a state-of-the-art Innovation Center in Shanghai, China to support the execution of the AAK Acceleration program. The Innovation Center gives our Chinese customers the possibility to work closely with AAK's Customer Innovation team when developing new products and solutions.
- Our strong and continued commitment to responsible growth was lined out in our annual Sustainability Report documenting our achievements and future objectives.
- AAK and Premier Foods, one of the biggest food producers in the UK, agreed to a three-year, exclusive, oils and fats collaboration and product co-development to be its long term co-development partner.
- The new Nordic Nutrition Recommendations, commissioned by the Nordic Council of Ministers, focused on decreasing the consumption of saturated fats. Through a consistent long term investment AAK has gained a leading position in this field, which has resulted in a number of new products with significantly reduced amount saturated fats and maintained functionality in a wide range of foods.
- In January 2014 we launched the company program for 2014-16, "AAKtion". The new program is intended to further strengthen the focus on "Sales-Innovation-Execution".
- Jens Wikstedt was appointed as President Europe and as member of the AAK Executive Committee as of January 17, 2014.
- Fredrik Nilsson was appointed as Chief Financial Officer (CFO) and as member of the AAK Executive Committee as of January 17, 2014.

| Operational key figures<br>(MSEK million unless otherwise stated) | 2009   | 2010   | 2011   | 2012    | 2013          |
|---|--------|--------|--------|---------|---------------|
| Net sales   | 15,884 | 14,808 | 16,695 | 16,911  | <b>16,537</b> |
| Adjusted operating profit (EBIT)                                  | 827    | 824    | 918 *  | 1,003** | <b>1,127*</b> |
| Operating profit  | 827    | 824    | 914    | 975     | <b>1,117</b>  |
| Operating profit per kilo   | 0.58   | 0.57   | 0.64   | 0.66    | <b>0.69</b>   |
| Earnings per share  | 10.14  | 14.15  | 14.72  | 15.66   | <b>17.87</b>  |
| Return on Capital Employed  | 12.60  | 13.10  | 13.30  | 14.20   | <b>16.50</b>  |

\* Adjusted for acquisition costs

\*\* Adjusted for acquisition costs and the effects of Hurricane Sandy costs

Definitions, see page 55 of the AAK Annual Report. Annual General Meeting, see page 62 of the AAK Annual Report.



# Comments by Melker Schörling, Chairman of the Board

## **Another strong year**

AAK is continuing its successful transformation, and 2013 became the best year in its history with continued growth. All the three business areas had a strong year, including Chocolate & Confectionery Fats, where market prices for cocoa butter finally returned to historically more normal levels.

## **Focus on fast-growing markets**

One of AAK's strategies for growth is to invest in fast-growing markets, primarily in Asia and South America. The acquisition of Turkish Unipro from Unilever in July is completely in line with this ambition. Turkey is also well positioned to be a central location for export to some of the neighboring countries. Of course this new platform for increased sales of semi-speciality and speciality products in Turkey and the Middle East is interesting for shareholders. Furthermore AAK's businesses in Mexico and South America are developing very positively. In addition, AAK has taken further steps to strengthen its presence in China.

## **Ensuring competitiveness**

AAK's main strategy is to reinforce its position as global market leader within speciality vegetable oils and fats and to be the first choice for value-added vegetable oil solutions.

To achieve this strategy the AAK Acceleration programme was launched in 2010 with its focus on three priority areas: Growth, Efficiency and People. I'm pleased to acknowledge that the programme has succeeded in nearly every aspect of its scope and that nearly every objective has been met. AAK Acceleration has been a key contribution to

AAK's strengthened competitiveness through strong focus on specialisation and productivity as well as volume growth and operating profits. As Chairman of the Board, I am pleased to see that progress runs through the whole Group, across business areas and geographies.

The AAK Acceleration programme has now run its planned three-year course and has created a strong platform for future growth. To maintain the positive trend, I look forward to the new company programme which was launched in the beginning of 2014 to guide AAK going forward.

## **Long-term engagement**

AAK is one of the core holdings of MSAB, which holds 35 percent of the shares in the company. This reflects our commitment and

belief in the long-term perspective of the company. I personally have great confidence in AAK, its management and its highly competent employees around the world.

On behalf of the Board and all shareholders, I would like to thank everyone in AAK for their dedicated contribution to AAK during 2013. I look forward to 2014, which I expect to be another year of good progress for the company and all its stakeholders.

Melker Schörling



# Comments by Arne Frank, CEO and President

We entered 2013 with some uncertainty, due both to the economic difficulties in Europe, and to the effects on our operations in the US caused by Hurricane Sandy. However, the strong performance within the Food Ingredients business area and an expected recovery in the Chocolate & Confectionery Fats business area, has re-installed a prudent optimism for the future. This has been further strengthened by the strong execution of our AAK Acceleration programme, launched in 2010 to support our speciality strategy. It has had three priority areas: Growth, Efficiency and People – all of them important aspects for our future development.

## **Organic growth throughout the Group**

Most positive is the organic growth we have seen, creating good growth in operating profit, with an all-time-high for the full-year 2013.

The growth in operating profit is a result of progress across most business segments.

This is true not least for our biggest business area, Food Ingredients. Here, we have seen a very strong development driven by good volume growth in speciality and semi-speciality products. We have been especially successful in the Infant Nutrition segment and the Latin American regions.

For the Chocolate & Confectionery Fats business the recent significant increase in cocoa butter prices has helped us to return to a more the advantageous situation. After a stable first six months, operating profits took off during the third quarter. Although volumes remained stable, the product mix became significantly more profitable.

Our smallest business area, Technical Products & Feed, also demonstrated good growth in operating profit.

## **Improving our geographical footprint with exciting steps into fast-growing markets**

In July, we acquired Turkish Unipro from Unilever. Even if Unipro isn't yet a very large activity, it is of utmost strategic importance to us as it affects several parts of the AAK Acceleration programme. The new AAK Turkey gives us a broader geographical presence and makes it possible to reach certain important medium and fast-growing markets in a more competitive and profitable way.

We opened a state-of-the-art Innovation Center in Shanghai in October. AAK has several Innovation Centers around the world, and opening one in China also supports the execution of the Acceleration programme. China is, as we all know, a fast-growing market, and here we want to give our customers the possibility of working closely with our Customer Innovation teams when developing new or different products and solutions.

## **Significant productivity improvements**

The projects for improving productivity have been successful, especially in Europe. In Hull, in the UK, and in Aarhus, Denmark, productivity has increased by 30 percent or more since early 2010. In Karlshamn, Sweden, the productivity improvement over the same period is as much as 60 percent. Part of the savings has gone to improving operating profit, but some of it has been reinvested, mainly within new product development, the sales force, and customer innovation. These large improvements have not come without



challenges. Challenges that are now behind us as of early this year.

#### **Further investing in the future**

To further strengthen our future organisation and the succession for key positions, we launched the second AAK Graduate Trainee programme in 2013, targeting university graduates in Europe. Over its one-year programme, the trainees experience a mix of on-the-job learning, individual development activities and formal training providing them with a good overview of the value creation in the AAK value chain.

#### **An exclusive agreement with an important customer**

AAK's vision to be the first choice in value-added vegetable oil solutions calls for continuous improvements in our solutions for the customers, and in how we cooperate with them. A key enabler here is the continued development of new products, together with our customers and based upon their needs.

One proof of our capabilities is the three-year, exclusive agreement that we signed with British Premier Foods in November. It covers a collaboration on existing products as well as product co-development for the future. Premier Foods is one of the UK's largest branded food producers, and of course we are delighted to have been chosen for this exciting collaboration.

This agreement also signals that we are approaching the end of the major re-design of our AAK UK business.

#### **Health and reducing saturated fats**

AAK has for many years focused on eliminating trans fatty acids, decreasing the amount of saturated fats throughout the product range and today we hold a leading position in this field.

In November, the new Nordic Nutrition Recommendations were published, commissioned by the Nordic Council of Ministers. Its focus is on decreasing the consumption of saturated fats, and the new recommendations emphasise that the type of fat we eat is more important than the total amount of fat. This recommendation is also very close to the existing recommendations from WHO.

It is with great satisfaction we see the alignment between our development strategy and the new recommendations. A further indication of the interest in these types of products was the nomination of our new ice cream fat, Akomix LS 25, for the prestigious FI Europe Excellence Award in the category "Dairy innovation of the year". Another AAK nominee was Chocofill NH 100, which was nominated for the "Confectionery Innovation of the Year" category.

#### **Responsible growth is the way we do business**

Responsible growth is one of the cornerstones of our strategy, and it is essential to our aspiration to be our customers' first choice. For us, responsible growth is about acting responsibly towards all key stakeholders – the local communities in which we oper-

ate, our global and local customers, employees, investors and suppliers.

In 2013, we have focused on five areas: food safety, which is the top priority among consumers and our customers; sustainable sourcing, where we can make a difference; resource efficiency, where we work hard to reduce energy consumption and greenhouse gas emissions; employee safety, where 2013 was a year with a focused and elevated safety initiative; and local community engagement.

#### **2014**

In early 2014 AAK launched a new company program, AAKtion, that will guide AAK through 2014-2016.

Based on AAK's customer value propositions for health and reduced costs, our customer product co-development and solutions approach, we continue to remain prudently optimistic about the future.

The main drivers are the continued positive underlying development in Food Ingredients and the continued improvement in Chocolate & Confectionery Fats.



Arne Frank

# AAK's vision

“The first choice for value-added vegetable oil solutions”

The vision consists of three important parts:

## First choice

- The first choice for our stakeholders: customers, employees, suppliers and shareholders.
- We aspire to be our customers' preferred choice which requires us to be competitive, have consistent quality standards, and to be an ultra reliable supplier.
- First choice is also about time. We aim to have a fast time-to-market of new, value-added solutions.

## Value-added solutions

- We sell complete solutions, not just products.
- Our value-added solutions are based on our expert knowledge of customer needs.
- A value-added solution is not just a final product but also a complex bundle of services, such as customisation, problem-solving, market advice, delivery systems, technical support and whatever else is required to meet our customers' needs.
- We continually strive to increase our share of value-added solutions relative to bulk products sales.

## Vegetable oils

- This is our core business.
- Our business is built around the world of vegetable oils.
- We offer a wide range of products and services related to vegetable oils.



# AAKtion

Our strategy is to reinforce our position as global market leader within speciality vegetable oils and to use that to deliver on our objectives. The strategy supports our vision: to be the first choice for value-added vegetable oil solutions.

## AAK Acceleration

AAK Acceleration has guided and driven AAK's development during 2011-2013. The AAK Acceleration programme had three priority areas:

- ◆ Growth
- ◆ Efficiency
- ◆ People

Twelve priority projects addressed key opportunities within these areas. This has resulted

in good progress and strong results, as well as improved AAK's position in the market which has resulted in a stronger financial performance.

## AAKtion

In early 2014 AAK launched a new company program that will guide AAK through 2014-2016. The name of the program is AAKtion – a clear signal that action and execution will be central to keep up the current momentum and to continue to develop AAK further.

AAKtion will put additional focus on three specific areas to support the organic growth:

- ◆ Sales
- ◆ Innovation
- ◆ Execution

Several of the current key strategic directions will continue to be the corner stones of the AAK strategy:

- ◆ Focus on semi-speciality and speciality products
- ◆ Strong focus on organic growth
- ◆ Expansion in growth markets
- ◆ Customer co-development
- ◆ Growth based on food safety and responsibility

The previously communicated management ambitions on financial performance remain unchanged.

## The first choice for value-added vegetable oil solutions



**SALES**



**INNOVATION**

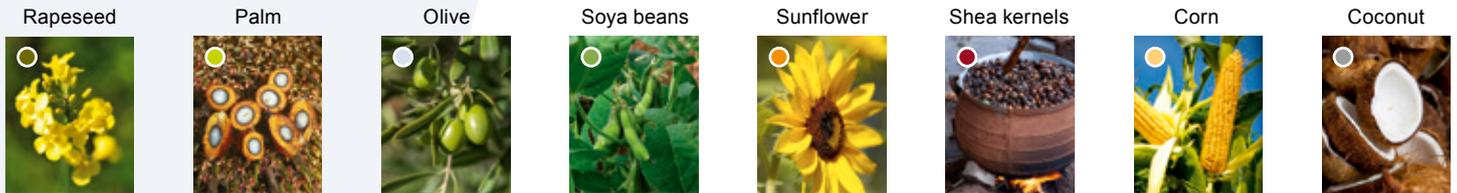


**EXECUTION**

**PEOPLE**

# The business model

## – speciality vegetable oils and fats



AAK's core business is speciality vegetable oils that meet the needs of the food, confectionery and cosmetics industries. Sourcing renewable raw materials from around the globe, we manufacture our broad product portfolio at 12 production plants in Europe and the Americas.

Our products are of both nutritional and functional value, outstanding in their structure, melting and crystallisation behaviour, rheological properties, flavour release and skin penetration. Product development is often carried out in close cooperation with customers, suppliers, research organisations or other external partners. This ensures a strong fit with market and customer needs and takes advantage of the latest technologies.

Supporting our strong focus on customisation, we operate a highly flexible production process. This enables us to respond to specific customer needs for many different functionalities, such as health profile, taste, processing, logistics, labelling and legal re-

quirements. In each case, our technical and commercial experts identify the optimum solution to a specific need.

### Natural raw materials

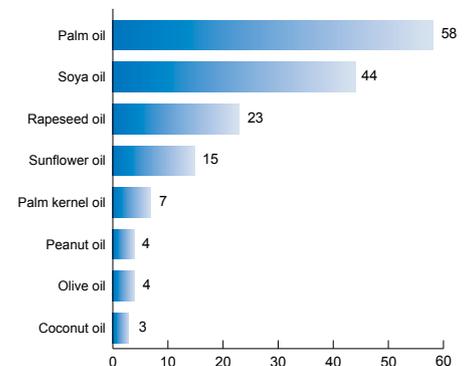
We obtain our raw materials from rapeseed, palm kernels, soya beans, shea kernels, sunflower seed, olives and many other sources. Drawing on our extensive knowledge, and more than a century of experience, we exploit the properties of vegetable oils to add value to customers within our target industries.

We source raw materials from all over the world:

- ◆ Rapeseed from Northern and Central Europe
- ◆ Palm kernels from Asia
- ◆ Palm oil from Asia and Latin America
- ◆ Olive oil from Southern Europe
- ◆ Soya beans from the US and South America
- ◆ Sunflower seed from Eastern Europe and Mexico

- ◆ Shea from West Africa
- ◆ Corn primarily from America and Eastern and Southern Europe
- ◆ Coconut from Malaysia and the Philippines

### World-wide production 2013\*



\* Preliminary figures.

Source: OIL WORLD Statistics Update Jun. 21, 2013

## What is fat and why do we need it?

Fat is essential to life. The many types are divided into four main groups:

- **Saturated fat** is found in animal products such as butter, cream, milk, meat and vegetable oils from tropical plants, such as coconut oil and palm oil. Saturated fats are characterised by their ability to remain solid at room temperature.
- **Monounsaturated fat** is found in almonds, olive oil, rapeseed oil and other vegetable oils. Monounsaturated fat is suitable for cooking, being more heat stable than polyunsaturated fat.
- **Polyunsaturated fat** is found in shellfish, oily fish such as salmon, mackerel, herring and sardines, and vegetable oils. Omega-3 and Omega-6 are examples of polyunsaturated fats.
- **Trans fats** are a particular form of unsaturated fats. They occur naturally in milk and fat from ruminants, but are also formed when vegetable fat is hardened (hydrogenated).

Fat is part of all the cells in the body. Our bodies need fat to produce hormones and other important substances.

- Vitamins A, D, E and K are fat-soluble. That means the body's ability to absorb these vitamins is dependent on the presence of fat.
- One-third of our daily energy requirements must be met by calories from fat. For adults, this means a daily fat intake of 60–90 grammes, each gramme containing nine calories. Carbohydrates and proteins contain four calories per gramme.
- Saturated fats and trans fats are believed to increase the level of "bad" LDL cholesterol in the blood, while unsaturated fats have a positive effect on blood cholesterol.



### Health trends

Developing fats with special properties involves continuous work to bring to market products with characteristic functionalities such as healthier composition or other specific functionalities. As our customers strive to respond to the fast-changing demands of their markets, it has become increasingly necessary for us to meet their needs by developing customised, highly functional products.

Many customer demands are inspired by health trends. Over the years, our expertise has enabled us to maintain high fat functionality while eliminating trans fats, believed to increase the risk of cardiovascular disease. Similarly, many of the products in our range are now processed without a hydrogenation

step, which has become widely associated with trans fat, and are either low or very low in saturated fats. In many countries, health authorities actively encourage consumers to reduce their consumption of saturated and trans fat.

### Responsible growth

Responsible growth is a key objective of our AAK Acceleration programme and essential to our vision of being the first choice for value-added vegetable oil solutions. For us responsible growth is about our responsibility towards all of our key stakeholders – the local communities where we operate, our global customers, employees, investors and suppliers. The foundation of our model for responsible growth is the ten principles of

the UN Global Compact and our policies and codes. Driving progress, we work with five focus areas: Marketplace, Supply Chain, Environment, Workplace and Community where we continuously set and deliver on ambitious objectives and benchmarks for our performance, internally and externally.

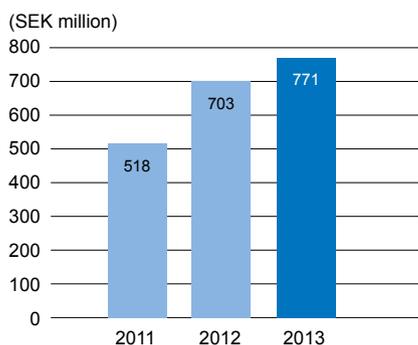
The interaction with customers is based on sound business ethics and a deep understanding of our responsibility for safeguarding customer brands. As a supplier of ingredients for some of the world's best-known brands, we recognise our role and our customers' expectations and see these as key elements in the execution of our AAK Acceleration programme.



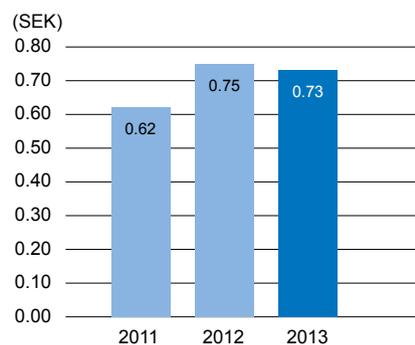
# Business Area Food Ingredients

In the area of Food Ingredients, 2013 was another successful year for AAK with strong growth and record-high operating profit. Through our market-responsive and health-oriented solutions, we continue to demonstrate our ability to meet customer needs.

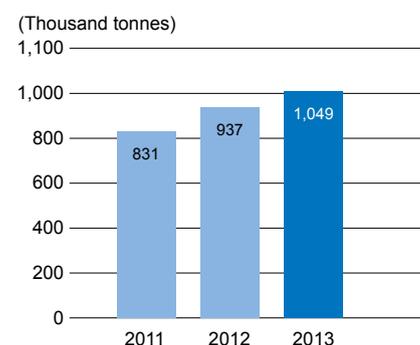
Operating profit



Operating profit per kilo



Volumes



## Food Ingredients

| (SEK million)                  | 2011   | 2012   | 2013   |
|--------------------------------|--------|--------|--------|
| Net sales                      | 10,076 | 10,729 | 10,798 |
| Operating profit               | 518    | 703    | 771    |
| Operating profit per kilo, SEK | 0.62   | 0.75   | 0.73   |
| Volumes, thousand tonnes       | 831    | 937    | 1,049  |

Innovative solutions, continued customer co-development and consistency in quality have further strengthened our position as the first choice for vegetable oil solutions across a wide global customer base. Particularly our fast responsiveness to the changing requirements of the food industry has enhanced our customer relationships and competitive edge. Market changes and new legislations are the drivers for creating renewed value-added solutions for our customers. Our continued im-

plementation of such changes is an important means for us to generate continuous growth.

Health is one of the key trends in the market in which AAK has taken a proactive role.

### Health trends in the food industry

The trend towards healthy food continues to dominate developments in the food processing industry.

The physical characteristics of liquid oils and the composition of certain soft oils like

rapeseed oil, which is both high in omega-3 and has the lowest saturated fatty acid content of any oil, are excellent for creating healthier oil solutions with great functionalities.

The demand for reduced saturated fat levels continues to drive the development of products with more added value. Increased demand for customised solutions in a number of growing segments act also as a source for further demand for AAK's know-how within the field of new unsaturated vegetable oil solutions.

Consumers demand high and persistent quality products and healthier food products. Together with our customers we drive the development of healthier alternatives for the consumer market. Our ability to select the right components from a vast range of vegetable oils and fats means that we are able to create efficient solutions that satisfy most new demands through customer co-development.



### Infant Nutrition

Infant Nutrition remains the fastest-growing market segment within our Food Ingredients area. High demand for customised blends of speciality oils and fats for premature and first-stage formulas has again enabled us to extend our share of this fast-growing market dramatically. Sales of InFat™ has further increased in importance and are now growing rapidly, not only in Europe, but also world wide. This structured lipid component for infant formulas is sold through Advanced Lipids, the joint venture between AAK and Enzymotec. Our proven track record of being a trustworthy, reliable supplier and partner in the field of Infant Nutrition enables us to grow further in a strong and competitive way.



### A competitive market

We operate in a fiercely competitive market alongside several major competitors, some of which are more active in bulk commodity oil supply, while others also operate in the speciality segments. In Europe, more than 120 local refineries also make a real impact.

In segments that require specialised capabilities and knowledge, however, we benefit greatly from our cutting-edge position within product development and technical know-how. This is particularly true regarding dairy fat alternatives, oils and fats for the bakery industry, speciality fats for infant formulas, and in the area of food service. The AAK Acceleration programme has given us the results we were working for with a clearer focus on sales and market development activities, enabling us to exploit our strengths and competitiveness.

### Customised solutions

We are offering customised products in nearly all categories. The majority, however, are to be found among our specialities for

the Bakery, Dairy, Infant Nutrition and Food Service industries. Our aim is to offer customers products with greater added value and, through that, increase the value of our speciality product lines.

### New products

The extension of our Bakery, Dairy, Food Service industries and Infant Nutrition product ranges has strengthened our unmatched performance in all of these food segments. Providing solutions with minimum saturated fats, while not compromising on the physical characteristics, we have gained an excellent platform for improving the health profile of nearly all customer products.

New additions such as non-hydrogenated, non-trans and increased levels of low saturated fats, have supported our business and customers significantly. These are all clear examples of how new product development and innovation in close collaboration with customers can create clear value-added solutions.

## Regional markets

### Europe

With factories in Sweden, the UK, the Netherlands and Denmark, and sales organisations in nearly all countries in Europe, AAK has become a leading company throughout Europe. With our new organisation in Turkey we are now also one of the strongest players in this region.

In the UK, the implementation of AAK's speciality strategy has paid off, and we are now performing well in the field of speciality oils & fats in the same way as our other AAK units. Our principal operation is at the plant in Hull, while AAK Food Service is based in Hull and Runcorn.

### Mexico

In an environment characterised by high competition, product commoditisation, and an increasing concern for health and environmental issues, AAK Mexico has managed to produce solutions that fit and surpass our customers' requirements, reiterating our position as a high-quality value-added solutions provider.

AAK Mexico has become an important supplier for most companies that require the use of fats and oils in their processes. We have continued to invest in projects that position AAK Mexico ahead of the industry needs, thus creating a competitive edge in innovation.

Strategic precision and assertive execution have proven to be key elements in our day-to-day operations. Simultaneous, focus on market demands and in the development



of the competences of our people has been a successful equation.

AAK Mexico will continue to be a provider of a wide range of solutions to meet the expected challenges of the market in the future.

### USA

2013 was a year of recovery for AAK USA following Hurricane Sandy, especially at the Port Newark, New Jersey facility. From adversity comes change and renewed energy, and AAK USA came together and redoubled its efforts to delight customers with value-added solutions. Hence, AAK quickly rebuilt trust with customers who were impacted by the storm.

The Bakery business centered on the Louisville, Kentucky site continued to deliver strong growth. We had numerous examples of AAK's customer innovation team working hand-in-hand with customers to deliver outstanding products to consumers. AAK USA continues to invest in the Louisville facility to drive improvements in safety, quality and productivity as we prepare to capture future growth opportunities.

The integration of Oasis Foods into the AAK family continued in 2013. The exchanges of best practice brought numerous efficiency and growth opportunities. As AAK's go-to-market teams focused on food service and food manufacturing share knowledge and customer insight we expect to identify new opportunities for growth.



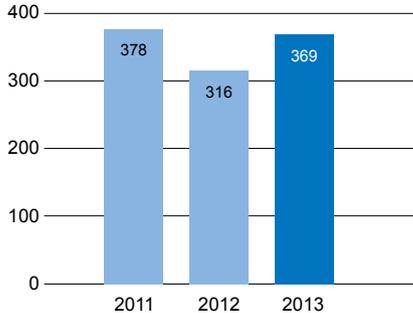


# Business Area Chocolate & Confectionery Fats

Chocolate & Confectionery Fats continued to follow the AAK Acceleration programme, where one of the priority projects was to achieve organic growth within the business area. Our vision is to be the world-leading supplier of value-creating speciality fat solutions to the leaders in the confectionery industry, and we focus on increasing our global presence. In 2013 market conditions eased up with rising cocoa butter prices.

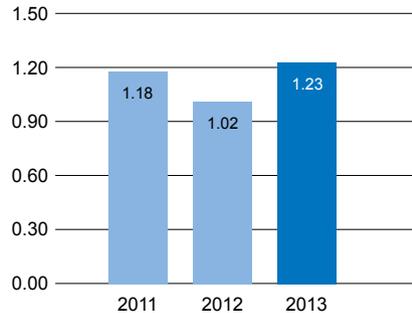
Operating profit

(SEK million)



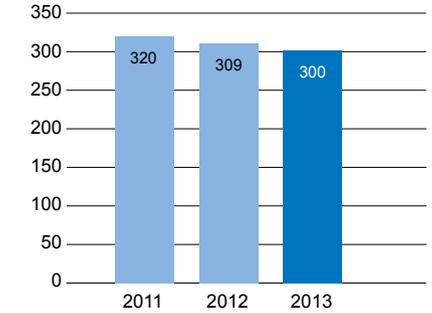
Operating profit per kilo

(SEK)



Volumes

(Thousand tonnes)



## Chocolate & Confectionery Fats

| (SEK million)                  | 2011  | 2012  | 2013  |
|--------------------------------|-------|-------|-------|
| Net sales                      | 4,954 | 4,583 | 4,200 |
| Operating profit               | 378   | 316   | 369   |
| Operating profit per kilo, SEK | 1.18  | 1.02  | 1.23  |
| Volumes, thousand tonnes       | 320   | 309   | 300   |

Chocolate & Confectionery Fats produces speciality vegetable fats used as cocoa butter replacements in chocolate products and fillings, as well as in speciality products for the cosmetics industry.

### Solutions for our chocolate customers

Based on the market and customer needs, we offer a wide product portfolio. Many of

our new product launches are developed and customised in close cooperation with our customers. Our solutions for the confectionery industry cover a wide range of product applications, including chocolate fats and compound fats for coating and moulding, filling fats, barrier fats and spreads.

Recognising the regional variations in the functionalities our customers seek, we strive



to adapt our solutions to create the greatest possible benefit for the customers' business and to the end-users' chocolate experience. The typical functionalities we offer influence the taste, appearance and texture of the final confectionery product.

As AAK has a strong market focus, we deliver innovative solutions that reflect market trends and anticipate customer requirements. Our wide product range is the result of targeted development work carried out in our laboratories, where we work with customers and suppliers. AAK offers technical service to our customers to optimise their use of our solutions in their factories. We often organise academies for customers to inspire them about newly developed applications and concept proposals for use in their products.

Our innovative projects to develop healthier versions of our products have proven to be successful, so we are able to offer products that both comply with high food safety standards and are free of trans fats and low in saturated fats. Today, most of our products are completely without trans fats.

### Driving growth globally

We are focusing on maintaining and developing good and strong relations with existing customers, and on developing new contacts in emerging markets. This dual focus creates a well-balanced growth.

AAK is a strong, long-term business partner, working in close partnership with global accounts and regional leaders within the confectionery industry. As we continue to expand our worldwide organisation, we supply our customers from our production plants all over the world.

We also focus on major emerging chocolate markets where growth is driven by the rising income of a growing middle class, increasing urbanisation and a higher level of health awareness. Here, new innovations characterise changes in the food industry, such as the increasing convergence of the chocolate confectionery and bakery segments and the snacking trend. This adds changes and complexity within product innovation and production, which fits very well with the AAK business model for customer co-development.

### A product addressing every customer's need

Our products and value-creating solutions offer the customers an opportunity to differentiate their confectionery products to make them preferred by consumers. We offer a customised product range under the following brands:

- ◆ Illexao™ – Cocoa Butter Equivalents or Improvers (CBE/CBI) for chocolate cost reductions or chocolate with added or improved functionality
- ◆ Akopol™ – Cocoa Butter Replacers (CBR) for compounds with cocoa tolerance
- ◆ Cebes™/Silko™ – Cocoa Butter Substitutes (CBS) for compounds with fast meltdown and fast crystallisation
- ◆ Chocofill™/Deliair™ – Filling Fats for customised fillings in line with customer needs

A typical chocolate filling contains 30 percent filling fat, which plays a key role in securing a good chocolate experience in terms of stability, melting properties, texture, flavour release and health profile. Additional benefits of our product range include improved mouthfeel and prolonged bloom stability for a longer shelf life. Efficient barrier fats allow the inclusion of, for example, nuts in a filling.

### Right materials

Every stage of our value chain requires specialist expertise – from purchasing of raw materials to marketing and sales. When purchasing raw materials, we maintain a high level of quality control to ensure food safety, but also a high focus on initiatives to ensure corporate social responsibility.

### Shortening the shea supply chain

For decades, the shea kernel has been an important source of nutrition and income in the rural parts of West Africa. We have been involved ever since the first kernels were exported in the 1950's and are today the biggest consumer of shea kernels outside Africa. Over the past few years, we have successfully shortened the supply chain to include only those participants that actually add value. One consequence of this is that we now also obtain direct supplies from thousands of rural women in Burkina Faso and Ghana.

### The volatile cocoa market

Cocoa butter has now tripled in price since the lows of the first half of 2012 with a positive effect on CBE in both volume and value. For further information regarding cocoa and cocoa butter, please refer to information at [www.icco.org](http://www.icco.org).

## Functional ingredients for beauty and personal care

AAK develops and sells functional lipids for use in skin care, hair care, colour cosmetics and various personal care products. Our Lipex® range is appreciated for its moisturising and softening ability and positive effect on skin health.

Having worked with lipids for the cosmetic industry for the past 30 years, today we rank among the world's leading specialists in the area. All our ingredients are based on vegetable oils, distinct from alternative, synthetic, animal or mineral oil-based raw materials.

### Global Reach

The beauty and personal care industry is international. The ten largest companies hold 50 percent of the global market, and typically increase their market share each year, often through acquisitions of regional brands. Consequently, we sell Lipex® all over the world.

### Dynamic market trends

A growing number of consumers make daily use of beauty and personal care products. Main drivers of this trend are economic development in Asia and South America, and the rising interest in skin care and grooming products for men.

Today, the industry has coupled its traditional focus on innovation and novel-

ties with an increased emphasis on safety, naturalness and sustainability – a trend that supports the use of safe, sustainable and functional ingredients based on natural raw materials. At AAK, we expect to see sustainable vegetable oil solutions increasingly replace synthetic and mineral-based solutions.

### Sustainable ingredients

The Lipex® product line is made from natural, renewable raw materials. Shea butter, with its beneficial properties, is the most sought-after, vegetable-based raw material in the cosmetic industry. Shea is widely recognised for its skin softening and moisture-retaining properties while its anti-inflammatory function contributes valuable skin healing and protecting effects.

Other Lipex® products are produced from mango, illipe, cocoa, rapeseed and more. Rapeseed grown in Sweden contains high levels of valuable bioactive lipids – excellent for sensitive skin products, sun care and baby care.

### Product development delivering customer value

Our product range is under constant development in close consultation with our customers. Drawing on the technical and commercial insights our customers provide, we are able to shape a well-considered response to market trends.

Much of our product development focuses on developing products with specific functions and active substances. The aim is to create new ingredients that combine basic functions, such as moisturising or softening properties, with more advanced functions, such as protection against UV rays and environmental contaminants.

At AAK, we enhance the power of nature, with the objective of creating new, attractive ingredients that open new opportunities for our customers.



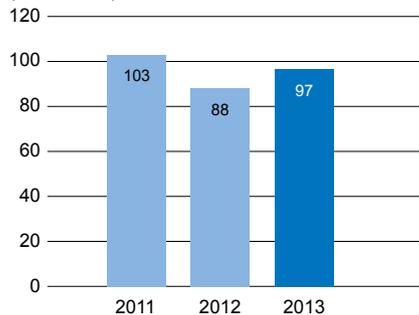


# Business Area Technical Products & Feed

Technical Products & Feed saw another year of decreasing net sales – and at the same time improving operating profits. The explanation is lower prices on raw materials – and an improving feed and technical fatty acids business.

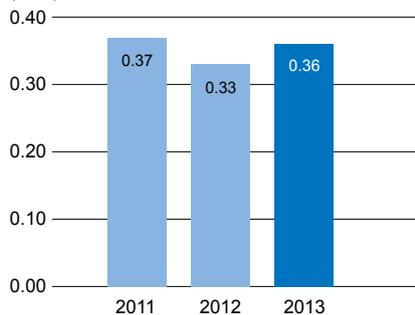
Operating profit

(SEK million)



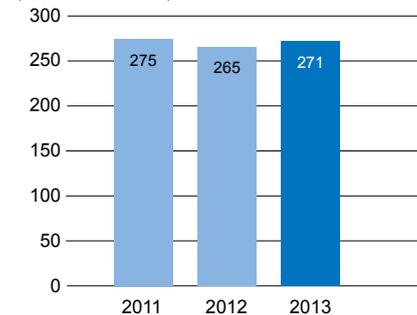
Operating profit per kilo

(SEK)



Volumes

(Thousand tonnes)



## Technical Products & Feed

| (SEK million)                  | 2011  | 2012  | 2013  |
|--------------------------------|-------|-------|-------|
| Net sales                      | 1,665 | 1,599 | 1,539 |
| Operating profit               | 103   | 88    | 97    |
| Operating profit per kilo, SEK | 0.37  | 0.33  | 0.36  |
| Volumes, thousand tonnes       | 275   | 265   | 271   |

Our Technical Products & Feed business area is an excellent example of the role that vegetable oils play with respect to the environment and health. Within forestry, for example, our biodegradable lubricating products for logging machinery minimise the discharge of pollutants. Candles are another example. Made from renewable fatty acids rather than paraffin, their carbon diox-

ide emissions are significantly lower. Within farming, dairy cattle can benefit from vegetable-based feed that has excellent nutritional properties. With the exception of our Binol range, technical and feed products are made from the residual fractions that remain after food oil production. The market is primarily in Northern Europe.

### Industrial applications

We produce fatty acids and glycerol by splitting the fat molecule and refining the outcome into high-purity products.

Our Tefac fatty acids in the form of fatty esters and amines go into a broad range of industrial oleochemical applications. Other important application areas include paper chemicals, soap, surfactants, rubber and plastics. Consumers also gain direct benefit when they buy stearine candles which, based entirely on fatty acid, are a sustainable alternative to paraffin wax.

Glycerol is used in a diversity of products, for instance cosmetics, explosives, paint, concrete and anti-freeze applications.

At present, the market for fatty acids and glycerol is undergoing a major consolidation process, which will inevitably lead to fewer, larger players. AAK is the leading supplier to the Nordic market, where most of the products are sold. Other important markets are Germany, Poland and Russia.

### Technical oils – biolubricants

Our Binol and BioSafe technical oils cover processing fluids and lubricating oils for the

metalworking industry, along with hydraulic and chainsaw oils for the forestry and contracting industries.

Within the metal-working industry the replacement of mineral oil with renewable Binol products generates a significantly better working environment, in addition to improved lubrication performance and reduced overall cost. Increasing environmental awareness has a positive impact on sales.

Although the total market for lubricants is shrinking, our bio-alternatives to mineral-based products are gaining market share. Most Binol and BioSafe products are sold to end-users in the Nordic market. In other markets, we collaborate with various partners, who sell the products under their own brand.

### Feed

For animal feed, our primary products are bypass protein and fats. When rapeseeds are pressed and the oil extracted, the remaining rapeseed meal is processed in our Karlshamn plant. The result is our protein-rich ExPro brand, which improves the effectiveness of feed protein and increases milk yield from dairy cattle. Our solid bypass fats

and liquid feed fats are also used as ingredients in feed for cattle and, to some extent, pigs and poultry.

As the name suggests, bypass protein and bypass fats are not digested in the rumen of dairy cattle. Instead they bypass the rumen and are absorbed as amino acids and fatty acids in the small intestine. High-yield dairy cattle require both in order to attain optimum milk production.

Some 98 percent of our feed products are sold in the Nordic region, where AAK is the market leader for bypass protein and bypass fats. Despite the continuing steady decline in the number of dairy farms in the region, the market for feed raw materials has changed very little in recent years, due to the consolidation of the dairy farming industry and increased yield per cow.



# Risks

AAK's operations are constantly exposed to risks, threats and external factors with an impact on the company. Through a proactive approach to business intelligence, the company aims to anticipate changes in factors affecting operations. Plans and policies are adjusted continuously to counteract potential negative effects. Active risk management, such as hedging raw material prices and currencies, reduces the risks the company faces.

## Raw materials

Harvests are weather-dependent. While a year of poor harvests drives up prices, a year of successful harvests reduces them. Most of our raw materials are traded on the international world market, where they are purchased in foreign currencies. This exposes us to significant currency and raw material price risks.

Our strategy of active risk management means that, as soon as a sales contract is signed, we hedge the equivalent currency and raw material price exposure. This safeguards margins against price risks on agreed sales contracts.

Since many raw materials are produced at a considerable distance from our production plants and markets, transport costs are an important factor. Particularly the potential impact on margins from the growing demand for environmentally-acceptable transport methods has to be taken into consideration. Competition in commodities is fierce.

## The processing industry

AAK is part of the processing industry. Improvements in results are achieved through organic volume growth and by increasing sales of speciality products with higher margins relative to lower-margin bulk products.

Capacity expansion aimed at increasing total volumes in order to meet growing demand has a relatively long planning horizon. AAK must analyse potential growth in good time. In the meantime, it is possible to balance production among our 12 plants to enable processing of specific products closer to their markets and accommodate swings in supply and demand. Key speciality products are produced at dedicated plants, where problems with machinery can have a major impact. AAK has insurance cover for loss of margins and other consequences of business interruptions.

## Political instability

Operating globally always carries risks, but it can also be a stabilising factor. Although AAK largely operates in mature markets in the US and Europe, much of company growth is generated in developing markets, which are vulnerable to political instability that can impact currencies and exchange rates. We also operate in Eastern Europe, the Middle East, Asia, Africa and South America, where instability may arise. As a well-established

operator in these areas, we have extensive experience of handling such issues. In addition, we operate with a deliberate risk management strategy.

Global operations involve a number of other risks, including:

- Trade barriers
- Inflation
- Changes in national or regional legislation, e.g. the introduction of protective tariffs and taxes, which prevent AAK from operating in a free market
- Environmental and health-related legislation

## Changes in the competitive environment

The sector in which AAK operates is undergoing structural change. As a sector that has existed for just over a century and has a fundamental dependence on natural products, there is great pressure for more intensive development. This includes demands for sustainable, ethical production, where producers accept responsibility for social issues and the environmental impact of their operations. AAK operates on the basis of an organic growth and selective acquisition strategy. A strong balance sheet has laid the financial foundations for future acquisitions.

There is tough competition in the industry. Several global competitors deliver large volumes of bulk products with limited margins. Our response is to focus more on products with better margins and greater added value. These include confectionery products and cosmetics, as well as value-added ingredients for the bakery, dairy and infant nutrition industries.

## The health trend

There is an ongoing debate on healthy alternative foods. The trans fat debate, for example, has been quite heated on occasion, resulting in a greater use of raw materials such as palm oil. Palm oil is a significant raw material for us at AAK and has a broad application area – from chocolate to foods and cosmetics. A great alternative to hardened fat, it is semi-solid at room temperature, making it an attractive choice in the production of many foods. By using palm oil, trans fats can be eliminated from many food products.

We have the ability to adapt our product range quickly to the latest trends in the health debate. This is largely due to the fact that we work with all types of vegetable oils and can reformulate our products fairly easily to meet customer needs. We focus strongly on product co-development with our customers. This limits the risks involved in commercialising new products.

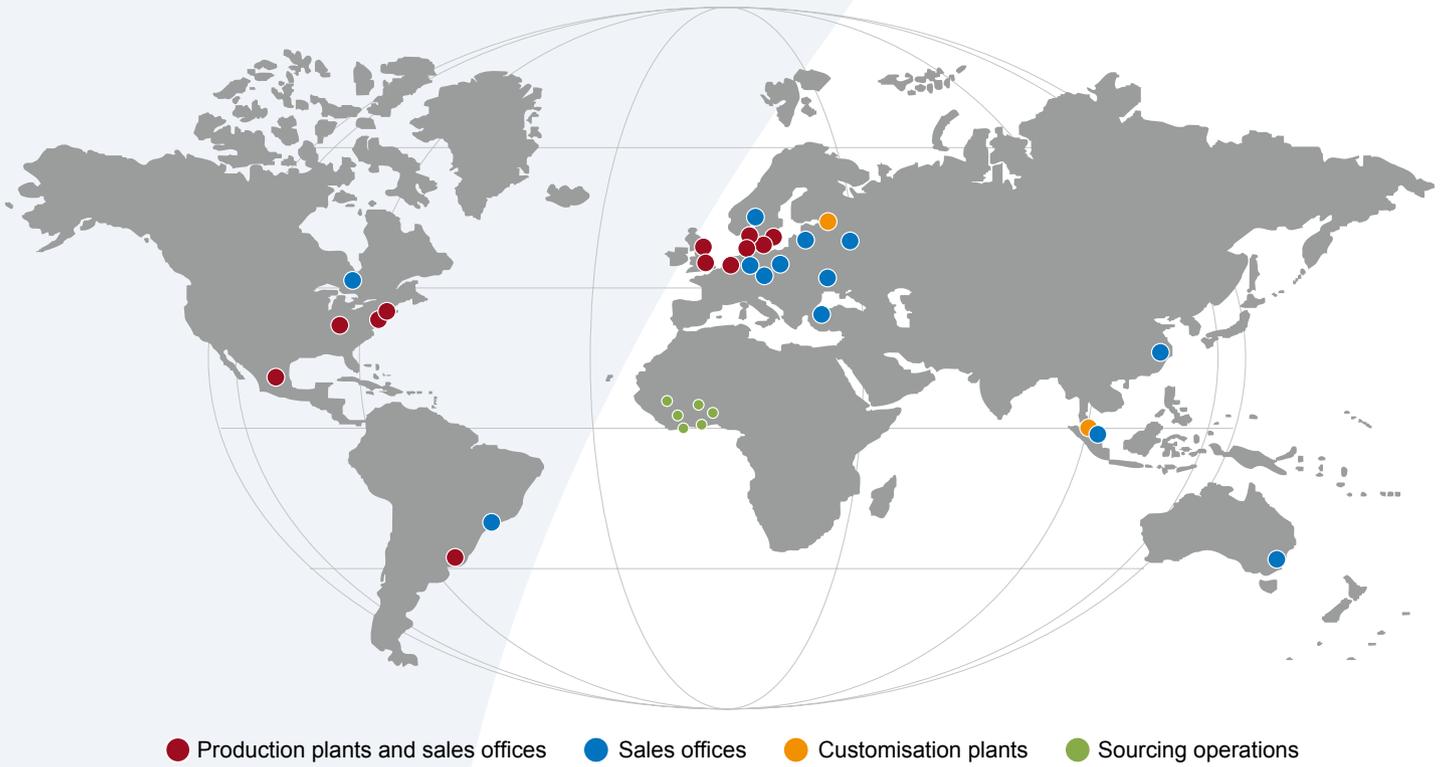
Regulatory measures also pose a risk. Active involvement in Corporate Social Responsibility related issues is, therefore, becoming increasingly important to forestall legislation on issues that are a natural development of human requirements.

## Highly skilled

Business operations are affected by raw material prices, transport costs, energy prices, interest rates and exchange rates. Our managers and their staff are experienced in reacting quickly to changes in external factors and adapting operations, products and services to customer needs.



# Employees



## Our people are key to our success

With employees in more than 25 countries on five continents, AAK is a truly global operation. Today we have 12 production sites in 7 countries and a global procurement and sales organisation. Organic growth and acquisitions are expanding that global presence. In 2013, we were pleased to welcome 38 new colleagues from Unipro (Turkey) to the AAK family.

AAK had an average of 2,207 employees in 2013. During the year, the number of employees remained stable, with organic growth and the acquisition being offset by continued restructuring of our European sites. Hence, we also had to say goodbye to a number of employees. We thank each and every one of them for their dedicated efforts for AAK and wish them the best of luck in their future endeavours.

## 2013 was 'Year of Safety' in AAK

In 2013 we had our 'Year of Safety' with focus on further increasing safety in all aspects of our operations. Here, we promoted the responsibility of each employee to think safety and implementation of the safest practices. Our safety scope includes every facet of our operation from process and manufacturing safety to the sales force and administration. The global safety management team was

formed to address AAK safety on a global scale and to establish world-class safety standards throughout AAK. We work to strengthen our safety culture with every employee throughout the organisation. Therefore we have developed and implemented procedures dealing with change management, auditing, incident tracking and process safety management based on national legislation, international regulations, comparisons with industry standards and our own AAK requirements.

## Review and develop

Aligning all our efforts is key to reaching the AAK growth objectives. To ensure that objectives are aligned throughout the organisation, all employees completed their Performance and Development Plan (PDP) during the first half of the year. As part of the PDP, all employees discuss last year's performance and objectives with their managers, and new performance objectives are set along with a plan for personal development

To ensure that all employees are properly qualified for their job, extensive training takes place, either locally or as part of our global training programmes.

In 2013, we continued to focus our attention on training our commercial organisation. We continued our global sales training pro-

gramme for new commercial employees, and further we strengthened our product training. All this was aimed at helping our team improve their ability to identify customer opportunities and create more value for our customers.

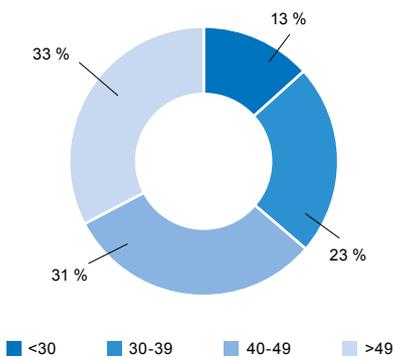
The first batch of trainees completed our 12-month graduate trainee programme successfully and all of them are now continuing their careers in AAK. A new batch of trainees were enrolled in the graduate trainee programme in both commercial and operational positions, where they will gain a deep insight into both the operational and commercial value chain as well as receive formal training.

## Communication is key

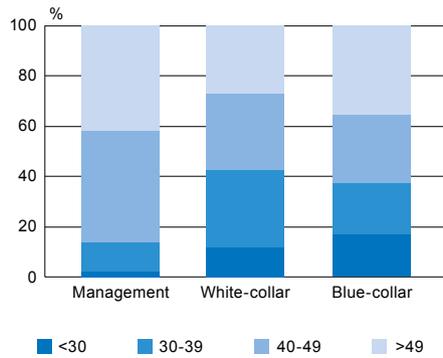
Strong dedication to internal communication is vital to ensure engaged and committed employees who understand the company objectives as well as their link to the employees own personal objectives. Town hall meetings, articles on our global intranet, monthly management conference calls and communication packages are used to ensure that all AAK employees are well informed and understand how they can make the best contribution.



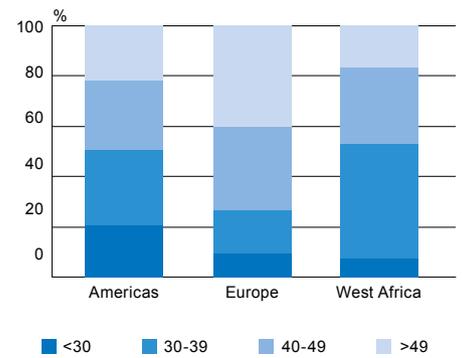
**Employee distribution by age**



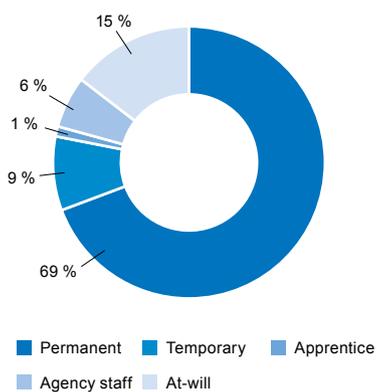
**Employee category by age**



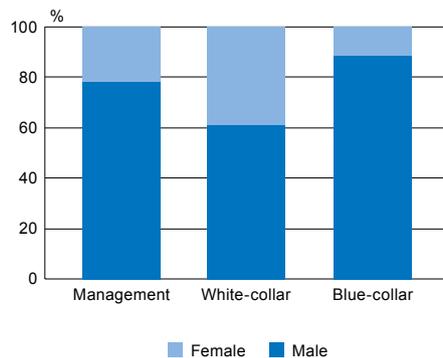
**Employees by age**



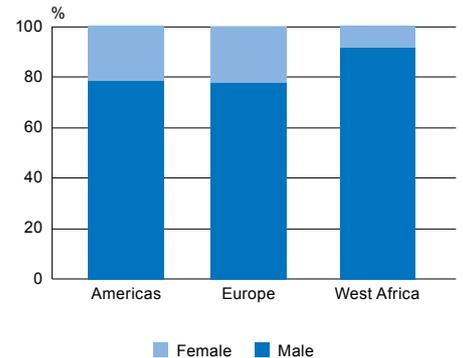
**Employment contract type**



**Employee category by gender**



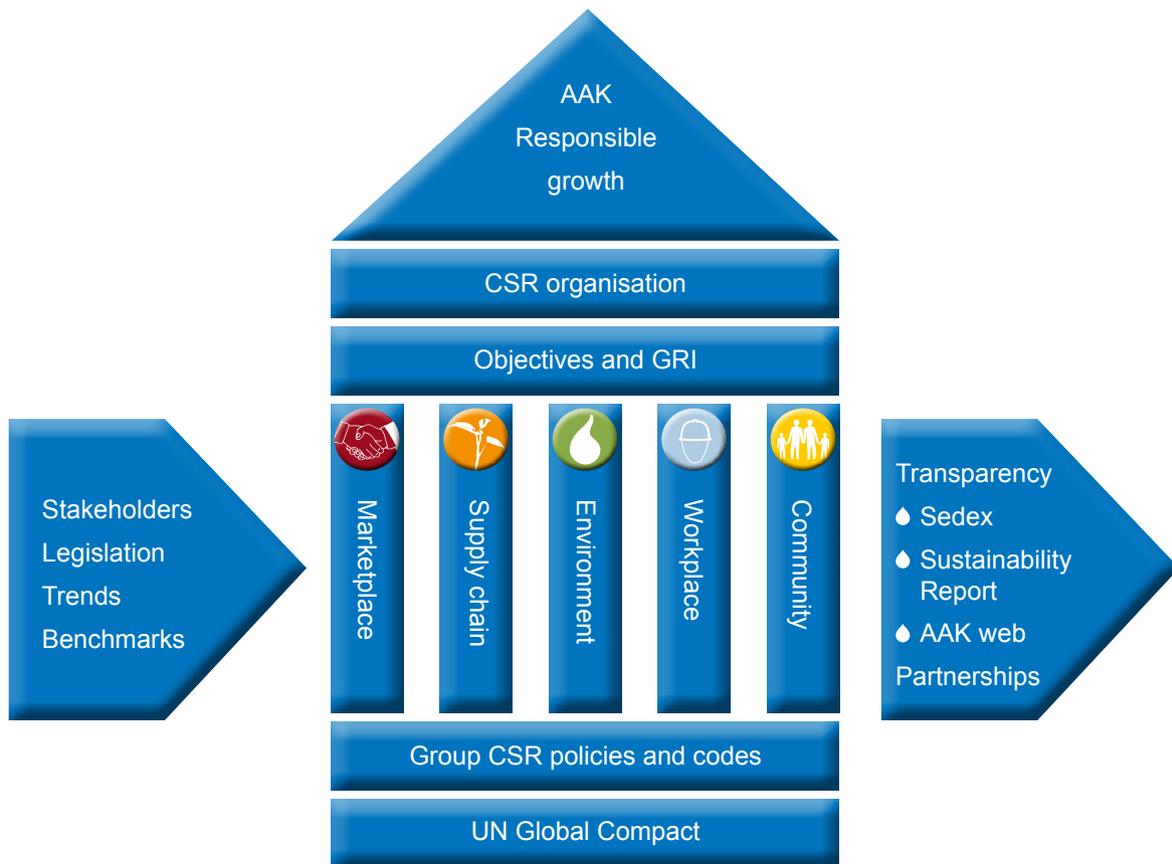
**Employee gender**



# Responsible growth

Responsible growth is the key objective of our AAK Acceleration programme, and is essential to our vision of being the first choice for value-added vegetable oil solutions. For us, responsible growth is about our responsibility towards all of our key stakeholders – the local communities where we operate, our customers, our employees, our investors and our suppliers.

Based on our strategy, input from our stakeholders and market trends we have developed a model for responsible growth to guide our global Corporate Social Responsibility work.



The UN Global Compact (UNGC) is a solid platform and a broad concept based on ten universal principles within Human and Labour Rights, Environment and Anti-corruption. It enjoys participation by all of the major players in global business and CSR, including the GRI (Global Reporting Initiative), ETI (Ethical Trading Initiative), ICC (International Chamber of Commerce) and OECD (Organisation for Economic Cooperation and Development). AAK has been a member of the UNGC since 2002.

AAK's CSR policies and codes are based on the UNGC, and apply globally to all AAK business activities. As are the policies and codes of many of our customers, which enhances our strategic alignment.

We have defined five CSR focus areas – the 'pillars' – that are important to our business. These provide an overview and help us focus our resources.

To maintain momentum and drive improvement, we define objectives within each of the five focus areas. Further, we monitor many other indicators internally, based on the GRI guidelines.

The engine behind all of this is our global CSR organisation, established in 2007.

To be transparent and share information with stakeholders is also part of our approach. Sedex facilitates the sharing of information with local customers. Our Sustainability Report shares information globally, primarily with investors in AAK, and via the web with all stakeholders. Partnering with

other businesses, NGOs, and governmental agencies is a key element of the Global Compact concept, and we are proud to participate in several partnerships. The RSPO, the Global Shea Alliance, the UNDP and the Burkina Faso project are a few examples of these.

Our CSR system is not static, adjusting instead to input from such stakeholders as customers, investors, and employees. We monitor new and upcoming legislation. We follow trends in our communities, and benchmark our CSR practices against those of retailers, customers and competitors.

Our overall objective is to grow AAK responsibly and achieve sustainability as a whole.

# CSR organisation

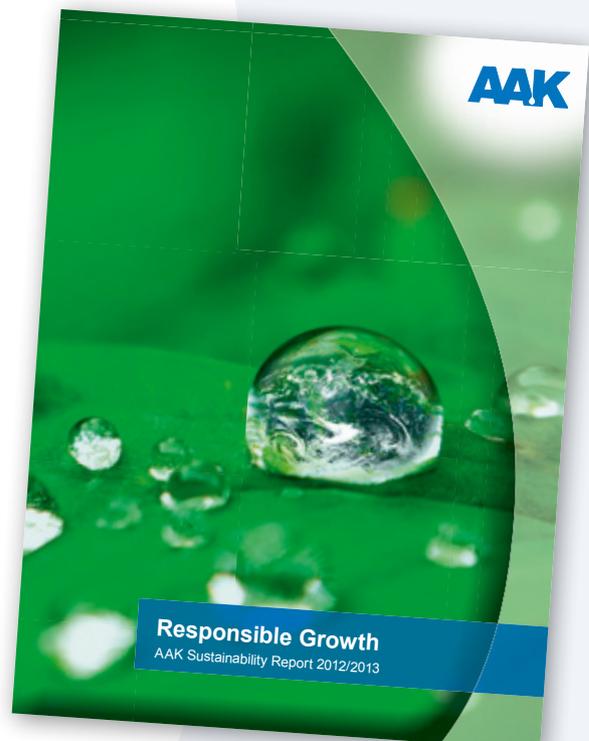


AAK's model for responsible growth covers the five focus areas Marketplace, Supply chain, Environment, Workplace and Community. In our annual sustainability report we present the key achievements within each of these areas.

Some examples of this year's progress are:

- 6.4 percent reduction of total direct CO<sup>2</sup> emissions per processed unit
- 13 percent decrease in total waste
- 25 percent decrease in lost days rate thanks to improvements in work safety
- 95 percent of direct raw material suppliers approved and signed the AAK Supplier Code of Conduct
- More than 30,000 women collecting shea kernels are now included in the AAK Kolo Nafaso programme

To obtain a printed copy, please contact AAK Corporate Communications at [comm@aak.com](mailto:comm@aak.com)



# Board of Directors



## Melker Schörling

Chairman of the Board of Directors.

*Elected in:* 2005 (Karlshamns AB 2001).

*Born:* 1947.

*Nationality:* Swedish.

*Main occupation:* Chairman of the Board of Directors of Melker Schörling AB.

*Qualifications:* BSc. in Economics and Business Administration.

*Professional background:* CEO of a number of companies, including Securitas AB 1987-1992 and Skanska 1993-1997.

*Other directorships:* Hexagon AB, Securitas AB and HEXPOL AB and member of the Board of Directors of Hennes & Mauritz AB.

*Number of shares:* Melker Schörling AB holds 14,318,350 shares (35 percent) in AAK.



## Arne Frank

*Elected in:* 2010.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* President and CEO, AarhusKarlshamn AB.

*Qualifications:* MSc. in Industrial Engineering and Management.

*Professional background:* Chairman, CEO and President of TAC, Executive VP of Building Automation Business Unit at Schneider Electric SA, Chairman and CEO of Carl Zeiss Vision Holding GmbH.

*Other directorships:* Member of the Board of Directors of Alfa Laval AB (publ).

*Number of shares:* 364,550 (together with family through own company).



## Ulrik Svensson

*Elected in:* 2007.

*Born:* 1961.

*Nationality:* Swedish.

*Main occupation:* CEO Melker Schörling AB.

*Qualifications:* BSc. Economics and Business.

*Professional background:* CFO of several listed companies, including Swiss International Airlines and Esselte.

*Other directorships:* Member of the Board of Directors of Assa Abloy AB, HEXPOL AB, Loomis AB, Hexagon AB and Flughafen Zürich AG.

*Number of shares:* 0.

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## Members of the Board of Directors appointed by the employees



## Leif Håkansson

AarhusKarlshamn Sweden AB.

Appointed by IF-Metall.

*Elected in:* 2005.

*Born:* 1957.

*Nationality:* Swedish.

*Main occupation:* Senior positions in trade unions and local and regional government and Board work.

*Qualifications:* Electrical engineering.

*Number of shares:* 0.



## Annika Westerlund

AarhusKarlshamn Sweden AB.

Appointed by PTK-L.

*Elected in:* 2005.

*Born:* 1956.

*Nationality:* Swedish.

*Main occupation:* Laboratory Assistant.

*Qualifications:* Technical College.

*Number of shares:* 0.



### Märit Beckeman

*Elected in:* 2006 (Karlshamns AB 2004).

*Born:* 1943.

*Nationality:* Swedish.

*Main occupation:* Project work at the Department of Design Sciences, Division of Packaging Logistics at LTH, Lund University.

*Qualifications:* PhD. Master of Science and Licentiate in Engineering.

*Professional background:* Project Manager, Consultant, Business development and Product/packaging development.

*Other directorships:* Member of the Board of Directors of Beckeman Consulting AB.

*Number of shares:* 0.



### Lillie Li Valeur

*Year elected:* 2013.

*Born:* 1970.

*Nationality:* Danish.

*Main occupation:* Vice President in Arla Foods amba, responsible for South East Asia.

*Qualifications:* MBA and BSc. in Medicine.

*Professional background:* Strategy and business development; global and Asia market expertise; Food, ingredients, pharmaceutical and consultancy industry experience, B2C B2B commercial background with Novartis, Arla Foods and Bain & Co.

*Number of shares:* 0.



### Märta Schörling

*Elected in:* 2013.

*Born:* 1984.

*Nationality:* Swedish.

*Main occupation:* Consultant Pond Innovation & Design.

*Qualifications:* MSc. in Business and Economics.

*Professional background:* Consultant Pond Innovation & Design.

*Other directorships:* Board member of Melker Schörling AB.

*Number of shares:* 0.

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## Auditor



### Sofia Götmar-Blomstedt

*Born:* 1969.

Authorised public accountant.

Lead Auditor.

The company's auditor since 2013.

# Executive Committee



**Arne Frank**

*Elected in:* 2010.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* President and CEO, AarhusKarlshamn AB.

*Qualifications:* MSc. in Industrial Engineering and Management.

*Other directorships:* Member of the Board of Directors of Alfa Laval AB (publ).

*Number of shares:* 364,550 (together with family through own company).



**Fredrik Nilsson**

*Employed:* 2007.

*Born:* 1977.

*Nationality:* Swedish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Financial Officer (CFO).

*Qualifications:* MSc. Business Administration.

*Number of shares:* 0.

*Stock options:* 15,000.



**Renald Mackintosh**

*Employed:* 2002.

*Born:* 1951.

*Nationality:* Dutch.

*Main occupation:* Vice President AarhusKarlshamn AB. President Infant Nutrition, Food Service Continental Europe, Personal Care and Binol.

*Qualifications:* MSc. Food Technology.

*Number of shares:* 300.

*Stock options:* 40,000.



**Octavio Díaz de León**

*Employed:* 2007.

*Born:* 1967.

*Nationality:* Mexican.

*Main occupation:* Vice President AarhusKarlshamn AB. Managing Director AarhusKarlshamn Mexico.

*Qualifications:* MBA, BSc. Mechanical & Electrical Engineering.

*Number of shares:* 0.

*Stock options:* 40,000.



**Edmond Borit**

*Employed:* 2001.

*Born:* 1969.

*Nationality:* Peruvian and French.

*Main occupation:* Vice President AarhusKarlshamn AB. Managing Director AarhusKarlshamn South America.

*Qualifications:* MBA, BSc. Food Engineering.

*Number of shares:* 0.

*Stock options:* 38,000.



**David Smith**

*Employed:* 2001.

*Born:* 1960.

*Nationality:* British.

*Main occupation:* Vice President AarhusKarlshamn AB. President European Supply Chain.

*Qualifications:* MBA, Graduate Diploma in Business Management.

*Number of shares:* 0.

*Stock options:* 40,000.



### Torben Friis Lange

*Employed:* 2010.

*Born:* 1963.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. President Asia, CIS, Middle East.

*Qualifications:* BSc. Dairy Technology, Graduate Diploma in Business Administration.

*Number of shares:* 0.

*Stock options:* 100,000.



### Jens Wikstedt

*Employed:* 2014.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* Vice President AarhusKarlshamn AB. President Europe.

*Qualifications:* Bachelors degree of Economics and Business Adm.

*Number of shares:* 550.

*Stock options:* 0.



### Terrence Thomas

*Employed:* 2013.

*Born:* 1962.

*Nationality:* American.

*Main occupation:* Vice President AarhusKarlshamn AB. President AAK USA and Canada.

*Qualifications:* MBA, BSc. Chemical Engineering.

*Number of shares:* 0.

*Stock options:* 40,000.



### Karsten Nielsen

*Employed:* 1988.

*Born:* 1963.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Technology Officer (CTO).

*Qualifications:* Graduate Diploma in Food Technology.

*Number of shares:* 264.

*Stock options:* 15,000.



### Anne Mette Olesen

*Employed:* 2010.

*Born:* 1964.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Marketing Officer (CMO) and CSR.

*Qualifications:* MBA, BSc. Chemical Engineering.

*Number of shares:* 0.

*Stock options:* 60,000.

# AAK's Glossary

**Amines** – Chemical components containing an ammonia. When made based they are on a fatty acid it becomes a surfactant (for example used for cleaning) because it has both fat- and water soluble properties.

**Amino acids** – Acids containing ammonia, protein building blocks.

**Bypass fats** – Fats that have been tailored to bypass the rumen of ruminants, which means that a larger amount of fat and energy is left intact for high-yielding dairy cows.

**CBA (Cocoa Butter Alternatives)** – Fats with physical properties similar to those of cocoa butter, i.e., solid at room temperature and with very rapid melt-off in the mouth.

**CBE (Cocoa Butter Equivalents)** – A type of CBA which is chemically identical to cocoa butter, and which may be used in chocolate up to 5 percent according to EU legislation. Manufactured from exotic raw materials, including shea oil.

**CBR (Cocoa Butter Replacer)** – CBA with properties similar to those of cocoa butter. Is used in such things as chocolate coatings for cookies and biscuits. More user-friendly than CBE as no tempering is required.

**CBS (Cocoa Butter Substitutes)** – CBA with physical properties and application areas similar to those of CBR. Made from palm-kernel oil.

**Cocoa butter** – Fat extracted by crushing cocoa beans. Its composition lends chocolate its unique properties.

**Crystallisation** – The solidification process of an oil, the process going from the liquid (oil) phase to the crystallic (fat/solid) phase.

**Esters** – Chemical components of fatty acids and alcohols. Triglycerides, which are the main constituent of fat, consist of the alcohol glycerol and 3 fatty acids, and are thus a type of ester.

**Fatty acids** – Consist of carbon and hydrogen in long chains. At one end of the carbon chain is a carboxylic group. The commonest fatty acids in vegetable oils contain between 12 and 18 carbon atoms.

**Glycerol** – An alcohol that is one of the constituents of the fat molecule.

**Hydrogenation** – The process of adding hydrogen to the oil to saturate the double bonds in mono- or polyunsaturated fatty acids.

**InFat™** – A speciality fat for infant formulas.

**Lipids** – A collective name for a wide range of natural products, which include fats.

**Monounsaturated fat** – Popular name for monounsaturated fatty acids. Fat within only one double bond along the carbon chain.

**Monounsaturated fatty acids** – Fatty acids with one double bond in the carbon chain.

**Nutrition** – Food, the process of taking in and absorbing nourishment.

**Omega-3** – Polyunsaturated fatty acids in which the first double bond is located three carbon atoms from the end of the carbon chain.

**Omega-6** – Polyunsaturated fatty acids in which the first double bond is located six carbon atoms from the end of the carbon chain.

**Polyunsaturated fatty acids** – Fatty acids with two or more double bonds in the carbon chain.

**Rheological properties** – Flow properties, viscosity. Describes the force it takes to make a material (semiliquid or solid) to change its form.

**Saturated fats** – Popular name for saturated fatty acids.

**Saturated fatty acids** – Fatty acids which does not contain double bonds in the carbon chain.

**Snacking** – Snacking is a habit of eating between regular meals and covers everything from beverages, fruit, cookies and chocolates.

**Surfactants** – A substance which is soluble in different materials, for example water and oil, therefore they are active on the surface of particles and help mixing components which are normally not mixable.

**Trans fats** – Popular name for fats containing trans fatty acids.

**Trans fatty acids** – Unsaturated fatty acids with a different kind of double bond than those naturally occurring in vegetable oils.

**Unsaturated fats** – Fats containing mono- and polyunsaturated fatty acids, a popular name for mono- and polyunsaturated fatty acids.

# Address

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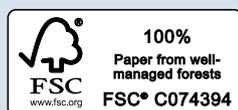
Corporate identity no. 556669-2850

For more information, please visit our  
website [www.aak.com](http://www.aak.com).



This document is a translation of the Swedish language version. In the event of any discrepancies between the translation and the original Swedish AAK report 2013, the latter shall prevail.

AarhusKarlshamn (AAK) is one of the world's leading producers of high value-added speciality vegetable oils and fats solutions. These oils and fats solutions are characterized by a high level of technological content and innovation. AAK's solutions are used as substitute for butter-fat and cocoa butter, trans-free and low saturated solutions but also addressing other needs of our customers. AAK has production facilities in Denmark, Mexico, the Netherlands, Sweden, Great Britain, Uruguay and the US. Further AAK has also toll manufacturing operations in Russia and Malaysia. The company is organized in three Business Areas; Food Ingredients, Chocolate and Confectionery Fats and Technical Products & Feed. AAK's shares are traded on the NASDAQ OMX, Stockholm, within the Large Cap segment. Further information on AAK can be found on the company's website [www.aak.com](http://www.aak.com).





**AAK**



**AAK**



**AAK Annual Report 2013**



## Contents

|  | Page |
|--|------|
| Directors' Report.....                                   | 4    |
| Consolidated Income Statement .....                      | 8    |
| Consolidated Statement of Comprehensive Income .....     | 8    |
| Consolidated Cash Flow Statement .....                   | 9    |
| Consolidated Balance Sheet .....                         | 10   |
| Consolidated Changes in Shareholders' Equity .....       | 12   |
| Income Statement – Parent Company .....                  | 13   |
| Statement of Comprehensive Income – Parent Company ..... | 13   |
| Balance Sheet – Parent Company .....                     | 14   |
| Changes in Shareholders' Equity – Parent Company .....   | 16   |
| Cash Flow Statement – Parent Company .....               | 17   |
| Notes .....  | 18   |
| Financial risk management.....                           | 25   |
| Corporate Governance Report.....                         | 47   |
| Auditors' report .....                                   | 54   |
| Definitions.....   | 55   |
| The AAK share .....                                      | 56   |
| AarhusKarlshamn AB (publ.) – Board of Directors .....    | 58   |
| AarhusKarlshamn AB (publ.) – Group Management .....      | 60   |
| Financial Calendar, Annual General Meeting .....         | 62   |
| Address .....  | 63   |

All amounts are denominated in SEK million unless otherwise stated.

# Directors' Report

For the financial year 1 January–31 December 2013

The Board of Directors and the Chief Executive Officer of AarhusKarlshamn AB (publ.), corporate identity number 556669-2850, with its registered office in Malmö, hereby present the Financial Statements for the financial year January–December 2013 and Consolidated Financial Statements for the financial year 1 January - 31 December 2013.

## Performance and financial position

- Net sales decreased by SEK 374 million to SEK 16,537 million (16,911), largely as a result of lower raw material prices and a negative currency translation effect of SEK 328 million. The positive effect of the acquisition of Unipro was offset by the lower raw material prices. Volumes increased by 7 percent during 2013. The increase is attributed partly to organic growth of 2 percent in speciality and semi-speciality products, and partly to acquisitions made.
- Operating profit, excluding acquisition-related expenses, amounted to a record high SEK 1,127 million (1,003\*), an improvement of 12 percent. The currency translation effect amounted to negative SEK 23 million. Operating profit at fixed exchange rates improved by 15 percent. All business areas reported double-digit growth figures for operating profit for 2013.
- During 2012, operating profit was affected by one-off effects related to hurricane Sandy\*. Operating profit, including the effects of Sandy in the previous year\* and acquisition-related expenses, amounted to SEK 1,117 million (975). This represented an improvement of 15 percent.
- Operating profit per kg improved from SEK 0.66\* to SEK 0.69, an improvement of 5 percent, because there was a higher proportion of high value-added products in the product mix.

\*) Hurricane Sandy caused a reduction in operating profit for 2012 by an estimated approximately SEK 21 million. See Note 31.

- Continued improvement in Return on Capital Employed, ROCE. ROCE was 16.5 (14.2) percent, calculated on rolling twelve-month periods.
- Earnings per share were SEK 17.87 (15.66), an increase of 14 percent.
- The proposed dividend amounted to SEK 6.00 (5.25), an increase of SEK 0.75 or 14 percent.

The company's largest business area, Food Ingredients, reported a record operating profit of SEK 771 million (703), representing a 10 percent improvement. The operating profit per kg decreased from SEK 0.75 to SEK 0.73. This reduction was primarily due to semi-speciality products having enjoyed higher growth and the margins having been lower in the units acquired. The Chocolate & Confectionery Fats business area reported a considerable improvement in operating profit of 17 percent to SEK 369 million (316\*), primarily as a consequence of the considerable improvement in the underlying margin of cocoa butter equivalents. The volume of the business area decreased by 3 percent. The operating profit for the company's smallest business area, Technical Products & Feed, amounted to SEK 97 million (88). During 2013, the company received insurance compensation related to hurricane Sandy. However, no exceptional items have affected the profit.

The Group's profit after financial items amounted to SEK 1,017 million (866). Net financial items amounted to negative SEK 100 million (negative 109). The equity/assets ratio was 43 percent as of 31 December 2013 (39 percent as of 31 December 2012). Consolidated net debt as of 31 December 2013 was SEK 2,255 million (SEK 2,635 million as of 31 December 2012). On 31 December 2013, the Group had total credit facilities of around SEK 4,716 million.

Cash flow from operating activities before changes in working capital amounted to SEK 1,083 million (950). Working capital decreased by SEK 217 million (589), primarily as a consequence of continued work on capital rationalisation and lower raw material prices. Cash flow from operating activi-

ties including changes in working capital amounted to SEK 1,300 million (1,539). After investments, including the acquisition of Unipro in Turkey, cash flow amounted to SEK 568 million (745).

The Group's net investments in fixed assets and acquisitions totalled SEK 732 million (794), mainly comprising ongoing maintenance investments and the acquisition of Unipro.

## Operations and significant events

### Business Areas

Our business areas are: Food Ingredients, Chocolate & Confectionery and Technical Products & Feed. Group-wide functions are included in the Group Functions segment.

Food Ingredients maintains its strong regional positions in both Europe and North America, but will gradually strengthen its positions in other regions. One acquisition was made during the year, Unipro.

Chocolate & Confectionery Fats and Personal Care have world-leading positions, and these will gradually be expanded in an increasingly global arena.

Technical Products & Feed has a strong local position in Northern Europe and will continue to focus its growth efforts in these geographical segments through its close links to the Karlshamn factory in Sweden, bringing significant synergy gains.

### AAK's focus on growth and productivity

The AAK Acceleration corporate programme, which was launched in autumn 2010, is based on our specialisation strategy, with a strong focus on practical implementation, as well as growth and earnings improvement in the medium and long terms.

AAK Acceleration continued to generate very positive effects in 2013 in terms of organic growth in speciality products, acquisition-based growth and increased productivity.

In January 2014, the company launched a new corporate programme for 2014–2016, "AAKtion". The aim of the new programme

is to further enhance the focus on 'Sales – Innovation – Implementation'. The company also announced certain changes in the group management.

### **AAK and Premier Foods have entered into an exclusive three-year partnership for product development**

AarhusKarlshamn (AAK UK) has been chosen by Premier Foods, one of the biggest food producers in the UK, to be its exclusive long-term partner for product development of vegetable oils and fats in the coming three years. The partnership is the result of Premier Foods' "Invest to Grow programme", which enhances and develops relations with major suppliers.

AAK and Premier Foods have worked together for over 20 years. This exclusive partnership will facilitate new development opportunities and contribute to creating the next generation of innovation, ideas and technologies for consumers.

### **Acquisition of Unipro**

AAK acquired Unipro from Unilever in the third quarter of 2013. Unipro is a leading supplier of oils and fats to the industrial and bakery markets in Turkey and neighbouring countries. Founded in 1990 and located in Istanbul, Unipro employs around 40 people and had sales of approximately SEK 700 million in 2012.

The acquisition of Unipro comprises ten established brands, a management and sales organisation, all related know-how and the company name Unipro for oils and fats for the industrial and bakery markets. In connection with the acquisition, AAK has made a 5-year production contract with Unilever for supplies of Unipro products.

### **AAK opens innovation centre in Shanghai**

In the fourth quarter of the year, AAK opened a state-of-the-art innovation centre in Shanghai as an important addition to several other innovation centres around the world. The new innovation centre will support the implementation of AAK Acceleration.

It gives our customers the opportunity to work directly with AAK's product developers on the development of new applications and products. The new plant will focus on Chocolate & Confectionery and Bakery and Dairy applications. Customers will gain access to AAK's expertise, allowing them to enhance their innovation ability. The innovation centre also offers training in the company's well-reputed AAK Academy.

### **Financial goals**

AAK's financial goals are to grow faster than the underlying market and to generate strong cash flows. We also intend to continually improve the return on operating capital.

### **Planned dividend policy**

The objective of the Board of Directors, taking into account the development of Group earnings, its financial position and future development opportunities, is to propose annual distribution of profits equivalent to 30–50 percent of the profit for the year, after income tax, for the Group.

### **Concluding comments by the President**

"AAK offers healthy products at low costs and product development in close collaboration with its customers. This means that we continue to be cautiously optimistic about the future.

The most important driving forces are the continued positive development of Food Ingredients and the continued improvement in Chocolate & Confectionery Fats."

### **Nomination committee**

In preparation for the Annual General Meeting for 2014, the Nomination Committee has proposed the re-election of Board members Melker Schörling, Märit Beckeman, Ulrik Svensson, Lillie Li Valeur, Märta Schörling and Arne Frank. The Nomination Committee proposes, in addition, that Melker Schörling be re-elected Chairman of the Board. In total, the Nomination Committee represents approximately 52.3 percent of the shares and votes in AAK as at 31 December 2013.

### **AAK's Nomination Committee for the 2014 Annual General Meeting consists of:**

- ◆ Mikael Ekdahl (Chairman), Melker Schörling AB via BNS Holding AB
- ◆ Henrik Didner, Didner & Gerge Fonder
- ◆ Åsa Nisell, Swedbank Robur Fonder
- ◆ Lars-Åke Bokenberger, AMF Fonder

### **Share capital and shareholder structure**

The total number of shares in AAK as at 31 December 2013 was 41,121,839. There is one class of shares in AAK, and each share entitles the holder to one vote. There are no limits as regards how many votes each shareholder may cast at an Annual General Meeting. Nor are there any limitations regarding the transfer of the shares resulting from provisions in law or in the Articles of Association.

Of the Company's shareholders, only Melker Schörling AB via BNS Holding AB has a shareholding which represents at least one-tenth of the number of votes of all shares in AAK. BNS Holding AB is a wholly owned subsidiary of Melker Schörling AB (publ.). BNS Holding AB's shareholding as at 31 December 2013 amounted to 34.8 percent of the shares and votes.

AAK is not aware of any agreement between direct shareholders of AAK that would involve limitations in the right to transfer shares. The shareholder structure is described further in the section on the AAK Share, page 56.

### **Articles of Association**

The Articles of Association stipulate that Board members shall be appointed by the Annual General Meeting of AAK. The Articles of Association contain no provisions regarding dismissal of Board members or regarding amendment of the Articles of Association.

## Important agreements affected by change in control resulting from official take-over bid

The Group's long-term financing agreement contains stipulations that, in certain cases, give the lender the right to request advance payment if control of AAK changes substantially. Such a substantial change in control can occur as a result of an official take-over bid.

AAK's assessment is that it has been necessary to accept these stipulations in order to obtain financing on terms which are otherwise acceptable.

## Guidelines for remuneration of senior executives

Guidelines for the remuneration of the CEO and other senior management were established by the 2013 Annual General Meeting. No deviations from these guidelines have been made. The Board of Directors of AAK proposes that the 2014 Annual General Meeting adopt the same guidelines for 2014 as for 2013 for the remuneration of senior executives, but with an adjustment so that the cap on the variable portion of salary be increased to comprise no more than 110 percent of the fixed salary instead of 70 percent, which was set as the cap in the guidelines adopted by the 2013 AGM. The present guidelines are contained in Note 8, Remuneration of the Board of Directors and Senior Executives.

These guidelines will cover those persons who are in Group management positions during the period of time in which the guidelines apply. The guidelines apply to agreements entered into after a resolution by the Annual General Meeting, and in the event that changes are made to existing agreements after this point in time. The Board will be entitled to diverge from the guidelines if there are particular reasons to do so in an individual case.

## Product development

Please refer to pages 10 and 17 of AAK Report 2013 for further information concerning the Group's product development.

## Environment

The environmental impact from our plants includes emissions of odorous substances, solvents, smoke and gases into the atmosphere, as well as discharging fats, oxygen-consuming material, and nutrients into the water, and also creating organic waste and noise. We continually review our impact on all levels to further improve environmental performance at AAK. We operate all our plants with appropriate official permits in all countries in which we operate. In Sweden, the operations in Karlshamn are licensable under Swedish law.

## Employees

The recruitment of skilled and competent personnel is an important component in maintaining competitiveness for the AAK Group. The Group therefore has continuous active programmes for personnel development.

## Risk management and sensitivity analysis

All business operations involve risk – a controlled approach to risk-taking is a prerequisite for maintaining good profitability. Risks may depend on events in the operating environment and may affect a certain sector or market. A risk may also be purely company-specific or country-specific. At AAK, effective risk management is a continual process which is conducted within the framework of operational management and forms a natural part of the day-to-day monitoring of operations.

For more detailed information, please refer to the section on Risks on page 18 of AAK Report 2013 and Note 3, Financial Risk Management.

## External risks

The AAK Group is exposed to the fierce competition which characterises the industry, as well as fluctuations in raw material prices which affect capital tied up.

## Operational risk

The raw materials used in operations are agricultural products, and availability may therefore vary due to climatic and other external factors.

## Financial risk

The Group's management of financial risks is described in Note 3, Financial Risk Management.

## Corporate Governance Report

For information on the composition and work, etc., of the Board of Directors, see the Corporate Governance Report on page 47.

## Parent

The Company is the holding company of the AAK Group, and its activities consist mainly of joint Group functions connected to the development and management of the Group. The Parent employs personnel with skills and competencies to execute group-wide financing, accounting, information, human resources and IT. The Parent is also responsible for Group strategy and risk management, and provides legal and tax-related services to Group companies.

The Parent's invoicing in 2013 amounted to SEK 72 million (50).

Profit after financial items amounted to SEK 1,061 million (120). Interest-bearing liabilities minus cash and cash equivalents and interest-bearing assets were SEK 661 million (SEK 626 million on 31 December 2012). Investments in intangible non-current assets and property, plant and equipment amounted to SEK 0 million (0).

The Parent had a total of 21 (17) employees on 31 December 2013.

No significant events have occurred after the end of the reporting period.

## Background to and explanation of the proposed dividend

The Board of Directors has proposed that the 2014 Annual General Meeting approve an appropriation of profits under which the shareholders will receive a dividend of SEK 6.00 per share. The proposed dividend therefore totals SEK 247 million. The objective is for the dividend in the long term to correspond to 30-50 percent of consolidated profits after income tax, while always considering AAK's long-term financing requirements. The Parent has no financial instruments valued under Chap. 4, Section 14 a, of the Swedish Annual Accounts Act (1995:1554). The Board of Directors hereby makes the following statement regarding the proposed dividend, in accordance with Chap. 18, Section 4, of the Swedish Companies Act (2005:551).

Retained profits from the previous year total SEK 3,392 million and the profit for the 2013 financial year totals SEK 1,061 million (SEK 741 million for the Group). Provided that the 2014 Annual General Meeting approves the Board's proposed appropriation of profits, a total of SEK 4,246 million will be carried forward. The Company's restricted equity will be fully covered after distribution of the dividend.

In the Board's judgement, the Company and the Group will retain sufficient equity after distribution of the proposed dividend in relation to the nature, scope and risks associated with its business operations. In making this assessment, the Board has taken account of the historical development of the Company and the Group, its budgeted performance and the economic situation.

In the view of the Board, the Company and the Group are in a position and have the capacity, in both the short and long terms, to meet all their obligations. The proposed dividend represents a total of 5.0 percent of the Company's equity and 5.7 percent of the Group's equity attributable to the Parent's shareholders.

After payment of the dividend, the equity/assets ratio of the Company and the Group

will be 87 percent and 41 percent, respectively. These ratios are good in relation to other businesses in our industry. The Board of Director's judges that the Company and the Group are in a good position to meet future business risk as well as withstand possible losses. Distribution of the dividend will not negatively affect the ability of the Company and the Group to make further investment as planned by the Board of Directors.

The proposed dividend distribution will have a temporary negative effect on the Company's and Group's ability to meet certain current liabilities. However, the Company and Group have sufficient access to

both short and long-term credit that can be obtained at short notice.

The Board of Directors therefore considers that the Company and the Group are prepared for likely changes to liquidity, as well as unforeseen events. In addition, the Board of Directors has considered other known circumstances that may materially affect the financial position of the Company and the Group. No circumstance has arisen that makes the proposed dividend distribution appear unjustifiable.

It is proposed that the record date for the dividend be 13 May 2014, and it is estimated that the dividend will be received by the shareholders on 16 May 2014.

## Proposed appropriation of profits

The Board of Directors and Chief Executive Officer propose that

|                                       |                         |
|---------------------------------------|-------------------------|
| The disposable profit brought forward | SEK 3,391,559,530       |
| New share issue                       | SEK 39,809,700          |
| Profit/loss for the year              | SEK 1,061,353,177       |
| <hr/> Total                           | <hr/> SEK 4,492,722,407 |

be appropriated as follows:

|  |                         |
|--|-------------------------|
| To be distributed to shareholders,<br>a dividend of SEK 6.00 per share | SEK 246,731,034         |
| To be carried forward  | SEK 4,245,991,373       |
| <hr/> Total  | <hr/> SEK 4,492,722,407 |

The consolidated and Parent financial statements will be presented for adoption by the Annual General Meeting of the Shareholders on 8 May 2014.

# Consolidated Income Statement

| SEK million  | Note       | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------------|-----------------|-----------------|
| Net sales  | 28         | 16,537          | 16,911          |
| Other operating income   | 10         | 172             | 108             |
| <b>Total operating income</b>  |            | <b>16,709</b>   | <b>17,019</b>   |
| Raw materials and consumables and changes in inventories<br>of finished goods and work in progress |            | -11,916         | -12,807         |
| Goods for resale   |            | -876            | -581            |
| Other external expenses  | 5, 29      | -1,265          | -1,173          |
| Employee benefits expenses   | 6, 7, 8, 9 | -1,189          | -1,119          |
| Depreciation, amortisation and impairment loss   | 15, 16     | -343            | -347            |
| Other operating expenses   |            | -3              | -17             |
| <b>Total operating expenses</b>  |            | <b>-15,592</b>  | <b>-16,044</b>  |
| <b>Operating profit</b>  |            | <b>1,117</b>    | <b>975</b>      |
| <b>Result from financial items</b>   | 11         |                 |                 |
| Financial income   |            | 23              | 16              |
| Financial expenses   |            | -123            | -125            |
| <b>Net financial items</b>   |            | <b>-100</b>     | <b>-109</b>     |
| <b>Profit before tax</b>   |            | <b>1,017</b>    | <b>866</b>      |
| Income tax   | 12         | -276            | -219            |
| <b>Profit for the year</b>   |            | <b>741</b>      | <b>647</b>      |
| <b>Attributable to:</b>  |            |                 |                 |
| Non-controlling interests  |            | 9               | 7               |
| Parent company shareholders  |            | 732             | 640             |
|  |            | <b>741</b>      | <b>647</b>      |
| <b>Earnings per share attributable to<br/>Parent shareholders during the year</b>                  |            |                 |                 |
| (SEK per share) – before dilution  | 13         | 17.87           | 15.66           |
| (SEK per share) – after dilution   | 13         | 17.62           | 15.56           |

## Consolidated Statement of Comprehensive Income

| SEK million  | Note | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------|-----------------|-----------------|
| Profit for the period  |      | 741             | 647             |
| Items that will not be reclassified to profit or loss:         |      |                 |                 |
| Remeasurements of post employment benefit obligations          | 9    | -7              | -64             |
|  |      | <b>-7</b>       | <b>-64</b>      |
| Items that may subsequently be reclassified to profit or loss: |      |                 |                 |
| Translation differences  |      | -54             | -98             |
| Fair-value changes in cash flow hedges                         |      | 21              | -13             |
| Tax attributable to fair-value changes in cash flow hedges     |      | -5              | 3               |
|  |      | <b>-38</b>      | <b>-108</b>     |
| <b>Total comprehensive income for the period</b>               |      | <b>696</b>      | <b>475</b>      |
| <b>Attributable to:</b>  |      |                 |                 |
| Non-controlling interests                                      |      | 10              | 6               |
| Parents company shareholders                                   |      | 686             | 469             |

# Consolidated Cash Flow Statement

| SEK million  | Note | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------|-----------------|-----------------|
| <b>OPERATING ACTIVITIES</b>  |      |                 |                 |
| Profit after financial items                                       | 30   | 1,008           | 865             |
| Recoveries on amortisation and impairment losses                   |      | 343             | 347             |
| Adjustment for items not included in cash flow                     | 30   | -7              | 5               |
| Income tax paid  |      | -261            | -267            |
| <b>Cash flow from operations before changes to working capital</b> |      | <b>1,083</b>    | <b>950</b>      |
| <b>Changes in working capital</b>                                  |      |                 |                 |
| Net change in inventories  |      | 143             | 295             |
| Net change in other current receivables                            |      | -64             | 298             |
| Net change in other current operating liabilities                  |      | 138             | -4              |
| <b>Cash flow from operating activities</b>                         |      | <b>1,300</b>    | <b>1,539</b>    |
| <b>INVESTING ACTIVITIES</b>  |      |                 |                 |
| Acquisition of intangible assets                                   |      | -6              | -7              |
| Acquisition of property, plant and equipment                       |      | -549            | -367            |
| Acquisition of operations and shares, net of cash acquired         | 27   | -196            | -424            |
| Proceeds from sale of property, plant and equipment                |      | 19              | 4               |
| <b>Cash flow from investing activities</b>                         |      | <b>-732</b>     | <b>-794</b>     |
| <b>FINANCING ACTIVITIES</b>  |      |                 |                 |
| New share issue  |      | 42              | -               |
| Loans raised   |      | -               | -               |
| Amortisation of loans  |      | -498            | -549            |
| Issue of stock options   |      | 5               | 13              |
| Dividends paid   |      | -215            | -194            |
| <b>Cash flow from financing activities</b>                         |      | <b>-666</b>     | <b>-730</b>     |
| <b>Cash flow for the year</b>                                      |      | <b>-98</b>      | <b>15</b>       |
| Cash and cash equivalents at beginning of year                     |      | 330             | 331             |
| Exchange rate difference for cash equivalents                      |      | -1              | -16             |
| <b>Cash and cash equivalents at year-end</b>                       | 19   | <b>231</b>      | <b>330</b>      |

# Consolidated Balance Sheet

| SEK million                                | Note | 31 Dec 2013   | 31 Dec 2012 Rest.* | 31 Dec 2012  |
|--|------|---------------|--------------------|--------------|
| <b>ASSETS</b>                              |      |               |                    |              |
| <b>Non-current assets</b>                  |      |               |                    |              |
| Intangible assets                          | 16   |               |                    |              |
| Goodwill                                   |      | 1,115         | 1,045              | 1,045        |
| Patents and other intangible assets        |      | 123           | 87                 | 87           |
|  |      | <b>1,238</b>  | <b>1,132</b>       | <b>1,132</b> |
| Property, plant and equipment              | 15   |               |                    |              |
| Land and buildings                         |      | 549           | 569                | 569          |
| Plant and machinery                        |      | 1,969         | 1,951              | 1,951        |
| Equipment, tools and fixtures and fittings |      | 106           | 92                 | 92           |
| Non-current assets under construction      |      | 403           | 188                | 188          |
|  |      | <b>3,027</b>  | <b>2,800</b>       | <b>2,800</b> |
| Financial assets                           |      |               |                    |              |
| Shares in associates                       |      | 15            | 9                  | 9            |
| Financial investments                      |      | 0             | 1                  | 1            |
| Deferred tax assets                        | 12   | 147           | 115                | 115          |
| Other non-current receivables              |      | 0             | 10                 | 10           |
|  |      | <b>162</b>    | <b>135</b>         | <b>135</b>   |
| <b>Total non-current assets</b>            |      | <b>4,427</b>  | <b>4,067</b>       | <b>4,067</b> |
| <b>Current assets</b>                      |      |               |                    |              |
| Inventories                                | 18   | 2,501         | 2,583              | 2,583        |
| Accounts receivable                        | 3    | 1,998         | 1,906              | 1,906        |
| Current tax assets                         | 12   | 153           | 173                | 173          |
| Other receivables                          |      | 252           | 151                | 151          |
| Derivative instruments                     | 3    | 322           | 402                | 402          |
| Prepaid expenses and accrued income        |      | 161           | 148                | 148          |
| Cash and cash equivalents                  | 19   | 231           | 330                | 330          |
| <b>Total current assets</b>                |      | <b>5,618</b>  | <b>5,693</b>       | <b>5,693</b> |
| <b>TOTAL ASSETS</b>                        |      | <b>10,045</b> | <b>9,760</b>       | <b>9,760</b> |

\*) Restated figures according to the revised accounting standard for pensions, IAS 19, see note 9.

# Consolidated Balance Sheet (cont.)

| SEK million   | Note | 31 Dec 2013   | 31 Dec 2012 Rest* | 31 Dec 2012  |
|---|------|---------------|-------------------|--------------|
| <b>EQUITY AND LIABILITIES</b>                       |      |               |                   |              |
| <b>Shareholders' equity</b>                         | 20   |               |                   |              |
| Share capital                                       |      | 411           | 409               | 409          |
| Reserves  |      | -567          | -521              | -521         |
| Retained profit                                     |      | 4,486         | 3,924             | 4,011        |
| <b>Equity attributable to Parent's shareholders</b> |      | <b>4,330</b>  | <b>3,812</b>      | <b>3,899</b> |
| Non-controlling interests                           |      | 34            | 24                | 24           |
| <b>Total equity</b>                                 |      | <b>4,364</b>  | <b>3,836</b>      | <b>3,923</b> |
| <b>Non-current liabilities</b>                      |      |               |                   |              |
| Interest-bearing liabilities                        |      |               |                   |              |
| Liabilities to banks and credit institutions        | 21   | 2,289         | 2,774             | 2,774        |
| Pension provisions                                  | 9    | 121           | 112               | 14           |
|   |      | <b>2,410</b>  | <b>2,886</b>      | <b>2,788</b> |
| Non-interest-bearing liabilities                    |      |               |                   |              |
| Deferred tax liabilities                            | 12   | 315           | 299               | 310          |
| Other provisions                                    | 22   | 56            | 53                | 53           |
| Other non-current liabilities                       |      | 16            | 19                | 19           |
|   |      | <b>387</b>    | <b>371</b>        | <b>382</b>   |
| <b>Total non-current liabilities</b>                |      | <b>2,797</b>  | <b>3,257</b>      | <b>3,170</b> |
| <b>Current liabilities</b>                          |      |               |                   |              |
| Interest-bearing liabilities                        |      |               |                   |              |
| Liabilities to banks and credit institutions        | 21   | 77            | 68                | 68           |
| Other current liabilities                           |      | 10            | 1                 | 1            |
|   |      | <b>87</b>     | <b>69</b>         | <b>69</b>    |
| Non-interest-bearing liabilities                    |      |               |                   |              |
| Accounts payable                                    | 3    | 1,727         | 1,480             | 1,480        |
| Current tax liabilities                             | 12   | 142           | 146               | 146          |
| Other current liabilities                           |      | 131           | 101               | 101          |
| Other current provisions                            | 22   | 13            | 23                | 23           |
| Derivative instruments                              | 3    | 260           | 322               | 322          |
| Accrued expenses and prepaid income                 | 23   | 524           | 526               | 526          |
|   |      | <b>2,797</b>  | <b>2,598</b>      | <b>2,598</b> |
| <b>Total current liabilities</b>                    |      | <b>2,884</b>  | <b>2,667</b>      | <b>2,667</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b>                 |      | <b>10,045</b> | <b>9,760</b>      | <b>9,760</b> |
| Pledged assets                                      | 24   | 505           | 532               | 532          |
| Contingent liabilities                              | 25   | 48            | 1                 | 1            |

\*) Restated figures according to the revised accounting standard for pensions, IAS 19, see note 9.

# Consolidated Changes in Shareholders' Equity <sup>1)</sup>

| SEK million   | Attributable to the Parent's shareholders |             |                 | Non-controlling interests | Total equity |
|---|---|-------------|-----------------|---------------------------|--------------|
|   | Share capital                             | Reserves    | Retained profit |                           |              |
| <b>Opening balance as at 1 January 2012</b>                                 | <b>409</b>                                | <b>-414</b> | <b>3,552</b>    | <b>18</b>                 | <b>3,565</b> |
| Effect of change in accounting policy on reporting of defined benefit plans | -   | -           | -23             | -                         | -23          |
| <b>Adjusted opening balance as at 1 January 2012</b>                        | <b>409</b>                                | <b>-414</b> | <b>3,529</b>    | <b>18</b>                 | <b>3,542</b> |
| Profit for the year   | -   | -           | 640             | 7                         | 647          |
| Other comprehensive income  | -   | -107        | -64             | -1                        | -172         |
| <b>Comprehensive income</b>   | <b>-</b>                                  | <b>-107</b> | <b>576</b>      | <b>6</b>                  | <b>475</b>   |
| <b>Transactions with shareholders</b>                                       |   |             |                 |                           |              |
| Issue of stock options  | -   | -           | 13              | -                         | 13           |
| Dividend  | -   | -           | -194            | -                         | -194         |
| <b>Total transactions with shareholders</b>                                 | <b>-</b>                                  | <b>-</b>    | <b>-181</b>     | <b>-</b>                  | <b>-181</b>  |
| <b>Closing balance as at 31 December 2012</b>                               | <b>409</b>                                | <b>-521</b> | <b>3,924</b>    | <b>24</b>                 | <b>3,836</b> |
| SEK million   | Attributable to the Parent's shareholders |             |                 | Non-controlling interests | Total equity |
|   | Share capital                             | Reserves    | Retained profit |                           |              |
| <b>Opening balance as at 1 January 2013</b>                                 | <b>409</b>                                | <b>-521</b> | <b>3,924</b>    | <b>24</b>                 | <b>3,836</b> |
| Profit for the year   | -   | -           | 732             | 9                         | 741          |
| Other comprehensive income  | -   | -46         | -               | 1                         | -45          |
| <b>Comprehensive income</b>   | <b>-</b>                                  | <b>-46</b>  | <b>732</b>      | <b>10</b>                 | <b>696</b>   |
| <b>Transactions with shareholders</b>                                       |   |             |                 |                           |              |
| New share issue   | 2   | -           | 40              | -                         | 42           |
| Issue of stock options  | -   | -           | 5               | -                         | 5            |
| Dividend  | -   | -           | -215            | -                         | -215         |
| <b>Total transactions with shareholders</b>                                 | <b>2</b>                                  | <b>-</b>    | <b>-170</b>     | <b>-</b>                  | <b>-168</b>  |
| <b>Closing balance as at 31 December 2013</b>                               | <b>411</b>                                | <b>-567</b> | <b>4,486</b>    | <b>34</b>                 | <b>4,364</b> |

<sup>1)</sup> For further information, see Note 20.

# Income Statement – Parent Company

| SEK million                                    | Note       | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------------|-----------------|-----------------|
| Net sales                                      | 26         | 72              | 50              |
| Other operating income                         | 10         | 0               | 5               |
| <b>Total operating income</b>                  |            | <b>72</b>       | <b>55</b>       |
| Other external expenses                        | 5          | -78             | -72             |
| Personnel costs                                | 6, 7, 8, 9 | -57             | -47             |
| Depreciation, amortisation and impairment loss |            | -1              | -1              |
| Other operating expenses                       |            | 0               | 0               |
| <b>Total operating expenses</b>                |            | <b>-136</b>     | <b>-120</b>     |
| <b>Operating profit</b>                        |            | <b>-64</b>      | <b>-65</b>      |
| <b>Profit from financial items</b>             | 11         |                 |                 |
| Profit from interests in Group companies       |            | 1,146           | 185             |
| Interest income and similar items              |            | -               | 156             |
| Interest expenses and similar items            |            | -21             | -156            |
| <b>Net financial items</b>                     |            | <b>1,125</b>    | <b>185</b>      |
| <b>Profit before tax</b>                       |            | <b>1,061</b>    | <b>120</b>      |
| Income tax                                     | 12         | 0               | -4              |
| <b>Profit for the year</b>                     |            | <b>1,061</b>    | <b>116</b>      |

# Statement of Comprehensive Income – Parent Company

| SEK million                                      | Note | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------|-----------------|-----------------|
| Profit for the period                            |      | 1,061           | 116             |
| Other comprehensive income                       |      | -               | -               |
| <b>Total comprehensive income for the period</b> |      | <b>1,061</b>    | <b>116</b>      |

# Balance Sheet – Parent Company

| SEK million                         | Note | 31 Dec 2013  | 31 Dec 2012  |
|-------------------------------------|------|--------------|--------------|
| <b>ASSETS</b>                       |      |              |              |
| <b>Non-current assets</b>           |      |              |              |
| Intangible non-current assets       |      | 0            | 1            |
|                                     |      | <b>0</b>     | <b>1</b>     |
| Property, plant and equipment       |      | 1            | 2            |
|                                     |      | <b>1</b>     | <b>2</b>     |
| Financial non-current assets        |      |              |              |
| Shares in Group companies           | 17   | 2,421        | 4,005        |
| Receivables from Group companies    |      | 3,055        | 3,055        |
|                                     |      | <b>5,476</b> | <b>7,060</b> |
| <b>Total non-current assets</b>     |      | <b>5,477</b> | <b>7,063</b> |
| <b>Current assets</b>               |      |              |              |
| Receivables from Group companies    |      | 141          | 131          |
| Tax assets                          | 12   | 2            | -            |
| Other receivables                   |      | 0            | 2            |
| Prepaid expenses and accrued income |      | 3            | 1            |
| Cash and cash equivalents           |      | -            | -            |
| <b>Total current assets</b>         |      | <b>146</b>   | <b>134</b>   |
| <b>TOTAL ASSETS</b>                 |      | <b>5,623</b> | <b>7,197</b> |

# Balance Sheet – Parent Company (cont.)

| SEK million                         | Note | 31 Dec 2013  | 31 Dec 2012  |
|-------------------------------------|------|--------------|--------------|
| <b>EQUITY</b>                       | 20   |              |              |
| <b>Restricted equity</b>            |      |              |              |
| Share capital                       |      | 411          | 409          |
| Statutory reserve                   |      | 5            | 5            |
|                                     |      | <b>416</b>   | <b>414</b>   |
| <b>Non-restricted equity</b>        |      |              |              |
| Retained profit                     |      | 3,432        | 3,490        |
| Profit for the year                 |      | 1,061        | 116          |
|                                     |      | <b>4,493</b> | <b>3,606</b> |
| <b>Total equity</b>                 |      | <b>4,909</b> | <b>4,020</b> |
| <b>LIABILITIES</b>                  |      |              |              |
| <b>Non-current liabilities</b>      |      |              |              |
| Interest-bearing liabilities        |      |              |              |
| Liabilities to Group companies      |      | -            | 2,500        |
|                                     |      | -            | <b>2,500</b> |
| <b>Current liabilities</b>          |      |              |              |
| Non-interest-bearing liabilities    |      |              |              |
| Accounts payable                    |      | 6            | 3            |
| Income tax liabilities              | 12   | 3            | 4            |
| Liabilities to Group companies      |      | 673          | 636          |
| Other current liabilities           |      | 4            | 5            |
| Accrued expenses and prepaid income | 23   | 28           | 29           |
|                                     |      | <b>714</b>   | <b>677</b>   |
| <b>Total liabilities</b>            |      | <b>714</b>   | <b>3,177</b> |
| <b>TOTAL EQUITY AND LIABILITIES</b> |      | <b>5,623</b> | <b>7,197</b> |
| Pledged assets                      | 24   | -            | -            |
| Contingent liabilities              | 25   | 48           | -            |

# Changes in Shareholders' Equity – Parent Company

| SEK million                                   | Share capital | Statutory reserve | Retained profit | Total equity |
|---|---------------|-------------------|-----------------|--------------|
| <b>Opening balance as at 1 January 2012</b>   | <b>409</b>    | <b>5</b>          | <b>3,684</b>    | <b>4,098</b> |
| Profit for the year                           | -             | -                 | 116             | 116          |
| Other comprehensive income                    | -             | -                 | -               | -            |
| <b>Total comprehensive income</b>             | <b>-</b>      | <b>-</b>          | <b>116</b>      | <b>116</b>   |
| Dividend                                      | -             | -                 | -194            | -194         |
| <b>Closing balance as at 31 December 2012</b> | <b>409</b>    | <b>5</b>          | <b>3,606</b>    | <b>4,020</b> |
| <b>Opening balance as at 1 January 2013</b>   | <b>409</b>    | <b>5</b>          | <b>3,606</b>    | <b>4,020</b> |
| Profit for the year                           | -             | -                 | 1,061           | 1,061        |
| Other comprehensive income                    | -             | -                 | -               | -            |
| New share issue                               | 2             | -                 | 40              | 42           |
| <b>Total comprehensive income</b>             | <b>-</b>      | <b>-</b>          | <b>1,101</b>    | <b>1,103</b> |
| Dividend                                      | -             | -                 | -214            | -214         |
| <b>Closing balance as at 31 December 2013</b> | <b>411</b>    | <b>5</b>          | <b>4,493</b>    | <b>4,909</b> |

Total shares outstanding were 41,121,839 at quota value of SEK 10 per share.

# Cash flow statement – Parent Company

| SEK million  | Note | Jan–Dec<br>2013 | Jan–Dec<br>2012 |
|--|------|-----------------|-----------------|
| <b>OPERATING ACTIVITIES</b>  |      |                 |                 |
| Profit after financial items                                       | 30   | 1,061           | 120             |
| Reversal of amortisation and impairment losses                     |      | 1               | 1               |
| Adjustment for items not included in cash flow                     | 30   | -916            | 0               |
| Income tax paid  |      | -1              | -4              |
| <b>Cash flow from operations before changes to working capital</b> |      | <b>145</b>      | <b>117</b>      |
| <b>Changes in working capital</b>                                  |      |                 |                 |
| Net change in other current receivables                            |      | -12             | -99             |
| Net change in other current operating liabilities                  |      | 3               | -1              |
| <b>Cash flow from operating activities</b>                         |      | <b>136</b>      | <b>17</b>       |
| <b>INVESTING ACTIVITIES</b>  |      |                 |                 |
| Acquisition of property, plant and equipment                       |      | -               | 0               |
| Establishment of subsidiaries                                      |      | -               | -10             |
| Divestment of shares in subsidiaries                               |      | -               | -               |
| <b>Cash flow from investing activities</b>                         |      | <b>-</b>        | <b>-10</b>      |
| <b>FINANCING ACTIVITIES</b>  |      |                 |                 |
| New share issue  |      | 42              | -               |
| Amortisation of loans  |      | 0               | -396            |
| Loans raised from Group companies                                  |      | 37              | 583             |
| Issue of stock options   |      | -               | -               |
| Dividend   |      | -215            | -194            |
| <b>Cash flow from financing activities</b>                         |      | <b>-136</b>     | <b>-7</b>       |
| <b>Cash flow for the year</b>                                      |      | <b>0</b>        | <b>0</b>        |
| Cash and cash equivalents at beginning of year                     |      | 0               | 0               |
| <b>Cash and cash equivalents at year-end</b>                       |      | <b>0</b>        | <b>0</b>        |

**NOTE 1 – GENERAL INFORMATION**

AarhusKarlshamn AB (publ.), corporate identity number 556669-2850, is a Swedish registered limited liability company domiciled in Malmö, Sweden. The shares of the Parent were listed on NASDAQ OMX Stockholm, in the Mid Cap list and under Consumer Commodities. As from 1 January 2014, the shares are traded in the Large Cap list. The head office is located at Jungmansgatan 12, 211 19 Malmö, Sweden.

These consolidated financial statements for 2013 are for the Group consisting of the Parent and all subsidiaries. The Group also has ownership interests in associates and joint ventures. The Board of Directors approved these consolidated financial statements for publication on 31 March 2014.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The principal accounting policies applied in the preparation of these consolidated financial accounts are set out below.

**Basis of presentation of the annual report and consolidated financial statements**

The Group's consolidated financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) as adopted by the International Accounting Standard Board (IASB) and the interpretations issued by the International Financial Reporting Interpretations Committee (IFRIC) as adopted within the EU, the Swedish Annual Accounts Act, and the Swedish Financial Reporting Board's recommendation RFR 1 'Supplementary accounting rules for groups of companies'. The Parent company has prepared its financial statements in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 'Accounting for legal entities'.

The annual and consolidated financial statements have been prepared on a historical cost basis, with the exception of currency, fixed-income and commodity derivative instruments, which are measured at fair value through profit or loss. Preparing these financial statements requires that the Board of Directors and the Company management use certain critical accounting estimates and assumptions. These estimates and assumptions can materially affect the income statement, balance sheet and other information contained herein, including contingent liabilities; see Note 4. Actual outcome can vary from these estimates under different assumptions or circumstances.

**New and changed standards applied by the Group**

The following new standards, changes and interpretations of existing standards have been published and are compulsory for the Group's financial statements for financial years starting 1 January 2013 or later:

**IAS 1 Presentation of Financial Statements**

The most significant change is the requirement for items recognised in "Other comprehensive income" to be presented with a breakdown into two groups. The breakdown is based on whether or not the items may be reclassified to profit or loss (re-classification adjustments). This change does not affect the choice of items to be included in "other comprehensive income".

**IAS 19 Employee benefits**

Past service costs will be recognised immediately. Interest expenses and expected return on plan assets will be replaced by a net interest rate calculated using the discount rate, based on the net surplus or net deficit in the defined benefit plan. The effect on the financial statements is presented in Note 9.

**IFRS 13 Fair value measurement**

The aim of this standard is for fair-value measurement to be more consistent and less complicated by providing an exact definition and a common source under IFRS for fair-value measurement and related disclosure requirements. The standard provides guidance on fair-value measurement for all types of assets and liabilities, both financial and non-financial.

**IAS 36 Impairment of Assets**

A change has been made in IAS 36 Impairment of Assets concerning information on the recoverable amount for non-financial assets. The change removes a requirement for information on the recoverable amount for cash-generating units that had been introduced in IAS 36 in connection with the establishment of IFRS 13. The change is not compulsory for the Group until 1 January 2014.

**New standards and interpretations that have not yet been applied by the Group**

A number of new standards and interpretations enter into force for financial years that start after 1 January 2013 and were not applied when preparing these financial statements. None of these are expected to have any significant effect on the Group's financial statements, except those shown below:

**IFRS 10 Consolidated financial statements** is based on existing principles as it identifies control as the decisive factor in determining whether a company should be included in consolidated financial statements. The standard provides further guidance to help determine control when it is difficult to assess. The Group intends to apply IFRS 10 for the financial year beginning 1 January 2014 and has not yet evaluated its full effect on the financial statements.

**IFRS 11 Joint Arrangements** focuses on the rights and obligations of parties in a joint operation or joint venture rather than on the legal form of the arrangement. There are two types of joint arrangement: joint operations and joint ventures. Joint operations are when one party has a direct right to the assets and obligations for liabilities in a joint arrangement. In such an arrangement, assets, liabilities, income and expenses must be recognised on the basis of the owner's share of them. A joint venture is a

joint arrangement via which the parties that have a joint controlling interest in the arrangement are entitled to the net assets in the arrangement. Joint ventures are recognised using the equity method; the proportional method is no longer permitted.

**IFRS 12 Disclosure of interests in other entities** includes the disclosure requirements for subsidiaries, joint arrangements, associates and non-consolidated structured entities. The Group intends to apply IFRS 12 for the financial year beginning 1 January 2014 and has not yet evaluated its full effect on the financial statements.

#### **IFRS 9 Financial instruments**

IFRS 9 Financial instruments concerns the classification, valuation and recognition of financial assets and liabilities. IFRS 9 was published in November 2010 for financial assets and in October 2011 for financial liabilities and replaces the parts of IAS 39 that are related to the recognition and measurement of financial instruments. IFRS 9 states that financial assets must be classified in two different categories: fair-value measurement or amortised cost measurement. Assets are classified when they are first recognised, based on the company's business model and characteristics of contractual cash flows. For financial liabilities, there are no major changes compared with IAS 39. The biggest changes concerns liabilities that are identified at fair value. In this case, the part of the change in fair value that is attributable to own credit risk must be recognised in other comprehensive income instead of profit, unless this results in an accounting mismatch.

**IFRIC 21 Levies** explains the recognition of an obligation to pay a tax or duty that is not income tax. The interpretation explains what the obligating event that triggers the obligation to pay tax or duty is and when a liability must therefore be recognised. The Group is not currently subject to any significant taxes or duties that are not income tax and therefore this interpretation has no significant impact on the Group.

No other of the IFRS or IFRIC interpretations that have not yet entered into force are expected to have any significant impact on the Group.

### **Consolidated financial statements**

#### **Subsidiaries**

The consolidated financial statements cover AarhusKarlshamn AB and all its subsidiaries. Such subsidiaries are all companies in which the Group exercises a controlling influence in determining financial and operational strategies to the extent usually associated with a shareholding of more than 50% of the voting rights. Subsidiaries are consolidated as of the date of acquisition (the date when the controlling influence is transferred to the Group) and to the date of disposal (date when the controlling influence terminates).

#### **Purchase method**

The acquisition of subsidiaries is recognised using the purchase method of accounting. The cost of acquisition is measured as the fair value of the assets provided as consideration, liabilities incurred and shares issued by the Group. Transaction costs relating to acquisitions are expensed as they are incurred. Identifiable assets acquired and liabilities and obligations assumed in an acquisition are measured initially at fair value at the acquisition date. For each acquisition, the Group determines whether all non-controlling interests in the acquired companies are to be recognised at fair value or according to the proportional share of the acquired company's net assets. The excess of the purchase price, any non-controlling interests and the fair value of previous shareholdings at the acquisition date over the fair value of the Group's interest in identifiable net assets is recognised as goodwill. If this amount is less than the fair value for the acquired subsidiary's assets, the difference is recognised directly in the statement of comprehensive income.

All intra-group transactions, balances and unrealised gains on transactions are eliminated, unless the transaction provides evidence of impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### **Transactions with holders of non-controlling interests**

The Group handles transactions with holders of non-controlling interests in the same ways as transactions with the Group's shareholders. In the event of acquisitions from holders of non-controlling interests, the company recognises the difference between the purchase price paid and the actual acquired portion of the carrying amount of the subsidiary's net assets in equity. Gains and losses on disposals to holders of non-controlling interests are also recognised in equity.

When the Group no longer holds a controlling or significant influence, each shareholding is remeasured at fair value and the change in the carrying amount is recognised in the income statement. Fair value is used as the primary carrying amount and forms the basis for ongoing recognition of the remaining ownership interest as an associate company, joint venture or financial asset. All amounts relating to divested units previously recognised under "Other comprehensive income" are recognised as though the Group had directly disposed of the respective assets or liabilities. This can result in amounts previously recognised in "Other comprehensive income" being reclassified as earnings.

If the equity interest in an associate is reduced but significant influence still remains, where relevant only a proportional share of the amounts previously recognised in "Other comprehensive income" is recognised as earnings.

#### **Associated companies**

Associates are those companies where the Group has significant influence, but not a controlling influence over operational and financial management, usually through an ownership interest of between 20 percent and 50 percent of the voting rights. As of the date at which the significant influence is acquired, investments in associated companies are recognised in the consolidated financial statements using the equity method. The equity method means that the value of the shares in the associated companies recognised for the Group corresponds to the Group's interest in the equity of the associates plus Group-related goodwill and any residual values of Group-related surplus or shortfall in value. The consolidated income statement reports the Group's share of profit of associated companies, adjusted for any amortisation, impairment or dissolution of acquired surplus or shortfall values, as other financial revenue. Dividends received from associated companies reduce the carrying amount of the investment.

The equity method is used until significant influence ceases.

## **Foreign currency translation of foreign subsidiaries' financial statements**

### **Functional and presentation currency**

Items included in the financial statements of each of the Group's subsidiaries are measured using the currency of the primary economic environment in which they operate (functional currency). The consolidated financial statements are presented in Swedish krona which is the Parent's functional and presentation currency. Exchange rate differences that arise in translation of Group companies are recognised as a separate item in comprehensive income.

### **Transactions and balance sheet items**

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing on the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at the closing rate are recognised as of the end of the reporting period in the income statement.

### **Group companies**

The results and financial position of foreign subsidiaries (none of which has the currency of a hyperinflationary economy) that have a functional currency other than the presentation currency are translated into the Group's presentation currency as follows:

- ◆ Assets and liabilities are translated at the closing day rate.
- ◆ Income and expenses are translated at average exchange rates.
- ◆ All exchange rate differences are charged directly to comprehensive income and are recognised as a separate item. When a foreign subsidiary is sold, any exchange differences are recognised in the income statement as part of the gain or loss on the sale.

Goodwill and fair value adjustments arising in the acquisition of foreign operations are treated as assets and liabilities of the entity and translated at the closing day rate.

### **Exchange rates**

The following rates were used to translate currency:

| <b>Currency</b> | <b>Average rate</b> | <b>Closing rate</b> |
|-----------------|---------------------|---------------------|
| EUR             | 8.66                | 8.86                |
| DKK             | 1.16                | 1.19                |
| GBP             | 10.23               | 10.65               |
| LKR             | 0.05                | 0.05                |
| MXN             | 0.51                | 0.49                |
| USD             | 6.52                | 6.43                |

### **Segment reporting**

An operating segment is the part of the group that conducts business operations from which it may generate revenue and incur expenses for which discrete financial information is available. The operating results of an operating segment are followed up by the group's chief operating decision-maker in order to evaluate its performance and allocate resources to the operating segment. The Group's operations are divided up into operating segments based on which parts of the operations the group's chief operating decision-maker monitors, that is, according to the management approach. AAK's business operations are organised in such a way that the group's highest executive decision-maker, that is the CEO, monitors earnings, returns and cash flows generated by the Group's various products. Each operating segment has a manager who is responsible for day-to-day operations and who regularly reports to the CEO on the outcome of the operating segment's performance and its resource requirements. Where the CEO monitors profit/loss and determines resource allocations based on the product that the Group produces and sells, these constitute the Group's operating segments.

The Group's operations are organically divided into business segments based on product. The marketing organisation also reflects this structure. Segment reporting is submitted in accordance with IFRS 8 for the Group only. For each segment, the results, assets and liabilities directly attributable to or items that can reliably be attributed to the segment are included in that segment. Items not attributable in this way include interest and dividend revenues, gains and losses from the sale of financial investments, interest expenses, and tax expenses. Assets and liabilities not attributed to a segment include tax assets and tax liabilities, financial investments and financial liabilities.

### **Revenue recognition**

Revenue comprises the fair value of goods sold excluding VAT and discounts after eliminating intra-group sales. Sales are recognised on delivery of the goods, after customer acceptance and after the receivable can reasonably be deemed safe. Interest income is recognised allocated over the maturity of the security using the effective interest method. Insurance compensation is recognised as revenue when the amount can be measured in a reliable way and it is probable that the revenue will flow to the Group.

### **Employee benefits**

#### **a) Pension liabilities**

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate legal entity. The group has no legal or constructive obligations to pay further contributions if this legal entity does not hold sufficient assets to pay all employee benefits relating to employee service in the current or prior periods. A defined benefit pension plan is a pension plan that is not a defined contribution plan.

The characteristic feature of a defined benefit plan is that it defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and remuneration.

The liability recognised in the balance sheet in respect of defined benefit pension plans is the present value of the defined benefit obligation at the end of the reporting period less the fair value of plan assets. The defined benefit obligation is calculated

annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash flows using interest rates of high-quality corporate bonds that are denominated in the same currency in which the benefits will be paid, and that have terms of maturity approximating the terms in the related pension commitment.

Actuarial gains and losses as a result of experience-based adjustments and changes in actuarial assumptions are recognised in other comprehensive income in the period in which they arise.

Past-service costs are recognised immediately in the income statement.

#### *b) Termination benefits*

Employees receive compensation on termination before normal retirement age or when they voluntarily accept termination in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to either terminating the employment of current employees according to a detailed, formal plan without possibility of withdrawal; or providing termination benefits as a result of an offer made to encourage voluntary redundancy.

#### *c) Variable remuneration*

Annual variable remuneration is based on meeting set targets determined on an annual basis. These targets are related to the performance of the Company. The Group recognises costs as and when earnings occur.

#### **Share-related remuneration**

The Group has introduced an incentive programme for senior managers and key personnel within the Group. The company assesses that the incentive programme should be treated under IAS 32 as it is not covered by the regulations in IFRS 2. In making this assessment, the company has taken account of the fact that options have not been issued as market-based remuneration and that the programme lacks conditions for repurchase by the company upon termination of employment or that the options may only be used if the holder is still employed by the company.

#### **Leasing**

Leasing is classified as operating leasing when the risks and benefits of ownership are retained by the lessor. All leasing agreements within the Group are classified as operating leases. Operating lease payments are recognised in the income statement on a straight-line basis over the period of the lease.

#### **Product development**

Product development work is an integral part of production relating to process improvement measures that is expensed on a continuous basis as a part of the product cost as it arises. Research and development expenses are those related to work whose purpose is primarily to optimise the attributes and function of oils and speciality fats, either for the finished product in which these oils and fats are ingredients or to improve the efficiency of the production process of the finished product.

#### **Impairment of non-financial assets**

Assets with indefinite useful lives are tested for impairment annually rather than being amortised. All assets are assessed in terms of impairment whenever events or changes in circumstances indicate that an asset's carrying amount exceeds its recoverable amount. Impairment reflects the excess of an asset's carrying amount over its recoverable amount. The recoverable amount is either the asset's fair value less any selling costs or its value in use, whichever is greater. For the purposes of assessment, assets are grouped on the basis of the lowest level at which there are separate identifiable cash flows (cash-generating units). Assets, other than financial assets and goodwill, for which impairment loss was previously recognised, are tested at the end of every reporting period to ascertain whether any reversal should be made.

#### **Intangible assets**

##### *Goodwill*

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary on the date of acquisition. Goodwill on acquisitions of subsidiaries is included in intangible assets. Goodwill recognised separately is allocated to cash-generating units for the purpose of annual impairment testing. Goodwill is allocated to the cash-generating units that are expected to benefit from the acquisition. Goodwill is recognised at cost less accumulated impairment losses. Gains and losses on the disposal of an entity include the remaining carrying amount of goodwill relating to the entity sold.

When acquiring operations where cost is less than the net value of the acquired assets, borrowings, and any contingent liabilities, the difference is recognised directly in the income statement.

##### *Other intangible assets*

Other intangible assets include such assets as capitalised expenditure on IT, patents and trademarks. These assets have a defined useful life and are carried at cost less accumulated amortisation and impairment losses. The cost associated with maintaining an intangible asset is recognised as part of the carrying value or as a separate asset only when it is probable that the future economic benefit associated with the asset will flow to the Group and the cost of the asset can be reliably measured. Other expenditures are expensed as they arise. Other intangible assets are amortised using the straight-line method over their estimated useful lives, normally 5 to 10 years.

#### **Property, plant and equipment**

Land and buildings comprise mainly factory buildings and offices. All property, plant and equipment is carried at cost, less accumulated depreciation. Acquisition cost includes expenditure that is directly attributable to the acquisition of an asset.

Subsequent costs are included in the asset's carrying amount or are recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the assets will flow to the Group and the cost of the asset can be measured reliably. All other repairs and maintenance are expensed in the financial period in which they arise.

Land is not depreciated. Depreciation of other property, plant and equipment is allocated on a straight-line basis over the estimated useful lives of the assets to reduce their cost to residual values. Depreciation periods of between 3 and 15 years

are used for plant and machinery, equipment, tools, fixtures and fittings. Industrial buildings and research laboratories are depreciated over 20 and 25 years, respectively, and office buildings over 50 years. When an asset's carrying amount may not be recoverable, the asset is immediately impaired to its recoverable amount.

Assets' residual value and useful life are reviewed at the end of every reporting period and adjusted as required. Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These are included in the income statement.

### ***Inventories***

Inventories are stated at cost or net selling price, whichever is lowest. Cost is calculated using the first-in-first-out principle (FIFO) or weighted average prices. The nature and area of use of the product determines the method used. The cost of finished goods and work in progress includes direct material costs, direct labour and other direct manufacturing costs and a reasonable allocation of indirect manufacturing expenses based on normal production capacity, excluding borrowing costs. Net selling price is the estimated sale price in the ordinary course of business, less costs of completion and applicable variable costs to sell.

### ***Financial income and expenses***

Financial income consists of interest income on funds invested (including, where applicable, financial assets available for sale), dividend income, gains on the sale of financial assets available for sale, and gains on hedging instruments recognised in profit or loss. Dividend income is recognised when the right to receive payment has been established. Results from the sale of financial instruments are recognised when the risks and benefits associated with ownership of the instruments have been transferred to the buyer and the Group no longer has control of the instrument. Financial expenses consist of interest expenses on loans, the effect of the resolution of present value calculations for provisions, impairment of financial assets and those losses on hedging instruments recognised in profit or loss. Borrowing expenses are recognised in profit or loss, except where they are directly attributable to the acquisition, construction or production of assets that take considerable time to complete for their intended use or sale, in which case they are included in the cost of those assets. Exchange gains and losses are recognised net.

### ***Financial instruments***

The Group classifies its financial assets in the following categories: financial assets measured at fair value in profit or loss, loan receivables and accounts receivable, and financial assets available for sale. The classification is dependent on the purpose for which the financial asset was acquired. Management establishes the classification of financial assets at initial recognition.

#### ***(a) Financial assets recognised at fair value through profit or loss***

Financial assets recognised at fair value through profit or loss are financial assets held for trading. A financial asset is classified under this category if it is acquired for the primary purpose of being sold shortly thereafter. Derivatives are classified as being held for trading unless they are designated as hedges. Assets in this category are classified as current assets if they are expected to be settled within 12 months, otherwise they are classified as non-current assets.

#### ***(b) Loan receivables and accounts receivable***

Loan receivables and accounts receivable are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These are included in current assets, with the exception of items with a maturity of more than 12 months after the end of the reporting period, which are classified as non-current assets. The Group's loan receivables and accounts receivables consist of accounts receivables and other receivables, as well as cash and cash equivalents in the balance sheet.

#### ***(c) Financial assets available for sale***

Financial assets available for sale are assets that are not derivatives where the assets are identified as being able to be sold or have not been classified in one of the other categories. These are included in non-current assets unless the investments matures or management intends to dispose of it within 12 months of the end of the reporting period.

A financial asset or financial liability is recognised in the balance sheet when the Company enters a contract for the instrument (i.e. on the relevant business day).

A financial liability is recognised when the counterparty has performed and a contractual duty to pay arises, even if no invoice is received.

A financial asset is derecognised when the rights to cash flow in the contract mature or the rights are transferred in a transaction that transfers essentially all risks and remunerations from ownership to the assets transferred. This also applies to parts of financial assets.

A financial liability is removed from the balance sheet when the duty in the contract is performed or otherwise extinguished. This also applies to parts of financial liabilities. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted on an active market. They arise when the Group provides money, goods or services directly to a debtor (usually a customer) with no intention of trading the receivable. These are recorded as current assets when the maturity is less than 12 months from the transaction date. Loans and receivables are recognised in "Accounts receivables" and "Other receivables" in the balance sheet.

Loan receivables and accounts receivables are recognised after the acquisition date at amortised cost using the effective interest rate method. Financial instruments are initially recognised at fair value plus transaction costs, which applies to all financial assets that are not recognised at fair value through profit or loss, for which attributable transaction costs are instead recognised in the income statement.

Hedging of fair value or a change in fair value of the hedging instrument is recognised on the same line of the income statement as the change in fair value of the hedged risk. Gain or loss attributable to the ineffective portion is recognised with immediate effect in profit or loss in "Raw materials and consumables and changes in inventory".

The gain or loss attributable to the ineffective portion is recognised with immediate effect in the income statement item "Net financial items".

## **Derivatives**

Derivative instruments are recognised in the balance sheet on the date of contract and at fair value, both initially and upon subsequent revaluation. The method of recognising gain or loss arising from revaluation depends on whether the derivative is identified as a hedging instrument, and, in such event, the nature of the item being hedged. The Group identifies certain derivatives as either:

- (a) hedging of fair value regarding a recognised asset or liability or a firm commitment (fair-value hedging),
- (b) hedging of a particular risk associated with a recognised asset or liability or a highly probable forecast transaction (cash flow hedging).

When the transaction is undertaken, the Group documents the relationship between the hedging instrument and the hedged item, as well as the hedge's role in the Group's risk management objectives and strategy. The Group also documents its assessment, both when it enters into hedging contracts and on an ongoing basis, as to whether the derivative instruments used in hedging transactions are effective in terms of counteracting changes in fair value or cash flow that are attributable to the hedged items.

The Company's derivative instruments consist of OTC or "over-the-counter" derivatives concluded with financial counterparties, listed standardised derivatives and sales and purchase contracts that do not meet the exemption criteria for being recognised as a derivative (that is, that are not deemed to be for own use). According to IAS 39, only contracts not designed for physical delivery may be measured at market price. AAK's business model permits (enables) the net settlement of purchase and sales contracts entered into for physical delivery. Derivatives that are not used as hedging instruments for which hedge accounting is applied are recognised at fair value in the income statement.

## **Hedge accounting**

### *Hedging of fair value*

Derivatives used as hedging instruments for fair value hedging are recognised in profit or loss. The hedged item is adjusted to reflect the change in fair value with regard to the risk that is hedged; the profit or loss relating to the hedged risk is recognised in profit or loss with an adjustment of the recognised value of the hedged item. The change in the fair value of the hedging instrument is recognised on the same line of the income statement as the change in fair value of the hedged risk. The gain or loss attributable to the ineffective portion is recognised with immediate effect in profit or loss.

### *Cash flow hedges*

The effective portion of changes in fair value in a derivative instrument, identified as a cash flow hedge and that fulfils the conditions for hedge accounting, is recognised in other comprehensive income. The gain or loss attributable to the ineffective part is recognised with immediate effect in the income statement. item "Other financial items".

Amounts in equity are reversed to the income statement. for those periods during which the hedged item affects profit or loss (e.g. when the forecast sale that is hedged takes place). The gain or loss that is attributable to the effective portion of an interest rate swap that hedges variable-rate borrowing is recognised in the income statement. item "Financial expenses". The gain or loss attributable to the ineffective portion is recognised in the income statement item "Other financial items". If a hedge of a forecast transaction subsequently leads to the recognition of a non-financial asset (e.g. inventory or property, plant and equipment), the gains and losses previously recognised in equity are transferred from equity and included in the initial cost of the asset. Such transferred amounts will later be recognised in "Cost of goods sold" where they relate to inventory or in "Depreciation" where they relate to non-current assets.

When a hedging instrument matures or is sold, or when the hedge no longer qualifies for hedge accounting and accumulated gains or losses relating to the hedge are booked in equity, these gains/losses remain in equity and are recognised in profit or loss when the forecast transaction is ultimately recognised in the income statement. When a forecast transaction is no longer expected to take place, the accumulated profit or loss recognised in equity is immediately transferred to the "Other operating income" item in the income statement.

## **Determining fair value**

The fair value of instruments that do not have listed prices is determined using valuation techniques such as discounted cash flow models, in which all assessed and determined cash flows are discounted using a zero coupon yield curve.

The fair value of derivatives is determined using valuation techniques. The valuation is based on models that discount cash flows using forward curves for underlying variables such as raw materials and exchange rates. The assessed and determined cash flows are discounted by a zero coupon interest rate curve.

## **Accounts receivables**

Accounts receivables are recognised initially at fair value and thereafter at amortised cost using the effective interest method, less provisions for impairment. Provision for impairment of accounts receivables is recognised when there is objective evidence that the Group will not receive all the cash flow due according to the original amounts of the receivables. Provisions are measured as the difference between the assets' carrying amount and the present value of future cash flows discounted at the financial asset's original effective interest rate. Such provisions are recognised in the income statement as "Other external expenses".

## **Share capital**

Ordinary shares are classified as share capital. Transaction expenses that are directly attributable to new share issues or options are recognised, net of tax, in equity as a deduction from the proceeds.

## **Liabilities to banks and credit institutions**

Borrowings are initially recognised at fair value, net of transaction costs. Borrowings are subsequently stated at amortised cost and any difference between proceeds (net of transaction costs) and redemption value is recognised in the income statement, allocated over the period of the borrowing using the effective interest method.

**Accounts payables**

Accounts payables are initially recognised at fair value and subsequently at amortised cost using the effective interest method.

**Provisions**

Provisions are recognised in the balance sheet when the Group has a present legal or constructive obligation as a result of past events, and it is more likely than not that an outflow of resources will be required to settle the obligations and the amount can be estimated reliably. No provisions are made for future operating losses. If the effect of when in time payment is made is significant, provisions are calculated through discounting the expected future cash flow at an interest rate before tax that reflects current market assessments of the time value of money and, if applicable, the risks associated with the debt.

A provision for restructuring is recognised when the Group has adopted a comprehensive and formal restructuring plan, and the restructuring has either been started or published.

**Income tax**

Tax expenses for the period comprise both current tax due and deferred income tax. Tax is recognised in the income statement, apart from when tax is attributable to items recognised in other comprehensive income or directly in equity. In such cases, tax is also recognised in other comprehensive income. Income tax is determined using the tax rules that have been enacted or announced by the balance sheet date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled. Tax expenses stated include both current tax due and deferred income tax.

Deferred tax is provided in full, using the liability method, on all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the balance sheet. The principal temporary differences arise from depreciation of property, plant and equipment, provisions for pensions and other post-retirement benefits and tax losses carried forward. The tax rates enacted in each country are used in determining deferred income tax.

Deferred income tax assets for tax-deductible temporary differences and loss carry-forwards are recognised only to the extent it is likely that it will be possible to utilise these items. The value of deferred tax assets is derecognised when it is no longer deemed likely that they can be utilised.

Deferred income tax assets are recognised on temporary differences arising from investments in subsidiaries, except where the timing of the reversal of the temporary differences is controlled by the Group and it is probable that the difference will not be reversed in the foreseeable future.

**Cash and cash equivalents**

Cash equivalents comprise balances with less than three months' maturity, including cash, bank deposits and other current securities.

**Cash flow statement**

Payments in and out have been divided up into three categories: operating activities, investing activities and financing activities. The indirect method is used for flows from operating activities.

The changes during the year in operating assets and operating liabilities have been adjusted for the effects of changes in exchange rates. Acquisitions and disposals are recognised under investing activities. The assets and liabilities that acquired and divested companies had at the time of the change are not included in the analysis of the changes in operating capital, nor in changes to balance sheet items recognised under investing and financing activities.

**Earnings per share**

The calculation of earnings per share is based on the consolidated profit attributable to the Parent's shareholders and the weighted average number of shares outstanding during the year.

When determining earnings per share after dilution, a company must base its calculations on the company's shares and stock options which could result in dilution being exercised. Compensation from these instruments will be deemed to have been received from the issuing of ordinary shares at the average market price for ordinary shares during the period. The difference between the number of issued ordinary shares and the number of ordinary shares that should have been issued at the average market price for ordinary shares during the period shall be treated as an issue of ordinary shares without consideration. According to paragraph 47 of IAS 33, options and stock options only have a dilutive effect when the average market price for ordinary shares during the period exceeds the exercise price for options or stock options.

**Transfer pricing**

Pricing between Group companies is carried out on market terms.

**Dividend**

The dividend to shareholders in the Parent is recognised as a liability in the consolidated financial statements in the period when the dividend was approved by the shareholders.

**Accounting policies – Parent**

The Parent company has prepared its financial statements in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2 'Accounting for legal entities'. No differences with the Group's accounting policies have been identified.

**Financial risk management**

The AAK Group's operations expose it to various financial risks, including market price risks (on raw materials, currencies and interest rates), liquidity risk and credit risk. Since our products are sold throughout the world, our sales revenues are exposed to market fluctuations in the exchange rates of the currencies involved. Moreover, the Group buys its raw materials on international markets, so its cost of raw materials is exposed to market fluctuations in both the price of the raw materials and the exchange rates of the currencies involved.

Exposure to such significant financial risks makes managing these risks a significant factor in successful operations. We believe that we are largely successful in managing risks owing to the policies and procedures established for the Group.

The Group's management of price risk and other risks related to purchasing of raw materials is regulated by AAK's policy and principles on the management of market risk for raw materials, while currency risks and other financial risks are regulated by AAK's financial policy and principles. Policies and principles are established by AAK's Board of Directors, which also monitors, evaluates and updates these policies and principles annually.

**Raw material price risks**

The Group's annual costs for raw materials are two-thirds of the sales value of the finished products. AAK hedges both operational raw material price risk and the underlying operational currency risk when sales agreements are signed with customers.

Raw material prices fluctuate, so the Group has assigned a high priority to raw material procurement and to managing this exposure. Raw material procurement is managed by the Group procurement organisation, which continually monitors and controls raw material market exposure for the Group. However, to maintain an effective organisation, the Group's procurement organisation is permitted to take limited price risks within the framework of our trading policy established by the Board of Directors. Since these raw material positions are managed appropriately, AAK's profitability is affected only marginally by price changes. The effect on total sales and requirements for working capital is, however, significantly larger.

Hedge contracts are used to hedge raw material price risk. We hedge inventory and sales contracts using standard commodity futures traded on commodity exchanges, or using OTC hedge contracts or physical purchase contracts.

Exotic raw materials (of which shea is by far the most important) must be sourced when they are available right after the harvest season. No efficient hedge market exists for exotic raw materials. Therefore the Group is typically left with a significant unhedged volume of exotic raw materials in the months following the harvest season. The Group endeavours to limit this exposure by entering into new exotic-raw-material-based sales contracts during the months in which the exotic raw materials are sourced.

AAK uses fair-value hedge accounting on stocks of oils and fats.

**Exposure to raw material price risk 31 December 2013**

| (Thousand tons) | Inventory | Sales contracts | Purchase contracts | Net exposure |
|-----------------|-----------|-----------------|--------------------|--------------|
| Oils and fats   | 206       | -812            | 609                | 3            |

**Exposure to raw material price risk 31 December 2012**

| (Thousand tons) | Inventory | Sales contracts | Purchase contracts | Net exposure |
|-----------------|-----------|-----------------|--------------------|--------------|
| Oils and fats   | 191       | -937            | 749                | 3            |

**Sensitivity analysis – raw materials (excluding exotic raw materials)**

With the stocks and commercial contracts hedged by raw material hedge contracts, leaving a very limited net exposure, changes in raw material prices have no significant effect on the Group's profit margin. A 10 percent change in all raw material prices would therefore have a negligible effect on Group operating profit, even though the annual effect on net sales is ± SEK 1,250 million (1,250) and ± SEK 200 million (250) on working capital.

**Gross contribution for rapeseed**

As explained above, our policies and procedures for risk management in general imply that our profit margin is not affected by changes in raw material prices. However, AAK cannot eliminate its exposure to market price fluctuations in relation to rapeseed crushing. The crushing margin (oil plus meal value less seed price) can therefore vary significantly over time and can thereby directly affect profitability within the Technical Products & Feed business area.

**Exposure to foreign currency**

A significant portion of the Group's buying and selling of raw materials is denominated in foreign currency. Moreover, most of the Group's operational subsidiaries are located outside Sweden. Changes in exchange rates therefore affect AAK in several ways:

- ◆ Sales contracts and raw material contracts in foreign currency give rise to transaction risk.
- ◆ Profits for our foreign subsidiaries are affected by changes in currency rates, when they are translated to SEK.
- ◆ The Group's equity is affected when equity in our foreign subsidiaries is translated to SEK.

AAK hedges all its currency transaction risks. Gross contribution on all sales contracts is therefore hedged in the local currency of the subsidiaries that have entered into such sales contracts.

Exchange rate risk related to translating equity and profit/loss in our foreign subsidiaries to SEK is not hedged.

## Exposure to transaction risk, 31 December 2013

| SEK million  | Assets       | Liabilities   | Sales contracts | Purchase contracts | Currency contracts |              | Net exposure |
|--------------|--------------|---------------|-----------------|--------------------|--------------------|--------------|--------------|
|              |              |               |                 |                    | Sold               | Bought       |              |
| USD          | 1,967        | -3,146        | 2,322           | -1,909             | -919               | 1,690        | 5            |
| EUR          | 1,434        | -1,462        | 1,867           | -936               | -1,023             | 120          | 0            |
| Other        | 352          | -328          | 696             | -168               | -3,159             | 2,651        | 44           |
| <b>Total</b> | <b>3,753</b> | <b>-4,936</b> | <b>4,885</b>    | <b>-3,013</b>      | <b>5,101</b>       | <b>4,461</b> | <b>49</b>    |

## Exposure to transaction risk, 31 December 2012

| SEK million  | Assets       | Liabilities   | Sales contracts | Purchase contracts | Currency contracts |              | Net exposure |
|--------------|--------------|---------------|-----------------|--------------------|--------------------|--------------|--------------|
|              |              |               |                 |                    | Sold               | Bought       |              |
| USD          | 2,250        | -2,007        | 1,756           | -2,667             | -598               | 1,216        | -50          |
| EUR          | 898          | -502          | 2,524           | -1,592             | -1,643             | 322          | 7            |
| Other        | 367          | -243          | 614             | -139               | -2,047             | 1,503        | 55           |
| <b>Total</b> | <b>3,515</b> | <b>-2,752</b> | <b>4,894</b>    | <b>-4,398</b>      | <b>-4,288</b>      | <b>3,041</b> | <b>12</b>    |

### Sensitivity analysis – Currency

With all foreign currency transaction risk hedged by currency hedge contracts, leaving a very limited net exposure, changes in foreign currencies will have an insignificant effect on each subsidiary's profit margin. However, changes in foreign currencies relative to SEK do affect Group profit when the profit of each foreign subsidiary is translated into SEK. A 10 percent change in the exchange rates of all foreign currencies relative to SEK would have an effect of ± SEK 80 million (70) on Group operating profit. Furthermore, a 10 percent change in the exchange rates of all foreign currencies relative to SEK would affect Group net sales by SEK 1,100 million (900) and Group net working capital by SEK 200 million (200).

### Interest rate risk

AAK's policy on interest rate risk management is to minimise volatility in cash flow and net profit caused by fluctuations in interest rates. This is accomplished when the Group's net interest-bearing debt is floating rate. However, during abnormal market conditions – e.g. a financial crisis – short-term interest rates can rise to extreme levels. In order to protect the Group's interest costs against such abnormal scenarios, the interest rate on part of the Group's net interest-bearing debt can be fixed or capped.

At the 2013 year end, the Group's net interest-bearing debt amounted to SEK 2,255 million (2,521). This included debt of SEK 1,800 million which has been swapped into fixed-rate loans with an average maturity of three years.

AAK has applied cash flow hedging with interest rate swaps since 1 October 2011.

### Effective interest rate on debt to banks and credit institutions at balance sheet date

|             | SEK  | DKK  | GBP  | USD  | CNY  | TRY  |
|-------------|------|------|------|------|------|------|
| <b>2013</b> | 1.85 | 1.14 | 1.48 | 1.17 | 5.88 | 9.75 |
| <b>2012</b> | 2.44 | 1.36 | 1.64 | 1.36 | 6.72 | -    |

### Sensitivity analysis – Interest rates

At the closing date, the Group had a floating-rate-based net debt of SEK 455 million (721). A 1 percent change in interest rates would therefore have a full-year effect of SEK 5 million (7) on the Group's interest costs before tax.

### Loans and capital structure

AAK's policy on capital structure is to maximise debt financing, though not to a level that would threaten the Company's position as an investment grade company.

| AAK's target key ratios are as follows: | Target | 2013 | 2012 |
|---|--------|------|------|
| 1. Net interest-bearing debt/EBITDA     | < 3.0  | 1.5  | 1.8  |
| 2. EBITDA/interest cost                 | > 5.0  | 19.4 | 14.6 |
| 3. Net interest-bearing debt/equity     | < 1.25 | 0.52 | 0.65 |

These target ratios are considered to be relatively conservative and will help to ensure that AAK will be able to maintain its high credit rating.

The Group's policy is to allocate total net borrowings per subsidiary relative to each subsidiary's share of the Group's free cash flow. This minimises the currency risk in relation to the Group's ability to pay interest on and amortise its borrowings, which in turn strengthens the Group's debt capacity.

### Total borrowing reported in the balance sheet, per currency at balance sheet date

| SEK million  | 2013         | 2012         |
|--------------|--------------|--------------|
| SEK          | 1,054        | 714          |
| DKK          | 572          | 615          |
| EUR          | 41           | -            |
| GBP          | 93           | 171          |
| MXN          | -            | 121          |
| USD          | 453          | 1,221        |
| CNY          | 36           | -            |
| TRY          | 117          | -            |
| <b>Total</b> | <b>2,366</b> | <b>2,842</b> |

## Liquidity risk

Liquidity risk concerns the Group's ability to meet its financial commitments as they fall due.

The table below shows all of the Group's financial commitments, listed by the earliest contractual maturity date at the balance sheet date. All liabilities to banks and credit institutions are based on variable interest rates, which means the year-end carrying value reflects the present value of these liabilities. All liabilities in foreign currency are translated into SEK at year-end closing rates.

### Disclosure of financial liabilities by maturity date, 31 December 2013

|  | Total amount | Less than 1 year | Between 1 and 2 years | Between 2 and 5 years | Over 5 years |
|--|--------------|------------------|-----------------------|-----------------------|--------------|
| <b>Non-current liabilities</b>                           |              |                  |                       |                       |              |
| <i>Financial liabilities</i>                             |              |                  |                       |                       |              |
| Liabilities to banks and credit institutions             | 2,289        | -                | 27                    | 1,856                 | 406          |
| Pension liabilities                                      | 121          | -                | -                     | -                     | 121          |
| Other non-current liabilities                            | 16           | -                | -                     | -                     | 16           |
| <b>Total non-current liabilities</b>                     | <b>2,426</b> | <b>-</b>         | <b>27</b>             | <b>1,856</b>          | <b>543</b>   |
| Interest on liabilities to banks and credit institutions | 403          | 69               | 69                    | 204                   | 61           |
| <b>Total non-current liabilities and interest</b>        | <b>2,829</b> | <b>69</b>        | <b>96</b>             | <b>2,060</b>          | <b>604</b>   |
| <b>Current liabilities</b>                               |              |                  |                       |                       |              |
| <i>Financial liabilities</i>                             |              |                  |                       |                       |              |
| Liabilities to banks and credit institutions             | 77           | 77               | -                     | -                     | -            |
| Accounts payables  | 1,727        | 1,727            | -                     | -                     | -            |
| Derivative financial instruments                         | 260          | 260              | -                     | -                     | -            |
| Accrued expenses   | 524          | 524              | -                     | -                     | -            |
| Other current liabilities                                | 135          | 135              | -                     | -                     | -            |
| <b>Total current liabilities</b>                         | <b>2,723</b> | <b>2,723</b>     | <b>-</b>              | <b>-</b>              | <b>-</b>     |
| Interest on liabilities to banks and credit institutions | 2            | 2                | -                     | -                     | -            |
| <b>Total current liabilities and interest</b>            | <b>2,725</b> | <b>2,725</b>     | <b>-</b>              | <b>-</b>              | <b>-</b>     |

Future payments for derivative instruments amount to SEK 9,001 million and future receipts amount to SEK 11,703 million.

### Unused credit facilities available to the Group at the 2013 year end

|                          | Total amount | Less than 1 year | Between 1-2 years | Between 2 and 5 years | More than 5 years |
|--------------------------|--------------|------------------|-------------------|-----------------------|-------------------|
| Unused credit facilities | 2,349        | 6                | -                 | 2,343                 | -                 |

### Disclosure of financial liabilities by maturity date, 31 December 2012

|  | Total amount | Less than 1 year | Between 1 and 2 years | Between 2 and 5 years | Over 5 years |
|--|--------------|------------------|-----------------------|-----------------------|--------------|
| <b>Non-current liabilities</b>                           |              |                  |                       |                       |              |
| <i>Financial liabilities</i>                             |              |                  |                       |                       |              |
| Liabilities to banks and credit institutions             | 2,774        | -                | 61                    | 2,375                 | 338          |
| Other non-current liabilities                            | 19           | -                | -                     | -                     | 19           |
| <b>Total non-current liabilities</b>                     | <b>2,793</b> | <b>-</b>         | <b>61</b>             | <b>2,375</b>          | <b>357</b>   |
| Interest on liabilities to banks and credit institutions | 488          | 83               | 97                    | 249                   | 59           |
| <b>Total non-current liabilities and interest</b>        | <b>3,281</b> | <b>83</b>        | <b>158</b>            | <b>2,624</b>          | <b>416</b>   |
| <b>Current liabilities</b>                               |              |                  |                       |                       |              |
| <i>Financial liabilities</i>                             |              |                  |                       |                       |              |
| Liabilities to banks and credit institutions             | 68           | 68               | -                     | -                     | -            |
| Accounts payables  | 1,480        | 1,480            | -                     | -                     | -            |
| Derivative financial instruments                         | 322          | 322              | -                     | -                     | -            |
| Accrued expenses   | 526          | 526              | -                     | -                     | -            |
| Other current liabilities                                | 101          | 101              | -                     | -                     | -            |
| <b>Total current liabilities</b>                         | <b>2,497</b> | <b>2,497</b>     | <b>-</b>              | <b>-</b>              | <b>-</b>     |
| Interest on liabilities to banks and credit institutions | 2            | 2                | -                     | -                     | -            |
| <b>Total current liabilities and interest</b>            | <b>2,499</b> | <b>2,499</b>     | <b>-</b>              | <b>-</b>              | <b>-</b>     |

Future payments for derivative instruments amount to SEK 8,206 million and future receipts amount to SEK 11,120 million.

## Unused credit facilities available to the Group at the 2012 year end

|                          | Total amount | Less than 1 year | Between 1-2 years | Between 2 and 5 years | More than 5 years |
|--------------------------|--------------|------------------|-------------------|-----------------------|-------------------|
| Unused credit facilities | 2,748        | -                | -                 | 2,748                 | -                 |

The Group's cash and cash equivalents of SEK 232 million, available credit facilities of SEK 2,349 million and future cash generated by the business are together deemed sufficient for the Group to meet its financial commitments.

### Credit risk

The Company is exposed to credit risk primarily in relation to accounts receivable and customer contracts. Risk in the latter case is represented by customers' failure to meet their commitments due to changes in market prices.

Generally, AAK's credit risks are significantly limited due to the stable, long-term business relationships we have with our customers and suppliers.

The customer structure for the Group is such that its single-largest customer is responsible for less than 5 percent of its total sales, and the average customer corresponds to less than 1 percent.

Nearly a quarter of the Group's sales occur in countries where the political and commercial risks are deemed to be higher than in Western economies. However, we experience only a limited need for impairments even in these countries. This is largely due to the fact that a significant portion of our business in these countries is with large multinational companies that also do business worldwide. The partners with whom we do business are also primarily companies with which we have stable, long-term relationships.

Each business segment is responsible for managing its customer credit risks, while our large production facilities are responsible for managing their counterparty risk in relation to raw material procurement.

### Provisions for doubtful accounts receivable

| SEK million                      | 2013                         |            | 2012                         |            |
|----------------------------------|------------------------------|------------|------------------------------|------------|
|                                  | Gross amount underlying rec. | Provisions | Gross amount underlying rec. | Provisions |
| Provisions at 1 January          | 22                           | 20         | 21                           | 18         |
| Provisions for potential losses  | 8                            | 8          | 8                            | 8          |
| Unused amount reversed           | -2                           | -1         | 0                            | 1          |
| Actual credit losses             | -4                           | -4         | -7                           | -7         |
| Exchange differences             | 0                            | 0          | 0                            | 0          |
| <b>Provisions at 31 December</b> | <b>24</b>                    | <b>23</b>  | <b>22</b>                    | <b>20</b>  |

Provisions for impairments are entirely related to accounts receivables. Total accounts receivables excluding provisions were SEK 1,975 million (1,926).

### Past due assets not considered impaired

| SEK million   | 2013       | 2012       |
|---------------|------------|------------|
| 1-30 days     | 298        | 314        |
| 31-120 days   | 26         | 24         |
| 121-360 days  | 5          | 3          |
| Over 360 days | 0          | 0          |
|               | <b>329</b> | <b>341</b> |

### Derivatives classified as financial instruments

The Group has three classes of financial instruments (hedging instruments): raw material hedge contracts, currency hedge contracts and interest rate hedge swaps. In December 2013 the Group only had derivative financial instruments that were measured at fair value. The fair value of the derivative financial instruments is measured using valuation methods and observable market data (methodology: level 2). The valuation methods applied are described in the accounting policy.

### The Group's financial assets and liabilities measured at fair value

| As at 31 December 2013               | Assets and liabilities measured at fair value through the income statement |                 | Derivatives measured at fair value through the income statement |                 | Derivatives measured at fair value through equity |                 | Total      |
|--------------------------------------|--|-----------------|---|-----------------|---|-----------------|------------|
|                                      | Carrying amount  | Valuation level | Carrying amount   | Valuation level | Carrying amount                                   | Valuation level |            |
| <b>SEK million</b>                   |  |                 |   |                 |   |                 |            |
| Sales and purchase contracts         |  |                 | 129   | 2               |   |                 | 129        |
| Currency hedge contracts             |  |                 | 66  | 2               |   |                 | 66         |
| Interest rate hedge swaps            |  |                 | -   |                 |   |                 | -          |
| Fair value of changes in inventories |  |                 | 127   | 2               |   |                 | 127        |
| <b>Total assets</b>                  | <b>-</b>   |                 | <b>322</b>  |                 | <b>-</b>  |                 | <b>322</b> |
| Sales and purchase contracts         |  |                 | 122   | 2               |   |                 | 122        |
| Currency hedge contracts             |  |                 | 85  | 2               |   |                 | 85         |
| Interest rate hedge swaps            |  |                 | -   |                 | 44  | 2               | 44         |
| Fair value of changes in inventories |  |                 | 9   | 2               |   |                 | 9          |
| <b>Total liabilities</b>             | <b>-</b>   |                 | <b>216</b>  |                 | <b>44</b>   |                 | <b>260</b> |

## The Group's financial assets and liabilities measured at fair value

| As at 31 December 2012               | Assets and liabilities measured at fair value through the income statement |                 | Derivatives measured at fair value through the income statement |                 | Derivatives measured at fair value through equity |                 | Total      |
|--------------------------------------|--|-----------------|---|-----------------|---|-----------------|------------|
|                                      | Carrying amount  | Valuation level | Carrying amount   | Valuation level | Carrying amount                                   | Valuation level |            |
| <b>SEK million</b>                   |  |                 |   |                 |   |                 |            |
| Sales and purchase contracts         |  |                 | 324   | 2               |   |                 | 324        |
| Currency hedge contracts             |  |                 | 74  | 2               |   |                 | 74         |
| Interest rate hedge swaps            |  |                 | -   |                 |   |                 | -          |
| Fair value of changes in inventories |  |                 | 4   | 2               |   |                 | 4          |
| <b>Total assets</b>                  | -  |                 | <b>402</b>  |                 | -   |                 | <b>402</b> |
| Sales and purchase contracts         |  |                 | 1   | 2               |   |                 | 1          |
| Currency hedge contracts             |  |                 | 62  | 2               |   |                 | 62         |
| Interest rate hedge swaps            |  |                 | -   |                 | 68  | 2               |            |
| Fair value of changes in inventories |  |                 | 191   | 2               |   |                 | 191        |
| <b>Total liabilities</b>             | -  |                 | <b>254</b>  |                 | <b>68</b>   |                 | <b>254</b> |

Foreign currency contracts and the foreign currency components in sales and purchase contracts are valued at actual market foreign currency forward rates. The raw material price components in sales and purchase contracts are valued at actual market forward prices for identical or similar raw materials. Inventory is valued at actual market spot prices for identical or similar raw materials. Interest rate swap contracts are valued at actual market interest rates.

### Hedge accounting

#### *Inventory hedging at fair value*

Futures contracts, and purchase and sales contracts not deemed to be assets for own use are used for hedging, which means that they cannot be exempted from derivative accounting. Since the quality of the underlying raw materials used for hedging differs from the quality of the hedged raw materials, some inefficiency is likely. AAK minimises this inefficiency by reducing the basis risk between hedged raw material risks and the underlying raw materials used as hedging contracts. Due to the basis risk involved, AAK uses the "dollar offset" method for testing the hedge efficiency of the fair value of raw materials. Hedge efficiency testing in 2013 confirmed that the fair-value hedge of raw materials qualifies for hedge accounting. Hedge efficiency for the 2013 full year was 95 percent (107).

#### *Fair-value hedge of currency risk on sales contracts qualifying for exemption under assets for own use*

The hedging instruments used are future contracts and purchase contracts. As the currency risk of the hedge instruments is identical to the currency risk of the hedged contracts, no material basis risk exists. AAK therefore only uses the "critical match" method to test the hedge efficiency of currency risk on sales contracts that qualify for own use exemption and that may consequently be exempted from derivative accounting. The hedge efficiency testing in 2013 confirmed a perfect critical match.

#### *Cash flow hedge of floating-rate loans*

The hedging instruments used are interest rate swaps, with AAK paying a fixed rate and receiving a floating rate. Some minor hedge inefficiency exists, as the fixing dates on the floating rate received on the hedge do not perfectly match the fixing dates on the floating rate paid on our loans. Due to this minor hedge inefficiency, AAK uses the dollar offset method for retrospective measuring of hedge efficiency of the cash flow hedge of floating-rate loans. Hedge efficiency testing in 2012 confirmed that the cash flow hedge of floating-rate loans qualifies for hedge accounting. At the 2013 year end there was an unrealised loss of SEK 13 million (19) on hedge instruments.

The risk management procedures and net exposures relating to raw material and foreign currency are described in more detail under "Raw material price risk" and "Exposure to foreign currency".

In preparing these financial statements, the Group management and Board of Directors must make estimates and assumptions that affect the recognised amounts of assets and liabilities, revenues and expenses, and other information, especially regarding contingent liabilities. The estimates and assumptions for accounting purposes dealt with in this section are deemed the most critical for a proper understanding of the financial statements, in view of their degree of significance in judgements and uncertainty. Our estimates and assumptions in this regard change as the circumstances for AAK's operations change.

#### **Impairment testing of goodwill**

The Group tests goodwill for any impairment on an annual basis or whenever events or objective circumstances indicate that the fair value of acquisition-related goodwill may have declined – for example, because of changes in the business climate or decisions to dispose of or discontinue certain operations. To determine whether the value of goodwill has decreased, the cash-generating unit to which the goodwill is attributable must be valued and this is done by discounting the cash flow of the unit. In applying this method, the Company relies on several factors, such as profit/loss, business plans, financial forecasts and market data (see also Note 16).

#### **Impairment test of other non-current assets**

AAK's property, plant and equipment and intangible non-current assets, excluding goodwill, are recognised at cost less accumulated amortisation/depreciation and any impairment. Besides goodwill, AAK recognises no intangible assets with unlimited useful life. Depreciation/amortisation is applied over the estimated useful life to an estimated residual value. Both the useful life and residual value are reviewed at least once at the end of each financial period.

The carrying amount of the Group's non-current assets is tested whenever events or changes in circumstances indicate that the carrying amount cannot be recovered. The carrying amount of intangible assets not yet finished for use is tested each year. If such an analysis indicates that the carrying amount is too high, the recovery value of the asset is established, which is either the net sales value or the value in use, whichever is greatest. Value in use is measured as the expected future discounted cash flow from the assets or the cash-generating unit to which the asset belongs.

The carrying amount is also tested if a fixed asset is classified as being held for sale; in such event, it is recognised at the lower of carrying amount or fair value after deduction for selling expenses.

#### **Income tax**

The Group is liable to pay taxes in many countries. Extensive reviews and testing are necessary to establish world-wide provisions for income tax liabilities. There are many transactions and calculations for which the final tax is uncertain. The Group recognises a liability for anticipated tax audit issues based on assessment of whether an additional tax liability will arise. In cases where the final tax for these matters differs from the amounts first recognised, these differences will impact current and deferred tax assets and tax liabilities in the period when these determinations are made.

#### **Disputes**

AAK is involved in a number of disputes and legal processes relating to current operations. Senior management provides legal expertise in matters relating to legal disputes along with other experts both inside and outside the Company in matters relating to current business operations. According to our best assessment, neither the Parent company nor any subsidiary is currently involved in any legal proceedings or arbitration proceedings that are deemed to have any significant negative impact on the business, its financial position or its performance.

#### **Application of IAS 39**

Futures contracts or fixed price contracts are used to hedge raw material price risk. Moreover, the Group employs currency hedging on all of its transaction risks. This means that the gross contribution of every sales contract is hedged. As part of internal monitoring, the market value of all sales contracts and raw material purchases (including inventory) is valued with respect to both raw material prices and currency prices, which is not possible under IAS 39 without applying hedge accounting based on fair-value hedging.

The majority of purchase and sales contracts for physical delivery are deemed to be derivative instruments and are valued at fair value in the income statement. The introduction of hedge accounting of inventory in accordance with the rules on fair-value hedging means that what was previously known as the "IAS 39 effect" will no longer occur.

#### **Pension obligations**

The present value of pension obligations depends on multiple factors determined on an actuarial basis using a number of assumptions. The assumptions used to determine net cost (income) for pensions include the discount rate. Each change in these assumptions will affect the carrying amount of pension obligations.

The Group determines a suitable discount rate at the end of each year. This is the rate used to determine the present value of assessed future payments that are expected to be demanded to settle the pension obligations. When determining a suitable discount rate, the Group considers the interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms of maturity equivalent to the assessments for the pension obligation in question.

**NOTE 5 – AUDITORS' REMUNERATION (SEK THOUSAND)**

|                                   | Group         |              | Parent       |              |
|-----------------------------------|---------------|--------------|--------------|--------------|
|                                   | 2013          | 2012         | 2013         | 2012         |
| Audit                             |               |              |              |              |
| PwC                               | 5,471         | 5,504        | 1,188        | 981          |
| Other                             | 201           | 159          | -            | -            |
| Subtotal, audit                   | 5,672         | 5,663        | 1,188        | 981          |
| Other audit assignments           |               |              |              |              |
| PwC                               | 216           | 783          | 171          | 254          |
| Other                             | -             | 7            | -            | -            |
| Subtotal, other audit assignments | 216           | 790          | 171          | 254          |
| Tax consulting                    |               |              |              |              |
| PwC                               | 658           | 580          | -            | -            |
| Other                             | 125           | 42           | -            | -            |
| Subtotal, tax consulting          | 783           | 622          | -            | -            |
| Other assignments                 |               |              |              |              |
| PwC                               | 5,946         | 2,629        | 5,475        | 1,959        |
| Other                             | -             | -            | -            | -            |
| Subtotal, other assignments       | 5,946         | 2,629        | 5,475        | 1,959        |
| <b>Total</b>                      | <b>12,617</b> | <b>9,704</b> | <b>6,834</b> | <b>3,194</b> |

The audit assignment refers to fees for the statutory audit, i.e. work that has been necessary in order to issue the Auditors' Report, and what is referred to as audit consulting, which is submitted in conjunction with the audit assignment.

**NOTE 6 – EMPLOYEE BENEFITS (SEK THOUSAND)**

|                               | Group    |          | Parent  |         |
|-------------------------------|----------|----------|---------|---------|
|                               | 2013     | 2012     | 2013    | 2012    |
| Wages and salaries            | 946,558  | 883,326  | 40,069  | 31,404  |
| Social security contributions | 235,817  | 238,520  | 21,432  | 18,182  |
| (of which pension costs)      | (67,422) | (74,303) | (6,937) | (6,868) |

SEK 3 million (3) of the Group pension costs relates to the Board of Directors, the CEO and other senior managers.

**Salaries and other remuneration for members of the Board of Directors and others:**

|                       | 2013  |                                | 2013               |                    | 2012  |                    | 2012               |  |
|-----------------------|---|--------------------------------|--------------------|--------------------|---|--------------------|--------------------|--|
|                       | Board of Directors, CEO and other senior managers |                                | Other employees    |                    | Board of Directors, CEO and other senior managers |                    | Other employees    |  |
|                       | Wages and salaries                                | Of which variable remuneration | Wages and salaries | Wages and salaries | Of which variable remuneration                    | Wages and salaries | Wages and salaries |  |
| Parent, Sweden        | 18,396  | 5,116                          | 21,673             | 14,490             | 2,627   | 16,914             |                    |  |
| Subsidiaries, Sweden  | 3,708   | 306                            | 257,113            | 3,839              | 409   | 243,043            |                    |  |
|                       | <b>22,104</b>                                     | <b>5,422</b>                   | <b>278,786</b>     | <b>18,329</b>      | <b>3,036</b>                                      | <b>259,957</b>     |                    |  |
| Foreign subsidiaries: | 25,070  | 4,333                          | 620,598            | 23,648             | 5,313   | 581,392            |                    |  |
| <b>Group total</b>    | <b>47,174</b>                                     | <b>9,755</b>                   | <b>899,384</b>     | <b>41,977</b>      | <b>8,349</b>                                      | <b>841,349</b>     |                    |  |

**NOTE 7 – AVERAGE NUMBER OF EMPLOYEES, ETC.**

| Average number of employees | 2013                | 2013         | 2013           | 2012                | 2012         | 2012           |
|-----------------------------|---------------------|--------------|----------------|---------------------|--------------|----------------|
|                             | Number of employees | Of which men | Of which women | Number of employees | Of which men | Of which women |
| Parent, Sweden              | 21                  | 14           | 7              | 17                  | 11           | 6              |
| Subsidiaries in Sweden      | 550                 | 420          | 130            | 517                 | 394          | 123            |
|                             | 571                 | 434          | 137            | 534                 | 405          | 129            |
| Foreign subsidiaries:       |                     |              |                |                     |              |                |
| Brazil                      | 8                   | 4            | 4              | 6                   | 4            | 2              |
| Denmark                     | 234                 | 176          | 58             | 277                 | 203          | 74             |
| Finland                     | 2                   | 2            | -              | 2                   | 2            | -              |
| Ghana                       | 2                   | 2            | -              | 2                   | 2            | -              |
| China                       | 22                  | 12           | 10             | 13                  | 7            | 6              |
| Lithuania                   | 3                   | 2            | 1              | 4                   | 3            | 1              |
| Malaysia                    | 22                  | 6            | 16             | 19                  | 8            | 11             |
| Mexico                      | 363                 | 300          | 63             | 355                 | 292          | 63             |
| The Netherlands             | 73                  | 63           | 10             | 70                  | 60           | 10             |
| Norway                      | 1                   | 1            | -              | 1                   | 1            | -              |
| Poland                      | 4                   | 2            | 2              | 4                   | 2            | 2              |
| Russia                      | 13                  | 5            | 8              | 17                  | 5            | 12             |
| United Kingdom              | 466                 | 375          | 91             | 514                 | 415          | 99             |
| Czech Republic              | 2                   | 1            | 1              | 2                   | 1            | 1              |
| Turkey                      | 38                  | 32           | 6              | -                   | -            | -              |
| Germany                     | 1                   | -            | 1              | 1                   | -            | 1              |
| Uruguay                     | 12                  | 5            | 7              | 12                  | 5            | 7              |
| USA                         | 370                 | 288          | 82             | 378                 | 289          | 89             |
|                             | 1,636               | 1,276        | 360            | 1,677               | 1,299        | 378            |
| <b>Group total</b>          | <b>2,207</b>        | <b>1,710</b> | <b>497</b>     | <b>2,211</b>        | <b>1,704</b> | <b>507</b>     |

| Board members and senior managers                 | 2013                    | 2013             | 2012                    | 2012             |
|---|-------------------------|------------------|-------------------------|------------------|
|   | Total on reporting date | Of which men (%) | Total on reporting date | Of which men (%) |
| Group (incl. subsidiaries)                        |                         |                  |                         |                  |
| Board members                                     | 166                     | 90               | 148                     | 92               |
| Chief Executive Officer and other senior managers | 77                      | 90               | 77                      | 88               |
| Parent company                                    |                         |                  |                         |                  |
| Board members <sup>1)</sup>                       | 6                       | 50               | 8                       | 88               |
| Chief Executive Officer and other senior managers | 3                       | 67               | 3                       | 67               |

<sup>1)</sup> And 2 employee representatives, 1 of which is male.

**NOTE 8 – REMUNERATION OF THE BOARD OF DIRECTORS AND SENIOR EXECUTIVES**
**Principles**

The principles for the remuneration of senior managers (Group management) at AAK, in both the Parent company and the Group, are designed to ensure that AAK can offer internationally competitive remuneration that can attract and retain qualified managers.

**Consideration and determination**

Compensation of the Chief Executive Officer and other senior managers is considered by the Remuneration Committee of the Board of Directors and all decisions are made by the Board as a whole.

**Components of remuneration**

Total remuneration includes salary, annual variable remuneration, pension, car allowance, and termination benefit. Senior managers have had the opportunity of investing in stock options at market price.

**Salary**

Fixed salary, individually determined and differentiated according to responsibility and performance, is determined on competitive principles and reviewed annually. The applicable date for the annual performance review is 1 January.

**Variable remuneration**

Annual variable remuneration is based on meeting set targets determined on an annual basis. These targets are related to the performance of the Company. Senior management are entitled to up to 70 percent of their annual fixed salary in variable remuneration.

## Incentive programme

The Group introduced an incentive programme for senior managers and key personnel within the Group in 2010. 1,500,000 stock options entitling holders to subscribe for the corresponding number of new shares in AarhusKarlshamn AB, whereby the share capital may be increased by up to SEK 15,000,000.

Stock options have been issued for market-based consideration of SEK 21 per stock options. Each stock options entitles the holder to subscribe for one (1) new share in AarhusKarlshamn AB with a quota value of SEK 10. The subscription for shares in AarhusKarlshamn AB through the use of stock options must take place during the period 1 December 2013 up to and including 1 December 2015.

If exercised in full, this programme could result in an overall dilution effect of up to approximately 3.54 percent in relation to share capital after full dilution, calculated on the basis of the number of additional shares in relation to the number of existing and additional shares. Senior managers and key personnel have purchased stock options at market value, valued in accordance with Black & Scholes.

## Pension

Pensions for senior management are in line with the Swedish KTP plan (corresponding to ITP).

## Termination benefits

The Company has separate agreements with the Chief Executive Officer and senior managers for termination compensation of one year's salary (fixed cash amount per month x 12 months) on termination by the Company. Neither the Chief Executive Officer nor any senior manager can independently assert the right to termination compensation.

The period of notice of termination by the Chief Executive Officer and senior managers is agreed as 6 months. Termination notice by the Company is agreed as 12 months.

## Compensation of Board Members

Fees are paid to the elected members of the Board in accordance with a resolution of the Shareholder's Annual General Meeting. This is distributed between the members as decided by the Board of Directors.

No other compensation or benefits have been paid to members of the Board, except travel expenses. The CEO, the secretary to the Board and employee representatives to the Board do not receive any compensation other than for costs in connection with their participation in Board activities.

Under a resolution of the Annual General Meeting, total compensation of elected external members of the Board is set at SEK 1,950,000, including compensation for committee work. Of this amount, the Chairman receives SEK 500,000 and each other external member receives SEK 250,000. Compensation for committee work is distributed, in accordance with a decision of the AGM, as SEK 200,000 to the Chairman of the Audit Committee, SEK 100,000 to other members of the Audit Committee, SEK 100,000 to the Chairman of the Remuneration Committee, and SEK 50,000 to other members of the Remuneration Committee.

## Remuneration and other benefits for the year<sup>1)</sup>

| SEK                                    | Salary/Board<br>of Directors'<br>fees | Annual<br>variable<br>salary | Other<br>benefits <sup>2)</sup> | Pension cost     | Change in<br>reserve | Total                           |
|--|---------------------------------------|------------------------------|---------------------------------|------------------|----------------------|---------------------------------|
| <i>Board of Directors</i>              |                                       |                              |                                 |                  |                      |                                 |
| Melker Schörling, Chairman             | 600,000                               | -                            | -                               | -                | -                    | 600,000                         |
| Ulrik Svensson                         | 450,000                               | -                            | -                               | -                | -                    | 450,000                         |
| Lillie Li Valeur                       | 350,000                               | -                            | -                               | -                | -                    | 350,000                         |
| Märit Beckeman                         | 300,000                               | -                            | -                               | -                | -                    | 300,000                         |
| Märta Schörling                        | 250,000                               | -                            | -                               | -                | -                    | 250,000                         |
| <b>Subtotal for Board</b>              | <b>1,950,000</b>                      | -                            | -                               | -                | -                    | <b>1,950,000</b>                |
| <i>Senior Managers</i>                 |                                       |                              |                                 |                  |                      |                                 |
| Arne Frank,<br>Chief Executive Officer | 7,707,050                             | 3,094,065 <sup>3)</sup>      | 121,692                         | 2,289,586        | -                    | 13,212,393                      |
| Other senior<br>managers               | 21,549,890                            | 6,441,237 <sup>3)</sup>      | 2,609,065                       | 2,356,178        | -                    | 32,956,370                      |
| <b>Subtotal, senior managers</b>       | <b>29,256,940</b>                     | <b>9,535,302</b>             | <b>2,730,757</b>                | <b>4,645,764</b> | <b>0</b>             | <b>46,168,763 <sup>4)</sup></b> |
| <b>Total</b>                           | <b>31,206,940</b>                     | <b>9,535,302</b>             | <b>2,730,757</b>                | <b>4,645,764</b> | <b>0</b>             | <b>48,118,763 <sup>5)</sup></b> |

1) Refers to items carried as an expense in 2013.

2) Other benefits refer primarily to company cars.

3) Charged in the income statement in 2013 and estimated to be paid in 2014. During the year, variable remuneration expensed in 2012 of SEK 8,246,697 was paid.

4) Refers to the following for 2013: Peter Korsholm, Renald Mackintosh, Bo Svensson, David Smith, Torben Friis Lange, Anne Mette Olesen, Karsten Nielsen, Edmond Borit, Octavio Diaz de León and Terry Thomas.

5) Of the amount of SEK 48,118,763, SEK 23,710,148 relates to the Parent company, AarhusKarlshamn AB.

Arne Frank, President and Chief Executive Officer, is currently paid an annual fixed salary of SEK 7,546,500 plus the value of a company car. In addition, variable remuneration may be paid up to a maximum of 70 percent of the fixed salary. In 2013, SEK 3,094,065 was carried as an expense for variable remuneration. Arne Frank's retirement age is 65. To fund the pension obligation, the Company pays annual premiums to a selected insurance company. This premium is set in the Company's agreement with Arne Frank at 30 percent of his annual fixed salary. The retirement age for other senior managers is either 62 years or 65 years.

**Defined benefit plans**

The Group maintains defined benefit retirement plans in which employees earn the right to payment of benefits after completing their employment, based on their final salary and period of service. These defined benefit retirement plans exist primarily in Sweden and the Netherlands. There are further commitments for retirement and survivors' pensions for managers and officers in Sweden that are insured through KP Pensionskassa.

The obligations for retirement and survivors' pension for professional employees in Sweden are insured through policies with Alecta or correspondingly in KP Pensionskassa. According to a statement by the Swedish Financial Reporting Board, UFR 3, classification of ITP plans financed via insurance with Alecta, this is a defined benefit plan that involves several different employers. For the period from 1 January to 31 December 2013, AarhusKarlshamn AB (publ.) and AarhusKarlshamn Sweden AB have not had access to sufficient information to recognise their proportional shares of the plan's obligations, plan assets and costs, which has meant that it has not been possible to recognise the plan as a defined benefit plan. The ITP 2 pension plan that is insured through KP Pensionskassa is therefore recognised as a defined contribution plan. The premium for the defined benefit retirement and survivors' pension is calculated individually and depends on factors including salary, pension earned previously and expected remaining period of service. Charges for ITP 2 pensions insured through KP Pensionskassa are SEK 18 million (14).

The collective consolidation level consists of the market value of Alecta's assets as a percentage of the estimated insurance commitments, computed using Alecta's actuarial methods and assumptions, which are not in accordance with IAS 19. The collective consolidation level should normally be permitted to vary between 125 and 155 percent. If Alecta's collective consolidation level is below 125 percent or above 155 percent, measures must be taken to create the conditions for the consolidation level to return to the normal range. If the consolidation is low, one measure may be to increase the agreed price for new policies and increasing existing benefits. If the consolidation is high, one measure may be to introduce premium reductions. At year-end 2013, Alecta's and KP Pensionkassa's surplus in the form of their collective consolidation levels was 100 percent and 118 percent, respectively (100 percent and 116 percent, respectively).

The Group has defined benefit pension plans in Sweden and the Netherlands which come under largely similar regulations. All plans are pension plans based on final salary and give employees covered by the plans benefits in the form of a guaranteed level of pension payments during their lives. The level of the benefits depends on the employees' period of service and salary on retirement. The pension payments in the Swedish and Dutch plans are normally indexed according to the consumer price index. The plans are subject to largely similar risks. Benefits are paid from plans that are secured with foundations. The activities of the foundations are regulated by national regulations and practice which also apply to the relationship between the Group and the administrator (or equivalent) of the foundation's plan assets. Responsibility for monitoring the plans, including investment decisions and contributions, is held jointly by the company and the foundation's board.

|  | <b>Defined benefit plans</b> |             |
|--|------------------------------|-------------|
|  | <b>2013</b>                  | <b>2012</b> |
| <b>The amounts recognised in the consolidated balance sheet are determined as follows:</b> |                              |             |
| Present value of funded obligations  | 549                          | 560         |
| Fair value of plan assets  | -428                         | -448        |
|  | <b>121</b>                   | <b>112</b>  |

|  | <b>Defined benefit plans</b> |             |
|--|------------------------------|-------------|
|  | <b>2013</b>                  | <b>2012</b> |
| <b>The amounts recognised in consolidated income statement are as follows:</b> |                              |             |
| Costs pertaining to service during the current year                            | 14                           | 13          |
| Interest expenses  | 12                           | 21          |
| Interest income  | -8                           | -18         |
| Employees' contributions paid  | 0                            | -1          |
| <b>Total, included in employee costs (Note 6)</b>                              | <b>18</b>                    | <b>15</b>   |

|  | Pension costs |           |
|--|---------------|-----------|
|  | 2013          | 2012      |
| <b>Total pension costs recognised in the consolidated income statement are as follows:</b> |               |           |
| Total costs for defined contribution plans including employer's contribution               | 50            | 60        |
| <b>Total</b>   | <b>50</b>     | <b>60</b> |

|  | Defined benefit plans |            |
|--|-----------------------|------------|
|  | 2013                  | 2012       |
| <b>Movement in the net liability recognised in the consolidated balance sheet:</b> |                       |            |
| Net liability at start of year   | 112                   | 14         |
| Net cost recognised in the income statement  | 18                    | 15         |
| Benefits paid  | -8                    | -10        |
| Contributions by employer to funded obligations                                    | -2                    | -          |
| Revaluation of defined benefit pension plans                                       | 10                    | 101*       |
| Exchange rate differences on foreign plans   | -9                    | -8         |
| <b>Net liability at year-end</b>   | <b>121</b>            | <b>112</b> |

|  | Defined benefit plans |      |
|--|-----------------------|------|
|  | 2013                  | 2012 |
| <b>Asset distribution in foundation on reporting date (%):</b> |                       |      |
| Fixed income   | 11.00                 |      |
| Shares   | 5.00                  |      |
| Properties   | 2.00                  |      |
| Alternative investments  | 82.00                 |      |
| Expected long-term return, gross                               | 3.80                  |      |

The entire pension obligation in the Netherlands concerns alternative investments.

|  | Defined benefit plans |        |
|--|-----------------------|--------|
|  | 2013                  | 2013   |
|  | The Netherlands       | Sweden |
| <b>The principal actuarial assumptions used on reporting date (%):</b> |                       |        |
| Discount rate  | 3.50                  | 4.00   |
| Expected return on plan assets   | 3.50                  | 4.00   |
| Future annual salary increases   | 2.50                  | 3.00   |
| Future annual pension increases  | 2.00                  | 3.00   |
| Employee turnover  | 5.00                  | 5.00   |

|  | Defined benefit plans |        |
|--|-----------------------|--------|
|  | 2012                  | 2012   |
|  | The Netherlands       | Sweden |
| <b>The principal actuarial assumptions used on reporting date (%):</b> |                       |        |
| Discount rate  | 3.40                  | 3.50   |
| Expected return on plan assets   | 3.40                  | 3.50   |
| Future annual salary increases   | 2.50                  | 3.00   |
| Future annual pension increases  | 2.00                  | 3.00   |
| Employee turnover  | 5.00                  | 5.00   |

Charges for plans for retirement benefits are expected to amount to SEK 16 million in the 2014 financial year.

\*The balance sheet shows the effect of IAS 19 revised; pension liabilities increased from SEK 14 million to SEK 112 million with a net effect in equity after tax of SEK -87 million as at 31 December 2012. The weighted average maturity for the pension obligation is 16–17 years.

## NOTE 10 – OTHER OPERATING INCOME

|  | Group      |            | Parent   |          |
|--|------------|------------|----------|----------|
|  | 2013       | 2012       | 2013     | 2012     |
| Insurance compensation – Sandy (see Note 31) | 64         | 39         | -        | -        |
| Other operating income                       | 108        | 69         | 0        | 5        |
| <b>Total</b>                                 | <b>172</b> | <b>108</b> | <b>0</b> | <b>5</b> |

## NOTE 11 – FINANCIAL ITEMS

|  | Group       |             | Parent       |             |
|--|-------------|-------------|--------------|-------------|
|  | 2013        | 2012        | 2013         | 2012        |
| Interest income                                | 6           | 8           | -            | 0           |
| Interest income, Group companies               | -           | -           | -            | 155         |
| Other financial income                         | 17          | 8           | -            | 1           |
| Dividend, Group companies                      | -           | -           | 1,061        | 115         |
| Group contributions                            | -           | -           | 85           | 70          |
| <b>Financial income</b>                        | <b>23</b>   | <b>16</b>   | <b>1,146</b> | <b>341</b>  |
| Interest expenses                              | -81         | -102        | -20          | -156        |
| Changes in exchange rates                      | -15         | -17         | -            | -           |
| Changes in fair value – derivative instruments | 0           | 0           | -            | -           |
| Other financial expenses                       | -27         | -6          | -1           | 0           |
| <b>Financial expenses</b>                      | <b>-123</b> | <b>-125</b> | <b>-21</b>   | <b>-156</b> |
| <b>Net financial items</b>                     | <b>-100</b> | <b>-109</b> | <b>1,125</b> | <b>185</b>  |

## NOTE 12 – TAX EXPENSES

### Tax expenses for the year

|              | Group       |             | Parent   |           |
|--------------|-------------|-------------|----------|-----------|
|              | 2013        | 2012        | 2013     | 2012      |
| Current tax  | -273        | -230        | 0        | 0         |
| Deferred tax | -3          | 11          | -        | -4        |
| <b>Total</b> | <b>-276</b> | <b>-219</b> | <b>0</b> | <b>-4</b> |

### Determination of the current tax expense

The Group's weighted average underlying tax rate is approximately 29 percent. The Group's weighted average tax rate for 2013, based on the tax rates in each of the various countries involved, was 27 percent. The tax rate in Sweden is 22.0 percent (26.3). The Parent's actual tax rate for 2013 is lower than the nominal tax rate, which is primarily an effect of tax-exempt dividends.

|  | Group       |             | Parent   |           |
|--|-------------|-------------|----------|-----------|
|  | 2013        | 2012        | 2013     | 2012      |
| Profit before taxes  | 1,017       | 866         | 1,061    | 120       |
| Weighted average tax rate based on the tax rates in each country | -279        | -232        | -233     | -32       |
| Tax effect of various tax rates in other countries               | -6          | 0           | -        | -         |
| Tax effect of non-deductible expenses                            | -12         | -8          | -1       | -1        |
| Tax effect of tax-exempt income                                  | 0           | 1           | 234      | 29        |
| Net effect of loss carry-forwards                                | 26          | 0           | -        | -         |
| Effect of tax rate changes                                       | -1          | 20          | -        | -         |
| Adjustment for current tax for previous years                    | -4          | 0           | -        | -         |
| <b>Tax expense</b>   | <b>-276</b> | <b>-219</b> | <b>0</b> | <b>-4</b> |

### Deferred tax asset/provisions for deferred tax

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset the recognised tax assets and liabilities and when the deferred taxes refer to the same tax authority. The offset amounts are as follows:

|                               | Group      |            | Parent   |          |
|-------------------------------|------------|------------|----------|----------|
|                               | 2013       | 2012       | 2013     | 2012     |
| <b>Deferred tax assets</b>    |            |            |          |          |
| Tax loss carry-forwards       | 4          | 0          | -        | -        |
| Property, plant and equipment | 59         | 63         | -        | -        |
| Inventory                     | 13         | 1          | -        | -        |
| Current assets                | 6          | 4          | -        | -        |
| Provisions                    | 35         | 15         | -        | -        |
| Non-current liabilities       | 7          | 6          | -        | -        |
| Current liabilities           | 23         | 26         | -        | -        |
| Other temporary differences   | -          | -          | -        | -        |
| <b>At year-end</b>            | <b>147</b> | <b>115</b> | <b>-</b> | <b>-</b> |

|                                 | Group      |            | Parent   |          |
|---------------------------------|------------|------------|----------|----------|
|                                 | 2013       | 2012       | 2013     | 2012     |
| <b>Deferred tax liabilities</b> |            |            |          |          |
| Intangible assets               | 27         | 24         | -        | -        |
| Property, plant and equipment   | 254        | 236        | -        | -        |
| Inventory                       | 28         | 5          | -        | -        |
| Current assets                  | 1          | 24         | -        | -        |
| Provisions                      | -4         | 10         | -        | -        |
| Untaxed reserves                | 6          | 7          | -        | -        |
| Current liabilities             | 3          | -7         | -        | -        |
| <b>At year-end</b>              | <b>315</b> | <b>299</b> | <b>-</b> | <b>-</b> |

#### Deferred tax asset not recognised

The Company has no loss carry-forwards not reflected in deferred tax assets.

#### Income tax liabilities and tax assets

In addition to deferred tax assets and liabilities, AarhusKarlshamn has the following current tax liabilities and tax recoverable:

|  | Group     |           | Parent    |           |
|--|-----------|-----------|-----------|-----------|
|  | 2013      | 2012      | 2013      | 2012      |
| Current tax liabilities                  | -142      | -146      | -3        | -4        |
| Current tax receivables                  | 153       | 173       | 2         | -         |
| <b>Income tax liabilities/tax assets</b> | <b>11</b> | <b>27</b> | <b>-1</b> | <b>-4</b> |

### NOTE 13 – EARNINGS PER SHARE

|   | Group      |            |
|---|------------|------------|
|   | 2013       | 2012       |
| Earnings attributable to shareholders of the Parent (SEK million) | 732        | 640        |
| Weighted average number of ordinary shares in issue               | 40,907,508 | 40,898,189 |
| Earnings per share, SEK   | 17.87      | 15.66      |
| Earnings per share after dilution, SEK                            | 17.62      | 15.56      |
| Earnings per share after full dilution, SEK                       | 17.38      | 15.18      |

Earnings per share are calculated for 2013 based on net profit for the year attributable to shareholders in the Parent – SEK 732 million (640) – and on a weighted average number of ordinary shares in issue of 40,907,508 (40,898,189).

If exercised in full, this programme could result in an overall dilution effect of up to approximately 3.54 percent in relation to share capital after full dilution, calculated on the basis of the number of additional shares in relation to the number of existing and additional shares. See also Note 8.

The number of shares in the Company increased by 223,650 in December 2013 with the exercise of stock options to subscribe for new shares in the Company.

The calculation of earnings per share is based on a weighted average number of outstanding shares after dilution resulting from outstanding stock options in accordance with IAS 33.

Earnings per share after full dilution have been calculated by dividing the profit for the period by the total number of shares in issue during the period, and by converting all outstanding share options to ordinary shares.

### NOTE 14 – EVENTS AFTER THE BALANCE SHEET DATE

For the 2013 financial year, the Board of Directors and Chief Executive Officer propose the distribution of a dividend in the amount of SEK 6.00 per share. A decision will be made at the Annual General Meeting on 8 May 2014. It is proposed that the record date for the dividend will be 13 May and the dividend is expected to be distributed to shareholders by 16 May.

**NOTE 15 – PROPERTY, PLANT AND EQUIPMENT**

| Group   | Land and buildings | Plant and machinery | Equipment, tools and fixtures and fittings | Non-current assets under construction | Total        |
|---|--------------------|---------------------|--|---------------------------------------|--------------|
| Cost at 1 January 2012                                      | 1,431              | 5,191               | 365  | 342                                   | 7,329        |
| Investments   | 28                 | 251                 | 24   | 64                                    | 367          |
| Acquired through business combinations                      | 4                  | 34                  | 20   | 2                                     | 60           |
| Disposals   | -29                | -52                 | -4   | -                                     | -85          |
| Reclassifications   | 29                 | 154                 | 14   | -197                                  | 0            |
| Exchange differences  | -33                | -112                | -10  | -23                                   | -178         |
| <b>Accumulated cost at 31 December 2012</b>                 | <b>1,430</b>       | <b>5,466</b>        | <b>409</b>                                 | <b>188</b>                            | <b>7,493</b> |
| Cost at 1 January 2013                                      | 1,430              | 5,466               | 409  | 188                                   | 7,493        |
| Investments   | 21                 | 189                 | 27   | 312                                   | 549          |
| Acquired through business combinations                      | -                  | -                   | 1  | -                                     | 1            |
| Disposals   | -44                | -6                  | -3   | -                                     | -53          |
| Reclassifications   | 11                 | 70                  | 16   | -97                                   | 0            |
| Exchange differences  | 14                 | 64                  | 2  | 0                                     | 80           |
| <b>Accumulated cost at 31 December 2013</b>                 | <b>1,432</b>       | <b>5,783</b>        | <b>452</b>                                 | <b>403</b>                            | <b>8,070</b> |
| Depreciation at 1 January 2012                              | 860                | 3,336               | 290  | -                                     | 4,486        |
| Acquired through business combinations                      | 15                 | -                   | 13   | -                                     | 28           |
| Disposals   | -16                | -39                 | -3   | -                                     | -58          |
| Depreciations for the year                                  | 26                 | 275                 | 25   | -                                     | 326          |
| Exchange differences  | -35                | -77                 | -8   | -                                     | -120         |
| <b>Accumulated depreciation at 31 December 2012</b>         | <b>850</b>         | <b>3,495</b>        | <b>317</b>                                 | <b>-</b>                              | <b>4,662</b> |
| Depreciation at 1 January 2013                              | 850                | 3,495               | 317  | -                                     | 4,662        |
| Acquired through business combinations                      | -                  | -                   | 0  | -                                     | 0            |
| Disposals   | -25                | -3                  | -2   | -                                     | -30          |
| Depreciations for the year                                  | 37                 | 257                 | 27   | -                                     | 321          |
| Exchange differences  | 10                 | 45                  | 4  | -                                     | 59           |
| <b>Accumulated depreciation at 31 December 2013</b>         | <b>872</b>         | <b>3,794</b>        | <b>346</b>                                 | <b>-</b>                              | <b>5,012</b> |
| Impairment loss at 1 January 2012                           | 14                 | 28                  | -  | -                                     | 42           |
| Impairment for the year                                     | -                  | -                   | -  | -                                     | -            |
| Reversed impairment   | -3                 | -8                  | -  | -                                     | -11          |
| Reclassification  | -                  | -                   | -  | -                                     | -            |
| Exchange differences  | -                  | -                   | -  | -                                     | -            |
| <b>Accumulated impairment loss at 31 December 2012</b>      | <b>11</b>          | <b>20</b>           | <b>-</b>                                   | <b>-</b>                              | <b>31</b>    |
| Impairment loss at 1 January 2013                           | 11                 | 20                  | -  | -                                     | 31           |
| Impairment for the year                                     | -                  | -                   | -  | -                                     | -            |
| Reversed impairment   | -                  | -                   | -  | -                                     | -            |
| Reclassification  | -                  | -                   | -  | -                                     | -            |
| Exchange differences  | 0                  | 0                   | -  | -                                     | 0            |
| <b>Accumulated impairment loss at 31 December 2013</b>      | <b>11</b>          | <b>20</b>           | <b>-</b>                                   | <b>-</b>                              | <b>31</b>    |
| <b>Residual value according to plan at 31 December 2012</b> | <b>569</b>         | <b>1,951</b>        | <b>92</b>                                  | <b>188</b>                            | <b>2,800</b> |
| of which land   | 68                 |                     |  |                                       |              |
| <b>Residual value according to plan at 31 December 2013</b> | <b>549</b>         | <b>1,969</b>        | <b>106</b>                                 | <b>403</b>                            | <b>3,027</b> |
| of which land   | 65                 |                     |  |                                       |              |

| Group   | Goodwill     | Patents and other intangible assets | Total        |
|---|--------------|-------------------------------------|--------------|
| Cost at 1 January 2012  | 733          | 227                                 | 960          |
| Investments   | -            | 7                                   | 7            |
| Acquired through business combination                                   | 376          | -                                   | 376          |
| Exchange differences  | -64          | 4                                   | -60          |
| <b>Accumulated cost at 31 December 2012</b>                             | <b>1,045</b> | <b>238</b>                          | <b>1,283</b> |
| Cost at 1 January 2013  | 1,045        | 238                                 | 1,283        |
| Investments   | -            | 6                                   | 6            |
| Acquired through business combination                                   | 67           | 52                                  | 119          |
| Exchange differences  | 3            | 2                                   | 5            |
| <b>Accumulated cost at 31 December 2013</b>                             | <b>1,115</b> | <b>298</b>                          | <b>1,413</b> |
| Amortisation and impairment loss at 1 January 2012                      | 0            | 133                                 | 133          |
| Impairment losses for the year  | -            | 21                                  | 21           |
| Disposals   | -            | 2                                   | 2            |
| Exchange differences  | 0            | -5                                  | -5           |
| <b>Accumulated amortisation and impairment loss at 31 December 2012</b> | <b>0</b>     | <b>151</b>                          | <b>151</b>   |
| Amortisation and impairment loss at 1 January 2013                      | 0            | 151                                 | 151          |
| Impairment losses for the year  | -            | 22                                  | 22           |
| Exchange differences  | 0            | 2                                   | 2            |
| <b>Accumulated amortisation and impairment loss at 31 December 2013</b> | <b>0</b>     | <b>175</b>                          | <b>175</b>   |
| <b>Residual value at 31 December 2012</b>                               | <b>1,045</b> | <b>87</b>                           | <b>1,132</b> |
| <b>Residual value at 31 December 2013</b>                               | <b>1,115</b> | <b>123</b>                          | <b>1,238</b> |

#### Reviewing impairment of goodwill

In preparing the financial statements for 2013, the Group has reviewed impairment of goodwill.

Goodwill is allocated to cash-generating units. The recoverable amount for a cash-generating unit is determined by calculating its value in use. These calculations are based on estimated future cash flow as stated in budgets and forecasts covering a five-year period. Cash flow beyond this period has been extrapolated by no more than 3 percent (3) in any case. Working capital beyond the five-year period is estimated at the same level as year five. Discount rates are assumed to be 9 percent (9) after tax and 12.8 percent (12.8) before tax. Goodwill testing of the Swedish, Danish, and Dutch units was done at an aggregate level, whereby the three production units were considered as a single cash-generating unit. Other goodwill testing considered cash-generating units at country level. Approximately 30 percent of goodwill is attributable to the business area Chocolate & Confectionery Fats and the remaining approximately 70 percent to Food Ingredients.

Testing has not demonstrated any need for impairment. The sensitivity in these calculations indicates that recognised goodwill is still intact even if the discount rate increases by 1 percent or if long-term growth is 1 percent less.

#### Goodwill by cash-generating unit

|  | 2013         | 2012         |
|--|--------------|--------------|
| Scandinavia, including the Netherlands | 501          | 481          |
| United Kingdom                         | 63           | 62           |
| Turkey                                 | 56           | -            |
| USA                                    | 495          | 502          |
| <b>Total</b>                           | <b>1,115</b> | <b>1,045</b> |

## NOTE 17 – INVESTMENTS IN GROUP COMPANIES

|                                   | Parent       |              |
|-----------------------------------|--------------|--------------|
|                                   | 2013         | 2012         |
| Start of year                     | 4,005        | 3,995        |
| Formation of subsidiaries         | -            | 10           |
| Intra-Group sales of subsidiaries | 943          | -            |
| Liquidation of subsidiaries       | -2,527       | -            |
| <b>Accumulated cost</b>           | <b>2,421</b> | <b>4,005</b> |

### List of shareholdings and book value as of 31 December 2013

|  | Domicile          | 2013               |              |              | 2012               |              |              |
|--|-------------------|--------------------|--------------|--------------|--------------------|--------------|--------------|
|  |                   | No. of shares      | Capital %    | Book value   | No. of shares      | Capital %    | Book value   |
| AarhusKarlshamn Invest AB, Sweden                  | Malmö             | 1,000              | 100          | 0            | 1,000              | 100          | 0            |
| AarhusKarlshamn Holding Malta Ltd, Malta           | Gzira             | -                  | -            | -            | 25,274,999         | 100          | 2,527        |
| AarhusKarlshamn Finance AB, Sweden                 | Malmö             | 100,000            | 100          | 472          | 100,000            | -            | 10           |
| AarhusKarlshamn Holding AB, Sweden                 | Malmö             | 1,000              | 100          | 481          | 1,000              | 100          | 0            |
| <b>AarhusKarlshamn Sweden AB, Sweden</b>           | <b>Karlshamn</b>  | <b>21,864,928</b>  | <b>100</b>   |              | <b>21,864,928</b>  | <b>100</b>   |              |
| <b>AarhusKarlshamn Netherlands BV, Netherlands</b> | <b>Zaandijk</b>   | <b>500</b>         | <b>100</b>   |              | <b>500</b>         | <b>100</b>   |              |
| AarhusKarlshamn Group Treasury A/S, Denmark        | Aarhus            | 400,000,000        | 100          | 1,468        | 400,000,000        | 100          | 1,468        |
| <b>AarhusKarlshamn Denmark A/S, Denmark</b>        | <b>Aarhus</b>     | <b>100,000,000</b> | <b>100</b>   |              | <b>100,000,000</b> | <b>100</b>   |              |
| <b>AarhusKarlshamn Latin America S.A., Uruguay</b> | <b>Cousa</b>      | <b>150,000,000</b> | <b>100</b>   |              | <b>150,000,000</b> | <b>100</b>   |              |
| <b>AarhusKarlshamn UK Ltd, UK</b>                  | <b>Hull</b>       | <b>23,600,000</b>  | <b>100</b>   |              | <b>23,600,000</b>  | <b>100</b>   |              |
| <b>AarhusKarlshamn USA Inc., USA</b>               | <b>New Jersey</b> | <b>20,300,000</b>  | <b>100</b>   |              | <b>20,300,000</b>  | <b>100</b>   |              |
| <b>AarhusKarlshamn Mexico S.A. de C.V., Mexico</b> | <b>Morelia</b>    | <b>201,006,799</b> | <b>95.49</b> |              | <b>201,006,799</b> | <b>95.49</b> |              |
| <b>Total</b>                                       |                   |                    |              | <b>2,421</b> |                    |              | <b>4,005</b> |

The list includes certain shares and ownership interests owned by the Parent, either directly or indirectly, as of 31 December 2013. A complete listing of all holdings of shares and interests prepared in accordance with the rules of the Swedish Annual Accounts Act and which is included in the annual reports filed with the Swedish Companies Registration Office can be requested from AarhusKarlshamn AB, Corporate Communication, Jungmansgatan 12, 211 19 Malmö, Sweden.

## NOTE 18 – INVENTORIES

|   | Group        |              |
|---|--------------|--------------|
|   | 2013         | 2012         |
| Raw materials and consumables           | 1,432        | 1,524        |
| Goods in transit                        | 343          | 289          |
| Work in progress                        | 333          | 384          |
| Finished products and goods for resale  | 393          | 386          |
| <b>Total according to balance sheet</b> | <b>2,501</b> | <b>2,583</b> |
| Change in fair value                    | 117          | -187         |
| <b>Inventory at fair value</b>          | <b>2,618</b> | <b>2,396</b> |

"Raw materials and consumables and changes in inventories of finished products and work in progress" for the Group includes impairment loss on inventories of SEK 12 million (17).

## NOTE 19 – CASH AND CASH EQUIVALENTS

|                     | Group      |            |
|---------------------|------------|------------|
|                     | 2013       | 2012       |
| Cash equivalents    | 230        | 316        |
| Current investments | 1          | 14         |
| <b>Total</b>        | <b>231</b> | <b>330</b> |

**Group****Share capital**

223,650 new shares were registered in 2013 via a new share issue, resulting in an increase in share capital of SEK 2,236,500. As of 31 December 2013 the Group's registered share capital was 41,121,839 shares (SEK 411,218,390).

**Reserves****Translation reserve**

Translation reserves include all exchange differences that arise when translating financial statements from foreign operations whose financial statements are stated in currencies other than the Group's presentation currency. The Parent company and the Group present their financial statements in SEK.

**Hedging reserve**

The hedging reserve encompasses the effective portion of the accumulated net change in the fair value of a cash flow hedging instrument attributable to hedging transactions yet to take place.

**Statutory reserve**

The statutory reserve refers to a reduction of the share capital carried out previously.

**Retained profits and profit for the year**

Retained profits and profit for the year include profits earned and retained by the Parent company, subsidiaries, investments in associates, the purchase price paid for stock options issued and profit for the year. The new share issue increased retained profits by SEK 39,809,700.

**Treasury shares**

The Group owned a total of 0 (0) treasury shares as of 31 December 2013.

**Specification of equity item "Reserves"**

|  | Statutory<br>reserve | Hedging<br>reserve | Translation<br>reserve | Total       |
|--|----------------------|--------------------|------------------------|-------------|
| 2012 opening balance   | 5                    | -14                | -405                   | -414        |
| Exchange differences   | -                    | -                  | -97                    | -97         |
| Cash flow hedges recognised in "Other comprehensive income"        | -                    | -13                | -                      | -13         |
| Tax on cash flow hedges recognised in "Other comprehensive income" | -                    | 3                  | -                      | 3           |
| <b>2012 closing balance</b>  | <b>5</b>             | <b>-24</b>         | <b>-502</b>            | <b>-521</b> |
| 2013 opening balance   | 5                    | -24                | -502                   | -521        |
| Exchange differences   | -                    | -                  | -62                    | -62         |
| Cash flow hedges recognised in "Other comprehensive income"        | -                    | 21                 | -                      | 21          |
| Tax on cash flow hedges recognised in "Other comprehensive income" | -                    | -5                 | -                      | -5          |
| <b>2013 closing balance</b>  | <b>5</b>             | <b>-8</b>          | <b>-564</b>            | <b>-567</b> |

**Parent company****Share capital**

In accordance with the articles of association for AarhusKarlshamn AB (publ.), share capital shall be a minimum of SEK 300 million and a maximum of SEK 1.2 billion. All shares are fully paid and entitle the holder to equal voting rights and shares in Company assets. Share capital consists of 41,121,839 shares (40,898,189) at a quota value of SEK 10 per share, and shareholder equity of SEK 411,218,390 (408,981,890). The new share issue increased the share capital by SEK 2,236,500.

**Statutory reserve**

The statutory reserve refers to a reduction of the share capital carried out previously.

**Retained profit**

Retained profit includes non-restricted equity from the previous year after any dividend distribution. Comprises, together with profit/loss for the year, the purchase price paid for issued stock options, the new share issue and any funded fair value non-restricted equity – that is, the total amount available for distribution of dividends to shareholders. The new share issue increased retained profit by SEK 39,809,700.

**Dividend**

In accordance with the Swedish Companies Act, the Board of Directors proposes payment of a dividend, for the consideration and approval of the Annual General Meeting of the Shareholders. The proposed dividend for payment in 2013 is SEK 247 million (SEK 6.00 per share), which has not yet been considered by the Annual General Meeting. This amount is not recognised as a liability.

## NOTE 21 – BORROWINGS

| Non-current                                  | Group        |              | Parent   |          |
|--|--------------|--------------|----------|----------|
|  | 2013         | 2012         | 2013     | 2012     |
| Liabilities to banks and credit institutions | 2,289        | 2,774        | -        | -        |
| <b>Total</b>                                 | <b>2,289</b> | <b>2,774</b> | <b>-</b> | <b>-</b> |

| Current                                      | Group     |           | Parent   |          |
|--|-----------|-----------|----------|----------|
|  | 2013      | 2012      | 2013     | 2012     |
| Liabilities to banks and credit institutions | 77        | 68        | -        | -        |
| <b>Total</b>                                 | <b>77</b> | <b>68</b> | <b>-</b> | <b>-</b> |

Maturity for non-current borrowing is as follows:

|                       | Group        |              | Parent   |          |
|-----------------------|--------------|--------------|----------|----------|
|                       | 2013         | 2012         | 2013     | 2012     |
| Between 1 and 5 years | 1,879        | 2,436        | -        | -        |
| More than 5 years     | 410          | 338          | -        | -        |
| <b>Total</b>          | <b>2,289</b> | <b>2,774</b> | <b>-</b> | <b>-</b> |

## NOTE 22 – OTHER PROVISIONS

| Group   | Restruc-<br>turing | Environ-<br>mental<br>restoration | Other     | Total     |
|---|--------------------|-----------------------------------|-----------|-----------|
| Opening balance at 1 January 2012             | 32                 | 33                                | 30        | 95        |
| Provisions for the year                       | -                  | 6                                 | 2         | 8         |
| Provisions claimed for the year               | -21                | -1                                | -5        | -27       |
| Exchange differences                          | 0                  | 0                                 | 0         | 0         |
| <b>Closing balance as at 31 December 2012</b> | <b>11</b>          | <b>38</b>                         | <b>27</b> | <b>76</b> |

| Group   | Restruc-<br>turing | Environ-<br>mental<br>restoration | Other     | Total     |
|---|--------------------|-----------------------------------|-----------|-----------|
| Opening balance at 1 January 2013             | 11                 | 38                                | 27        | 76        |
| Provisions for the year                       | 6                  | -                                 | 5         | 11        |
| Provisions claimed for the year               | -3                 | -10                               | -5        | -18       |
| Exchange differences                          | 0                  | 0                                 | 0         | 0         |
| <b>Closing balance as at 31 December 2013</b> | <b>14</b>          | <b>28</b>                         | <b>27</b> | <b>69</b> |

| Provisions include | 2013      | 2012      |
|--------------------|-----------|-----------|
| Non-current        | 56        | 53        |
| Current            | 13        | 23        |
| <b>Total</b>       | <b>69</b> | <b>76</b> |

### Restructuring

A provision for restructuring is reported when the Group has adopted a comprehensive and formal restructuring plan, and the restructuring has either been started or published. No provisions are made for future operating expenses.

### Environmental restoration

These provisions are primarily related to restoring contaminated land.

## NOTE 23 – ACCRUED EXPENSES AND DEFERRED INCOME

|                           | Group      |            | Parent    |           |
|---------------------------|------------|------------|-----------|-----------|
|                           | 2013       | 2012       | 2013      | 2012      |
| Employee-related expenses | 204        | 208        | 23        | 13        |
| Other                     | 320        | 318        | 5         | 16        |
| <b>Total</b>              | <b>524</b> | <b>526</b> | <b>28</b> | <b>29</b> |

## NOTE 24 – ASSETS PLEDGED

|  | Group      |            | Parent   |          |
|--|------------|------------|----------|----------|
|  | 2013       | 2012       | 2013     | 2012     |
| <b>Collateral for provisions and liabilities</b> |            |            |          |          |
| Property mortgages                               | 505        | 532        | -        | -        |
| <b>Total</b>                                     | <b>505</b> | <b>532</b> | <b>-</b> | <b>-</b> |

## NOTE 25 – CONTINGENT LIABILITIES

|                              | Group     |          | Parent    |          |
|------------------------------|-----------|----------|-----------|----------|
|                              | 2013      | 2012     | 2013      | 2012     |
| Other contingent liabilities | 48        | 1        | 48        | -        |
| <b>Total</b>                 | <b>48</b> | <b>1</b> | <b>48</b> | <b>-</b> |

Contingent liabilities refer primarily to counter-guarantees issued for Group companies' commitments to financial institutions to cover local borrowings.

Over and above the contingent liabilities stated above, guarantees for the completion of various contractual undertakings are sometimes involved as part of the Group's normal business activities. There was no indication at year-end that any contractual guarantees provided will require any payment to be made.

## NOTE 26 – RELATED-PARTY TRANSACTIONS

For the Parent, SEK 72 million (50), i.e. 100 percent (100) of sales were to Group companies. The Parent's purchasing from Group companies is related to administrative services of limited scope. All transactions were carried out on commercial terms.

### Transactions with key management personnel

Besides those transactions stated in Note 8 Remuneration of the Board of Directors and Senior Executives and in the description of the Board of Directors on page 58, no transactions with related physical persons have taken place.

The operations carried out in partnership with Unitata Berhard in Malaysia are no longer classified as related-party transactions as Carl Bek-Nielsen and Martin Bek-Nielsen are no longer members of the Board of Directors of AAK. No other significant changes have taken place in relations or transactions with related parties since 2012.

## NOTE 27 – ACQUISITIONS

One acquisition was made during the year and is not of a significant nature.

### Unipro

On 2 September 2013, AAK acquired Unipro from Unilever in Turkey, thereby enhancing its position on the Turkish market. Unipro is a leading supplier of oils and fats to the industrial and bakery markets in Turkey and the surrounding region. The company was founded in 1990 and is located in Istanbul, Turkey. Unipro employs 37 people and has sales of approximately SEK 700 million.

The acquisition of Unipro comprises ten established brands, a management and sales organisation, all know-how related to this and the company name Unipro for bakery and industrial fats. In conjunction with the acquisition, AAK made a five-year contract with Unilever for the manufacture of Unipro products. The goodwill from the transaction is tax deductible.

## NOTE 28 – SEGMENT REPORTING

The Group's operations are organisationally divided into business segments based on product. The marketing organisation also reflects this structure.

All transactions between business segments are recognised at market value. Assets and liabilities not attributed to a segment include tax assets and tax liabilities, financial investments and financial liabilities, as well as cash and cash equivalents and interest-bearing receivables.

The external sales are based on where our customers are located. The carrying amounts of assets and the direct investment in plant for the period are determined by the location of the assets. The Group has applied hedge accounting based on fair-value hedging.

Segment-based reporting is prepared in accordance with the accounting policies described in Note 2 "Accounting Policies".

### Reporting by primary segments/business areas

| 2013               | Food<br>Ingredients | Chocolate &<br>Confectionery<br>Fats | Technical<br>Products &<br>Feed | Group<br>Functions | Eliminations  | Group 2013    |
|--------------------|---------------------|--------------------------------------|---------------------------------|--------------------|---------------|---------------|
| <b>Net sales</b>   |                     |                                      |                                 |                    |               |               |
| External sales     | 10,798              | 4,200                                | 1,539                           | -                  | -             | 16,537        |
| Internal sales     | 1,220               | 1,282                                | 63                              | -                  | -2,565        | -             |
| <b>Group total</b> | <b>12,018</b>       | <b>5,482</b>                         | <b>1,602</b>                    | <b>-</b>           | <b>-2,565</b> | <b>16,537</b> |

### Operating profit/loss by business segment

| 2013   | Food<br>Ingredients | Chocolate &<br>Confectionery<br>Fats | Technical<br>Products &<br>Feed | Group<br>Functions | Eliminations | Group 2013    |
|--|---------------------|--------------------------------------|---------------------------------|--------------------|--------------|---------------|
| Operating profit/loss                                | 771                 | 369                                  | 97                              | -120               | -            | 1,117         |
| <b>Total</b>   | <b>771</b>          | <b>369</b>                           | <b>97</b>                       | <b>-120</b>        | <b>-</b>     | <b>1,117</b>  |
| <b>Other</b>   |                     |                                      |                                 |                    |              |               |
| Assets   | 5,437               | 3,397                                | 582                             | 74                 | -            | 9,490         |
| Unallocated assets                                   | -                   | -                                    | -                               | -                  | -            | 555           |
| <b>Group total</b>                                   | <b>5,437</b>        | <b>3,397</b>                         | <b>582</b>                      | <b>74</b>          | <b>-</b>     | <b>10,045</b> |
| Liabilities  | 1,479               | 711                                  | 360                             | 299                | -            | 2,849         |
| Unallocated liabilities                              | -                   | -                                    | -                               | -                  | -            | 2,832         |
| <b>Group total</b>                                   | <b>1,479</b>        | <b>711</b>                           | <b>360</b>                      | <b>299</b>         | <b>-</b>     | <b>5,681</b>  |
| Investments  | 350                 | 181                                  | 23                              | 1                  | -            | 555           |
| Depreciation,<br>amortisation and<br>impairment loss | 154                 | 140                                  | 43                              | 6                  | -            | 343           |

### Reporting by market

| 2013   | Sweden       | Denmark      | Other<br>Nordic<br>countries | Central<br>and<br>Eastern<br>Europe | Western<br>Europe | North<br>America | Other<br>countries | Total         |
|--|--------------|--------------|------------------------------|-------------------------------------|-------------------|------------------|--------------------|---------------|
| External sales   | 1,900        | 344          | 999                          | 1,786                               | 4,400             | 6,055            | 1,053              | 16,537        |
| Intangible assets and prop-<br>erty, plant and equipment | 1,019        | 1,330        | 0                            | 0                                   | 536               | 1,271            | 109                | 4,265         |
| Other assets   | 1,464        | 706          | 2                            | 53                                  | 1,157             | 1,764            | 634                | 5,780         |
| <b>Total assets</b>                                      | <b>2,483</b> | <b>2,036</b> | <b>2</b>                     | <b>53</b>                           | <b>1,693</b>      | <b>3,035</b>     | <b>743</b>         | <b>10,045</b> |
| Investments  | 256          | 51           | -                            | -                                   | 101               | 134              | 13                 | 555           |

## Reporting by primary segments/business areas

|                    | Food<br>Ingredients | Chocolate &<br>Confectionery<br>Fats | Technical<br>Products &<br>Feed | Group<br>Functions | Eliminations  | Group 2012    |
|--------------------|---------------------|--------------------------------------|---------------------------------|--------------------|---------------|---------------|
| <b>2012</b>        |                     |                                      |                                 |                    |               |               |
| <b>Net sales</b>   |                     |                                      |                                 |                    |               |               |
| External sales     | 10,729              | 4,583                                | 1,599                           | -                  | -             | 16,911        |
| Internal sales     | 909                 | 832                                  | 67                              | -                  | -1,808        | -             |
| <b>Group total</b> | <b>11,638</b>       | <b>5,415</b>                         | <b>1,666</b>                    | <b>-</b>           | <b>-1,808</b> | <b>16,911</b> |

## Operating profit/loss by business segment

|                                   | Food<br>Ingredients | Chocolate &<br>Confectionery<br>Fats | Technical<br>Products &<br>Feed | Group<br>Functions | Eliminations | Group 2012 |
|-----------------------------------|---------------------|--------------------------------------|---------------------------------|--------------------|--------------|------------|
| <b>2012</b>                       |                     |                                      |                                 |                    |              |            |
| Operating profit/loss             | 697                 | 311                                  | 88                              | -121               | -            | 975        |
| Adjustment for<br>Hurricane Sandy | 6                   | 5                                    | -                               | 10                 | -            | 21         |
| <b>Total</b>                      | <b>703</b>          | <b>316</b>                           | <b>88</b>                       | <b>-111</b>        | <b>-</b>     | <b>996</b> |

## Other

|                    |              |              |            |           |          |              |
|--------------------|--------------|--------------|------------|-----------|----------|--------------|
| Assets             | 4,835        | 3,586        | 647        | 58        | -        | 9,126        |
| Unallocated assets | -            | -            | -          | -         | -        | 634          |
| <b>Group total</b> | <b>4,835</b> | <b>3,586</b> | <b>647</b> | <b>58</b> | <b>-</b> | <b>9,760</b> |

|                         |              |            |            |            |          |              |
|-------------------------|--------------|------------|------------|------------|----------|--------------|
| Liabilities             | 1,280        | 761        | 322        | 175        | -        | 2,538        |
| Unallocated liabilities | -            | -          | -          | -          | -        | 3,299        |
| <b>Group total</b>      | <b>1,280</b> | <b>761</b> | <b>322</b> | <b>175</b> | <b>-</b> | <b>5,837</b> |

|  |     |     |    |   |   |     |
|--|-----|-----|----|---|---|-----|
| Investments  | 218 | 94  | 61 | 1 | - | 374 |
| Depreciation,<br>amortisation and<br>impairment loss | 134 | 165 | 40 | 8 | - | 347 |

## Reporting by market

|  | Sweden       | Denmark      | Other<br>Nordic<br>region | Central<br>and<br>Eastern<br>Europe | Western<br>Europe | North<br>America | Other<br>countries | Total        |
|--|--------------|--------------|---------------------------|-------------------------------------|-------------------|------------------|--------------------|--------------|
| <b>2012</b>  |              |              |                           |                                     |                   |                  |                    |              |
| External sales   | 2,111        | 287          | 1,142                     | 1,872                               | 4,714             | 6,095            | 690                | 16,911       |
| Intangible assets and prop-<br>erty, plant and equipment | 832          | 1,357        | 0                         | 0                                   | 477               | 1,226            | 40                 | 3,932        |
| Other assets   | 1,652        | 728          | 10                        | 55                                  | 1,120             | 1,965            | 298                | 5,828        |
| <b>Total assets</b>                                      | <b>2,484</b> | <b>2,085</b> | <b>10</b>                 | <b>55</b>                           | <b>1,597</b>      | <b>3,191</b>     | <b>338</b>         | <b>9,760</b> |

|             |     |    |   |   |    |     |   |     |
|-------------|-----|----|---|---|----|-----|---|-----|
| Investments | 104 | 56 | - | - | 66 | 145 | 3 | 374 |
|-------------|-----|----|---|---|----|-----|---|-----|

## NOTE 29 – OPERATING LEASES

Future minimum leasing fees under non-cancellable operating lease agreements are distributed as follows:

|                       | Group      |            |
|-----------------------|------------|------------|
|                       | 2013       | 2012       |
| Within 1 year         | 57         | 60         |
| Between 1 and 5 years | 117        | 120        |
| More than 5 years     | 233        | 268        |
| <b>Total</b>          | <b>407</b> | <b>448</b> |

Operating lease expenses of SEK 73 million (73) are recognised in profit or loss for the period.

## NOTE 30 – SUPPLEMENTAL CASH FLOW STATEMENT

|  | Group     |          | Parent      |          |
|--|-----------|----------|-------------|----------|
|  | 2013      | 2012     | 2013        | 2012     |
| Adjustment for items not included in cash flow |           |          |             |          |
| Provisions                                     | -         | 1        | -           | 0        |
| Sales of non-current assets                    | -7        | 4        | -           | -        |
| Dividend                                       | -         | -        | -916        | -        |
| Other  | -         | -        | -           | -        |
| <b>Total</b>                                   | <b>-7</b> | <b>5</b> | <b>-916</b> | <b>0</b> |

The income statement and balance sheet will be presented to the annual general meeting on 8 May 2014 for adoption.

## NOTE 31 - HURRICANE SANDY AND INSURANCE COMPENSATION

AAK's two plants in New Jersey were shut down temporarily on 29 October 2012 as a result of Hurricane Sandy. No personnel were injured at either of the facilities.

The factory in Port Newark restarted at reduced capacity on 26 November 2012, and was being operated at almost full capacity at the end of the year. At the end of the first quarter of 2013, the factory was back at full capacity.

AAK has insurance policies which cover damage to property and operating interruptions.

Operating profit was not affected to any great degree by Hurricane Sandy in 2013. However, the Company did receive insurance compensation as planned.

It is not likely that the insurance compensation will be fully settled before the latter part of the 2014 financial year.

# Corporate Governance Report

## Corporate Governance Report 2013

This Corporate Governance Report has been drawn up in accordance with the rules of the Annual Accounts Act and the Swedish Corporate Governance Code ("the Code"). The Corporate Governance Report has been reviewed by the company's auditor as defined by law.

Effective and clear corporate governance contributes to the safeguarding of trust among AAK's stakeholder groups and also increases the focus on business benefit and shareholder value in the company. AAK's Board of Directors and management team endeavour, through a high level of transparency, to make it easy for individual shareholders to understand the company's decision-making process and to clarify where in the organisation responsibilities and authorities reside. AAK's corporate governance is based on applicable legislation, the Code, NASDAQ OMX Stockholm's regulatory framework for issuers, generally accepted practice in the stock market and various internal guidelines. Where AAK has chosen to diverge from the rules in the Code, the reason is provided under each heading in this Corporate Governance Report.

## General

AAK is a Swedish public limited company, whose shares are traded on NASDAQ OMX Stockholm within the Mid Cap segment (since 2 January 2014 within the Large Cap segment), Consumer Commodities sector. AAK has around 7,000 shareholders. Its business operations are global, with a presence in almost 100 countries. As of 31 December 2013, the number of employees was 2,207. Responsibility for management and control of AAK is divided between the shareholders at the Annual General Meeting, the Board of Directors, its elected committees and the CEO in accordance with the Swedish Companies Act, other legislation and ordinances, applicable rules for companies traded on a regulated market, the Articles of Association and the Board's internal control instruments. AAK's goal is to be the obvious first choice for its customers, and to create the best possible value for the company's various stakeholder

groups – in particular customers, suppliers, shareholders and employees. At the same time, AAK aims to be a good corporate citizen and take long-term responsibility. The aim of corporate governance is to define a clear allocation of responsibility and roles between the owners, the Board, the Executive Committee team and various control bodies. In line with this, corporate governance covers the Group's management and control systems.

## Ownership structure

Information about shareholders and shareholdings can be found on pages 56-57.

## Articles of Association

AAK's current Articles of Association were adopted at the Annual General Meeting on 19 May 2009. The Articles of Association state that the company is to operate manufacturing and trading business, primarily within the food industry, to own and manage shares and securities and other associated business. The Articles of Association also state the shareholders' rights, the number of Board members and auditors, that the Annual General Meeting shall be held yearly within six months of the end of the financial year, how notification of the AGM shall be effected and that the registered office of the Board of Directors shall be in Malmö, Sweden. The company's financial year is the calendar year. The Annual General Meeting shall be held in Malmö or Karlshamn, Sweden. The Articles of Association contain no restrictions on the number of votes each shareholder may cast at a general meeting. Furthermore, the Articles of Association contain no special provisions on the appointment and removal of Members of the Board of Directors and on amendments to the Articles of Association. For the current Articles of Association, please see [www.aak.com](http://www.aak.com).

## Annual General Meeting

The Annual General Meeting of AAK is the highest decision-making body and the forum through which the shareholders exercise their influence over the company. The tasks of the Annual General Meeting are regulated by the Swedish Companies Act and the Articles of Association. The Annual Gen-

eral Meeting makes decisions on a number of central issues, such as adoption of the income statement and balance sheet, discharge from liability for the Board members and CEO, the dividend to shareholders and the composition of the Board. Further information about the Annual General Meeting and complete minutes from previous Annual General Meetings and Extraordinary General Meetings are published at [www.aak.com](http://www.aak.com).

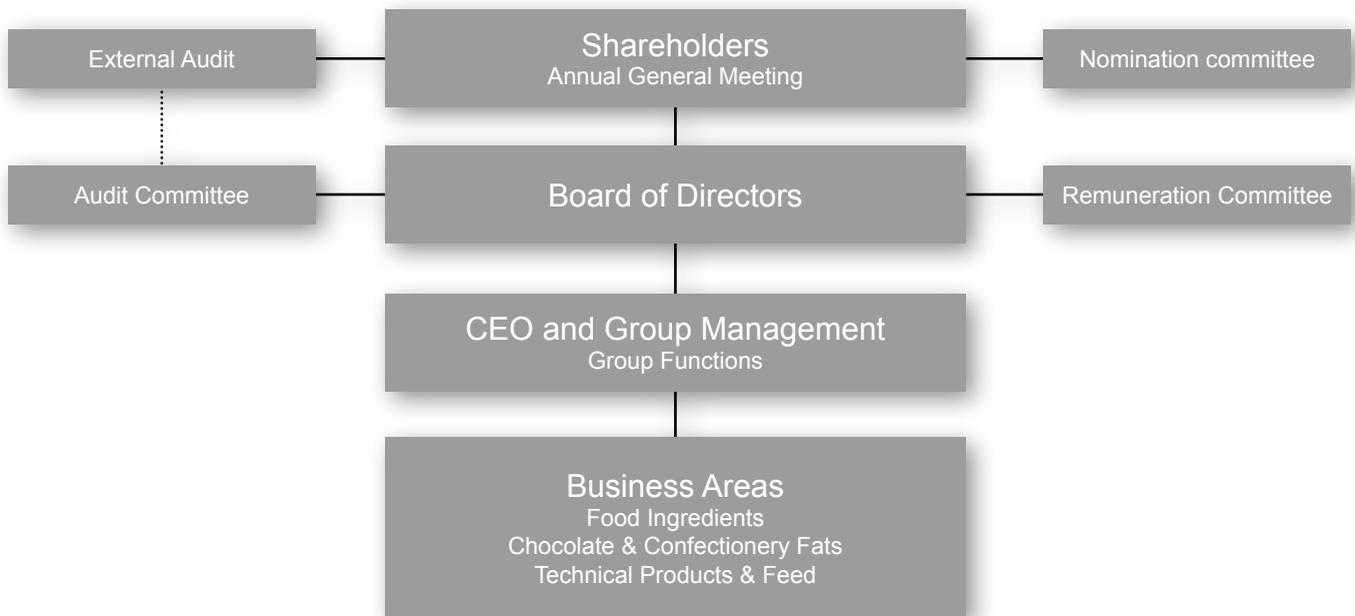
## Annual General Meeting 2013

The Annual General Meeting held on May 3rd 2013 was attended by shareholders representing around 54 percent of the share capital and votes in the company. The Chairman of the Board, Melker Schörling, was elected Chairman of the Annual General Meeting. The AGM adopted the income statement and balance sheet, as well as the consolidated income statement and consolidated balance sheet. In association with this, the Annual General Meeting approved the Board's proposal for a dividend for the 2012 financial year of SEK 5.25 per share. Melker Schörling, Märit Beckeman, Ulrik Svensson and Arne Frank were re-elected as ordinary members of the Board of Directors. Märta Schörling and Lillie Li Valeur were elected as new members. Carl Bek-Nielsen, Martin Bek-Nielsen and Harald Sauthoff did not stand for re-election. Melker Schörling was elected Chairman of the Board. The employee organisations had appointed Annika Westerlund (PTK-L) and Leif Håkansson (IF Metall) as employee representative members of the Board, and Rune Andersson (IF Metall) and Fredrik Blomdahl (PTK-L) as deputy members of the Board. The Annual General Meeting did not authorise the Board to resolve on the issue of new shares by the Company or the acquisition of the Company's own shares.

## Nomination committee

The Annual General Meeting decides on the election of the Board, among other items. The task of the Nomination Committee is to make proposals to the Annual General Meeting regarding the election of the Chairman and other members of the Board and of the Chairman of the Meeting, and regarding remuneration issues and related issues.

# CORPORATE GOVERNANCE



## Nomination Committee for the 2014 Annual General Meeting

The 2013 Annual General Meeting appointed Mikael Ekdahl (Melker Schörling AB via BNS Holding), Henrik Didner (Didner & Gerge fonder), Åsa Nisell (Swedbank Robur fonder) and Lars-Åke Bokenberger (AMF Fonder) members of the Nomination Committee for the 2014 Annual General Meeting. Mikael Ekdahl was appointed Chairman of the Nomination Committee.

The members of the Nomination Committee represent around 52 percent of the votes in AAK. The decision by the Annual General Meeting also included the opportunity to change the composition of the Nomination Committee in the event of a change in ownership. During the year, the Nomination Committee held two minuted meetings. At the meetings, the Chairman reported on the evaluation work in the Board of Directors. The Nomination Committee was informed about the Board members who were not standing for re-election and met the candidates who were subsequently proposed for election as new members at the 2013 Annual General Meeting. The Nomination Committee has been contactable by letter with proposals from shareholders. The members of the Nomination Committee have not received any remuneration from AAK for their work. Shareholders who wish to contact the Nomination Committee can send

letters addressed to AarhusKarlshamn AB (publ.), Valberedningen, Jungmansgatan 12, SE-211 19 Malmö, Sweden.

## The Board of Directors and its activities

The tasks of the Board are regulated in the Swedish Companies Act and the Articles of Association. In addition to this, the work of the Board is regulated by the working practices adopted by the Board each year. The procedural rules of the Board also regulate the distribution of work and responsibilities between the Board, the Chairman of the Board and the CEO and also include procedures for financial reporting by the CEO to the Board. According to the current working practices, the Board shall meet at least six times each year, including a statutory meeting following election held immediately after the Annual General Meeting. The tasks of the Board shall include setting strategies, business plans, budgets, interim reports and year-end reports for AAK. The Board shall also monitor the work of the CEO, appoint and dismiss the CEO and decide on important changes to AAK's organisation and operation. The most important tasks of the Board are to set the overriding goals for the company's operation and to decide on the company's strategy for achieving the goals; to ensure the company has an effective executive management team and

appropriate remuneration terms; to ensure the transparency and accuracy of the company's external reporting; and that external reporting provides a fair presentation of the company's performance, profitability and financial position and exposure to risk; to monitor the financial reporting, including instructions to the CEO and the establishment of requirements for the content of the financial reporting to be submitted to the Board on a continuous basis; to ensure the company's insider policy and logging procedures are adhered to in accordance with legislation and the guidelines of the Swedish Financial Supervisory Authority; to ensure there are effective systems for follow-up and control of the company's operational and financial position against set goals; to follow up and evaluate the company's development and to recognise and support the work of the CEO in carrying out the required measures; to ensure there is sufficient control of the company's compliance with legislation and other rules applicable to the operation of the company, to ensure the required ethical guidelines are set for the company's behaviour; and to propose to the Annual General Meeting any dividend, repurchase of shares, redemption or other proposals falling within the competence of the Annual General Meeting.

## Composition of the Board

Under the Articles of Association, AAK's Board shall consist of at least three and at most ten members. The current Board consists of six members elected by the 2013 Annual General Meeting. Under Swedish law, employee organisations have a right to be represented on the Board, and have appointed two ordinary members and two deputies. In accordance with the proposal of the Nomination Committee, four members were re-elected and two new members were elected at the 2013 Annual General Meeting. Melker Schörling was re-elected Chairman of the Board. The former Board member Mikael Ekdahl switched to a role as secretary of the Board of Directors. At the statutory Board meeting following the Annual General Meeting, the Board chose to appoint an Audit Committee and a Remuneration Committee. Ulrik Svensson was appointed Chairman of the Audit Committee and Lillie Li Valeur was appointed member. Melker Schörling was appointed Chairman of the Remuneration Committee and Märit Beckeman was appointed member. AAK's largest shareholder BNS Holding AB is a wholly-owned subsidiary of Melker Schörling AB and holds approximately 35 percent of the shares in AAK. Melker Schörling is Chairman of the Board of BNS Holding AB and Melker Schörling AB. With his family, he holds approximately 85 percent of the shares in Melker Schörling AB. He cannot, therefore, be considered to be independent in relation to major shareholders in the Company in accordance with the Code. Märta Schörling is a member of the Board of Directors of Melker Schörling AB and cannot, therefore, be considered to be independent in relation to major shareholders in the Company in accordance with the Code. Nor can Ulrik Svensson, who is CEO of BNS Holding AB and Melker Schörling AB, be regarded as independent in relation to the major shareholders in the Company. The President and Chief Executive Officer Arne Frank is, in his capacity as Chief Executive Officer and an employee of the Company, not independent in relation to the Company management. The other two members elected by the AGM, Märit Beckeman and Lilli Li Valeur, are independent in relation to AAK, the Company management and the Company's major shareholders in accordance with the Code.

## Attendance at Board and Committee meetings during 2013

| Member  | Board of  |                 | Remuneration Committee |
|---|-----------|-----------------|------------------------|
|   | Directors | Audit Committee |                        |
| Number of meetings                                  | 9         | 4               | 2                      |
| Märit Beckeman                                      | 8         |                 | 1                      |
| Carl Bek-Nielsen (resigned 3 May 2013)              | 1         |                 |                        |
| Martin Bek-Nielsen (resigned 3 May 2013)            | 1         | 1               | 1                      |
| Lillie Li Valeur (new member elected on 3 May 2013) | 5         | 2               |                        |
| Märta Schörling (new member elected on 3 May 2013)  | 4         |                 |                        |
| Mikael Ekdahl (resigned 3 May 2013)                 | 3         | 2               | 1                      |
| Arne Frank  | 9         |                 |                        |
| Leif Håkansson                                      | 9         |                 |                        |
| Harald Sauthoff (resigned 3 May 2013)               | 1         | 1               |                        |
| Melker Schörling                                    | 9         |                 | 1                      |
| Ulrik Svensson                                      | 9         | 4               |                        |
| Annika Westerlund                                   | 9         |                 |                        |

Information about the members of the Board can be found on pages 58-59.

The Board therefore fulfils the requirement of the Code that at least two Board members who are independent of the Company and the Company management shall also be independent of the Company's major shareholders.

## Working practices

The Board's working practices, containing instructions for the division of work between the Board and the CEO and for financial reporting, are updated and adopted annually. Board meetings consider the financial reporting and monitoring of day-to-day business operations and profitability trends, as well as goals, strategies for the business operation, acquisitions and significant investments and matters relating to capital structure. Business area managers and other senior executives report on business plans and strategic issues on a continual basis.

Remuneration and audit issues are prepared within the respective committees. The Board holds a statutory meeting immediately

after the Annual General Meeting. At this meeting, the Board's working practices are also adopted, as are the instructions to the CEO and the Committees and other internal management instruments. The current Board held its statutory meeting on 3 May 2013, at which meeting all members were in attendance.

## Chairman of the Board

At the Annual General Meeting held on 3 May 2013, Melker Schörling was elected Chairman of the Board. The role of the Chairman of the Board is to lead the work of the Board and ensure the Board fulfils its tasks. The Chairman shall monitor the progress of the business in dialogue with the CEO, and is responsible for ensuring the other members continuously receive the information required to carry out the work on the Board, maintaining the required quality and in accordance with the Swedish Companies Act and other applicable laws and ordinances, the Articles of Association and the working practices of the Board. The Chairman is responsible for ensuring the Board constantly develops its knowledge about the Company, that an evaluation of the Board's work is carried out and that the Nomination Committee is provided with this evaluation. The Chairman shall also participate in evaluation and development issues relating to senior executives in the Group.

## The work of the Board in 2013

The Board held 9 meetings during the year. All business area managers reported on the goals and business strategies of the business areas. The Board has handled issues relating to staffing and organisation, and has also followed up on the progress of the specialisation projects within operations in Denmark, Sweden the Netherlands and the UK. Decisions have been made relating to acquisitions and investments. Other areas handled are the Group's work on raw materials supply, risk management and the Company's strategy for capital structure and borrowing.

## Fees to Board members

According to the decision of the Annual General Meeting, the total fees to the Board amount to SEK 1,950,000, to be allocated between the members as follows: SEK 500,000 to the Chairman and SEK 250,000

to each of the other members elected at the Annual General Meeting who are not employed by the Company. The Chairman of the Audit Committee received SEK 200,000 and the members SEK 100,000 each. The Chairman of the Remuneration Committee received SEK 100,000 and the member SEK 50,000. The CEO, the secretary to the Board and employee representatives to the Board do not receive any compensation other than for costs in connection with their participation in Board activities. For further information about remuneration to members of the Board, please see pages 32-33.

### **Evaluation of the CEO**

The Board continuously evaluates the work and competence of the CEO and the Company's management team. This is discussed at least once a year without representatives of the Company management being present.

### **Guidelines for remuneration of senior executives**

The 2013 Annual General Meeting approved the principles for the remuneration of senior executives. The principles for the remuneration of AAK's senior executives are designed to ensure, from an international perspective, that AAK can offer compensation that is competitive and at the prevailing market level to attract and retain qualified people. The total remuneration package paid to senior executives shall consist of fixed base salary, annual variable salary, pension, company car and severance payment. The fixed salary shall be individually differentiated on the basis of responsibility and performance, and shall be set on market principles and revised annually. In addition to annual salary, senior executives shall also receive a variable salary, which shall have a pre-set ceiling and be based on the outcome in relation to goals set annually. The goals shall be related to the company's performance and shall also be able to be linked to individual areas of responsibility. The annual variable portion shall amount to a maximum of 70 percent of the fixed salary. In addition to the variable salary mentioned, share or share-price related incentive programmes may be added as determined from time to time by the Annual General Meeting. The right to a pension for senior executives shall apply from the age of 60 at the earliest. Pension plans for senior

executives shall be either defined benefit or defined contribution plans, or a combination of the two. In the event of termination of employment by the Company, the notice period for the President and other senior executives shall be twelve months, and they shall be entitled to receive severance pay with a pre-determined ceiling corresponding to twelve months' salary. For termination of employment by the employee, a notice period of six months shall normally apply and no severance pay shall be payable. These guidelines will cover those persons who are in Group management positions during the period of time in which the guidelines apply. The guidelines apply to agreements entered into after the resolution of the Annual General Meeting, and in the event that changes are made to existing agreements after this point in time. The Board will be entitled to diverge from the guidelines if there are particular reasons to do so in an individual case.

### **Incentive programme 2010-2015**

An incentive programme has been introduced for senior executives and key personnel in the Group, in accordance with the resolution of the Extraordinary General Meeting of 8 November 2010. The 2011 Annual General Meeting decided that the programme would also include other employees within the Group. Within the framework of this programme, 1,500,000 stock options, carrying an entitlement to subscribe for an equivalent number of shares in AAK, have been issued to the wholly-owned subsidiary, AarhusKarlshamn Invest AB, and offered for sale to participants in the programme. Around 100 senior executives and key personnel within the Group, as well as other employees, have so far acquired 1,300,000 stock options. The remaining stock options, which have not been assigned, are reserved for the future recruitment of senior executives and key personnel to the Group. The incentive programme, which gives senior executives and key personnel the opportunity to participate in the growth in value of the company, are expected to stimulate interest in the growth of the Company. The incentive programme is also expected to assist in the recruitment and retention of highly skilled people. Our market-based valuation has set the subscription price for subscribing to shares through the exercise of the stock

options at SEK 188. The stock options are assigned to participants in the programme at market price. The stock options will be eligible for the purchase of shares during the period 1 December 2013 – 1 December 2015. In December 2013, the Company received a number of applications from participants who wanted to exercise the stock options issued in the 2010-2015 incentive programme. In December 2013, 223,650 new shares were therefore issued in the Company and subscribed for using the stock options.

### **Board committees**

Audit and remuneration issues within the Board are handled in committees, whose task it is to prepare issues arising and submit proposals for decisions to the Board. The tasks and working practices of the committees are determined by the Board in written instructions, which constitute part of the Board's working practices.

### **Remuneration Committee**

In accordance with the Board's working practices, issues of remuneration to the Chief Executive Officer and senior executives shall be prepared by the Remuneration Committee. The Remuneration Committee prepares and presents proposals to the Board relating to remuneration to the President and other senior executives. The final task of the Remuneration Committee is to monitor and evaluate the ongoing programmes for variable remuneration of the company management team, and programmes terminated during the year, as well as the application of the guidelines for the remuneration of senior executives and the current remuneration structure and remuneration levels in the company. During 2013, the members of the Remuneration Committee were Melker Schörling (Chairman) and Märit Beckeman. The recommendations of the Remuneration Committee to the Board include principles for remuneration, the relationship between fixed and variable salary, conditions for pensions and severance pay and other benefits payable to the management. Remuneration to the CEO of the Group has been decided by the Board on the basis of the recommendations of the Remuneration Committee. Remuneration to other senior executives has been decided by the Chief Executive Officer in consultation with the Remunera-

tion Committee. For further information, see pages 32-33. During 2013, the Remuneration Committee met on two occasions, at which both members attended. The Board's proposal for guidelines for remuneration to senior executives can be found in Note 8 on pages 32-33, and will be put to the Annual General Meeting in 2014 for a decision.

### **Audit Committee**

The members of the Audit Committee in 2013 were Ulrik Svensson (Chairman) and Lillie Li Valeur. The Committee held four ordinary meetings during the year, which the company's external auditors and representatives of the management team attended. Areas dealt with by the Audit Committee primarily related to planning, scope and follow-up of the audit for the year. Other issues dealt with include risk management, integration and systematics of Group procedures, co-ordination of insurance issues, corporate governance, internal control, accounting rules, development of the global finance function, financing operations and other issues that the Board has requested the Committee to prepare. Under the provisions of Chap. 8, Section 49 a, of the Swedish Companies Act (2005:551), at least one member of the Audit Committee must be independent in relation to major shareholders in the Company, and have expertise in accounting or auditing, and the Company fulfils this requirement of the Code.

### **External auditors**

AAK's auditors are appointed by the Annual General Meeting. At the Annual General Meeting in 2009, the audit company PricewaterhouseCoopers AB was appointed auditors up to and including the Annual General Meeting in 2014. Sofia Götmar-Blomstedt, Authorised Public Accountant, was appointed auditor in charge. Sofia Götmar-Blomstedt also has auditing tasks in companies including Beijer Electronics AB, Genovis AB, Pägengruppen AB and Polykemi AB. All services requested in addition to the statutory audit are tested separately to ensure there is no conflict arising involving independence or disqualification. No agreements with related parties exist.

### **Operational management**

It is the task of the CEO to lead operations in accordance with the guidelines and in-

structions of the Board. In conjunction with this, the CEO shall use the required control systems to ensure the company complies with applicable laws and ordinances. The CEO reports to the Board meetings and shall ensure the Board receives as much factual, detailed and relevant information as is required for the Board to reach well-informed decisions. The CEO also maintains continual dialogue with the Chairman of the Board and keeps him informed of the development and financial position of the Company and the Group.

AAK's Group management team consists of eleven persons from seven countries: the CEO, CFO, HR/CIO, Chief Technology Officer (CTO) and President European Supply Chain, as well as six persons in charge of business areas/countries. The Group management team meets on a monthly basis and deals with the Group's financial development, investments, synergy and productivity projects, acquisitions, Group-wide development projects, leadership and competence supply and other strategic issues. The meetings are chaired by the CEO, who reaches decisions in consultation with the other members of the Group management team. The Group has a small number of Group employees, who are responsible for Group-wide activities, such as financial performance, tax, IT, internal audit, strategy, investor relations, information and legal issues. The CEO and Group management team are presented on pages 60-61. For remuneration principles and salaries and other fees paid to the CEO and Group management team, please see Note 8 on pages 32-33.

AAK's business areas are Food Ingredients, Chocolate & Confectionery Fats and Technical Products & Feed. The heads of each business area/country are responsible for goals, strategies, product development and day-to-day business issues, as well as for profit, cash flow and balance sheets for the unit in question. The business areas in turn are organised into different sectors with responsibility for day-to-day business issues. Direction is exercised through internal boards, which meet four times a year. At these meetings, AAK's President/CEO acts as chairman of the board, and the Group CFO also participates. Other executives, such as the Group Controller, are co-opted as necessary. In all countries where AAK

has subsidiaries, a Country Manager has legal charge of operations. The Country Manager's task is to represent AAK vis-à-vis public authorities in the country, to coordinate operations on the ground, organisation and Group-wide procedures/projects and to ensure that Group-wide guidelines are complied with. For each such country, one member of the Group management team has been appointed to have overriding responsibility for operations. This person is the superior of the Country Manager, and in most cases acts as chairman of the local legal board.

### **The Board's description of internal control and risk management relating to financial reporting**

The Board is responsible for AAK's internal control, the overall purpose of which is to protect the owners' investments and the Company's assets. The Board shall provide a description of how internal control and risk management relating to financial reporting are organised in a separate section of this Corporate Governance Report. Internal control relating to financial reporting is a process involving the Board, the company management team and personnel.

The process has been designed to ensure the reliability of external reporting. According to the commonly accepted framework (COSO) established for this purpose, internal control is usually described from five different aspects, which are described below. The control environment forms the basis for internal management and control. Risk assessment and risk management mean that the management is aware of and has itself assessed and analysed risks and threats to operations.

Control activities are the measures and procedures designed by the management to prevent errors from arising and for discovering and correcting errors that do arise. In order for individual tasks to be carried out in a satisfactory manner, the personnel in an organisation need to have access to current and relevant information. The final module of the model relates to follow-up of internal management and the design and effectiveness of controls.

### **Control environment**

AAK's organisation is designed to facilitate quick decision-making. Operational deci-

sions are therefore made at business area or subsidiary level, while decisions about strategies, acquisitions and overriding financial issues are taken by the company's Board and Group management team. The organisation is characterised by clear division of responsibilities and effective and established management and control systems, covering all units within AAK.

The basis for the internal control relating to financial reporting consists of an overall control environment in which the organisation, decision-making routes, authorities and responsibilities have been documented and communicated in management documents, such as AAK's financial policy, raw material purchasing policy, the manual on financial reporting and the authorisation rules set by the CEO. AAK's finance functions are integrated through a joint consolidation system and joint accounting instructions. The Group's finance unit works closely and effectively with the controllers of subsidiaries in relation to year-end financial statements and reporting.

As a supplement to the internal control, under a specific plan, an annual audit of some units in the Group is carried out on a rotating basis by the Group's central Finance Department, in collaboration with an independent international accounting firm. AAK has decided not to set up a separate review function (internal audit), as the functions mentioned above fulfil this task well. All of AAK's subsidiaries report on a monthly basis. These reports form the basis for the Group's consolidated financial reporting. Each legal unit has a controller who is responsible for the financial management of each business area, and for ensuring the financial reports are correct, complete and delivered in time for consolidated reporting.

### **Risk assessment and risk management**

Through its international presence, the AAK Group is exposed to a number of different risks. Risk management within the Group is run in accordance with fixed policies and procedures, which are reviewed annually by AAK's Board. Risks relating to commodities are managed using the Group's raw material purchasing policy. Risks relating to currency, interest and liquidity are mainly governed by AAK's finance policy. The Group's credit

policy directs the management of credit and contract risks. Effective risk management unites operational business development with the requirements of owners and other stakeholders for improvements in control and long-term value. Risk management aims to minimise risks, but also to ensure that opportunities are utilised in the best possible way. Risk management covers the following areas of risk: strategic risks relating to the market and sector, commercial, operational and financial risks, compliance with external and internal regulatory frameworks and financial reporting. The main components of risk assessment and management are identification, evaluation, management, reporting, follow-up and control. For further information about AAK's risk management, please see Note 3 on pages 25-29.

### **Control activities**

The risks identified relating to financial reporting are handled via the company's control activities. These control activities aim to prevent, identify and correct errors and discrepancies. Control activities take the form of manual controls, such as reconciliation and stocktaking, automatic controls via the IT systems and general controls of the underlying IT environment. Detailed financial analyses of the result and follow-up against budgets and forecasts supplement the operation-specific controls and provide overall confirmation of the quality of the reporting.

### **Information and communication**

To ensure the completeness and accuracy of its financial reporting, the Group has adopted guidelines for information and communication aimed at ensuring relevant and significant exchange of information within business operations, both within each unit and to and from management and the Board. Policies, handbooks and working practices relating to the financial process are communicated between the management and employees, and are available in electronic format and/or printed format. The Board receives regular feedback on internal control from the Audit Committee. To ensure that external information is correct and complete, AAK has an information policy adopted by the Board, which states what is to be communicated, by whom and in what way.

### **Follow-up**

The effectiveness of the process for risk assessment and execution of control activities is followed up continuously. The follow-up covers both formal and informal procedures, which are used by those responsible at each level. The procedures include follow-up of results against budgets and plans, analyses and key figures. The Board receives monthly reports about the Group's financial position and development. The company's financial situation is discussed at each Board meeting, and the management team analyses the financial reporting at detailed level on a monthly basis.

At Audit Committee meetings, the Committee follows up the financial reporting and receives reports from the auditors about their observations.

### **Policy documents**

AAK has a number of policies for the operations of the Group and its employees. These include:

#### *Ethics policy*

Ethical guidelines for the Group have been drawn up with the aim of clarifying the Group's fundamental approach to ethical issues, both within the Group and externally with regard to customers and suppliers.

#### *Finance policy*

The Group's finance function works in accordance with instructions adopted by the Board, which provide a framework for how the Group's operations shall be financed, and for how, for example, currency and interest risks are to be handled.

#### *Information policy*

The Group's information policy is a document describing the Group's general principles for the publication of information.

#### *Environmental policy*

The Group's environmental policy provides guidelines for environmental work within the Group.

The consolidated income statement and balance sheet will be presented to the Annual General Meeting on 8 May 2014 for approval.

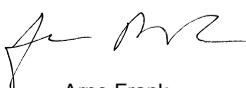
The Board of Directors and the Chief Executive Officer declare that the consolidated accounts have been prepared in accordance with IFRS International Accounting Standards, as adopted by the EU, and provide a true and fair view of the Group's financial position and results. The annual accounts have been prepared in accordance with generally accepted accounting practices and provide a true and fair view of the Parent's financial position and results.

The Directors' Report for the Group and Parent provides a true and fair view of the development of the business operations, financial position and results of the Group and Parent and describes the significant risks and uncertainty factors facing the Parent and the companies belonging to the Group.

## Malmö, 31 March 2014



Melker Schörling  
Chairman of the Board



Arne Frank  
Chief Executive Officer  
and President



Ulrik Svensson  
Member



Märith Beckeman  
Member



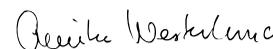
Lillie Li Valeur  
Member



Märta Schörling  
Member



Leif Håkansson  
Employee representative



Annika Westerlund  
Employee representative

Audited and submitted on 31 March 2014  
PricewaterhouseCoopers AB



Sofia Götmar-Blomstedt  
Authorised Public Accountant  
Lead Auditor

# Auditors' Report

To the Annual Meeting of the shareholders of AarhusKarlshamn AB (publ),  
corporate identity number 556669-2850

## Report on the annual accounts and consolidated accounts

We have audited the annual accounts and consolidated accounts of AarhusKarlshamn AB (publ) for the year 2013, except for the corporate governance statement on pages 47-52. The annual accounts and consolidated accounts of the company are included in the printed version of this document on pages 1-53.

## Responsibilities of the Board of Directors and the Managing Director for the annual accounts and consolidated accounts

The Board of Directors and the Managing Director are responsible for the preparation and fair presentation of these annual accounts in accordance with the Annual Accounts Act and of the consolidated accounts in accordance with International Financial Reporting Standards, as adopted by the EU, and the Annual Accounts Act, and for such internal control as the Board of Directors and the Managing Director determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express an opinion on these annual accounts and consolidated accounts based on our audit. We conducted our audit in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the annual accounts and consolidated accounts are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the annual accounts and consolidated accounts. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the company's preparation and fair presentation of the annual accounts and consolidated accounts in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control. An audit also includes evaluating the appropriateness of

accounting policies used and the reasonableness of accounting estimates made by the Board of Directors and the Managing Director, as well as evaluating the overall presentation of the annual accounts and consolidated accounts.

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

## Opinions

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company as of 31 December 2013 and of its financial performance and its cash flows for the year then ended in accordance with the Annual Accounts Act. The consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2013 and of their financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards, as adopted by the EU, and the Annual Accounts Act. Our opinions do not cover the corporate governance statement on pages 47-52. The statutory administration report is consistent with the other parts of the annual accounts and consolidated accounts.

We therefore recommend that the annual meeting of shareholders adopt the income statement and balance sheet for the parent company and the group.

## Report on other legal and regulatory requirements

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the proposed appropriations of the company's profit or loss and the administration of the Board of Directors and the Managing Director of AarhusKarlshamn AB (publ) for the year 2013. We have also conducted a statutory examination of the corporate governance statement.

## Responsibilities of the Board of Directors and the Managing Director

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss, and the Board of Directors and the Managing Director are responsible for administration under the Companies Act and that the corporate governance statement on pages 47-52 has been prepared in accordance with the Annual Accounts Act.

## Auditor's responsibility

Our responsibility is to express an opinion with reasonable assurance on the proposed appropriations of the company's profit or loss and on the administration based on our audit. We conducted the audit in accordance with generally accepted auditing standards in Sweden.

As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss, we examined the Board of Directors' reasoned statement and a selection of supporting evidence in order to be able to assess whether the proposal is in accordance with the Companies Act.

As a basis for our opinion concerning discharge from liability, in addition to our audit of the annual accounts and consolidated accounts, we examined significant decisions, actions taken and circumstances of the company in order to determine whether any member of the Board of Directors or the Managing Director is liable to the company. We also examined whether any member of the Board of Directors or the Managing Director has, in any other way, acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

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

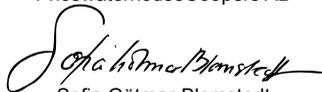
Furthermore, we have read the corporate governance statement and based on that reading and our knowledge of the company and the group we believe that we have a sufficient basis for our opinions. This means that our statutory examination of the corporate governance statement is different and substantially less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden.

## Opinions

We recommend to the annual meeting of shareholders that the profit be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year.

A corporate governance statement has been prepared, and its statutory content is consistent with the other parts of the annual accounts and consolidated accounts.

Malmö, 31 March 2014.  
PricewaterhouseCoopers AB

  
Sofia Götmar-Blomstedt  
Authorised Public Accountant  
Lead Auditor

# Definitions

## **Proportion of risk-bearing capital**

Equity, non-controlling share of equity and deferred tax liability divided by balance sheet total.

## **Return on shareholders' equity**

Profit/loss for the year as a percentage of average shareholders' equity.

## **Return on operating capital**

Operating profit divided by average operating capital.

## **Gross contribution**

Operating income minus cost of goods.

## **Share price/Equity**

Share price divided by equity per share.

## **Direct yield**

Dividend per share as a percentage of the share price.

## **Equity per share**

Equity divided by average number of shares at the balance sheet date.

## **Capital turnover rate**

Net sales divided by average operating capital.

## **Cash and cash equivalents**

Cash and bank balances plus short-term investments with a maturity of less than three months.

## **Earnings per share**

Profit/loss for the year divided by the average number of shares on the balance sheet date.

## **Net borrowings**

The total of interest-bearing liabilities minus interest-bearing assets.

## **P/E ratio**

Share price divided by earnings per share.

## **Interest coverage ratio**

Operating profit/loss plus financial income divided by financial expenses.

## **Working capital**

Non-interest-bearing current assets minus non-interest-bearing liabilities excluding deferred tax.

## **Net debt/equity ratio**

Net borrowings divided by equity including non-controlling interests.

## **Equity/assets ratio**

Equity including non-controlling interests as a percentage of balance sheet total.

## **Operating capital**

Total assets minus cash and cash equivalents, interest-bearing receivables and non-interest-bearing operating liabilities, but excluding deferred tax.

## **Dividend pay-out ratio**

Dividend per share as a percentage of earnings per share.

# The AAK share

**AAK's shares have been traded since 2 October 2006 on the NASDAQ OMX, Stockholm, the Nordic List. As from 1 January 2014, AAK's shares have been traded within the Large Cap segment (formerly Mid Cap) in the Food & Beverage sector. The abbreviation is AAK and the ISIN code is SE0001493776.**

## Turnover and price trend

During 2013, 9.4 (12.3) million shares were traded at a total value of SEK 3,275 million (2,875), which corresponds to a turnover rate of 23 percent (30). The average trade per trading day was 37,625 (49,516) shares, or SEK 13,098,000 (11,498,000). At year-end, the price was SEK 412.00 (276.00) and AAK's market value was SEK 16,942 million (11,288). The highest price during the year was SEK 432.00 (2 December 2013) and the lowest price was SEK 264.50 (6 February 2013).

## Share capital

On 31 December 2013, the share capital of AAK amounted to SEK 411,218,390 (408,981,890). The number of shares was 41,121,839 (40,898,189). The quota value per share was SEK 10. Each share entitles the holder to one vote. All shares have equal rights to participate in the profits and assets of the Company.

## Ownership

The number of shareholders on 31 December 2013 was 7,621 (6,934).

## Planned dividend policy

The Board of Directors has adopted a dividend policy. Under the policy, the Board's goal, after considering earnings trends for the Group, its financial position and future growth potential, is to propose annual dividends corresponding to at least 30 to 50 percent of annual earnings after tax for the Group.

## Ordinary dividend

The Board of AAK proposes a dividend for the 2013 financial year of SEK 6.00 (5.25) per share, a total of SEK 247 million (215).

## AAK's Investor Relations work

AAK's aim is for the shares to be valued on the basis of relevant, accurate and up-to-date information. This requires a clear strategy for financial communication, reliable information and regular contact with financial market stakeholders.

Contact with the financial markets takes place via presentations in conjunction with quarterly reports and meetings with analysts, investors and journalists at capital market days, seminars and visits to AAK's divisions.

In 2013, the company held two capital market days (in Stockholm and London) and a large number of meetings with analysts and other professionals in Amsterdam, Brussels, Frankfurt, Copenhagen, London, New York, Paris and Stockholm.

Those interested can obtain presentation material and listen to audio recordings from quarterly presentations at [www.aak.com](http://www.aak.com).

## Analysts

Berenberg Bank – James Targett  
Kepler Cheuvreux – Richard Koch  
Carnegie Investment Bank AB – Fredrik Villard  
Danske Bank – Bile Daar  
Handelsbanken – Casper Blom  
Nordea Bank A/S – Patrik Setterberg  
SEB Enskilda – Stefan Cederberg

Financial information about AAK is available at [www.aak.com](http://www.aak.com), where financial reports, press releases and presentations can be obtained. The Company's press releases are distributed via Cision and are also available on the Company's website.

The Company management can be contacted as follows:

Telephone: +46 (0)40 627 83 00

E-mail: [info@aak.com](mailto:info@aak.com)

## Shareholder contacts

*Fredrik Nilsson*

CFO

Telephone: +46 (0)40 627 83 00

E-mail: [fredrik.nilsson@aak.com](mailto:fredrik.nilsson@aak.com)

*Anders Byström*

Director of External Reporting and Investor Relations

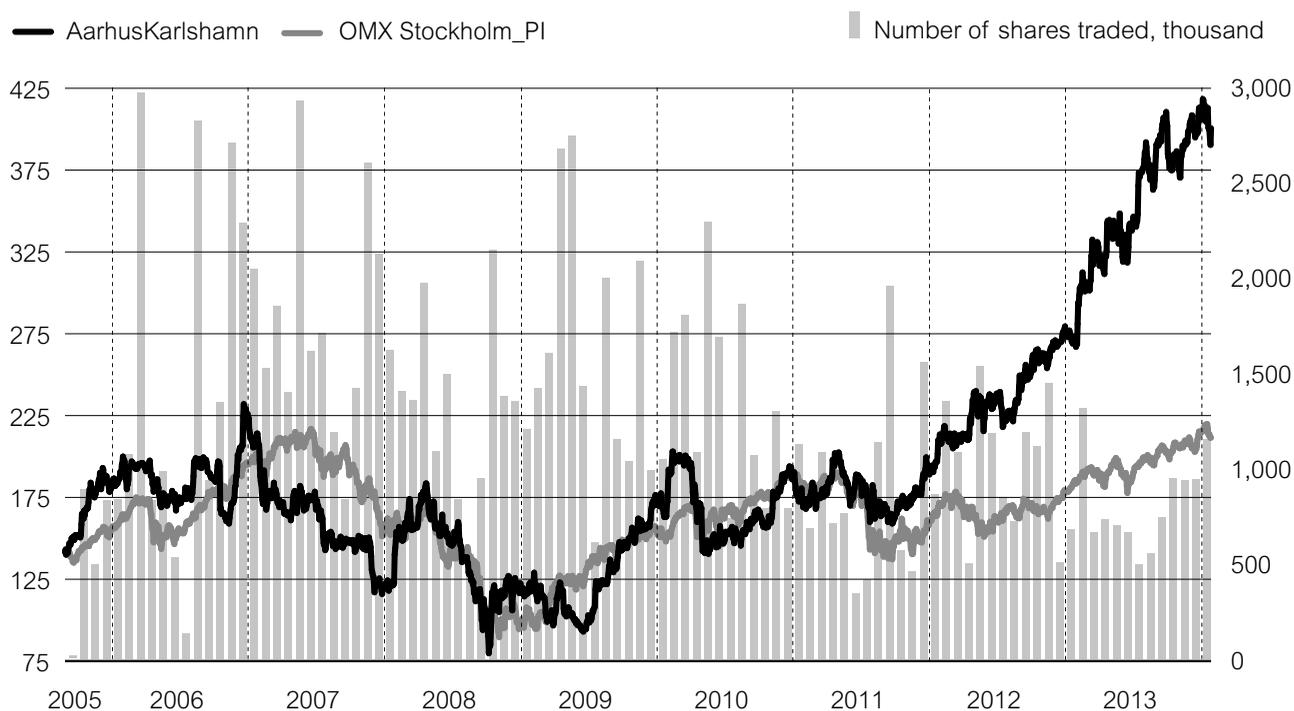
Telephone: +46 (0)40 627 83 00

E-mail: [anders.bystrom@aak.com](mailto:anders.bystrom@aak.com)

## Major shareholders, 30 December 2013

|                                      | No. of shares | Proportion of share capital and votes, % |
|--------------------------------------|---------------|--|
| BNS Holding AB (Melker Schörling AB) | 14,318,350    | 34.8                                     |
| Didner & Gerge Fonder Aktiebolag     | 2,741,132     | 6.7                                      |
| AMF – Försäkring och Fonder          | 2,241,232     | 5.4                                      |
| Swedbank Robur fonder                | 2,204,326     | 5.4                                      |
| SEB Investment Management            | 1,293,682     | 3.2                                      |
| Svenska Handelsbanken Copenhagen     | 1,291,396     | 3.1                                      |
| Alecta Pensionsförsäkring            | 800,000       | 2.0                                      |
| Handelsbanken Fonder AB RE JPMEL     | 766,723       | 1.9                                      |
| Enter fonder                         | 681,847       | 1.7                                      |
| Other shareholders                   | 14,783,151    | 35.8                                     |
| Total                                | 41,121,839    | 100.0                                    |

## The AAK share 29 September 2005 to 31 January 2014



Source: SIX Financial Information

### Distribution of shareholdings, as of 30 December 2013

| No. of shares | No. of shareholders | Proportion of all shareholders, % | Proportion of share capital and votes, % |
|---------------|---------------------|-----------------------------------|--|
| 1-500         | 5,855               | 76.8                              | 2.39                                     |
| 501-1,000     | 834                 | 10.9                              | 1.71                                     |
| 1,001-5,000   | 644                 | 8.4                               | 3.59                                     |
| 5,001-10,000  | 86                  | 1.1                               | 1.49                                     |
| 10,001-15,000 | 37                  | 0.5                               | 1.09                                     |
| 15,001-20,000 | 23                  | 0.3                               | 1.10                                     |
| 20,001-       | 142                 | 1.9                               | 88.63                                    |
| <b>Total</b>  | <b>7,621</b>        | <b>100.0</b>                      | <b>100.00</b>                            |

### Information per share

|                                  | 2013   | 2012   |
|----------------------------------|--------|--------|
| Share price, reporting date, SEK | 412.00 | 276.00 |
| Dividend, SEK                    | 6.00   | 5.25   |
| Direct yield, %                  | 1.46   | 1.90   |
| Earnings per share, SEK          | 17.87  | 15.66  |
| Equity per share, SEK            | 105.76 | 95.32  |
| Share price/Equity               | 3.90   | 2.90   |

For definitions, see page 55

## Board of Directors



### Melker Schörling

Chairman of the Board of Directors.

*Elected in:* 2005 (Karlshamns AB 2001).

*Born:* 1947.

*Nationality:* Swedish.

*Main occupation:* Chairman of the Board of Directors of Melker Schörling AB.

*Qualifications:* BSc. in Economics and Business Administration.

*Professional background:* CEO of a number of companies, including Securitas AB 1987-1992 and Skanska 1993-1997.

*Other directorships:* Hexagon AB, Securitas AB and HEXPOL AB and member of the Board of Directors of Hennes & Mauritz AB.

*Number of shares:* Melker Schörling AB holds 14,318,350 shares (35 percent) in AAK.



### Arne Frank

*Elected in:* 2010.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* President and CEO, AarhusKarlshamn AB.

*Qualifications:* MSc. in Industrial Engineering and Management.

*Professional background:* Chairman, CEO and President of TAC, Executive VP of Building Automation Business Unit at Schneider Electric SA, Chairman and CEO of Carl Zeiss Vision Holding GmbH.

*Other directorships:* Member of the Board of Directors of Alfa Laval AB (publ).

*Number of shares:* 364,550 (together with family through own company).



### Ulrik Svensson

*Elected in:* 2007.

*Born:* 1961.

*Nationality:* Swedish.

*Main occupation:* CEO Melker Schörling AB.

*Qualifications:* BSc. Economics and Business.

*Professional background:* CFO of several listed companies, including Swiss International Airlines and Esselte.

*Other directorships:* Member of the Board of Directors of Assa Abloy AB, HEXPOL AB, Loomis AB, Hexagon AB and Flughafen Zürich AG.

*Number of shares:* 0.

---

### Members of the Board of Directors appointed by the employees



### Leif Håkansson

AarhusKarlshamn Sweden AB.

Appointed by IF-Metall.

*Elected in:* 2005.

*Born:* 1957.

*Nationality:* Swedish.

*Main occupation:* Senior positions in trade unions and local and regional government and Board work.

*Qualifications:* Electrical engineering.

*Number of shares:* 0.



### Annika Westerlund

AarhusKarlshamn Sweden AB.

Appointed by PTK-L.

*Elected in:* 2005.

*Born:* 1956.

*Nationality:* Swedish.

*Main occupation:* Laboratory Assistant.

*Qualifications:* Technical College.

*Number of shares:* 0.



### Märit Beckeman

*Elected in:* 2006 (Karlshamns AB 2004).

*Born:* 1943.

*Nationality:* Swedish.

*Main occupation:* Project work at the Department of Design Sciences, Division of Packaging Logistics at LTH, Lund University.

*Qualifications:* PhD. Master of Science and Licentiate in Engineering.

*Professional background:* Project Manager, Consultant, Business development and Product/packaging development.

*Other directorships:* Member of the Board of Directors of Beckeman Consulting AB.

*Number of shares:* 0.



### Lillie Li Valeur

*Year elected:* 2013.

*Born:* 1970.

*Nationality:* Danish.

*Main occupation:* Vice President in Arla Foods amba, responsible for South East Asia.

*Qualifications:* MBA and BSc. in Medicine.

*Professional background:* Strategy and business development; global and Asia market expertise; Food, ingredients, pharmaceutical and consultancy industry experience, B2C B2B commercial background with Novartis, Arla Foods and Bain & Co.

*Number of shares:* 0.



### Märta Schörling

*Elected in:* 2013.

*Born:* 1984.

*Nationality:* Swedish.

*Main occupation:* Consultant Pond Innovation & Design.

*Qualifications:* MSc. in Business and Economics.

*Professional background:* Consultant Pond Innovation & Design.

*Other directorships:* Board member of Melker Schörling AB.

*Number of shares:* 0.

---

## Auditor



### Sofia Götmar-Blomstedt

*Born:* 1969.

Authorised public accountant.

Lead Auditor.

The company's auditor since 2013.

# Group Management



**Arne Frank**

*Elected in:* 2010.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* President and CEO, AarhusKarlshamn AB.

*Qualifications:* MSc. in Industrial Engineering and Management.

*Other directorships:* Member of the Board of Directors of Alfa Laval AB (publ).

*Number of shares:* 364,550 (together with family through own company).



**Fredrik Nilsson**

*Employed:* 2007.

*Born:* 1977.

*Nationality:* Swedish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Financial Officer (CFO).

*Qualifications:* MSc. Business Administration.

*Number of shares:* 0.

*Stock options:* 15,000.



**Renald Mackintosh**

*Employed:* 2002.

*Born:* 1951.

*Nationality:* Dutch.

*Main occupation:* Vice President AarhusKarlshamn AB. President Infant Nutrition, Food Service Continental Europe, Personal Care and Binol.

*Qualifications:* MSc. Food Technology.

*Number of shares:* 300.

*Stock options:* 40,000.



**Octavio Díaz de León**

*Employed:* 2007.

*Born:* 1967.

*Nationality:* Mexican.

*Main occupation:* Vice President AarhusKarlshamn AB. Managing Director AarhusKarlshamn Mexico.

*Qualifications:* MBA, BSc. Mechanical & Electrical Engineering.

*Number of shares:* 0.

*Stock options:* 40,000.



**Edmond Borit**

*Employed:* 2001.

*Born:* 1969.

*Nationality:* Peruvian and French.

*Main occupation:* Vice President AarhusKarlshamn AB. Managing Director AarhusKarlshamn South America.

*Qualifications:* MBA, BSc. Food Engineering.

*Number of shares:* 0.

*Stock options:* 38,000.



**David Smith**

*Employed:* 2001.

*Born:* 1960.

*Nationality:* British.

*Main occupation:* Vice President AarhusKarlshamn AB. President European Supply Chain.

*Qualifications:* MBA, Graduate Diploma in Business Management.

*Number of shares:* 0.

*Stock options:* 40,000.



### Torben Friis Lange

*Employed:* 2010.

*Born:* 1963.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. President Asia, CIS, Middle East.

*Qualifications:* BSc. Dairy Technology, Graduate Diploma in Business Administration.

*Number of shares:* 0.

*Stock options:* 100,000.



### Jens Wikstedt

*Employed:* 2014.

*Born:* 1958.

*Nationality:* Swedish.

*Main occupation:* Vice President AarhusKarlshamn AB. President Europe.

*Qualifications:* Bachelors degree of Economics and Business Adm.

*Number of shares:* 550.

*Stock options:* 0.



### Terrence Thomas

*Employed:* 2013.

*Born:* 1962.

*Nationality:* American.

*Main occupation:* Vice President AarhusKarlshamn AB. President AAK USA and Canada.

*Qualifications:* MBA, BSc. Chemical Engineering.

*Number of shares:* 0.

*Stock options:* 40,000.



### Karsten Nielsen

*Employed:* 1988.

*Born:* 1963.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Technology Officer (CTO).

*Qualifications:* Graduate Diploma in Food Technology.

*Number of shares:* 264.

*Stock options:* 15,000.



### Anne Mette Olesen

*Employed:* 2010.

*Born:* 1964.

*Nationality:* Danish.

*Main occupation:* Vice President AarhusKarlshamn AB. Chief Marketing Officer (CMO) and CSR.

*Qualifications:* MBA, BSc. Chemical Engineering.

*Number of shares:* 0.

*Stock options:* 60,000.

# Financial Calendar, Annual General Meeting

## Reporting schedule

AarhusKarlshamn AB (publ.) will provide financial information for the 2014 financial year on the following occasions:

- ◆ The interim report for the first quarter will be published on 23 April.
- ◆ The half-year report will be published on 17 July.
- ◆ The interim report for the third quarter will be published on 29 October.
- ◆ The year-end report for 2014 will be published on 3 February 2015.

Reports and press releases are available in English and Swedish and can be ordered from

AarhusKarlshamn AB (publ.)  
Corporate Communication  
Jungmansgatan 12  
211 19 Malmö, Sweden  
Telephone: +46 (0)40-627 83 00  
Fax: +46 (0)40-627 83 11  
E-mail: [info@aak.com](mailto:info@aak.com)

More information about AarhusKarlshamn AB (publ.) is available on the company's website: [www.aak.com](http://www.aak.com)

## Annual General Meeting

AarhusKarlshamn AB (publ.)'s Annual General Meeting will take place on Friday, 8 May 2014 at 2 pm at Europaporten in Malmö. Doors to the Annual General Meeting open at 1 pm and registration must be completed before 2 pm, at which time the voting list will be established.

### Right to attend the Annual General Meeting

Shareholders are entitled to attend the Annual General Meeting if they are registered in the printout of the shareholders' register created on Friday, 2 May 2014, and if they have given notice that they will attend the Annual General Meeting by 4 pm on Friday, 2 May.

### Registration in the shareholders' register

The company is a reconciliation company and its shares are affiliated with Euroclear Sweden AB, the Swedish central securities depository. This means that, in order to be entitled to attend the Annual General Meet-

ing, shareholders must be entered in the shareholders' register held by Euroclear Sweden AB as per Friday, 2 May 2014. Anyone who has had shares registered through a nominee must temporarily register the shares in their own name to be able to attend the Annual General Meeting. This should be done in good time before this date.

### Notification

Shareholders who wish to attend the Annual General Meeting must notify the Company by one of the following alternatives:

- by post to:  
AarhusKarlshamn AB  
Årstämman  
c/o Euroclear Sweden AB  
Box 191  
101 23 Stockholm, Sweden
- by telephone: +46 (0)8-402 90 45
- or via the website: [www.aak.com](http://www.aak.com)  
as soon as possible and no later than 4 pm on Friday, 2 May 2014.

In the notification, the shareholder must specify his or her name, address, phone number, personal or corporate identity number and shareholding.

### Notice of Annual General Meeting

Notice of the Annual General Meeting is published in Post- och Inrikes Tidningar and on the Company's website, including a full agenda. An advertisement regarding the Annual General Meeting being convened will be published in Svenska Dagbladet.

# Address

## **AarhusKarlshamn AB (publ.)**

Jungmansgatan 12

211 19 Malmö, Sweden

Telephone: +46 (0)40 627 83 00

Fax: +46 (0)40 627 83 11

E-mail: [info@aak.com](mailto:info@aak.com)

[www.aak.com](http://www.aak.com)

Corporate identity no. 556669-2850

For further information, please visit our website at [www.aak.com](http://www.aak.com)

This document is a translation of the Swedish language version. In the event of any discrepancies between the translation and the original Swedish AAK report 2013, the latter shall prevail.



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