



ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2021 - GENERELL INFORMASJON

Enheten

Organisasjonsnummer: 914 904 633
Organisasjonsform: Aksjeselskap
Foretaksnavn: HURTIGRUTEN GLOBAL SALES AS
Forretningsadresse: Langkaia 1
0150 OSLO

Regnskapsår

Årsregnskapets periode: 01.01.2021 - 31.12.2021

Konsern

Morselskap i konsern: Ja
Konsernregnskap lagt ved: Nei

Regnskapsregler

Regler for små foretak benyttet: Nei
Benyttet ved utarbeidelsen av årsregnskapet til selskapet: Regnskapslovens alminnelige regler

Årsregnskapet fastsatt av kompetent organ

Bekreftet av representant for selskapet: Daniel Andreas Skjeldam
Dato for fastsettelse av årsregnskapet: 31.05.2022

Grunnlag for avgivelse

År 2021: Årsregnskapet er elektronisk innlevert
År 2020: Tall er hentet fra elektronisk innlevert årsregnskap fra 2021

Det er ikke krav til at årsregnskapet m.v. som sendes til Regnskapsregisteret er undertegnet. Kontrollen på at dette er utført ligger hos revisor/enhetens øverste organ. Sikkerheten ivaretas ved at innsender har rolle/rettighet for innsending av årsregnskapet via Altinn, og ved at det bekreftes at årsregnskapet er fastsatt av kompetent organ.

Brønnøysundregistrene, 13.07.2023



Resultatregnskap

Beløp i: EUR	Note	2021	2020
RESULTATREGNSKAP			
Inntekter			
Operating revenues	4	77 174 000	90 497 000
Other revenues	4	2 982 000	5 851 000
Sum inntekter		80 156 000	96 348 000
Kostnader			
Direct cost of goods and services	5	24 165 000	96 414 000
Payroll costs	6	410 000	-3 496 000
Depreciation, amortisation and impairment losses	7,8	2 522 000	1 943 000
Other operating costs	9	59 292 000	17 314 000
Other (losses) / gains ? net	10	959 000	-6 018 000
Sum kostnader		87 348 000	106 157 000
Driftsresultat		-7 192 000	-9 809 000
Finansinntekter og finanskostnader			
Group contribution	11		24 296 000
Dividende	11		70 000
Renteinntekt fra foretak i samme konsern	11	3 495 000	
Annen renteinntekt	11	3 000	831 000
Foreign exchange gains	11	5 109 000	
Proceeds from sale of shares	11	34 824 000	
Sum finansinntekter		43 431 000	25 197 000
Rentekostnad til foretak i samme konsern	11	1 198 000	7 988 000
Annen rentekostnad	11	19 000	-1 031 000
Foreign exchange losses	11		4 802 000
Loss on lending	11	8 609 000	
Other finance expenses	11	290 000	196 000
Sum finanskostnader		10 116 000	11 955 000
Netto finans		33 315 000	13 242 000
Ordinært resultat før skattekostnad		26 123 000	3 433 000
Income tax expense/ (income)	12	-580 000	2 329 000



Resultatregnskap

Beløp i: EUR	Note	2021	2020
Ordinært resultat etter skattekostnad		26 703 000	1 104 000
Årsresultat		26 703 000	1 104 000
Årsresultat etter minoritetsinteresser		26 701 000	1 106 000
Overføringer og disponeringer			
Udekket tap		26 701 000	1 106 000
Sum overføringer og disponeringer		26 701 000	1 106 000



Balanse

Beløp i: EUR	Note	2021	2020
BALANSE - EIENDELER			
Anleggsmidler			
Immaterielle eiendeler			
Intangible assets	8	683 000	1 998 000
Sum immaterielle eiendeler		683 000	1 998 000
Varige driftsmidler			
Property, plant and equipment	7	5 364 000	5 689 000
Sum varige driftsmidler		5 364 000	5 689 000
Finansielle anleggsmidler			
Investering i datterselskap	13	14 436 000	556 287 000
Lån til foretak i samme konsern	14	40 738 000	49 960 000
Investeringer i aksjer og andeler		296 000	279 000
Sum finansielle anleggsmidler		55 470 000	606 526 000
Sum anleggsmidler		61 517 000	614 213 000
Omløpsmidler			
Varer			
Inventories	15	5 661 000	3 950 000
Sum varer		5 661 000	3 950 000
Fordringer			
Trade and other receivables	5,14	180 244 000	23 643 000
Sum fordringer		180 244 000	23 643 000
Bankinnskudd, kontanter og lignende			
Cash and cash equivalents	16	2 288 000	4 325 000
Sum bankinnskudd, kontanter og lignende		2 288 000	4 325 000
Sum omløpsmidler		188 193 000	31 918 000
SUM EIENDELER		249 710 000	646 131 000



Balanse

Beløp i: EUR	Note	2021	2020
BALANSE - EGENKAPITAL OG GJELD			
Egenkapital			
Innskutt egenkapital			
Share capital	17	2 095 000	43 740 000
Overkurs	17	135 986 000	615 671 000
Sum innskutt egenkapital		138 081 000	659 411 000
Opptjent egenkapital			
Udekket tap		97 510 000	124 211 000
Sum opptjent egenkapital		-97 510 000	-124 211 000
Sum egenkapital		40 571 000	535 200 000
Gjeld			
Langsiktig gjeld			
Utsatt skatt	12	43 269 000	43 849 000
Sum avsetninger for forpliktelser		43 269 000	43 849 000
Annen langsiktig gjeld			
Langsiktig konserngjeld	18	19 060 000	
Other non-current liabilities		34 792 000	943 000
Sum annen langsiktig gjeld		53 852 000	943 000
Sum langsiktig gjeld		97 121 000	44 792 000
Kortsiktig gjeld			
Kortsiktig konserngjeld	16,18		11 716 000
Trade and other liabilities	5,14	54 017 000	42 032 000
Provision for other liabilities and charges	14	58 001 000	12 391 000
Sum kortsiktig gjeld		112 018 000	66 139 000
Sum gjeld		209 139 000	110 931 000
SUM EGENKAPITAL OG GJELD		249 710 000	646 131 000



Skattedirektoratet

Saksbehandler Torstein Kinden Helleland	Deres dato 23.11.2015	Vår dato 09.12.2015
Telefon 22078139	Deres referanse Trygve Hegnar	Vår referanse 2015/1111971

HURTIGRUTEN AS
Postboks 6144 Langnes
9291 TROMSØ

Tillatelse til å utarbeide årsregnskap og årsberetning på engelsk språk

Vi viser til deres brev av 23. november 2015 der det søkes om dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk språk for følgende selskaper;

Silk Topco AS	org. nr. 913 811 720
Silk Midco AS	org. nr. 914 172 861
Silk Bidco AS	org. nr. 914 148 324
Hurtigruten AS	org. nr. 914 904 633

Skattedirektoratet gir på bakgrunn av en konkret helhetsvurdering de overnevnte selskaper dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk språk, jf. regnskapsloven § 3-4 tredje ledd. Dispensasjonen forutsetter at opplysningene som vedtaket baserer seg på ikke endres vesentlig.

Kopi av dette brevet må sendes Regnskapsregisteret i Brønnøysund sammen med årsregnskapet. Det påligger den regnskapspliktige å dokumentere ved dette brev at tillatelsen er gitt.

Bakgrunn

Hurtigruten AS er eid av Silk Bidco AS som eies 100 prosent av Silk Midco AS som igjen er heleid av Silk Topco AS. Silk Topco AS og Silk Midco AS er holdingselskaper uten øvrig drift utover eie av aksjer og Silk Bidco AS eier aksjene i driftsselskapet Hurtigruten AS.

Silk Topco AS eies med 90 prosent gjennom et holding selskap av det engelske private equity selskapet TDR Capital LLP. De øvrige aksjonærene er to norske profesjonelle aktører med en eierandel på 4,9 prosent hver, samt ansatte i Hurtigrutens konsernledelse som eier 1,8 prosent.

Konsernet er finansiert gjennom et obligasjonslån på 455 millioner euro samt en kortsiktig trekkfasilitet på 65 millioner euro, utstedt av Goldman Sachs. Obligasjonslånet er notert på Luxemburg børs og det er et krav at løpende finansiell rapportering til obligasjonseiere og Goldman Sachs skal skje på engelsk. Obligasjonslånet er utstedt av Silk Bidco AS, dette medfører at konsernet må avgi konsernregnskap i underkonsernet Silk Bidco AS i tillegg til konsernregnskap med den norske konsernspissen Silk Topco AS. Hurtigruten AS har også en stor internasjonal

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virksomhet i form av datterselskaper (salg og markedsføring) og kunder i utlandet som medfører at en stor del av selskapets kommunikasjon foregår på engelsk. Alle sentrale aktører og samarbeidspartnere innen denne bransjen behersker og benytter engelsk. En norsk oversettelse vil kun ha til formål å oppfylle regnskapslovens språkkrav.

Skattedirektoratets vurdering

Etter regnskapsloven § 3-4 tredje ledd skal *"årsregnskapet og årsberetningen ... være på norsk. Departementet kan ved ... enkeltvedtak bestemme at årsregnskapet og/eller årsberetningen kan være på et annet språk."*

I Ot. prp. nr. 42 (1997-1998) Om lov om årsregnskap m.v., er det uttalt følgende om regnskapslovens formål, jf. pkt. 1.1:

"Regjeringen har som siktemål at regnskapsloven skal bidra til informative regnskaper for ulike grupper av regnskapsbrukere. Regnskapsbrukerne er dels investorer og kreditorer som tilfører kapital til foretakene, og dels andre grupper som har interesse av å vite hvordan foretaket drives, f.eks. de ansatte og lokalsamfunnet. Informasjonen til kapitalmarkedet skal gi grunnlag for riktig prising av finansielle objekter. Riktig prisdannelse på aksjer er en forutsetning for at ressursbruken i samfunnsøkonomien skal bli best mulig. Gode regnskaper vil også gjøre det vanskeligere for markedsdeltakere å ta ut spekulasjonsgevinster med basis i skjevt fordelt informasjon."

Det fremgår således at et av hovedformålene med regnskapsloven er å bidra til *"informative regnskaper for ulike grupper av regnskapsbrukere"*. Regnskapsbrukere vil omfatte, jf. uttalelsen i proposisjonen, blant andre investorer, kreditorer, ansatte og lokalsamfunnet.

Det er etter Skattedirektoratets vurdering derfor avgjørende ved vurdering av om dispensasjon fra kravet til å utarbeide årsregnskap og/eller årsberetning på norsk kan gis, at det ikke foreligger mulige brukere av regnskapsinformasjon som blir vesentlig berørt negativt ved en eventuell dispensasjon.

Det er særlig hensynet til brukerne av regnskapsinformasjon som skal vurderes ved en dispensasjonssøknad. I denne vurderingen har Skattedirektoratet lagt særlig vekt på at hovedaksjonær med 90 % av selskapene er et engelsk selskap. Eierkretsen er begrenset. Konsernet har obligasjonslån notert på utenlandsk børs der det er et krav at regnskapene avlegges på engelsk språk. Videre er det vektlagt at konsernet driver virksomhet i en internasjonal bransje der alle sentrale aktører og samarbeidspartnere behersker og benytter engelsk.



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Vennligst oppgi vår referanse ved henvendelser i saken.

Med hilsen

Rune Tystad
seniorrådgiver
Rettsavdelingen, foretaksskatt
Skattedirektoratet

Torstein Kinden Helleland

Dokumentet er elektronisk godkjent og har derfor ikke håndskrevne signaturer



To the General Meeting of Hurtigruten Global Sales AS

Independent Auditor's Report

Opinion

We have audited the financial statements of Hurtigruten Global Sales AS (the Company), which comprise the statement of financial position as at 31 December 2021, the statement of profit and loss and cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion

- the financial statements comply with applicable statutory requirements, and
- the financial statements give a true and fair view of the financial position of the Company as at 31 December 2021, and its financial performance and its cash flows for the year then ended in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards 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 as required by laws and regulations and the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

The Board of Directors (management) is responsible for the information in the Board of Directors' report. The other information comprises information in the annual report, but does not include the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the information in the Board of Directors' report.

In connection with our audit of the financial statements, our responsibility is to read the Board of Directors' report. The purpose is to consider if there is material inconsistency between the Board of Directors' report and the financial statements or our knowledge obtained in the audit, or whether the Board of Directors' report otherwise appears to be materially misstated. We are required to report if there is a material misstatement in the Board of Directors' report. We have nothing to report in this regard.

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Statsautoriserte revisorer, medlemmer av Den norske Revisorforening og autorisert regnskapsførerselskap



Independent Auditor's Report - Hurtigruten Global Sales AS



Based on our knowledge obtained in the audit, it is our opinion that the Board of Directors' report

- is consistent with the financial statements and
- contains the information required by applicable legal requirements.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern. The financial statements use the going concern basis of accounting insofar as it is not likely that the enterprise will cease operations.

Auditor's Responsibilities for the Audit of the Financial Statements

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

For further description of Auditor's Responsibilities for the Audit of the Financial Statements reference is made to <https://revisorforeningen.no/revisjonsberetninger>

Oslo, 24 May 2022
PricewaterhouseCoopers AS

Stig Lund
State Authorised Public Accountant

(This document is signed electronically)



 Securely signed with Brevio

Revisjonsberetning

Signers:

Name	Method	Date
Lund, Stig Arild	BANKID	2022-05-24 11:52

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Hurtigruten Global Sales AS

Directors report 2021

DIRECTORS' REPORT 2021 Hurtigruten Global Sales AS

Ownership and business

Hurtigruten Global Sales AS is 100% owned by Hurtigruten Group AS. Hurtigruten Global Sales AS is the sales and travel-packaging entity in the Group.

The company is located in Langkaia 1 in Oslo.

Operations

Hurtigruten Global Sales AS is the main sales and travel-package entity in the Group, and through its former subsidiary Hurtigruten Coastal AS the world leader in exploration travel, operating a fleet of 15 expedition cruise vessels.

In March of 2021, Hurtigruten Group separated its operations into three separate business units: Hurtigruten Expeditions, Hurtigruten Norway and Hurtigruten Destinations, creating three distinct brands in Hurtigruten Expeditions, Hurtigruten Norwegian Coastal Express and Hurtigruten Svalbard. As a part of the separation of operations, the Company's shares in Hurtigruten Global Services AS, Hurtigruten Sjø AS, Hurtigruten AS, Hurtigruten Coastal AS and Explorer II AS was transferred to Hurtigruten Group AS. The shares in Hurtigruten Svalbard AS were transferred to Hurtigruten Destinations AS in January 2022.

After the reorganization Hurtigruten Global Sales AS' operations are focused on sales, marketing and travel-packaging. The Company buys cruises from the cruise operating companies, makes packages and sells the cruises with possible additions of flights, hotels, transfers and land-based excursions either directly to the customer or to an agent /tour operator. The local sales offices of the foreign subsidiaries in Europe and the US, operate as distributors, purchasing travels from the Company for resale to local customers. During 2021 the subsidiary in Germany was reorganized from a distributor into a pure sales and marketing company.

The operations of Hurtigruten Global Sales AS and its subsidiaries continued to be negatively impacted by the Covid-19 pandemic in 2021. However, there is a positive development both in future bookings and travel patterns. Hurtigruten Group has been able to continue to ramp up the fleet, and by the end of 2021 it had 11 of 15 ships back in full operation. The Board of Directors expects the financial performance to be back at normal pre-pandemic levels from the second quarter of 2022.

Earnings and financial position

Income statement

The Company's financial performance in 2021 has been significantly impacted by the Covid-19 pandemic. Total operating revenues for Hurtigruten Global Sales AS was EUR 77.2 million in 2021 (2020: EUR 90.5 million), a decrease of 15 % from last year. The decrease in revenue is driven by the impact from the Covid-19 pandemic on operations. The Company's revenue streams are mainly driven by international travel, which in 2021 were negatively impacted by both the Delta and the Omicron wave of Covid-19. As a result of the decline in the revenues, Hurtigruten Group applied for a cash compensation scheme from the Norwegian Government Business Compensation scheme, where EUR 2.98 million was recognized as other revenue in the Company in 2021 (EUR 5.85 million in 2020).

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Signed DAS, TE



Hurtigruten Global Sales AS

Directors report 2021

Net operating loss in 2021 was EUR 7.2 million compared to a loss of EUR 9.8 million in 2020. The reduction is mainly due to reduction in operating revenue.

The net financing income was EUR 33.3 million in 2021, versus an income of EUR 13.2 million in 2020 where the main reason for the substantial change is due to the proceeds from sale of shares/property in Hurtigruten Svalbard and loss on loans to group companies. Net profit for the year 2021 is EUR 26.7 million vs. a net loss of EUR 1.1 million in 2020.

Net Cash flow

Net cash outflow from operating activities amounted to EUR 10.2 million in 2021 (2020: EUR 17.7 million). The change is due to the increase in receivables and prepayments as a result of increased bookings after the covid-19 pandemic.

Net cash inflow from investing activities in 2021 was EUR 57.4 million versus an inflow of EUR 1.4 million in 2020. Change from previous year is mainly related to the proceeds from sale of shares/property in Hurtigruten Svalbard of EUR 56 million.

Net cash outflow from financing activities amounted to EUR 47 million in 2021 (2020: inflow EUR 16.2million), where the majority of the change is due to the cash pool with a cash outflow of EUR 66.4 million and increased intercompany loans.

Balance sheet and liquidity

Total non-current assets as of 31 December 2021 were EUR 61.5 million (2020: EUR 614.2 million), consisting primarily of the Company's investments in subsidiaries. The decrease in non-current assets is due to the reorganization of the group, where shares in several subsidiaries were transferred by way of dividend to Hurtigruten Group AS. Total current assets as of 31 December 2021, were EUR 188.2 million (2019: EUR 31.9 million), where the increase from last year primarily is related to an increase in trade and other receivables from other group companies related to the increase in bookings. Current assets include positive cash in the Group cash-pool of EUR 66.4 million in 2021.

Cash and cash equivalents amounted to EUR 2.3 million (2020: EUR 4.3 million).

The company had at the end of December 2021 EUR 97.1 million in non-current liabilities, (2020: EUR 44.8 million), which primarily consists of deferred tax liabilities, debt to parent company Hurtigruten Group AS and deposits. The increase in deposit is related to the increase in bookings. In 2020 non-current liabilities included primarily deferred tax liabilities. Current liabilities amounted to EUR 112 million as of 31 December 2021 (2020: EUR 66.1 million). The increase in current liabilities is related to increased ticket liabilities and deposits due to increase in bookings.

The Company's Paid in equity in 2021 was EUR 138 million (2020: EUR 659.4 million). On January 29th 2021 the share capital was reduced to EUR 2 million by redemption of a total of 422.259.163 shares in the Company. The redeemed amount of EUR 41.6 million was transferred to other equity. On June 25th 2021 all shares in several subsidiaries were transferred by way of dividend of EUR 521.3 million to Hurtigruten Group AS. Total equity at year end 2021 was EUR 40.6 million vs. EUR 535.2 million at year end 2020.

In the opinion of the Board of Directors, the financial statements provide a true and fair view of the Company's financial performance during 2021, and financial position at 31 December 2021. The Board confirms that the financial statements have been prepared based on the going concern assumption, and that it is appropriate to make that assumption.

The net profit for the company in 2020 was EUR 26.7 million, which is proposed to be transferred to other equity.

Share capital and shareholders

As of 31 December 2021, Hurtigruten Global Sales AS had one shareholder and a total paid in equity of EUR 138 million spread over 1,000,000 shares with a nominal value of NOK 1.01 each and a share premium of EUR 136 million.





Key risk and uncertainties

The following discussion concerning financial risk management relates to the policies adopted and applicable for the financial year 2021. The Company uses financial instruments such as trade receivables, trade payables, etc., that are directly related to day-to-day operations.

Financial risk factors

The Company's activities expose it to a variety of financial risks: market risk (including currency, price, fair-value interest rate and variable interest rate risk), credit risk and liquidity risk. The Company's overarching risk management goal is to increase predictability for the Company's operations and to minimise the impact of fluctuations in macro conditions on the Company's results and financial position.

The Company has defined overarching principles for risk management which encompass guidelines for specific areas such as currency, interest rate and credit risk. The Board of Directors approves the Group's risk management strategy and reviews it annually. The Group CFO function is responsible, in consultation with the Group CEO, for conducting ongoing tactical risk management in line with the approved strategy, including exposure analyses and reporting.

Currency risk

The Company operates internationally and is exposed to currency risk in multiple currencies, hereby in particular NOK, USD and GBP. Currency risk arises from future ticket sales as well as recognised assets or liabilities. Currency risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency which is not the entity's functional currency.

Fair-value interest rate risk

The Company's interest rate risk is associated with current and non-current borrowings. Loans subject to a variable interest rate present a risk to the Company's overall cash flow. Fixed interest rates expose the Company to fair-value interest rate risk.

The Company's exposure to variable interest rate risk is limited in 2021 and the Company have no specific hedging strategy to reduce variable interest rate risk.

Credit risk

The Company has no significant concentration of credit risk. Sales to end users are settled in cash or with recognized credit cards and are paid in full prior to the travel date. Sales to external agents are made either through prepayment/credit cards or through invoicing and normally these are paid prior to departure. The Company has routines to ensure that credit is only extended to agents that have a satisfactory credit rating. Individual risk exposure limits are set based on internal and external assessments of credit ratings.

Liquidity risk

Liquidity risk management includes maintaining a sufficient level of liquid assets geared to operational and investment plans and ensuring the availability of sufficient funding to meet its liabilities, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the group's reputation. The Company has a Company account that ensures that part of the Company's unrestricted liquidity is available to the parent company, and which also optimizes availability and flexibility in liquidity management. The Group's finance function has overall responsibility for managing the Company's liquidity risk. Rolling liquidity forecasts are prepared in order to ensure that the Company has sufficient liquidity reserves at all times.





Hurtigruten Global Sales AS

Directors report 2021

The Company's asset management

The Company's objective for asset management is to ensure the ability to continue as a going concern in order to provide returns for shareholders and to maintain an optimal capital structure.

Research and development activities

The company conducts no research and development activities other than adaptation of Information and Communications Technology.

Directors and Officers Liability Insurance

Hurtigruten Global Sales AS (through Silk Holdings S.a.r.l.) has purchased and maintains a Directors and Officers Liability Insurance on behalf of the members of the board of directors and the CEO. The insurance also covers managing directors and directors of controlled subsidiaries. The insurance policy is issued by reputable insurers with an appropriate rating.

The company had no employees in 2021. Hurtigruten Global Sales AS hires both administrative staff and expedition-crew from its subsidiaries respectively Hurtigruten Global Services AS and Hurtigruten Sjø AS.

Responsible operations

The Company is engaged in cruise operations that involve significant emissions of greenhouse gases through fuel consumption. The Hurtigruten Group works continuously to reduce greenhouse gas emissions to minimize the impact on the external environment. The Group's fleet consists of, among other things, the world's two first hybrid-powered expedition ships. Hurtigruten Group will in 2022 commit to Science Based Targets with the goal of limiting global warming to 1.5 degrees Celsius compared to pre-industrial levels. This means that Hurtigruten Group will be emission free by 2050 and will commit to aggressive emission reductions over the next 28 years in accordance with the SBTi framework. The Group also want to further push our organization towards a greener and more sustainable future, and target carbon neutral operations by 2040.

For further information, please refer to Hurtigruten's ESG report.

Going concern

In accordance with the Norwegian Accounting Act, the Board of Directors confirms that the financial statements have been prepared in accordance with the going concern assumption, and that it is appropriate to assume this.

Oslo, 24 May 2022

Daniel Andreas Skjeldam
Chairman

Torleif Ernstsen
Director





Verification

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Document

Hurtigruten Global Sales AS_Directors_Report
2021_Master
Main document
4 pages
Initiated on 2022-05-24 09:42:18 CEST (+0200) by Stine Krøvel Lillevik (SKL)
Finalised on 2022-05-24 15:02:35 CEST (+0200)

Initiator

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Signing parties

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The name returned by Norwegian BankID was "Daniel Andreas Skjeldam"
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The name returned by Norwegian BankID was "Torleif Ernstsen"
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Hurtigruten Global Sales AS

ANNUAL
FINANCIAL
STATEMENTS

2021





Hurtigruten Global Sales AS

Annual Financial Statements 2021

STATEMENT OF PROFIT AND LOSS

<i>(in EUR 1,000)</i>	<i>Note</i>	2021	2020
Operating revenues	4	77 174	90 497
Other revenues	4	2 982	5 851
Direct cost of goods and services	5	(24 165)	(96 414)
Payroll costs	6	(410)	3 496
Depreciation, amortisation and impairment losses	7,8	(2 522)	(1 943)
Other operating costs	9	(59 292)	(17 314)
Other (losses) / gains – net	10	(959)	6 018
Operating profit/(loss)		(7 193)	(9 809)
Finance income	11	43 431	25 198
Finance expenses	11	(10 116)	(11 954)
Finance expenses - net		33 314	13 244
Profit/(loss) before income tax		26 122	3 435
Income tax expense/ (income)	12	580	(2 329)
Profit/(loss) for the year		26 701	1 106





Hurtigruten Global Sales AS

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STATEMENT OF FINANCIAL POSITION

<i>(in EUR 1,000)</i>	<i>Note</i>	2021	2020
ASSETS			
Non-current assets			
Property, plant and equipment	7	5 364	5 689
Intangible assets	8	683	1 998
Investments in subsidiaries	13	14 436	556 287
Investment in other companies		296	279
Other non-current receivables	14	40 738	49 960
Total non-current assets		61 516	614 213
CURRENT ASSETS			
Inventories	15	5 661	3 950
Trade and other receivables	5,14	180 244	23 643
Cash and cash equivalents	16	2 288	4 325
Total current assets		188 193	31 918
Total assets		249 710	646 131

<i>(in EUR 1,000)</i>	<i>Note</i>	2021	2020
EQUITY			
Share capital	17	2 095	43 740
Share premium	17	135 986	615 671
Retained earnings		(97 510)	(124 211)
Total equity		40 571	535 200
LIABILITIES			
Non-current liabilities			
Non-current interest bearing debt	18	19 060	-
Other non-current liabilities		34 792	943
Deferred income tax liabilities	12	43 269	43 849
Total non-current liabilities		97 121	44 792
Current liabilities			
Trade and other liabilities	5,14	54 017	42 032
Intercompany liabilities	16,18	-	11 716
Provision for other liabilities and charges	14	58 001	12 391
Total current liabilities		112 017	66 139
Total equity and liabilities		249 710	646 131

Oslo, 24 May 2022

Daniel Andreas Skjeldam
ChairmanTorleif Ernstsen
Board member

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Hurtigruten Global Sales AS

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CASH FLOW STATEMENT

<i>(in EUR 1,000)</i>	<i>Note</i>	2021	2020
Cash flows from operating activities			
Profit/(loss) before income tax		26 122	3 435
Adjustments for:			
Depreciation, amortisation and impairment losses	7,8	2 522	1 943
Currency gains / losses		224	(5 199)
Dividends and group contribution		-	(21 435)
Interest expenses	5	-	3 460
Inventories	15	(1 711)	921
Trade and other receivables	14	(119 071)	150 041
Trade and other payables	14	8 010	(155 342)
Deposits from customers		73 708	4 482
Net cash flows from (used in) operating activities		(10 197)	(17 695)
Cash flows from investing activities			
Purchase of property, plant, equipment (PPE)	7	(882)	(3 765)
Purchase and proceeds from sale of shares	11	56 023	-
Dividends received		10	5 034
Change in restricted funds	16	2 341	105
Net cash flows from (used in) investing activities		57 493	1 373
Cash flows from financing activities			
Proceeds from borrowings	18	613	4 536
Borrowings from other group companies	18	19 060	-
Change in cash pool	16	(66 664)	11 716
Net cash flows from (used in) financing activities		(46 991)	16 252
Net (decrease)/increase in cash, cash equivalents and bank overdrafts		304	(70)
Cash and cash equivalents at 1 January		631	700
Cash and cash equivalents at 31 December	16	935	631
Restricted cash	16	1 353	3 694
Cash and cash equivalents in statement of financial position	16	2 288	4 326





NOTES TO THE ANNUAL FINANCIAL STATEMENTS

NOTE 1 GENERAL INFORMATION

Hurtigruten Global Sales AS is 100% owned by Hurtigruten Group AS. The ultimate parent company is Silk Topco AS, which has its headquarter at Langkaia 1 in Oslo. The consolidated financial statements can be downloaded from the following website: www.hurtigruten.com.

The financial statements of Hurtigruten Global Sales AS for the year ended 31 December 2021 were authorized for issue by the Board of Directors on 24 May 2022.

The accounting principles applied in the preparation of the financial statements are described below. Unless otherwise described, these principles have been consistently applied to all periods presented.

NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING PRINCIPLES

The accounting principles applied in the preparation of the financial statements are described below. Unless otherwise stated, these principles have been consistently applied to all periods presented.

2.1 BASIS OF PREPARATION

The financial statement of Hurtigruten Global Sales AS has been prepared in accordance with Norwegian Accounting Act and generally accepted accounting principles. The accounting principles set out below have been applied in preparing the financial statements for the year ended 31 December 2021 and comparative periods.

On 1 January 2020, Hurtigruten Global Sales AS changed its functional currency from Norwegian kroner (NOK) to euro (EUR), with prospective effects. The change is made to reflect that EUR is now the predominant currency in the Company, accounting for a significant amount of the net cash flow.

2.2 ACCOUNTING PRINCIPLES

A) USE OF ESTIMATES

Preparation of the accounts in accordance with generally accepted accounting principles requires that management make estimates and assumptions which have an effect on the value of assets and liabilities on the balance sheet and reported revenues and expenses for the accounting year. The results realised may deviate from these estimates.

B) FOREIGN CURRENCY TRANSLATION

All foreign currency translations are converted to EUR at the date of the transaction. All monetary items denominated in foreign currency are translated at the exchange rate at the balance sheet date. Non-monetary items in foreign currencies recognised in accordance with the cost method are translated to EUR using the exchange rate applicable on the transaction date. Changes to exchange rates are recognised in the statement of profit and loss as they occur.

C) INVESTMENT IN SUBSIDIARIES AND ASSOCIATED COMPANIES

In Hurtigruten Global Sales AS, investment in subsidiaries and associated companies are recorded in accordance with the cost method, less any impairment losses. An impairment loss is recognised if the





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impairment is not considered temporary and reversed if the reason for the impairment loss is no longer present in subsequent periods.

Dividends, group contributions and other distributions from subsidiaries are recognised in the same year as they are recognised in the financial statement of the provider. If dividends / group contribution exceeds withheld profits after the acquisition date, the excess amount represents repayment of invested capital, and the distribution will be deducted from the recorded value of the acquisition in the balance sheet for the parent company.

D) CLASSIFICATION PRINCIPLES

Assets intended for permanent ownership or use and receivables that mature more than one year after the end of the accounting year are classified as non-current assets. Other assets are classified as current assets.

Liabilities that fall due later than one year after the end of the accounting year are classified as non-current liabilities. Other liabilities are classified as current liabilities.

E) REVENUE RECOGNITION

Revenue from the sale of goods and services is recorded as operating revenue at the time of delivery which is the point at which risk passes to the customer. Revenue from the sale of goods and services is recognised at fair value, net of VAT, returns and discounts.

Revenue is recognised in the income statement as follows:

(I) REVENUE FROM SALES OF SERVICES AND TRAVEL

Sales of services are recognised in the income statement when the service is rendered and/or delivered to the customer. For ship voyages, revenue is recognised over the days the passenger is on board. For voyages currently in route on the reporting date, revenues are accrued based on the number of days the voyage lasts before the end of the accounting period. Revenue recognition is performed based on reports from the booking system, providing detailed information regarding the sailings. Tickets, meals and excursions are primarily pre-sold before the journey commences, but for travellers along the Norwegian coast, it is also possible to purchase tickets in the port before boarding the ship. Pre-paid cruises and deposits are accounted for as prepayments from customers (liabilities) until revenue is recognized in the income statement.

(II) REVENUE FROM SALE OF GOODS AND SERVICES

The Company's sales of goods primarily relate to retail products and excursions onboard the ships. Sales are recognised in income when the customer has received and paid for the goods. Payment for goods and services are usually made in the form of cash or by credit card. The revenue is recognised in the income statement including the credit card fees incurred for the transaction. The fees are recorded as costs to sell.

(III) GOVERNMENT GRANTS

Hurtigruten Global Sales AS has in connection with the Government COVID-19 relief package, received grants to compensate for the reduction in revenues during 2021. The grant is recognized when there is reasonable assurance that 1) the entity will comply with the conditions, and 2) that the grant will be received. The grant is recognized as other revenue over the same periods in which the reduction in operating revenue is occurring.

(IV) INCREMENTAL COSTS

Incremental costs of obtaining a contract are those costs incurred to obtain a contract with a customer that would not have been incurred if the contract had not been obtained, for example, a sales commission. The company incur commissions to several sales commissioners, selling tickets to Hurtigruten cruises on our behalf. When the agencies are invoiced, the invoices are net of commissions, and both the revenue and the





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commission cost is recognised in the income statement at the time of the travel. In other, more rare instances, the company will have to make a provision for prepaid or accrued commission if the payment is performed at another time than the travel. The expenses are presented as Cost of Goods sold in the Income Statement.

(V) CANCELLATIONS, GUARANTEES ETC.

Hurtigruten Global Sales AS has, as a provider of package travels, the same responsibilities as other actors in the business, following the EU Directive 2015/2302 on Package Travel, as set forth in our terms and conditions for travellers: "Subject to these booking conditions, if we or our suppliers perform or arrange your contracted holiday arrangements negligently, taking into consideration all relevant factors, we will pay you reasonable compensation".

Cancellation fees incurred when the customer cancels the travel within the defined terms and conditions for the cruise travel package, is recognized as other income in the income statement at the time of cancellation. Any compensation to the customer following the EU directive, will be expensed as incurred as other operating costs.

F) PROPERTY, PLANT AND EQUIPMENT

Property, plant and equipment are recognised at cost less depreciation and any impairments. Cost includes costs directly associated with the acquisition of the asset.

Property, plant and equipment are depreciated on a straight-line basis, such that the cost is depreciated to residual value over the asset's expected useful life. Expected useful life is determined on the basis of historical data, as well as the standard useful economic lifetimes in the industry. Residual value is calculated on the basis of estimated sales values for operating assets at the end of their expected useful life. Expected useful life is:

Transportation equipment	3 – 30 years
Other	5 – 10 years

The useful life and residual value of operating assets are assessed on every balance sheet date and amended as necessary. At the end of each accounting period operating assets are assessed for indications of lasting impairment and, in the event of such impairment, the asset's recoverable amount is estimated. When the book value of an operating asset is higher than the estimated recoverable amount, it is written down to the recoverable amount.

Gains and losses on disposals are recognised in the income statement under "Other (losses)/gains – net", as the difference between the sales price and the book value.

G) INTANGIBLE ASSETS

Intangible assets consist mainly of development costs for computer systems recognised in the balance sheet at cost, if the criteria for recognition in the balance sheet are met. Expenses recognised in the balance sheet as custom developed computer systems largely comprise payroll costs and hired-in consultants in connection with the development.

The criteria for recognising custom developed intangible assets in the balance sheet are:

- It is technically feasible to complete the development of the software so that it will be available for use.
- Management intends to complete the development of the software and use it.
- The intangible asset will in fact be used after its completion.
- It is probable that the intangible asset will create future economic benefits.





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- Adequate technical, financial and other resources are available for the company to be able to complete the development and to use the completed intangible asset.
- Development costs for the asset can be reliably measured

Intangible assets are considered to have a limited life span and are amortised over their expected useful life. Assessments are made at the end of each accounting period for indications of impairment of intangible assets. If there are indications of impairment, the intangible asset's recoverable amount is estimated and compared to its carrying amount. In the event that the carrying amount is exceeding the recoverable amount, the carrying value is written down to the recoverable amount. Other development expenditures that do not meet the criteria for recognition in the balance sheet are expensed as they are incurred.

H) ACCOUNTS RECEIVABLES AND OTHER RECEIVABLES

Accounts receivable and other current receivables are recognized in the balance sheet at nominal value less provisions for doubtful accounts.

I) CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise cash in hand, bank deposits and other short-term liquid investments with original maturities of three months or less. Bank overdrafts are included within borrowings in current liabilities in the balance sheet. Cash and cash equivalents are defined differently in the balance sheet and cash flow presentation. Restricted cash is included in the balance sheet presentation but not in the cash flow presentation. The difference is reconciled below the cash flow statement.

J) INCOME TAX

The tax expense consists of the tax payable and changes to deferred tax. Deferred tax is recognised in respect of all temporary differences and accumulated tax losses carried forward at the balance sheet date which implies increased or decreased tax payable when these differences reverse in future periods.

Current tax is calculated in accordance with the tax laws and regulations enacted or substantively enacted at the balance sheet. Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax laws are subject to interpretation. Based on management's assessment, a provision is made for expected tax payments when necessary.

Temporary differences are differences between taxable profit and results that occur in one period and reverse in future periods. Deferred tax is calculated applying the nominal tax rate to temporary differences and accumulated tax losses carried forward. Deferred tax assets are recorded in the balance sheet when it is more likely than not that the tax assets will be utilized. Taxes payable and deferred taxes are recognised directly in equity to the extent that they relate to equity transactions.

Deferred income tax assets and deferred income tax liabilities are recognised net to the extent that there is a desire and ability to realise the assets and settle the liabilities simultaneously.

K) LEASES

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the income statement on a straight-line basis over the period of the lease.

When the Company has substantially assumed all the risks and rewards of ownership of the underlying lease object, leases are classified as finance leases and the lease object and lease liability are recognised in the balance sheet.





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L) CASH FLOW STATEMENT

The cash flow statement is presented using the indirect method. Cash and cash equivalents include cash and bank deposits, excluding restricted cash.

NOTE 3 FINANCIAL RISK MANAGEMENT

FINANCIAL RISK FACTORS

The Company's activities expose it to a variety of financial risks: market risk (including currency, price risk, fair-value interest rate and variable interest rate risk), credit risk and liquidity risk. The Company's overarching risk management goal is to increase predictability for the Company's operations and to minimise the impact of fluctuations in macro conditions on the Company's results and financial position.

The Company has defined overarching principles for risk management which encompass guidelines for specific areas such as currency, interest rate, credit risk and the use of financial derivatives. The Board of Directors approves the Company's risk management strategy and reviews it annually. The CFO function is responsible, in consultation with the CEO, for conducting ongoing tactical risk management in line with the approved strategy, including exposure analyses and reporting.

MARKET RISK

A) CURRENCY RISK

The Company operates internationally and is exposed to currency risk in multiple currencies, in particular NOK, USD and GBP. Currency risk arises from future ticket sales as well as recognised assets or liabilities. Currency risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency which is not the entity's functional currency.

B) PRICE RISK

The Company is exposed to fluctuations in prices in local currency and in changes in market prices such as cost connected to flights and hotel accommodations. Hurtigruten uses several suppliers and differentiate in the timing of committing to contracts, reduce the future economic uncertainty. In addition, the margins and market prices are carefully monitored to ensure reduction of risk.

C) INTEREST RISK

The Company's loans and draws on the Group accounts are made at floating rates. No hedges are made to reduce interest risk.

D) CREDIT RISK

The Company has no significant concentration of credit risk. Sales to end users are settled in cash or with recognised credit cards. Sales to external agents are made either through prepayment/credit cards or through invoicing. The Company has routines to ensure that credit is only extended to agents with a satisfactory credit rating. Individual risk exposure limits are set based on internal and external assessments of credit ratings.

E) LIQUIDITY RISK

Liquidity risk management includes maintaining a sufficient level of liquid assets geared to operational and investment plans and ensuring the availability of sufficient funding from committed credit facilities. The Company has a group cash-pool that ensures that part of the Company's unrestricted liquidity is available to

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the parent company, and which also optimises availability and flexibility in liquidity management. The Company's finance function has overall responsibility for managing the Company's liquidity risk. Rolling liquidity forecasts are prepared so as to ensure that the Company has sufficient liquidity reserves to satisfy the Company's obligations.

NOTE 4 REVENUES

REVENUE BY CATEGORY

<i>(in EUR 1,000)</i>	2021	2020
Ticket revenue	46 182	49 595
Revenue from flights, hotel & transportation	5 068	6 529
Presold food, beverages and excursions	15 062	21 894
Onboard sales of food, beverages, shop and excursions	4 563	5 589
Other passenger revenue	3 790	2 169
Contractual revenues	1 077	1 024
Other operating revenue	1 432	3 697
Total operating revenues	77 174	90 497
<i>Of which is intragroup (see note 5):</i>	8 498	59 895
Government grant compensation scheme (Covid-19)	2 982	5 851
Total other revenues	2 982	5 851

REVENUE BY COUNTRY OF SALES

<i>(in EUR 1,000)</i>	2021	2020
Norway	69 856	31 870
Germany	298	21 992
England	4 912	31 042
The United States of America	1 105	3 220
France	939	2 368
Estonia	63	5
	77 174	90 497

Contractual revenues relating to the Bergen-Kirkenes coastal service, based on the existing agreement with the Norwegian government through the Ministry of Transport and Communications, was transferred to Hurtigruten Cruise AS as of 1 January 2019. Contractual revenues in Hurtigruten Global Sales AS after January 1st 2019 relates to rental income.

Other income is related to the Government Covid-19 relief grant received for the period January through June 2021. The grant is given to businesses with substantial reductions in revenues due to the Covid-19 imposed restrictions on businesses.





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NOTE 5 TRANSACTIONS WITH RELATED PARTIES AND INTRAGROUP BALANCES

Transactions with related parties are carried out in accordance with the arm's length principle. Related parties are defined as the key management personnel in the company, shareholders and associates.

The Group conducted the following transactions with related parties:

TRANSACTIONS WITH GROUP COMPANIES

<i>(in EUR 1,000)</i>	2021	2020
Sale of goods and services to Group companies		
Hurtigruten GmbH	298	21 992
Hurtigruten Ltd.	4 912	31 042
Hurtigruten Inc.	1 105	3 220
Hurtigruten SAS	939	2 368
Hurtigruten Coastal AS	1 081	1 034
Hurtigruten Global Services AS	77	103
Hurtigruten Sjø AS	14	128
Hurtigruten Estonia OÜ	63	5
Hurtigruten Svalbard AS	8	4
Purchase of goods and services from Group companies		
Purchase of services from Hurtigruten Sjø AS	10 505	2 329
Purchase of administrative services from Hurtigruten Global Services AS	12 280	9 437
Hurtigruten Coastal AS	8 285	86 203
Hurtigruten Estonia OÜ	1 792	29
Hurtigruten GmbH	10 957	-
Hurtigruten Svalbard AS	0	69
Hurtigruten Expedition Cruises AS	4 389	-
Interest income from Group companies		
Explorer II AS	758	1 010
KVE Holding AS	597	1 195
Coastal I AS	-	10
Coastal II AS	0	2
Silk TopCo AS	909	290
Silk Midco AS	2	1
Kirberg Shipping AS	52	10
Hurtigruten GmbH	16	9
Hurtigruten Group AS	373	14
Hurtigruten Explorer AS	2	2
Hurtigruten Destinations AS	556	318
Interest and fees paid to Group companies		
Hurtigruten Group AS	1 183	7 988
Hurtigruten Global Services AS	15	-

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INTRAGROUP BALANCES

<i>(in EUR 1,000)</i>	2021	2020
Non-current receivables due from Group companies		
KVE Holding AS	-	2 729
Explorer II AS	29 197	18 094
Hurtigruten Destinations AS	-	3 458
Silk Topco AS	11 409	13 589
Silk Midco AS	24	22
Hurtigruten GmbH	-	7 700
Hurtigruten Group AS	-	4 270
Kirberg Shipping AS	75	68
Hurtigruten Explorer AS	33	31
Total non-current receivables from Group companies	40 738	49 960
<i>(in EUR 1,000)</i>	2021	2020
Trade and other current receivables from Group companies		
Hurtigruten Coastal AS	63 221	17 142
Hurtigruten Ltd.	-	(1 642)
Hurtigruten Inc.	-	(1 107)
Hurtigruten GmbH	12 344	1 416
Hurtigruten Global Services AS	8 632	3 145
Hurtigruten Sjø AS	2 622	4 143
Explorer I AS	516	389
Explorer II AS	141	-
Richard With AS	304	306
Nordlys AS	300	302
Other group companies combined	189	(484)
Total trade and other current receivables from Group companies	88 269	23 610
<i>(in EUR 1,000)</i>	2021	2020
Other non-current liabilities to Group companies		
Hurtigruten Group AS	19 060	-
Total non-current liabilities to Group companies	19 060	-





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<i>(in EUR 1,000)</i>	2021	2020
Trade payables and other current payables to Group companies		
Hurtigruten Global Services AS	4 130	5 488
Hurtigruten Croastal AS	4 093	16 286
Hurtigruten Sjø AS	10 662	8 046
Hurtigruten Svalbard AS	320	195
Hurtigruten GmbH	8 293	2 166
Hurtigruten SAS	191	(22)
Hurtigruten Estonia OÜ	1 099	21
Hurtigruten Inc.	11 343	281
Hurtigruten Ltd.	6 121	2 747
Hurtigruten Group AS	1 138	313
Explorer II AS	4 371	4 268
Kirberg Shipping KS	1	485
Hurtigruten Australia Pty	194	190
Hurtigruten Expedition Cruises AS	1 673	-
Other group companies combined	113	276
Total trade payables and other current payables to Group companies	53 741	40 741

NOTE 6 REMUNERATION

Hurtigruten Global Sales AS had no employees in 2021. The company hires administrative staff from the subsidiary Hurtigruten Global Services AS and ship's crew from its subsidiary Hurtigruten Sjø AS. Accordingly, the company's executives receive their salaries and other remuneration from Hurtigruten Global Services AS.

<i>(in EUR 1,000)</i>	2021	2020
Wages and salaries	-	(18)
Payroll tax	144	(1 604)
Other benefits	267	(1 874)
Total payroll costs	410	(3 496)

Negative payroll costs in 2020 relates to adjustments in management incentive scheme.

AUDITOR REMUNERATION

<i>(in EUR 1,000)</i>	2021	2020
Statutory audit	59	123
Other assurance services	117	51
Tax consultant services	-	185
Total	176	359

VAT is not included in the fees specified above.





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NOTE 7 PROPERTY, PLANT AND EQUIPMENT

(in EUR 1,000)

	Trans- portation equipment	Assets under construction	Other property, plant and equipment	Total
Acquisition cost				
As at 1 January 2020	2 129	1 867	-	3 996
Additions	-	(767)	3 704	2 937
Transfers and reclassifications	4	(58)	54	-
Currency translation differences	-	(66)	-	(66)
As at 31 December 2020	2 133	977	3 757	6 867
As at 1 January 2021	2 133	977	3 757	6 867
Additions	-	882	-	882
Transfers and reclassifications	-	(444)	444	-
Currency translation differences	-	-	-	-
As at 31 December 2021	2 133	1 415	4 201	7 749
Accumulated depreciation and impairment				
As at 1 January 2020	(597)	-	-	(597)
Depreciation	(246)	-	(331)	(577)
Impairment losses	(4)	-	-	(4)
As at 31 December 2020	(847)	-	(331)	(1 178)
As at 1 January 2021	(847)	-	(331)	(1 178)
Depreciation	(237)	-	(471)	(708)
Impairment losses	-	(500)	-	(500)
As at 31 December 2021	(1 084)	(500)	(802)	(2 385)
Book value 31 December 2020	1 286	977	3 427	5 689
Book value 31 December 2021	1 049	916	3 399	5 364
Useful economic lifetime	3 - 30 years	N/A	5 - 10 years	





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NOTE 8 INTANGIBLE ASSETS

<i>(in EUR 1,000)</i>	Other intangible assets
Acquisition cost	
As at 1 January 2020	10 897
Reclassification	(8)
As at 31 December 2020	10 888
As at 1 January 2021	10 888
Additions	-
As at 31 December 2021	10 888
Accumulated depreciation and impairment	
As at 1 January 2020	(7 537)
Reclassification	8
Amortisation	(1 362)
As at 31 December 2020	(8 891)
As at 1 January 2021	(8 891)
Amortisation	(1 315)
As at 31 December 2021	(10 205)
Book value 31 December 2020	1 998
Book value 31 December 2021	683
Useful economic lifetime	3 - 10 years

NOTE 9 OTHER OPERATING COSTS

<i>(in EUR 1,000)</i>	2021	2020
Crew on ships, external	35	44
Crew on ships, intra-group (see note 5)	-	2 329
Other operating cruise costs, external	2 193	214
Other operating cruise costs, intra-group (see note 5)	7 863	100
Sales and administrative costs, external	3 832	2 426
Sales and administrative costs, intra-group (see note 5)	45 370	12 200
Total other operating costs	59 292	17 314





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NOTE 10 OTHER LOSSES / GAINS - NET

<i>(in EUR 1,000)</i>	2021	2020
Net gain (loss) on the sale of property, plant and equipment	(0)	4
Net unrealised foreign currency gains (loss) on balance sheet items	(959)	6 014
Total other (losses)/gains	(959)	6 018

NOTE 11 FINANCIAL INCOME AND EXPENSES

Foreign exchange gains and losses are related to the Company's EUR denominated borrowings and intercompany items. The loss on lending is against KVE Holding AS and Hurtigruten Destinations AS, affiliated companies as subsidiaries within Silk Topco Group.

<i>(in EUR 1,000)</i>	2021	2020
Interest income	3	831
Interest income group companies	3 495	-
Net Foreign exchange gains	5 109	-
Dividends	-	70
Proceeds from sale of shares	34 824	-
Group Contribution	-	24 296
Finance income	43 431	25 198
Interest expenses		
– External Borrowings	-	1 031
– Interest expenses group account	(1 198)	(7 988)
– Other interest expenses	(18)	-
Foreign exchange losses	-	(4 802)
Loss on lending	(8 609)	-
Other finance expenses	(290)	(196)
Total financial expenses	(10 116)	(11 954)
Finance income – net	33 314	13 244

NOTE 12 INCOME TAX

INCOME TAX EXPENSE

<i>(in EUR 1,000)</i>	2021	2020
Income tax payable, current year	-	(2 213)
Change in deferred tax, current year	(570)	4 542
Change in deferred tax, tax rate changes and adjustments regarding previous years	(10)	-
Total income tax expense/ (income)	(580)	2 329

RECONCILIATION OF THE INCOME TAX EXPENSE FOR THE YEAR

The tax on the company's profit or loss before tax deviates from the amount that would have applied if the statutory tax rate had been used. The difference can be explained as follows:





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<i>(in EUR 1,000)</i>	2021	2020
Profit/(loss) before tax from operations	26 122	3 435
Expected income taxes at statutory tax rate in Norway (22%)	5 747	756
Non-taxable income (-) ¹⁾	(7 823)	(4 983)
Gifts, representation and other non-deductible expenses (+)	67	847
Effect from change in tax rate or provisions from previous years	-	(3 251)
Effect from change in valuation allowance, tax losses	-	12 318
Other permanent differences (+/-) ²⁾	1 429	(3 357)
Income tax expense /(income)	(580)	2 329
Weighted average tax rate	-2,2 %	67,8 %

1) Non-taxable income in 2021 consists of proceeds from sales of shares.

2) Other permanent differences in 2021 is related to provision for bad debt internal loan and currency translation effects from EUR functional currency in financial statements to NOK tax returns. The tax papers are filed in NOK, which gives other revaluation effects in the P&L than in the EUR denominated profit and loss. This in return creates a material difference in profit/(loss) before taxes in EUR vs NOK.

INCOME TAX EXPENSE FOR ITEMS RECOGNISED IN EQUITY

<i>(in EUR 1,000)</i>	2021			2020		
	Before tax	Tax effect	After tax	Before tax	Tax effect	After tax
Cash flow hedging	-	-	-	-	-	-
Total revaluation reserves	-	-	-	-	-	-

DEFERRED INCOME TAX ASSETS (+) AND LIABILITIES (-)

Deferred income tax assets and liabilities are recognised on a net basis if the differences that are reversible can be offset.

The deferred income tax assets relating to tax loss carry-forwards are recognised in the statement of financial position to the extent that the Company can utilise the tax loss carry-forward against future taxable income.





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2021

<i>(in EUR 1,000)</i>	Opening balance	Tax expense	Closing balance
Non-current items			
Intangible assets and fixed assets	(354)	148	(206)
Account for gains and losses (NO Tax Act only)	(70 848)	13 752	(57 096)
Leasing	(1)	-	(1)
Totals	(71 202)	13 900	(57 302)
Current items			
Inventory	187	(64)	123
Receivables	73	28	101
Current provisions	157	2	159
Totals	417	(34)	383
Tax loss carry forwards	26 934	(13 281)	13 653
Interest carry forwards	12 318	-	12 318
Valuation allowance	(12 318)	-	(12 318)
Total def. tax asset / (liability)	(43 850)	586	(43 269)

2020

<i>(in EUR 1,000)</i>	Opening balance	Tax expense	Foreign currency translation effects	Closing balance
Non-current items				
Intangible assets and fixed assets	(416)	62	-	(354)
Account for gains and losses (NO Tax Act only)	(90 722)	19 874	-	(70 848)
Leasing	-	(1)	-	(1)
Other non-current items	-	-	-	-
Totals	(91 138)	19 936	-	(71 202)
Current items				
Inventory	-	187	-	187
Receivables	55	18	-	73
Derivatives and financial instruments	-	-	-	-
Current provisions	932	(775)	-	157
Totals	987	(570)	-	417
Tax loss carry forwards	35 439	(10 651)	2 146	26 934
Interest carry forwards	13 259	(941)	-	12 318
Valuation allowance	-	(12 318)	-	(12 318)
Total def. tax asset / (liability)	(41 453)	(4 545)	2 146	(43 849)

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RECONCILIATION OF CHANGE IN PAYABLE INCOME TAX PROVISIONS

<i>(in EUR 1 000)</i>	2021	2020
Current income tax payables, opening balance	(86)	-
New provision, income tax payable (+)	-	(2 213)
Taxes paid (-)	86	2 127
Current income tax payables, closing balance	(0)	(86)

NOTE 13 INVESTMENTS IN SUBSIDIARIES

<i>(In EUR 1,000)</i>	Registered office	Ownership / voting share	Equity	Net profit / loss 2021	Book value
Hurtigruten GmbH	Hamburg, Germany	100 %	(83)	2 554	4 951
Norwegian Coastal Voyage Limited	London, UK	100 %	4 408	(2 064)	1 208
Hurtigruten SAS	Paris, France	100 %	2 679	(224)	32
Hurtigruten Estonia OÜ	Tallinn, Estonia	100 %	2 523	145	2
Hurtigruten Svalbard AS	Longyearbyen, Norway	100 %	16 046	(29 424)	8 242
Hurtigruten Australia Pty Ltd	Melbourne, Australia	100 %	140	(59)	1
Total					14 436

The operations of the subsidiaries of Hurtigruten Global Sales AS continues to be negatively impacted by the Covid-19 pandemic in 2021. However, there is a positive development both in future bookings and travel patterns.

As of 31 December 2021, the estimated value in use for the assets in the Company is equal to or higher than the carrying value of the assets, and no impairment of investments in subsidiaries has been recognized in the financial statements per 31 December 2021. The impairment tests are supported by the booking development for 2022 and 2023.





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NOTE 14 RECEIVABLES AND LIABILITIES

RECEIVABLES

<i>(in EUR 1,000)</i>	2021	2020
Trade receivables	14 563	382
Less provision for impairment of trade receivables	(438)	(308)
Trade receivables – net	14 125	74
Intercompany receivables, current (see note 5)	88 269	23 610
Prepaid expenses	6 221	369
Cash pool	66 664	-
Other miscellaneous receivables	4 963	(411)
Other receivables	166 118	23 569
Total current trade and other receivables	180 244	23 643
Intercompany receivables, non-current (see note 5)	40 738	49 960
Total other receivables, non-current	40 738	49 960

LIABILITIES

<i>(in EUR 1,000)</i>	2021	2020
Trade payables	270	181
Public duties	5	241
Accrued expenses	2 745	870
Intercompany liabilities, current (see note 5)	50 997	40 741
Trade and other liabilities	54 017	42 032
Provision for other liabilities and charges	58 001	12 391
Total Provisions, trade and other liabilities	112 017	54 423

NOTE 15 INVENTORIES

INVENTORIES CONSIST OF THE FOLLOWING TYPES OF GOODS

<i>(in EUR 1,000)</i>	2021	2020
Goods purchased for resale	5 661	3 950
Total inventories	5 661	3 950

The inventory is measured at cost in accordance with the FIFO principle. If the fair value is deemed to be lower than the cost price, the value of the inventory is written to fair value.





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NOTE 16 CASH AND CASH EQUIVALENTS

<i>(in EUR 1,000)</i>	2021	2020
Bank accounts	1 633	3 962
Cash on hand	656	363
Total cash and cash equivalents	2 288	4 325
Draw ups/downs group cash pool	66 664	(11 716)
Total cash and cash equivalents after drawdowns on group cashpool	68 953	(7 391)

CASH AND CASH EQUIVALENTS IN THE CASH FLOW STATEMENT

Cash at bank and on hand	2 288	4 325
Restricted bank deposits	(1 353)	(3 694)
Cash and cash equivalents in the cash flow statement	936	631

Restricted bank deposits mainly comprise of a licence guarantee to the Ministry of Transport and Communications and other smaller guarantees withholding funds.

Hurtigruten Global Sales AS is the Group account holder in the Group's group account scheme. Other Group companies are subaccount owners or participants. Cash at bank includes deposits both within and outside the group account scheme. Restricted funds are not included in the group account scheme.

NOTE 17 EQUITY

SHARES AND SHAREHOLDERS AS PER 31 DECEMBER 2021

<i>(in EUR 1,000 unless otherwise indicated)</i>	Number of ordinary shares	Nominal value (NOK)	Nominal value of ordinary shares	Share premium and other paid-in capital	Total
As of 1 January 2021	423 259 163	1,01	43 740	615 671	659 411
Equal partial liquidation ¹	(422 259 163)	-	(41 645)	41 645	-
Extraordinary dividend ²	-	-	-	(521 330)	-
As of 31 December 2021	1 000 000	1,01	2 095	135 986	138 081

All ordinary shares have equal rights.

Shareholder as of 31 December 2021	Number of shares	Shareholding (%)
Hurtigruten Group AS	1 000 000	100

1) In the Extraordinary general assembly held on November 30th 2020 the assembly approved a reduction in share capital to NOK 1,020,000 by redemption of a total of 422.259.163 shares in the company. The redeemed amount of NOK 430,704,346.26 was transferred to other equity. The reduction in share capital was registered in the Norwegian Business Register on 29 January 2021.

2) In the Extraordinary general assembly held on June 25th 2021 all shares in Hurtigruten Coastal AS, Hurtigruten Sjø AS, Explorer II AS, Hurtigruten Global Services AS and Hurtigruten AS was transferred by way of dividend to Hurtigruten Group AS.





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RECONCILIATION OF EQUITY

<i>(in EUR 1,000)</i>	Share capital	Share premium	Retained earnings	Total Equity
Balance at 1 January 2020	43 339	410 431	(125 317)	328 454
Profit/(loss) for the year	-	-	1 106	1 106
Other items recognized in equity	401	205 240	-	205 640
Total	43 740	615 671	(124 211)	535 200
Balance at 1 January 2021	43 740	615 671	(124 211)	535 200
Profit/(loss) for the year	-	-	26 701	26 701
Transactions with owners				
Capital reduction	(41 645)	41 645	-	-
Extraordinary dividend		(521 330)	-	-
Total transactions with owners	(41 645)	(479 685)	-	(521 330)
Balance at 31 December 2021	2 095	135 986	(97 510)	40 571

NOTE 18 INTEREST BEARING DEBT

<i>(in EUR 1,000)</i>	Note	2021	2020
Non-current interest bearing debt			
Non-current interest bearing debt - intragroup	5	19 060	-
Total non-current interest bearing debt		19 060	-
Non-current interest bearing debt			
Negative cash inside cash-pool	16	-	11 716
Total current interest bearing debt		-	11 716
Total current interest bearing debt		19 060	11 716

OVERVIEW MATURITY

Within 1 year	-
1 to 5 years	19 060
After 5 years	-
Future down payment	19 060





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BOOK VALUE OF COLLATERISED ASSETS

<i>(in NOK 1,000)</i>	2021	2020
Book value of collateralized assets	145 245	513 022

The Term loan B/Term Loan C/Term Loan D and RCF of EUR 916,5 million in the parent company Hurtigruten Group AS, is secured with pledge of the assets in Hurtigruten Global Sales AS, including intercompany receivables, cash and cash equivalents and shares in its subsidiary Hurtigruten Svalbard AS.

In March 2021, the Company secured a new EUR 46.5 million term loan facility which can be used for its and its subsidiaries' general corporate and working capital requirements. The new Term Loan D is priced at E+800bps, matures in June 2023 and ranks pari passu with Hurtigruten Group's existing Senior Term and Revolving Facilities.

COLLATERALIZED ASSETS

Hurtigruten Group AS as well as its subsidiaries Hurtigruten Global Sales AS, Hurtigruten Svalbard AS, Hurtigruten Coastal Crew AS, Hurtigruten Coastal AS and Hurtigruten Global Services AS have pledged cash and cash equivalents, intercompany receivables and shares in subsidiaries as security for the above loans.

NOTE 19 GUARANTEES

In addition to pledging all the assets mentioned in note 18, Hurtigruten Global Sales AS has guaranteed for the repayment of Term loan B, Term Loan C, Term loan D and RCF of EUR 916,5 million drawn in the parent company Hurtigruten Group AS.

Hurtigruten Global Sales AS is also guarantor for the Bond loan of EUR 300 million in the subsidiary Explorer II AS, and guarantor for the MS Spitsbergen lease of EUR 50 million, the MS Nordlys lease of EUR 30 million and the MS Richard With lease of EUR 30 million in the group companies Explorer I AS, MS Nordlys AS and MS Richard With AS.

In its ongoing business activities, the parent company Hurtigruten Global Sales AS assumes a conditional liability through guarantees issued directly to or on behalf of its subsidiaries/associates, such as travel bonds required in the relevant national jurisdiction the Group is operating in. The overall purpose of these guarantees is to protect the consumers in the case of bankruptcy. No amounts have been recognised in the balance sheet as of 31 December 2021, as the contingent liabilities do not qualify for recognition.

NOTE 20 LEASES

OPERATIONAL LEASES

<i>(in EUR 1,000)</i>	2021	2020
Nominal value of future minimum lease payments is as follows:		
Within one year	87	39
Later than one year but not later than five years	315	21
Later than five years	324	-
Minimum lease payments	726	59

Operational leases consist of leases for cars, trucks, office premises and office machinery.





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NOTE 21 CONTINGENCIES

As of 31 December 2021, the Company had contingent liabilities relating to bank guarantees and other guarantees, in addition to other matters in the course of ordinary operations. No significant liabilities are expected to arise with respect to contingencies except for the provisions that have already been provided for in the financial statements.

NOTE 22 EVENTS AFTER THE BALANCE SHEET DATE

There are no material events after balance sheet date that would materially affect the financial statements of the company.





Verification

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Main document

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 **bankID**

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