Annual report

and

Consolidated financial statements

for

FriFiSi Utbildningsfabrik AB

CIN: 556759-3123

Financial year 2015-09-01 through 2016-08-31

CERTIFICATE OF AUTHENTICITY

The undersigning Board member hereby certifies that this copy of the annual report is identical to the original, and that the income statement and balance sheet were adopted at the annual general meeting on 28 February 2017. The AGM also decided to approve the Board's proposal on allocation of profit.

Alingsås, 28 February 2017

Tom Ericsson

This translation, 20 page(s) in total, is an official certified translation to English of the document in the Swedish language. Translated on 20/7 - 04-24 by Laura Nordlund, Authorized Public Translator

by Laura Nordlund, Authorized Public Translator (Swedish to English) Nr. 793, Legal, Financial and Administrative Services Agency (Kammarkollegiet, the Swedish National Accreditation Authority for Translators and Interpreters:

http://www.kammarkollegiet.se/english/interpreters-and-translators)

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Annual report

and

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CIN: 556759-3123

Financial year 2015-09-01 through 2016-08-31



FriFiSi Utbildningsfabrik AB

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ANNUAL REPORT

Directors' Report

The Board of Directors and CEO for FrifiSi Utbildningsfabrik A8 hereby present the annual report and consolidated financial statements for the 2015/2016 financial year.

Parent Company's operations

The company owns and manages shares in its subsidiaries.

The Group's operations

The main operations are consulting and organization of international studies for youth at the high school and university level. Umited operations are also conducted in sales and organization of holiday travel with a cultural and historical content.

FriFiSi Utbildningsfabrik AB is the Parent Company for the Group and it is domiciled in Alingsås.
Included in the Group are:

FriFiSi Utbildningsfabrik AB domiciled in Sweden Explorius Education A8 domiciled in Sweden Explorius Education AS domiciled in Norway Explorius Education Ap5 domiciled in Denmark Explorius Education Oy domiciled in Finland Educatius Inc domiciled in USA Educatius UK Ltd domiciled in England CET Educational Travel Canada Ltd domiciled in Canada CET Management Ltd domiciled in England CET International Ltd domiciled in USA Dr. Frank Sprachen und Reisen GmbH domiclled in Germany Intercultural Management Services PTY Ltd domiciled in Australia Educatius College University Services domiciled In USA SCCE Travel PTY Ltd domiciled in Australia Get Ready domiciled in Spain Astudy International Education SRL domiciled in Italy Astudy Korea Ltd domicifed Korea SAS 3Ci domiciled in France Educatius Internacional Intercambio LTDA domiciled in Brazil

These companies are primarily involved in sales and organization of International studies for youth between the ages of 14 and 22.

Significant events during the financial year

During the year, we divested Cet Language Schools

Profit/loss and financial position

The Group's net sales for 2015/2016 amounted to SEK 552,032 (488,145) thousand.

The Group's net profit before tax for 2015/2016 amounted to SEK 3,376 (9,167) thousand.



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Multi-year overview for the Parent Company (SEK t)					
	2015/16	2014/15	2013/14	2012/13	2011/12
Profit/loss after financial items	12,012	11,940	6,997	-30	-13
Equity ratio (%)	46	66	38	56	59
Multi-year overview for the Group (SEK t)					
	2015/16	2014/15	2013/14	2012/13	2011/12
Net sales	552,032	488,145	392,505	405,258	224,568
Profit (loss) after financial items	3,376	9,167	2,184	4,622	22,686
Equity ratio (%)	8	17	18	2 5	43

Proposed appropriation of profits

The Board proposes the following appropriation of profits (SEK):

Retained earnings	511,040
Profit (loss) for the year	12,002,185
Total	12,513,226

Appropriation is by

carrying forward 12,513,226

Total 12,513,226

The company's profit (loss) and financial position are presented in the following income statements, balance sheets $\frac{1}{2} \left(\frac{1}{2} \right) = \frac{1}{2} \left(\frac{1}{2} \right) \left(\frac{1$



CONSOLIDATED INCOME STATEMENT	Note	2015-09-01 2016-08-31	2014-09-01 2015-08-31
Operating income	Note	2520-05-31	202 40 31
Net sales		552,032,402	488,145,492
Other operating income	1	2,397,585	8,917,238
Operating income		554 <i>,</i> 429,987	497,062,730
Operating expenses			
Production costs		-347,405,039	-320,299,050
Other external expenses	2	-92,987,818	-69,635,338
Personnel costs	3	-101,708,966	-86,136,832
Depreciation/amortization and impairment of			
property, plant and equipment and intangible assets	4	-9,810,484	-8,634,170
Other operating expenses	1	0	-2,921,910
Total operating expenses		-551,912,307	-487,627,300
Operating profit (loss)		2,517,680	9,435,430
Financial Items			
Net profit (loss) on participations in Group companies	5	940,966	0
Profit/Loss from Participations in Group Companies	6	0	3,000,000
Interest income		90,723	164,820
Interest expenses and similar profit (loss) items		-173,525	-3,432,946
Total financial items		858,164	-268,126
Profit (loss) after financial Items		3,375,844	9,167,304
Profit (loss) before taxes		3,375,844	9,167,304
Tax on profit for the year		-7,050,438	-4,882,382
Deferred tax		3,927,564	358,380
Profit (loss) for the year		252,970	4,643,302
Parent company's share of net profit/loss for the year		43,581	4,499,214
Minority share of net profit/loss for the year		209,389	144,088



CONSOLIDATED BALANCE SHEET	Note	201 5 -08-31	2015-08-31
ASSETS			44.5 66 52
Non-current assets			
Intangible fixed assets			
Goodwill	7	15,152,228	22,273,738
Licenses		222,732	222,227
Total Intangible assets		15,374,960	22,495,965
Financial assets		288,844	4,997,619
Long-term receivables	8	1,596	65,311
Long-term securities	9	9,683,711	9,684,290
Shares in associated companies	10	3,178,684	0
Deferred tax assets	11	13,152,835	14,747,220
Total Financial assets			
Property, plant and equipment	12	4 295 021	2 554 740
Equipment	12	4,285,031	3,661,718
Total Property, plant		4,285,031	3,661,718
and equipment			
Total non-current assets		32,812,827	40,904,903
Current assets			
Current receivables			
Accounts receivable - trade		31,309,570	38,609,416
Receivable - associated companies		567,288	1,304,392
Other receivables		6,642,492	9,186,778
Prepaid expenses and accrued income		21,372,884	5,144,687
Total current receivables		59,892,234	54,245,273
Current investments		529,213	0
Cash and bank balances		129,576,722	121,326,551
Total current assets		189,998,169	175,571,824
TOTAL ASSETS		222,810,995	216,476,727



CONSOLIDATED BALANCE SHEET	Note	2016-08-31	2015
EQUITY AND LIABILITIES			
Equity	13		
Equity attributable to the Parent Company's shareholders			
Share capital		100,000	1
Retained earnings, including net profit (loss) for the year		18,168,054	30,6
Equity attributable to the Parent Company's shareholders		18,268,054	30,7
Minority interest		285,892	1
Total equity		18,553,946	30,8
Provisions			
Deferred tax		656,479	1,4
Provision for direct pensions		Ò	6,1
Total provisions		656,479	7,5
Non-current liabilities	14		
Liabilities to credit institutions		126,547	
Other liabilities		3,845,716	10,6
Total non-current liabilities		3,972,263	10,6
Current liabilities			
Bank overdraft	15	0	2,0
Accounts payable - trade		37,889,928	39,5
Liability - associated companies		376,292	
Income tax liability		1,786,192	3,1
Other liabilities		31,822,656	20,8
Accrued expenses and deferred income		127,753,239	101,7
Total current liabilities		199,628,307	167,3
TOTAL EQUITY AND LIABILITIES		222,810,995	216,4
PLEDGED ASSETS AND CONTINGENT LIABILITIES			
Pledged assets	16		
For own liabilities and provisions			
Chattel mortgage		10,000,000	1,0
Pledged bank account		328,810	3
Non-current receivable		0	4,9
Total pledged assets		10,328,810	6,2



The Group Cash flow statement		2015-09-01 2016-08-31	2014-09-01 2015-08-31
		2220 00 31	2025 00 31
Profit (loss) after financial items		3,375,844	9,167,304
Adjustments for items not included in cash flow	17	3,129,508	6,169,024
Adjustment for minority interest		139,229	150,647
Tax paid		-8,443,142	-3,119,136
Cash flow from operating activities before			
changes in working capital		-1,798,561	12,367,839
Change in accounts receivable		7,299,846	-26,178,696
Change in current receivables		-12,946,806	6,027,977
Change in accounts payable		-1,702,187	12,903,085
Change in current liabilities		35,354,267	8,264,601
Change in current investments		-529,213	0
Cash flow from operating activities		25,677,345	13,384,806
Investments in intangible assets		-1,672,045	-9,140,764
Investments in property, plant and equipment		-1,935,167	-3,363,954
Investments in financial assets		-1,451,485	-1,693,585
Sale and disposal of tangible fixed assets		6,317,806	10,365,486
Cash flow from investing activities		1,259,109	-3,832,817
•			
Changes in non-current liabilities		-6,686,287	-1,038,792
Dividends paid		-12,000,000	-6,500,000
Cash flow from financing activities		-18,686,287	-7,538,792
Cash flow for the year		8,250,167	2,013,197
Cash and cash equivalents at the beginning of the year		121,326,551	119,313,354
Cash and cash equivalents at the end of the year		129,576,718	121,326,551



PARENT COMPANY INCOME STATEMENT	Note	2015- 09-01 2016- 08-31	2014- 09-01 2015- 08-31
Operating income	1	31,133	0
Other operating income			
Operating expenses			
Other external expenses	2	-19,498	-40,338
Operating profit (loss)		11,635	-40,338
Profit/loss from financial items			
Net profit/loss on participations in Group companies	18	12,000,000	12,000,000
Interest income		30	0
Interest expenses		0	-20,032
Profit (loss) after financial items		12,011,665	11,939,630
Appropriations	19	354,000	77,000
Group contribution paid		-350,000	Ó
Profit (loss) before taxes		12,015,665	12,016,630
Tax on profit for the year		-13,479	-12,947
Profit (loss) for the year		12,002,186	12,003,683



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PARENT COMPANY BALANCE SHEET	Note	2016-08-31	2015-08-31
ASSETS			
Non-current assets			
Financial assets			
Participations in Group companies	20	1,222,583	1,222,583
Participations in associated companies	10	4,640,000	0
Total Financial assets		5,862,583	1,222,583
Current receivables			
Receivables from Group companies		12,030,722	21,137,387
Other receivables		616,848	375,560
Tax asset		0	21,923
Total current receivables		12,647,570	21,534,870
Cash and bank balances		14,298,679	220,399
Total current assets		26,946,249	21,755,269
TOTAL ASSETS		32,808,832	22,977,852



EQUITY AND LIABILITIES	Nate	2016-08-31	2015-08-31
Equity	13		
Restricted equity			400 000
Share capital		100,000	100,000
Non-restricted equity		E44 045	-07 257
Retained earnings		511,040	507,357
Profit (loss) for the year		12,002,186	12,003,683
Total non-restricted equity		12,513,226	12,511,040
Total equity		12,613,226	12,611,040
Untaxed reserves	21	2,983,997	3,337,997
Current liabilities			
Accounts payable - trade		0	18,750
Current tax liability		19,844	16,984
Other liabilities		17,191,765	6,993,082
Total current liabilities		17,211,609	7,028,816
TOTAL EQUITY AND LIABILITIES		32,808,832	22,977,853
Pledged assets		None	None
Contingent liabilities		None	None



FriFiSi Utbildningsfabrik AB CIN: 556759-3123		Page 10 (18)
Parent Company	2015-09-01	2014-09-01
Cash flow statement	2016-08-31	2015-08-31
Profit (loss) after financial items	12,011,665	11,939,630
Tax paid	-13,479	-1,597,969
Cash flow from operating activities before changes in working capital		
oranges in working capital	11,998,186	10,341,661
Change in current receivables	8,887,302	-5,784,848
Change in current liabilities	10,182,793	404,183
Cash flow from operating activities	31,058,281	4,960,996
Group contributions	-350,000	0
Dividends paid	-12,000,000	-6,500,000
Cash flow from financing activities	-12,350,000	-6,500,000
Accounts at the		
Investing activities Investments in financial assets		_
	-4,640,000	0
Cash flow from investing activities	-4,640,000	0
Cash flow for the year	14,078,281	-1,539,004
Cash and cash equivalents at the beginning of the year	220,399	1,759,403

Cash and cash equivalents at the end of the year



14,298,679

220,399

FriFiSi Utbildningsfabrik AB CIN: 556759-3123

Supplementary Disclosures

Accounting and valuation principles

General disclosures

This annual report was prepared in accordance with the Annual Accounts Act and BFNAR 2012:1 Annual Report and Consolldated financial statements (K3). The accounting principles are unchanged compared to the prior year.

Estimates and judgements

When preparing financial statements and and applying accounting principles, management is often required to make assessments, estimates and assumptions that are deemed as being reasonable at the time. Estimates and assessments are based on prior experience and a number of other factors, which, given the circumstances, are deemed as being reasonable. The results of this are used to assess the carrying amounts of assets and liabilities, when the exact amounts are not possible to obtain from other sources. The actual outcome could differ from these estimates and assessments. Estimates and assumptions are regularly reviewed.

Receivables have been valued at the lower of cost and net realizable value. Other assets, liabilities and provision have been measured at cost, unless otherwise stated.

Consolidated financial statements Consolidation method

The consolidated financial statements have been prepared in accordance with the purchase method. The purchase method considers a company's acquisition of a subsidiary as a transaction whereby the parent company indirectly acquires the subsidiary's assets, as well as taking over its liabilities.

Reporting on associated companies

Associated companies are reported according to the acquisition value method. With this method, the share in the associated company is reported at cost in the balance sheet. Recognized in the income statement as revenue are only the dividends received from associated companies.

Translation of foreign subsidiaries

The financial statements of foreign subsidiaries have been translated in accordance with the current method. All balance sheet items have been translated using the closing day rate. All income statement items have been translated using the average rate for the financial year.

Goodwil

Goodwill is comprised of the amount by which the cost exceeds the fair value of the Group's share of the acquired company's identifiable net assets at the time of acquisition. Goodwill is measured at cost less accumulated impairment losses



EriFiSi Utbildningsfabrik AB CIN: 556759-3123

Transactions between Group companies

Intra-Group receivables and liabilities, as well as transactions between Group companies and unrealized gains are fully eliminated. Unrealized losses are also fully eliminated provided that the transaction is not an impairment loss.

Receivables and Ilabilities in foreign currency

Receivables and liabilities in foreign currency have been valued at the closing day rate. Exchange gains and losses on operating receivables and operating liabilities are included in operating profit, while exchange gains and losses on financial assets and liabilities are reported among financial items.

Lease agreements

The company reports all of its leasing arrangements, both financing and operating lease agreements. Operating leases are recognized as an expense in the income statement over the lease term on a straight-line basis.

Provisions

Recognized as a provision are third-party obligations attributable to the financial year or prior financial years and which, as of the closing date are certain or likely to occur, but for an uncertain amount or with an uncertainty as to the point in time when they must be fulfilled.

Revenue Recognition

Revenue has been recognized at the fair value of the consideration received or receivable and recognized to the extent that it is probable that the financial benefits will flow to the company and when the amount of revenue can be measured reliably.

Fixed assets

Property, plant and equipment and intangible assets are reported at historical cost less accumulated depreciation/amortization according to plan and any Impairment losses.

Financial Instruments

Participations in subsidiaries

Participations in subsidiarles are reported at cost less any impairment losses. Cost includes the purchase price that was paid for the shares in the company. Any capital contributions are added to the cost amount whenever such arises.

Income tax

Current tax

Current tax is comprised of income tax for the current financial year along the portion from prior financial years' income tax that has not yet been recognized. Current tax is calculated using the applicable tax rate as of the closing date.

Group contributions

Received and paid Group contributions are reported as appropriations.

Definitions of key ratios

Net sales

Main revenue from operations, invoiced expenses, incidental revenue and corrections to revenue.

Profit (loss) after financial items

Profit after financial income and expenses, but before extraordinary income and expenses.

Equity ratio (%)

Adjusted equity (equity and untaxed reserves less deferred tax) as a percentage of the balance sheet total.



Notes

Note 1 Other operating costs and other operating income Denna post avser valutakursförluster och valutakursvinster.

Note 2 Audit fees	2015-09-01	2014-09-01
	2016-08-31	2015-08-31
GROUP		
Audit fee	1,332,747	1,318,305
Consulting fee	2,289,313	1,930,588
PARENT COMPANY		
Audit fee	11,687	5,500
Consulting fee	0	2,750
Note 3 Employees	2045 00 04	2014-09-01
Note 3 Employees	2015-09-01 2016-08-31	2015-08-31
GROUP	2016-08-31	5013-00-31
Gender distribution for the Board and management		
Women	A	3
Men	4	4
Total:	8	7
The average number of employees was		
Wamen	139	108
Men	47	35
Total	47 186	143
1008	180	143
Salaries and other remuneration		
Board of Directors and CEO	2,057,602	1,431,595
Other employees	86,125,433	56,017,686
Total salaries and remuneration	88,183,035	57,449,281
Social security contributions according to law and agreements	19,481,234	10,717,490
(of which pension cost to Board and CEO	(215,863)	(185,420)
(of which pension costs for other employees)	(4,385,236)	(2,026,469)
Total salaries, remuneration and payroll overheads	107,664,269	68,166,771
Included in personnel costs for Explorius Education A8 is a reversal of pension provisi	on for SEK 6,163,618.	
PARENT COMPANY		
Gender distribution for the Board and management		
Women	1	1
Men	1	1
Total	2	2

The Parent Company did not have any employees during this period.

Note 4 Depreciation/amortization and impairment of property, plant and equipment and intangible assets

Non-current assets are depreciated according to plan over the estimated useful life. The following depreciation rates were used.

Goodwill 20% Equipment 10-20%



FriFiSi Utbildningsfabrik A8 Cin: 556759-3123		Page 14 (18)
	2015-09-01	2014-09-01
Note 5 Profit (loss) from participations in Group companies	2016-08-31	2015-08-31
Profit (loss) on sale of Group companies	2,077,173	0
Changed estimate and assessment of cost	-1,136,207	٥
Total	940,966	0
	2015-09-01	2014-09-01
Note 6 Profit/loss from participations in associated companies	2016-08-31	2015-08-31
Reversal of impairment losses	0	3,000,000
Total	0	3,000,000
Note 7 Goodwill	2016-08-31	2015-08-31
Opening cost	42,393,429	36,888,698
Acquisitions for the year	1,671,540	8,921,906
Dissolved through business combination	0	-3,417,175
Sale/disposal	-736,051	a
Closing cost	43,328,918	42,393,429
•		
Opening amortization	-20,119,691	-12,714,013
Impairment losses for year	-8,498,630	-7,569,856
Dissolved through business combination	0	164,178
Sale/disposal	441,631	0
Opening impairment losses	-28,176,690	-20,119,691
Opening impairment losses	0	-3,252,997
Dissolved through business combination	o	3,252,997
Closing accumulated impairment losses	a	Q
Total carrying amount	15,152,228	22,273,738
New Olava Assertation by	2016-08-31	2015-08-31
Note 8 Long-term receivables	4,997,619	3,967,609
Opening cost Additional receivables	1,451,485	1,030,010
Deducted receivables	-6,160,260	0
Closing accumulated cost	288,844	4,997,619
Note 9 Long-term receivables	2016-08-31	2015-08-31
Opening cost	65,311	716,736
Disposals	-63,715	-651,425
Closing accumulated cost	1,596	65,311
•		. –



Note 10 Specification of shares in associated companies

-		
ts	RO	UΡ

		Share of voting		
Name	Share of equity	•	Number of shares	Carrying amount
Payius AB	50%	50%		9,640,000
Educatius Cultural Exchange Programs	50%	50%		43,711
				Net profit (loss)
	CiN:	Domkile	Equity	for the year
Payius AB	556819-1117	Alingsås	4,559,534	4,241,445
Educatius Cultural Exchange Programs	46-4372196	USA	865,889	395,683
Opening cost		9,684,290		8,369,290
Shareholder contribution made		0		1,315,000
Reclassification		-579		0
Closing cost		9,683,711		9,684,290
Opening impairment losses		O		-3,000,000
Reversal of impairment losses		0		3,000,000
Closing impairment losses		0		0
Total carrying amount		9,683,711		9,684,290
PARENT COMPANY				
Name	et e	Share of voting		
Paylus AB	Share of equity	-	Number of shares	
rayius no	50%	50%	250	4,640,000
				Net profit (loss)
	CIN:	Domicile	Equity	for the year
Payius AB	556819-1117	Alingsås	4,559,534	4,241,445
		2016-08-31		2015-08-31
Purchases		4,640,000		0
Closing cost		4,640,000		Ō
Note 11 Deferred tax assets		2015- 09-01		2014-09-01
		2016- 08-31		2015- 08-31
Temporary Differences				
Tax deficit		3,178,684		a
Total deferred tax asset		3,178,684		a
Note 12 Equipment		2016-08-31		2015-08-31
Opening cost		5,567,851		3,068,156
Purchases for the year		1,935,167		2,499,695
Total		7,503,018		5,567,851
Opening amortization		-1,906,133		-1,165,515
Impairment losses for year		-1,311,854		-740,618
Closing accumulated depreciation		-3,217,987		-1,906,133
Closing residual value		4,285,031		3,661,718



FriFiSi Utbildningsfabrik A8 CIN: 556759-3123

Note 13 Equity The Group	Share capital	Retained earnings, including net profit (loss) for the year	
Amount at the beginning of the year	100,000	30,633,606	
Dividends paid		-12,000,000	
Translation difference		-509,133	
Profit (loss) for the year		43,581	
Amount at year end	100,000	18,168,054	
Share capital of Parent Company	Share capital	Retained earnings	Net profit (loss) for the year
u f f at a stationiane	100,000	507,357	12,003,683
Amount at the beginning of the year		12,003,683	-12,003,683
Carry forward of last year's profit		-12,000,000	
Dividends paid			12,002,186
Profit (loss) for the year Amount at year end	100,000	511,040	12,002,186
The number of shares is 100 with a nominal value of SEK 1,000			
Note 14 Non-current liabilities		2016-08-31	2015-08-31
Fall due more than one year and less than 5 years from the bal	lance sheet date	3,972,263	10,658,550
Other non-current liabilities			
Maturity date, more than 5 years after the balance sheet date		o	σ
Other non-current liabilities			
Note 15 Bank overdraft The amount granted for bank overdraft is		2016-08-31 10,000,000	2015-08-31 8,459,900

Chattel mortgages and pledged bank accounts have been provided as collateral for guarantees and credit that have been granted.



			• c	•
Note 17 Adjustment for items not incl	uded in cash flow, e	tc.	2016-08-31	2015-08-31
Change in provisions			-6,163,618	1,491,120
Depreciation/amortization			9,810,484	8,634,170
Translation difference			-424,104	-956,266
Profit (loss) from non-current receivables	;		-93,253	0
Reversal of impairment losses			0	-3,000,000
Total			3,129,508	6,169,024
Note 18 Profit (loss) from participation	ns in Group compan	ies	2015-09-01	2014-09-01
, , , ,	. ,		2016-08-31	2015-08-31
Dividends			12,000,000	12,000,000
Total			12,000,000	12,000,000
Note 19 Appropriations			2015-09-01	2014-09-01
			2016-08-31	2015-08-31
Reversal of tax allocation reserve			354,000	77,000
Total			354,000	77,000
Note 20 Specification of shares in Group	companies		2016-08-31	2015-08-31
Name	Share of equity	Share of voting rights	Number of shares	Carrying amount
Explorius Education AB	100%	100%	10,000	1,222,583
	CIN:	Domicile	Equity	Net profit (loss) for the
				year
Explorius Education AB	556721-0819	Alingsås	45,025,202	14,797,110
			2016-08-31	2015-08-31
Opening cost			1,222,583	1,222,583
Closing cost			1,222,583	1,222,583

Educatius UK, a wholly-owned subsidiary registered in England with corporate identity number 8555156, is exempt from the requirement on audit of the financial statements that is stipulated in section 479 A of the 2006 Companies Act.

Note 21 Untaxed reserves	2016-08-31	2015-08-31
Tax allocation fund, Tax 2011	0	354,000
Tax allocation fund, Tax 2012	364,997	364,997
Tax allocation fund, Tax 2013	624,000	624,000
Tax allocation fund, Tax 2014	1,995,000	1,995,000
Total	2,983,997	3,337,997

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Gothenburg, 28 February 2017

Tom Ericsson

AUDITOR'S SIGNATURE

My audit report was submitted on 27 February 2015

Thorbjörn Wängvik Authorised Public Accountant

