

WE THINK THE WORLD OF PLASTICS



ANNUAL REPORT '17
REVIEWS AND PERSPECTIVES



2017 was a year marked by acquisitions in both China and Germany and a continued focus on consolidation in existing markets.

In 2017, Primo has managed to maintain the activity level from 2016 with unchanged profits.

The overall result of the year is satisfactory and gives us confidence in the direction the group has been following over a period of years.

On November 1, Inter Primo acquired all shares in Profilex China and Profilex Germany, with whom we have been running a joint venture since 2004.

This acquisition has had negligible influence on the overall result of 2017 but is expected to provide us with new market opportunities and significant synergy effects in the years to come.

Profilex China is a major producer of extruded profiles, particularly packing tubes which are marketed in the European market by Profilex Germany in Berlin. Profilex is a strong and well-established brand which we welcome into the Primo family with high expectations for future mutual synergies.

Integrating Profilex in the Primo group opens up new market opportunities for several of Primo's business areas in China and the Asian-Pacific region, just as Primo will benefit from the expertise and market knowhow in Profilex in both China and Germany.

It is our belief that this acquisition will generally strengthen our ability to support our customers on the international market scene.

2017 also marked the year of the largest single order ever signed by the Primo Group.

Our offshore business unit entered into a contract with a major offshore company to deliver 3,000 tonnes of complex extruded profiles before the end of 2018. In this project, Primo acted as a partner in the design phases as well as a material & extrusion partner, employing our PVC compounding centre in Finland and our extrusion offshore centre in Sweden with all their specialist knowledge.

As a major plastics producer and converter, we believe that sound, market-driven CSR initiatives are a vital part of our identity and overall responsibilities. Recently, the European Union made public its new plastics strategy, and it is evident that our long-standing commitment to plastic recycling is perfectly in line with the visions in this strategy.

To facilitate better plastic recycling, Primo is deeply involved with VinylPlus, the pan-European initiative by the PVC industry to increase recycling of PVC products. Locally, Primo is co-owner of WUPPI, the Danish PVC collection initiative. In 2017, Primo joined Operation Clean Sweep, in which corporations dedicate themselves to the effort of reducing the amount of plastic waste in the world's oceans. All Primo production facilities have therefore been tasked with implementing an extensive programme of plastic recycling and scrap collection.

Going into 2018, it is our aim to continue our process of consolidation to carry on the favourable trend in the development of our business.



F. Grunnet

Fleming Grunnet, chairman



GROUP PROFIT AND LOSS ACCOUNT (€ 1,000)

	2017	2016	2015
Turnover	107,859	107,387	96,913
Profit before tax	7,363	7,057	4,091
Tax	1,849	1,633	1,079
Profit for the financial year	5,514	5,420	3,012

PRIMO GROUP BALANCE SHEET (€ 1,000)

ASSETS

	2017	2016	2015
Intangible assets	440	37	62
Tangible assets	24,210	21,074	20,416
Financial fixed assets	3,419	3,929	3,938
Total fixed assets	28,069	25,040	24,416
Stocks	16,408	13,449	13,259
Debtors	15,389	11,796	12,174
Securities	10	9	9
Cash	10,922	11,226	11,879
Total current assets	42,729	36,480	37,321
Total assets	70,798	61,520	61,737

LIABILITIES AND EQUITY

	2017	2016	2015
Net capital	37,896	36,246	30,944
Provisions	715	371	571
Long term debt	1,902	2,754	6,661
Short term debt	30,285	22,149	23,561
Total debt	32,187	24,903	30,222
Total liabilities and equity	70,798	61,520	61,737



- 1959** The company is established by Architect Chresten Jensen under the name Primo-Plast A/S.
- 1977** Fleming Grunnet takes over the company from his father.
- 1980** Ureflex is acquired.
- 1983** Color System A/S is acquired.
- 1984** Primo Sweden AB is established after the acquisition of Kontraplast AB.
- 1985** Primo Finland AB is established following the acquisition of OY WH – Profil AB. Sondex AB is acquired.
- 1987** Inter Primo A/S is established as a holding company for the group of companies.
- 1990** Primo Profile GmbH in Germany is established.
- 1993** Inter Primo enters into the joint venture Spyra-Primo, Poland sp.zo.o.
- 1996** Primo-Profile sp.zo.o. in Poland is established.
- 1997** Primo Norge in Norway is established.
- 2000** Inter Primo Group Headquarter is established in Copenhagen.
- 2001** Primo Vinduer A/S is established.
- 2002** Primo Tools A/S is established after the acquisition of BP Maskinværksted.
- 2003** OTV Plast A/S, Teknoplast A/S and Primo System Vinduer A/S are acquired.
- 2004** 25% of the share capital of Profiflex GmbH is acquired including a subsidiary in Zhuhai, China.
- 2005** Primo Russia starts up production near St Petersburg.
- 2006** Profiltechnik AB is acquired. Facilities near Berlin and in St Petersburg are acquired along with the start of a large factory expansion in Poland.
- 2008** Norsk Extrudering is acquired.
- 2009** Norsk Formblåsning is established, in corporation with external investors.
- 2010** Totax A/S is acquired.
- 2011** OTV is sold off.
- 2013** Primo Vinduer A/S is sold off.
- 2013** Shares in Norsk Formblåsning are sold.
- 2017** Profiflex China and Profiflex Germany is acquired.



PRIMO

– WE THINK THE WORLD OF PLASTICS

Primo is an international group of companies with one thing in common: A passion for plastics extrusion.

From our beginnings in Denmark, producing profiles for windows and doors and for building and decoration purposes, our knowledge of plastics and extrusion has led us to diversify into a number of exciting businesses:

Construction, medical equipment, transportation, energy, power and lighting, white goods, and offshore. In all our business areas we supply many different industries with extruded, co-extruded and tripleextrusion plastics for a multitude of applications.

We believe strongly in working with our customers to develop the right profile solution, whatever the application and type of plastic involved.

Today, the Primo Group consists of companies throughout Europe and in China.

Subsidiaries:

CHINA
 PROFILEX Plastic Technology
 (Zhuhai FTZ) Co. Ltd.
 No. 41, Hongwan Free Trade Zone
 Zhuhai, Guangdong, CHN 519030
 sales@profiflex.cn
 www.profiflex.cn

DENMARK
 PRIMO DANMARK A/S
 Jernbanegade 11
 DK-6862 Tistrup
 primo@primo.dk

FINLAND
 OY PRIMO FINLAND AB
 PB 283
 FI-65370 Vaasa
 primo.finland@primo.fi
 Heinola/Vaasa

GERMANY
 PRIMO PROFILE GmbH
 Otto-Porath-Platz 1, Groß Kienitz
 D-15831 Blankenfelde-Mahlow
 info@primo-profile.de
 Berlin/Hamburg/Papenburg

NORWAY
 PRIMO NORGE AS
 P.O.Box 2096
 N-3255 Larvik
 post@primo.no

POLAND
 PRIMO PROFILE sp.zo.o.
 Ul. Chemiczna 2
 PL 44-240 Żory
 primoprofile@primo.com

RUSSIA
 LLC PRIMO
 Leningrad area
 Vsevolozhsky pr. 113
 RU-188640 Russia
 info@primo.ru

SWEDEN
 PRIMO SVERIGE AB
 Box 4073
 SE-514 12 Limmared
 info@primo.se
 Dalstorp/Limmared

Joint venture:

POLAND
 SPYRA PRIMO Poland Sp. z o.o.
 ul. Darwina 8
 PL 43-190 Mikołów
 biuro@spyraprimo.pl
 www.spyraprimo.pl



Mother company:

INTER PRIMO A/S
 Højbro Plads 6
 DK-1200 København K
 Denmark

www.primo.com