

Natus Medical Denmark ApS

Hørskættens 9, DK-2630 Taastrup

CVR-no. 25 38 46 87

Annual report 2023

Approved at the annual general meeting

Date: 27 June 2024

Chairman: _____
Douglas Allan Balog

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Statement by Management on the annual report

Today, the Board of Directors and the Executive Board have discussed and approved the annual report of Natus Medical Denmark ApS for the financial year 1 January – 31 December 2023.

The annual report has been prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations for the financial year 1 January – 31 December 2023.

Further, in our opinion, the Management's review gives a fair review of the development in the Company's operations and financial matters and the results of the Company's operations and financial position.

We recommend that the annual report be approved at the annual general meeting.

Taastrup, 27 June 2024

Executive Board:

.....
Sean David Langan
CEO

Board of Directors:

.....
Douglas Allan Balog (Chairman)

.....
Sean David Langan

.....
David Clarke Milne

.....
Jens Bo Hesselberg Larsen

.....
Morten Koimaru Skaarup

Independent auditor's report

To the shareholder of Natus Medical Denmark ApS

Opinion

We have audited the financial statements of Natus Medical Denmark ApS for the financial year 1 January – 31 December 2023 comprising income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 December 2023 and of the results of the Company's operations for the financial year 1 January – 31 December 2023 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report.

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

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

Management's responsibility for the financial statements

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

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

Auditor's responsibilities for the audit for the financial statements

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

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

- identify and assess the risks of material misstatement of the company financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.

Independent auditor's report

Auditor's responsibilities for the audit of the financial statements *(continued)*

- conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

Statement on the Management's review

Management is responsible for the Management's review.

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

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

Moreover, it is our responsibility to consider whether the Management's review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statement Act. We did not identify any material misstatement of the Management's review.

Copenhagen, 27 June 2024

KPMG

Statsautoriseret Revisionspartnerselskab
CVR no. 25 57 81 98

Simon Vinberg Andersen
State Authorised
Public Accountant
mne35458

Management's review

Company details

Company	<p>Natus Medical Denmark ApS Hørskættens 9 Klovtofte DK-2630 Taastrup</p> <p>Phone: 45 755 555 Webpage: www.natus.com E-mail: otoinfo@natus.com</p> <p>CVR.no.: 25 38 46 87 Started: 20 May 2000 Location: Høje-Taastrup Accounting year: 1 January – 31 December</p>
Board of Directors	<p>Douglas Allan Balog (Chairman) Sean David Langan David Clarke Milne Jens Bo Hesselberg Larsen Morten Koimaru Skaarup</p>
Executive management	<p>Sean David Langan</p>
Auditor	<p>KPMG Statsautoriseret Revisionspartnerselskab Dampfærgevej 28 DK-2100 Copenhagen Ø</p>
Ownership	<p>The Company is 100% owned by Natus Manufacturing Limited, IDA Business Park, Gort, Co Galway, Ireland</p>

Management's review

Financial highlights

In DKK '000	2023	2022	2021	2020	2019
Key figures					
Revenue	175,361	268,178	327,936	382,146	435,865
Ordinary operating profit/loss	-100,241	-163,784	-169,496	-138,704	-90,999
Profit/loss from financial income and expenses	18,386	-65,742	-78,180	56,463	-15,496
Profit/loss for the year	-81,934	-239,378	-194,226	-62,923	-82,754
Non-current assets	101,475	102,526	196,118	205,189	273,978
Current assets	34,686	20,519	131,966	333,119	236,834
Total assets	136,161	123,045	328,084	538,308	510,812
Equity	-186,437	-660,077	-420,699	-226,473	-163,550
Non-current liabilities (includes provisions)	6,535	6,677	8,547	35,059	61,808
Current liabilities	316,063	776,445	740,236	729,722	612,554
Investment in property, plant & equipment	3,075	1,035	331	724	4,502
Financial ratios					
Operating margin	-57.2%	-61.1%	-51.7%	-36.3%	-20.9%
Return on investment	-73.6%	-133.1%	-51.7%	-25.8%	-17.8%
Gross margin	-63.4%	61.0%	37.2%	31.3%	46.3%
Current ratio	11.0%	2.6%	18.0%	45.7%	38.8%
Equity ratio	-136.9%	-536.5%	-128.2%	-42.1%	-32.0%
Return on equity	19.4%	44.3%	60.0%	32.3%	-62.4%
Average number of full-time employees	68	62	88	110	150

Financial ratios are calculated in accordance with the Danish Finance Society's guidelines on the calculation of financial ratios, "Recommendations and Ratios". For terms and definitions, please see the accounting policies.

Management's review

Management commentary

Main activities

Natus Medical Denmark ApS develops, manufactures and markets computer-based audiological, otoneurologic, vestibular instrumentation and sound rooms to hearing and balance care professionals in more than 80 countries under the OTOMETRIC, MADSEN, AURICAL, HORTMANN and ICS brand names. During 2021, most of the manufacturing and production activity transferred out of Denmark to the parent company in Ireland, Natus Manufacturing Limited.

Natus Medical Denmark ApS is a part of Natus Medical Inc. group. In July the Natus Medical Inc. Group was purchased by ArchiMed, a leading investment firm focused exclusively on the healthcare industry.

Activities and financials

Annual result

Revenue was 175,361 kDKK against 268,178 kDKK last year. The reduction in revenue is primarily due to decrease in intercompany sales Natus Manufacturing Ltd due to changes to the distribution network and structure of the overall Natus group.

Operating loss was 100,241 kDKK against a loss of 163,784 kDKK last year. The operating loss was mainly due to significant cost allocations from the parent company, including R&D expense allocations, as well as significant amortization costs related to intangible assets, including patents, rights and completed development projects.

Loss after tax was 81,934 kDKK against 239,378 kDKK last year.

The company has lost more than 50% of the equity and as a result is covered by the provisions of the Companies Act on capital loss. Management expects re-establishment of the company's equity through its own earnings in 2024.

At the time of filing the annual report, the company has received a letter of support from its direct parent company in Ireland which will ensure the company has sufficient liquidity for its operations until the annual general meeting in 2025 when the annual report for the year ended 31 December 2024 will be approved. On this basis the financial statements have been prepared on a going concern basis of accounting.

Investments

Investments in tangible and intangible fixed assets was 36,539 kDKK. This includes investment in a new product development project. This is expected to contribute to future growth for the Hearing and Balance product segment and has been highly prioritized by the global R&D team.

Risks

General risks

Natus Medical Denmark's main operating risk is the ability to stay positioned in the main markets. Further, it is important that the company is to the forefront of technological development in audiological diagnostic and fitting equipment, which is the key business area of Natus Medical Denmark.

Management's review

Management commentary (continued)

Financial risks

Natus Medical Denmark ApS is part of the Natus Medical Inc. Group and will consequently be primarily funded through the groups parent company. The main financial risks are:

Currency risk

Natus Medical Denmark's currency exposure is through commercial transactions. The primary sales currencies are EUR and USD. Natus Medical Denmark does not obtain external loan nor invests in foreign currency. Internal loans are affected by the development in the USD currency exchange rate.

Interest risk

Natus Medical Denmark's interest risk is primarily connected to intercompany loans within the group.

CSR cf. Danish Financial Statements Act §99a

In October 2021, Natus Medical, Incorporated developed an Environmental, Social & Governance ("ESG") committee (the "Committee") to enhance Natus' efforts with respect to this subject. Since that time Natus was acquired by ArchiMed Group, which has enhanced the ESG efforts, including undertaking a +100 point evaluation of current efforts and targeting ongoing goals. One of the key topics addressed by both ArchiMed and the Committee is to ensure that Natus is committed to encouraging and developing a culture of diversity, equity and inclusion (DEI). To that end, Natus regularly assesses and drives continuous improvement in DEI relative to our people ecosystem - employees, partners, and board of directors – and evaluate opportunities for enhancement. Our recruiting efforts evidence this commitment through outreach and partnership programs with historically black universities to recruit and promote job opportunities and actively seeking diverse candidates for hundreds of job boards with the intent of developing a diverse pool of qualified candidates. We recognize that a culture of inclusion makes us stronger.

Natus maintains policies regarding human rights, anti-corruption, child labor and other Corporate Social Responsibility ("CSR") policies, and is in the process of developing policies regarding its ESG efforts on climate and environment protection. Accordingly, CSR is generally very important and a priority area of Natus Medical Denmark. It is management's clear belief that it adds value to the business if a company combines its business model with consideration for CSR.

The overall Natus group ESG committee will enable the board to ensure ESG risks and opportunities are integrated into the group's strategy; provide oversight of the group's on-going commitment to sustainability, human capital development, health & safety, data security, diversity & inclusion, and other ESG pillars; and champion transparency in ESG reporting for shareholders.

Business model

Natus Medical Denmark provides hearing diagnostic, hearing aid fitting and balance instrumentation and software solutions to hearing and balance care professionals worldwide. For more than 50 years Natus Medical Denmark has been helping hearing and balance care professionals succeed in improving the quality of life for their clients and patient by delivering expert knowledge, reliable solutions and services and trusted partnerships.

Natus Medical Denmark ApS develops, manufactures, and markets computer-based audiological, otoneurologic and vestibular instrumentation in more than 80 countries. The portfolio covers key application areas within hearing assessment, hearing screening, hearing instrument fitting and balance assessment. Many of the hearing and balance care solutions have set precedent within the hearing care industry and are used by thousands of clinicians around the world.

As an independent provider of hearing care diagnostic solutions, Natus Medical Denmark works closely with leading hearing aid manufacturers to develop new solutions within hearing and hearing aid fitting. The company's business strategy, including its day-to-day activities in the form of development, manufacture, and marketing of computer-based audiological, otoneurologic, vestibular instrumentation and sound rooms, always focuses on its general CSR policy.

Management's review (continued)

Management commentary (continued)

Environment and climate

It is company ambition of Natus Medical Denmark to have a non-polluting production and for its material and energy consumption to be at a minimum. The production involves very limited in-house soldering (ROHS compliant) and efficient ventilation and air cleaning ensure a healthy work environment. Our customers' demand for lighter products continuously decreases Natus Medical Denmark's material consumption per product.

Natus Medical Denmark's production has been customized to the EU directive of amending on the restriction of the use of certain hazardous substances in electrical and electronic equipment. The directive was effective from 2014.

Natus Medical Denmark have not had any experience with outbreaks or other environment issues and will continue to focus our work on being non-polluting and minimizing energy consumption. Natus has commenced using LED lightening replacements over incandescent light bulbs and is committed to reducing energy consumption. In addition, areas not in use are no longer consuming unnecessary light and heat. There are no other significant risks identified.

Social conditions and labor rights

It is company ambitions of Natus Medical Denmark for all its employees to benefit physically as well as psychologically from a good and safe working environment. The activities of the company are planned and performed so that health risks are kept at a minimum both with respect to the employees and but also with respect to their business partners. The company is continuously trying to ensure good working conditions for its employees when it comes to health and well-being at the workplace along with equal treatment, working environment, development, and training. During the entire existence of the company, this has been an integral part of the management agenda. The company has implemented a number of ways to create a healthy work environment, such as wellness programs, gym access, manual handling courses, ergonomic assessments and bike to work schemes.

In 2023 all employees in the Natus Group continued to participate in employee engagement survey with the overall purpose to ensure that Natus is a great place to work and the result is the majority of employees are satisfied working for Natus. Natus Denmark have not received any complaints from employees and will going forward continue the work on strengthening the position as a great place to work going forward. There are not identified any significant risk.

Human rights

It is company ambitious of Natus Medical Denmark to respect and comply with the human rights requirements as this is an integral part of the company's set-up. The strategies and internal procedures applied by management are inherent in the protection of individuals' fundamental rights and therefore also the compliance with the human rights requirements. All Natus Employees are expected to be familiar with the laws, regulations, and company policies within their respective area; a) Maintain a safe and healthy work environment, b) Promote a workplace that is free from discrimination or harassment based on any reason, c) Protect the privacy rights of our employees, our customers and their patients and comply with all applicable environmental laws. For further information, please refer to the Code of Conduct on our website.

Natus Denmark has not become aware of any violation of human rights and will continue the work on strengthening our internal procedures. There are not identified any significant risk.

Anti-corruption and bribery

It is company ambitious of Natus Medical Denmark to be part of a decent and reliable business environment with no tolerance for corruption and bribery. The company employees corresponding externally with clients, suppliers, business partners, etc. have been informed of the extent to which they may give and receive gifts and hold or attend arrangements. The risk for this topic is assessed to be very little due to nature of the Natus business and the countries and business partners Natus Denmark interact with. There have been no violation of the policies and Natus Denmark will continue to educate their employees about the policy.

Management's review

Management commentary (continued)

Gender diversity cf. Danish Financial Statements Act §99b

The Board of Natus Medical Denmark has 5 members, of which all are males. 2 of these members are employee representatives and the other 3 members are senior management personnel in the Natus group. There has been no change to these positions in the past year, hence no natural reason to change the members of the board. The company has a broad target to add up to 1 female to the board before 2027. We will strive to achieve the target with the defined timeframe, but we will always stay committed to hiring the most qualified candidates irrespective of their gender. There have been no changes to the composition of other management levels during the year. To increase the female representation, we will going forward working proactively and strengthen our recruitment process, which will ensure that we have qualified candidates.

Our management level consists of 1 female and 5 male managers for FY23. The company has a broad target to add up to 1 additional female to the board before 2027. To increase the female representation, we will continue working proactively and strengthen our recruitment process, which will ensure that we have qualified candidates for both genders applying for Board and management positions.

Overview according to section 99 b(1):

	2023
Board of Directors	
Total number of members (excl. member representatives)	3
Underrepresented gender in %	0 %
Target number in %	33 %
Year target number is fulfilled	2027
Other management levels	
Total number of members	6
Underrepresented gender in %	17%
Target number in %	33%
Year target number is fulfilled	2027

Management's review

Management commentary (continued)

Data ethics and data privacy cf. Danish Financial Statements Act §99d

Natus does not have a Data Ethics Policy to due the nature or our business:

- Artificial intelligence is not used in the development or supply of our products or services.
- Business decisions are not made using automated decision or semi-automate decision making technology or machine learning.
- No machine learning or automation is used for customer pricing

Natus is committed to ensuring that our business is conducted in adherence to the highest ethical, professional, and legal standards. As such, Natus will develop a Data Ethics Policy should our products or business practices begin leverage any of the above-mentioned data practices.

Knowledge management

Natus Medical Denmark's strong position within the market for audiological and fitting equipment focusing on being in front of technological development contributes to a dynamic knowledge-based work environment. The employee's skills and competences are important and Natus Medical Denmark focuses on continuous employee development.

Research and development activities

The research and development activities are concentrated in Denmark due to strong university focus within acoustics, digital signalling (DSP) and communication technology and the presence of multiple international companies with similar activities in the greater Copenhagen area.

The launch rates in Natus Medical Denmark's market have increased and requires an increased focus on innovation and prioritization within all business areas.

Events after the balance sheet date

No events have happened during the period after the balance sheet date that have impact on the assessment of the company's financial position at the balance sheet date.

Annual result compared to last year expectation.

The revenue for 2023 for Natus Denmark has decreased compared to 2022, which was in line with expectation due to the transfer of the production activity in 2021. Due to high focus on development projects the R&D spending are higher than expected. Sales and administrative spending are in line with expectations from last year.

Expectations for 2024

Most of the production activity previously based in Taastrup have been transferred to the parent company in Ireland and revenue in Natus Medical Denmark ApS for 2024 will primarily be driven by the direct sales of Hearing and Balance product to direct customers.

In 2024, it is expected that that overall Hearing and Balance revenue and margins will be stable with moderate organic growth over 2023 in the region of 5% but remain below historical levels. We see our customers adapting to the COVID environment with elective procedures resuming, which we believe will result in increased capital spending, improving our business for the foreseeable future.

The operating profit are expected to be unchanged compared to 2023, due to general focus on cost spending offsetting in increased focus on completing ongoing R&D projects.

The company will continue to perform significant R&D activities in Taastrup and will continue their work on development projects and expend the R&D department.

Financial statements 1 January – 31 December

Income statement

Note	DKK'000	2023	2022
3	Revenue	175,361	268,178
4	Production costs	-64,121	-104,465
	Gross margin	111,240	163,713
4	Research and development costs	-92,705	-196,455
4	Sales and distribution costs	-58,406	-80,090
4,5	Administrative expenses	-60,370	-50,952
	Operating loss	-100,241	-163,784
	Income from investments in group entities	0	32,113
6	Financial income	36,254	920
7	Financial expenses	-17,868	-66,662
	Profit/loss before tax	-81,855	-197,413
8	Tax for the year	-79	-41,965
	Profit/loss for the year	-81,934	-239,378

Financial statements 1 January – 31 December

Balance sheet

Note	DKK'000	2023	2022
	ASSETS		
	Non-current assets		
9	Intangible assets		
	Rights	0	0
	Software	0	0
	Completed development projects	0	1,708
	Development projects in progress	61,543	45,552
		<u>61,543</u>	<u>47,260</u>
10	Property, plant and equipment		
	Leasehold improvements	805	677
	Plant and machinery	5,867	6,746
		<u>6,672</u>	<u>7,423</u>
11	Financial assets		
	Investment in group entities	33,260	47,843
		<u>33,260</u>	<u>47,843</u>
12	Deferred tax asset	0	0
		<u>0</u>	<u>0</u>
	Total non-current assets	<u>101,475</u>	<u>102,526</u>
	Current assets		
	Inventories		
	Raw materials and consumables	1,581	1,374
	Work in progress	1,754	319
	Finished goods and goods for resale	4,300	2,388
		<u>7,635</u>	<u>4,081</u>
	Receivables		
	Trade receivables	5,853	6,285
	Receivables from group entities	17,312	5,356
	Other receivables	2,144	4,555
13	Prepayments	1,631	13
		<u>26,940</u>	<u>16,209</u>
	Cash	111	229
		<u>111</u>	<u>229</u>
	Total current assets	<u>34,686</u>	<u>20,519</u>
	TOTAL ASSETS	<u><u>136,161</u></u>	<u><u>123,045</u></u>

Financial statements 1 January – 31 December

Balance sheet

Note	DKK'000	2023	2022
	EQUITY AND LIABILITIES		
	Equity		
14	Share capital	24,000	24,000
	Reserve for development costs	48,004	36,863
	Retained earnings	-258,441	-720,940
	Total equity	-186,437	-660,077
	Provisions		
	Warranty	881	911
	Other non-current liabilities		
	Other Payables	5,654	5,766
	Total non-current liabilities	5,654	5,766
	Current liabilities		
	Deferred revenue	466	294
	Trade payables	7,432	4,782
	Payables to group entities	286,287	754,072
	Income tax payable	135	199
	Other payables	21,743	17,098
	Total current liabilities	316,063	776,445
	Total liabilities	322,598	783,122
	TOTAL EQUITY AND LIABILITIES	136,161	123,045

- 1 Accounting policies
- 2 Going Concern
- 15 Contractual obligations and contingencies, etc.
- 16 Related parties
- 17 Appropriation of profit/loss

Financial statements 1 January – 31 December

Statement of changes in equity

Note	DKK'000	Share capital	Reserve for development costs	Retained earnings	Total
	Equity at 1 January 2022	24,000	66,448	-511,147	-420,699
	Distribution of loss	0	0	-239,378	-239,378
	Transfer to reserve for capitalized development projects	0	-29,585	29,585	0
	Equity at 1 January 2023	24,000	36,863	-720,940	-660,077
17	Distribution of Profit	0	0	-81,934	-81,934
	Loan Forgiveness	0	0	555,574	555,574
	Transfer to reserve for capitalized development projects	0	11,141	-11,141	0
	Equity at 31 December 2023	24,000	48,004	-258,441	-186,437

The company has lost more than 50% of the equity and as a result is covered by the provisions of the Companies Act on capital loss.

Financial statements 1 January – 31 December

Notes

1 Accounting policies

The annual report of Natus Medical Denmark ApS for 2023 has been prepared in accordance with the provisions in the Danish Financial Statements Act applying to large reporting class C entities.

The accounting policies used in the preparation of the financial statements are consistent with those of last year.

The financial statement for 2023 are presented in TDKK.

Omission to prepare consolidated financial statements

According to the Danish Financial Statements Act § 112 paragraph. 2, there is not prepared consolidated financial statements. The financial statements of Natus Medical Denmark ApS and its subsidiary are consolidated for Natus Medical Inc.

Omission to present a cash flow statement

With reference to section 86(4) of the Danish Financial Statements Act, no cash flow statement has been prepared. The entity's cash flows are part of the consolidated cash flow statement for the ultimate parent company, Natus Medical Inc.

Recognition and measurement

Revenues are recognized in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortized cost is recognized. Moreover, all expenses incurred to achieve the earnings for the year are recognized in the income statement, including depreciation, amortization, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognized in the income statement.

Assets are recognized in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the company, and the value of the asset can be measured reliably.

Liabilities are recognized in the balance sheet when it is probable that future economic benefits will flow out of the company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Certain financial assets and liabilities are measured at amortized cost, which involves the recognition of constant effective interest rate over the maturity period. Amortized cost is calculated as original cost less any repayments and with addition/deduction of cumulative amortization of any difference between cost and the nominal amount.

Recognition and measurement consider predictable losses and risks occurring before presentation of annual report which confirm or invalidate affairs and conditions existing at the balance sheet date.

Danish kroner is used as the measurement currency. All other currencies are regarded as foreign currencies.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the exchange rates at the transaction date. Foreign exchange differences arising between the exchange rate at the transaction date and the rate at the date of payment are recognised in the income statement as financial income or financial expenses.

Receivables and payables and other monetary items denominated in foreign currencies are translated at closing rates. The difference between the exchange rates at the balance sheet date and the date at which the receivable or payable arose or was recognised in the latest financial statements is recognised in the income statement as financial income or financial expenses.

Income statement

Revenue

Revenue from sale of goods and rendering of services is recognized in the income statement if delivery and transfer of risk to the buyer has taken place before year-end and that the income can be reliably measured and is expected to be received. Extended warranties are separated from the sale of goods and recognized on a straight-line basis over the term of the contract. The value of extended warranties that is not separately priced is estimated. Revenue is measured excluding VAT, taxes and granted cash and quantity discounts in relation to the sale and expected returns of goods. The portion of goods sold that is expected to be returned is determined based on historical product returns data.

Production costs

Production costs comprise costs, including depreciation and salaries, incurred in generating the revenue for the year. Production costs include direct and indirect costs for raw materials and consumables, wages and salaries, maintenance and depreciation and impairment of production plant and costs and expenses relating to the operation, administration, and management of factories. Also included are inventory write-downs.

Research and development costs

Research and development costs comprise costs, salaries, and depreciation of operating assets and equipment directly or indirectly attributable to the Group's development activities. Furthermore, amortization and write-down of capitalized development projects are included.

Distribution costs

Distribution costs comprise costs related to the distribution of goods sold in the year and to sales campaigns, etc. carried out in the year, including costs related to sales staff, sales commissions, advertising, exhibitions, and amortisation/depreciation.

Administrative expenses

Administrative expenses comprise expenses paid in the year to manage and administer the Company, including expenses related to administrative staff, management, office premises, office expenses and amortisation/depreciation. Also included are losses on receivables.

Other operating income

Other operating income comprises items secondary to the Company's activities, including gains on disposal of intangible assets and items of property, plant and equipment.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Other operating expenses

Other operating expenses comprise items secondary to the Company's activities, including losses on disposal of intangible assets and items of property, plant, and equipment.

Financial income and expenses

Financial income and expenses comprise interest income and expenses, gains and losses on securities, payables and transactions denominated in foreign currencies, amortisation of financial assets and liabilities as well as surcharges and refunds under the on-account tax scheme, etc.

Tax for the year

Tax for the year comprises current tax and changes in deferred tax for the year. The tax expense relating to the profit (loss) for the year is recognized in the income statement, and the tax expense relating to amounts recognized in other comprehensive income is recognized in other comprehensive income.

Current tax payable is recognized in current liabilities and deferred tax is recognized in non-current liabilities. Tax receivable is recognized in current assets and deferred tax assets are recognized in non-current assets.

Balance sheet

Intangible assets

Intangible assets are measured at cost less accumulated amortization and impairment. Amortization is provided on a straight-line basis over the expected useful lives of the assets. When changing the depreciation period or the residual value, the effect on the depreciation is recognized prospectively as a change in accounting estimates. Amortization and impairment are recognized in the income statement as production costs, development costs, distribution costs and administrative expenses. The expected useful lives are as follows:

Software	3-5 years
Completed development projects	3-5 years
Patents, licenses, trademarks, and other intellectual property rights	5 years

Development projects that are clearly defined and identifiable, where the technical utilization degree, sufficient resources and a potential future market or development opportunities in the Company is evidenced, and where Natus Medical Denmark intends to produce, market, or use the project, are recognized as intangible assets if it is probable that costs incurred will be covered by future earnings. The cost of such development projects includes direct wages, salaries, materials, and other direct and indirect costs attributable to the development projects. Amortization and write-down of such capitalized development projects are started at the date of completion and are included in development costs. Other development costs are recognized in the income statement as incurred.

Gains or losses on the disposal of intangible assets are determined as the difference between the selling price less selling costs and the carrying amount at the disposal date, and are recognized in the income statement as other operating income or other operating costs, respectively.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Property, plant, and equipment

Leasehold improvements and plant and machinery are measured at cost less accumulated depreciation and impairment losses.

Cost comprises the purchase price and any costs directly attributable to the acquisition until the date when the asset is available for use. The cost of self-constructed assets comprises direct and indirect costs of materials, components, sub-suppliers, and wages and salaries.

Where individual components of an item of property, plant and equipment have different useful lives, they are accounted for as separate items, which are depreciated separately.

The basis of depreciation, which is calculated as cost less any residual value, is depreciated on a straight-line basis over the expected useful life. The expected useful lives of the assets are as follows:

Leaseholds and improvement	5 years
Plant and machinery	3 - 5 years

Depreciation and impairment is recognized in the income statement as production costs, distribution costs and administrative expenses.

The basis of depreciation is based on the residual value of the asset reduced by impairment losses. The residual value is determined at the acquisition date and reassessed annually. If the residual value exceeds the carrying amount, depreciation is discontinued. When changing the depreciation period or the residual value, the effect on the depreciation is recognized prospectively as a change in accounting estimates.

Gains and losses on the disposal of items of property, plant and equipment are calculated as the difference between the selling price less costs to sell and the carrying amount at the date of disposal. The gains or losses are recognised in the income statement as other operating income/-expenses.

Investment in group entities

Investments in group entities are recognised and measured at cost. In cases where the cost exceeds net realizable value is written down to the lower value.

Dividends received exceeding the accumulated earnings of the subsidiary in the ownership period are treated as a reduction in cost.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Impairment of non-current assets

The carrying amount of intangible assets and property, plant and equipment is tested annually for evidence of impairment other than the decrease in value reflected by amortisation/depreciation.

Impairment tests are conducted on individual assets or groups of assets when there is evidence of impairment. Assets are written down to the lower of the carrying amount and the recoverable amount.

The recoverable amount is the higher of the net selling price of an asset and its value in use. The value in use is calculated as the net present value of the expected net cash flows from the use of the asset or the group of assets and the expected net cash flows from the disposal of the asset or the group of assets after the end of the useful life.

Previously recognised impairment losses are reversed when the reason for recognition no longer exists.

Inventories

Inventories are measured at cost using the standard cost method. Standard costs take into account normal levels of raw materials and consumables, staff costs, efficiency and capacity utilization. Standard costs are reviewed regularly and adjusted in accordance with the FIFO-principle.

Raw materials and goods for resale are measured at cost, comprising purchase price plus delivery costs.

Work in progress and finished goods are measured at cost, comprising the cost of direct materials, wages and salaries and indirect production overheads. Indirect production overheads comprise indirect materials, wages and salaries, maintenance and depreciation of production machinery, buildings, and equipment as well as factory administration and management.

Where the net realizable value is lower than cost, inventories are written down to this lower value. The net realizable value of inventories is calculated as the sales amount less costs of completion and costs necessary to make the sale.

Receivables

Trade receivables are measured at amortized cost less write-down for foreseen bad debt losses. Write-down for bad debt losses is based on an individual assessment of each receivable and at portfolio level.

Prepayments

Prepayments recognised under "Current assets" comprise expenses incurred concerning subsequent financial years.

Equity

Reserve for development costs

The reserve for development costs comprises recognised development costs. The reserve cannot be used to distribute dividend or cover losses. The reserve will be reduced or dissolved if the recognised development costs are amortised or if they are no more part of the Company's operations by a transfer directly to distributable reserves under equity.

Dividend

Dividend proposed for the year is recognised as a liability at the date when it is adopted at the annual general meeting (declaration date). Dividend expected to be distributed for the financial year is presented as a separate line item under "Equity".

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Notes

1 Accounting policies (continued)

Income tax and deferred tax

Current tax payables and receivables are recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on prior-year taxable income and tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax base of assets and liabilities. However, deferred tax is not recognised on temporary differences relating to goodwill which is not deductible for tax purposes or on office premises and other items where temporary differences arise at the date of acquisition without affecting neither the profit/loss for the year nor the taxable income. Where alternative tax rules can be applied to determine the tax base, deferred tax is measured based on Management's intended use of the asset or settlement of the liability, respectively.

Deferred tax assets, including the tax value of tax loss carryforwards, are recognised at the expected value of their utilisation; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity and jurisdiction.

Adjustment is made to deferred tax resulting from elimination of unrealised intra-group profits and losses.

Deferred tax is measured according to the tax rules and at the tax rates applicable in the respective countries at the balance sheet date when the deferred tax is expected to crystallise as current tax.

Warranty

Warranty provisions are recognized as the underlying goods and services are sold based on warranty costs incurred in previous years and expectations of future costs.

Other provisions primarily comprise onerous contracts and return obligations related to sold products. Provisions are recognized when, as a result of events before or at the balance sheet date, the Company has a legal or a constructive obligation and it is probable that there may be an outflow of resources embodying economic benefits to settle the obligation. On measurement of provisions, the costs required to settle the liability are discounted if the effect is material to the measurement of the liability.

A provision for onerous contracts is recognized when the expected benefits to be derived by the Company from a contract are lower than the unavoidable costs of meeting its obligations under the contract (onerous contracts). A provision for onerous contracts is recognized e.g. when the Company has entered a binding legal agreement for the purchase of components from suppliers that exceeds the benefits from the expected future use of the components and the Company can only sell the components at a loss.

Deferred revenue

Deferred income comprises payments received regarding income in subsequent years.

Liabilities

Financial liabilities are recognised at the date of borrowing at the net proceeds received less transaction costs paid. On subsequent recognition, financial liabilities are measured at amortised cost, corresponding to the capitalised value, using the effective interest rate. Accordingly, the difference between the proceeds and the nominal value is recognised in the income statement over the term of the loan.

Other liabilities are measured at net realisable value.

Rental and Lease Matters

Leases that do not meet the criteria for classification as a financial asset are treated as operating leases. Operating lease payments are recognized in the income statement over the term of the lease.

Segment information

Information is disclosed by geographical market. Segment information is based on the Company's accounting policies, risks and internal financial management.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Financial ratios

Financial ratios are calculated in accordance with the Danish Finance Society's guidelines on the calculation of financial ratios "Recommendations and Ratios".

The financial ratios stated in the survey of financial highlights have been calculated as follows:

Operating margin	$\text{Operating profit (EBIT)} \times 100 / \text{Revenue}$
Return on investment	$\text{Operating profit (EBIT)} \times 100 / \text{Total equity and liabilities}$
Gross margin	$\text{Gross profit} \times 100 / \text{Revenue}$
Current ratio	$\text{Current assets} \times 100 / \text{Current liabilities}$
Equity ratio	$\text{Equity, year-end} \times 100 / \text{Total equity and liabilities, year-end}$
Return on Equity (ROE)	$\text{Profit/loss for the year} \times 100 / \text{Average equity}$

2 Going Concern

At the time of filing the annual report, the company has received a letter of support from its direct parent company in Ireland which will ensure the company has sufficient liquidity for its operations until the annual general meeting in 2025 when the annual report for the year ended 31 December 2024 will be approved. On this basis the financial statements have been prepared on a going concern basis of accounting.

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DKK '000	2023	2022
3 Segment information		
Denmark	6,911	6,614
Other Nordic	9	12
Other Europe	152,419	202,564
USA	8,410	31,675
Other North and South America	1,160	366
China	4,358	15,026
Other Asia	1,868	387
Other	226	11,534
	<u>175,361</u>	<u>268,178</u>
4 Expenses		
Staff costs		
Wages and salaries	47,242	41,537
Pensions	4,619	3,887
Other social security costs	1,599	1,412
	<u>53,460</u>	<u>46,836</u>
Staff costs are recognised the financial statements under the following line items:		
Production costs	16,922	12,818
Research and development costs	16,306	11,946
Sales and distribution costs	13,604	14,060
Administrative expenses	6,628	8,012
	<u>53,460</u>	<u>46,836</u>
Average number of full-time employees	<u>68</u>	<u>62</u>

Staff costs include remuneration to the Executive Board, totalling DKK 0 thousand (2022: DKK 0 thousand), and pensions totalling DKK 0 thousand (2022: DKK 0 thousand), and directors' fees to the members of the Board of Directors totalling DKK 40 thousand (2022: DKK 40 thousand).

Financial statements 1 January – 31 December

Notes

DKK'000	2023	2022
4 Expenses (continued)		
Amortisation/depreciation		
Amortisation intangible assets	1,708	40,730
Impairment loss	20,523	34,101
Depreciation property, plant and equipment	777	1,120
	<u>23,008</u>	<u>75,951</u>
	<u><u>23,008</u></u>	<u><u>75,951</u></u>
Amortisation/depreciation charges and impairment losses are recognised in the financial statements under the following line items:		
Production costs	468	532
Research and development costs	22,272	74,969
Sales and distribution costs	47	67
Administrative expenses	221	383
	<u>23,008</u>	<u>75,951</u>
	<u><u>23,008</u></u>	<u><u>75,951</u></u>
5 Fees paid to auditors appointed at the annual general meeting		
Fee for statutory audit	447	434
	<u>447</u>	<u>434</u>
	<u><u>447</u></u>	<u><u>434</u></u>
6 Financial income		
Unrealized foreign exchange gains	35,011	920
Realized foreign exchange gains	1,243	0
	<u>36,254</u>	<u>920</u>
	<u><u>36,254</u></u>	<u><u>920</u></u>
7 Financial expenses		
Realized foreign exchange losses	0	2,335
Unrealized foreign exchange losses	243	50,382
Other financial expenses	30	22
Interest to group companies	17,595	13,923
	<u>17,868</u>	<u>66,662</u>
	<u><u>17,868</u></u>	<u><u>66,662</u></u>

Financial statements 1 January – 31 December

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DKK'000		2023	2022
8	Tax for the year		
	Current tax for the year	-58	-79
	Adjustment of the deferred tax charge for the year	0	-41,886
	Prior-year adjustments to current tax	-21	0
		<u>-79</u>	<u>-41,965</u>

9 Intangible assets

DKK'000	Rights*	Software
Cost at 1 January 2023	<u>83,605</u>	<u>6,731</u>
Cost at 31 December 2023	<u>83,605</u>	<u>6,731</u>
Amortisation and impairment losses at 1 January 2023	83,605	6,731
Amortisation for the year	<u>0</u>	<u>0</u>
Amortisation and impairment losses at 31 December 2023	<u>83,605</u>	<u>6,731</u>
Carrying amount at 31 December 2023	<u>0</u>	<u>0</u>
Amortised over	<u>5 years</u>	<u>3-5 years</u>

* Amortisation starts in connection with the launch of a product in which the rights are used. All rights that have started amortisations.

Patents and Rights

Patents and rights primarily comprise acquired patents and rights. The most significant patents and rights relate to technologies for the development of new hearing instruments for Natus Medical Denmark ApS.

Financial statements 1 January – 31 December

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9 Intangible assets (continued)

DKK'000	Total development projects	Hereof completed development projects	Hereof development projects in progress
Cost at 1 January 2023	704,976	600,076	104,900
Additions	33,464	0	33,464
Cost at 31 December 2023	738,440	600,076	138,364
Amortisation and impairment losses at 1 January 2023	657,715	598,368	59,347
Amortisation	1,708	1,708	0
Impairment	17,474	0	17,474
Amortisation and impairment losses at 31 December 2023	676,897	600,076	76,821
Carrying amount at 31 December 2023	61,543	0	61,543
Amortised over	3-5 years	3-5 years	

Development projects and software

In-progress and completed development projects comprise development and design of balance and screening assessments.

Development projects in progress consists of one project, which is expected to be completed in Q3 2024, after which product sales and marketing can be commenced.

Management performs an annual impairment test of the carrying amount of recognized development costs. The recoverable amount is assessed based on sales forecasts. In Management's assessment, the recoverable amount exceeds the carrying amount.

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10 Property, plant, and equipment

DKK'000	<u>Leaseholds improvements</u>	<u>Plant and machinery</u>
Cost at 1 January 2023	4,091	37,854
Additions	248	2,827
Disposals	0	-3,049
Cost at 31 December 2023	<u>4,339</u>	<u>37,632</u>
Depreciation and impairment losses at 1 January 2023	3,414	31,108
Depreciation	120	657
Disposals	0	0
Depreciation and impairment losses at 31 December 2023	<u>3,534</u>	<u>31,765</u>
Carrying amount at 31 December 2023	<u><u>805</u></u>	<u><u>5,867</u></u>

11 Financial assets

DKK'000	<u>Total Investments</u>	<u>Other Investments</u>	<u>In vestments in group entities</u>
Cost at 1 January 2023	47,843	0	47,843
Additions	0	0	0
Effects of Merger	0	22,141	-22,141
Impairment	-14,583	-14,583	0
Disposals	0	0	0
Cost at 31 December 2023	<u>33,260</u>	<u>7,558</u>	<u>25,702</u>

Group entities	<u>Domicile</u>	<u>Interest %</u>	<u>Equity DKK'000</u>	<u>Profit/loss DKK'000</u>
GN Otometrics Holding GMBH	Germany	100%	9,379	2,688
Otometrics Shanghai Co. Ltd.	China	100%	20,066	1,387
Otometrics Sweden AB	Sweden	100%	529	116
Natus Medical Finland OY	Finland	100%	573	117
Natus Medical Norway AS	Norway	100%	381	75

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DKK'000	2023	2022
12 Deferred tax		
Deferred tax at 1 January	0	41,886
Deferred tax for the year recognized in profit (loss) for the year	0	-41,886
Deferred tax at 31 December	0	0
13 Prepayments		
Other prepaid expenses	1,631	13
Prepayments at 31 December	1,631	13

14 Share capital

The share capital comprises 24,000 shares of 1 DKK nominal value each. All shares rank equally.

The change in share capital the last five years can be specified as following:

DKK'000	2023	2022	2021	2020	2019
Share capital at 1 January	24,000	24,000	24,000	24,000	24,000
Issue of Share Capital	0	0	0	0	0
Share capital at 31 December	24,000	24,000	24,000	24,000	24,000

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15 Contractual obligations and contingencies, etc.

Operating lease liabilities

The company has entered into operating lease agreements for property and vehicles. All figures provided below are excluding VAT and include estimates of variable costs associated with each of the lease's agreements.

The two properties for which the company has entered into lease agreements are located on Hørskættens 9, DK-2630, Taastrup, Denmark and Willy Brandtlaan 81, NL-6716, Ede, Netherlands. The total committed property lease payments in 2024 will be DKK 2,205k, with the total property lease payments after 2024 totaling DKK 70k. The property lease in Taastrup expired on 31 December 2022, however, the company can exit the lease at any point with 6 months' notice. The lease in Ede expires on 31 March 2025.

The company has entered into operating lease agreements for a number of vehicles. The total vehicle lease payments in 2024 will be DKK 425k, with the total vehicle lease payments after 2024 totaling DKK 367k. The average remaining period of the vehicle lease agreements is 23 months.

16 Related parties

Natus Medical Denmark ApS' related parties comprise the following:

Parties exercising control

Natus Manufacturing Limited
IDA Business Park, Gort, Co. Galway
H91 PD92, Ireland

The Annual Report for Natus Medical Denmark ApS is included in the Group Annual Report of Natus Medical Incorporated and may be obtained from the address mentioned below:

Natus Medical Incorporated
Corporate Headquarters
6701 Koll Center Parkway, Suite 120
Pleasanton, CA 94566 USA

The largest group into which the result of the company and its subsidiaries for the year ended 31 December 2023 are consolidated is that headed by Natus Medical Incorporated.

The smallest group into which the result of the company and its subsidiaries for the year ended 31 December 2023 are consolidated is that headed by Natus Medical Incorporated.

Related party transactions

Remuneration/fees to members of the Executive Board and the Board of Directors are reflected in note 4.

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16 Related parties (continued)

DKK'000	2023	2022
Purchase of services from group enterprises	-130,125	-222,590
Sale of goods and services to group enterprises – revenue	154,938	249,107
Sale of goods to group enterprises – cost of goods sold	-7,531	-47,229

Purchase of products and services are bought from group enterprises on normal commercial terms and conditions.

The company's balances with group enterprises at December 31, 2023 are recognized in the balance sheet. Balances with group enterprises comprise trade balances related to the purchase and sale of goods and services, together with loan balances and associated interest.

Interest income and expenses with respect to group enterprises are disclosed in note 6 and 7.

Purchases of services from group enterprises consists of headquarter cost allocation, R&D service fees, marketing service fees and net interest payable.

No transactions have been carried out with the Board of Directors, the Executive Management, senior employees, major shareholders or other related parties, apart from ordinary remuneration disclosed in note 4.

DKK'000	2023	2022
17 Distribution of loss		
Recommended distribution of loss		
Transferred to reserves under equity	-81,934	-239,378
	-81,934	-239,378