



ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2023 - GENERELL INFORMASJON

Enheten

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

Regnskapsår

Årsregnskapets periode:	01.01.2023 - 31.12.2023
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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:	Patrick Forberg Brewer
Dato for fastsettelse av årsregnskapet:	28.06.2024

Grunnlag for avgivelse

År 2023: Årsregnskapet er elektronisk innlevert
År 2022: Tall er hentet fra elektronisk innlevert årsregnskap fra 2023

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, 02.12.2025



Resultatregnskap

Beløp i: EUR	Note	2023	2022
RESULTATREGNSKAP			
Inntekter			
Salgsinntekt	4	456 608 325	373 777 688
Annen driftsinntekt	4	112 466	2 461 677
Sum inntekter		456 720 791	376 239 365
Kostnader			
Varekostnad	5	361 117 079	305 303 574
Lønnskostnad	6	4 083 337	6 327 750
Avskrivning på varige driftsmidler og immaterielle eiendeler	7	1 143 268	1 747 663
Annen driftskostnad	8,9	90 356 969	66 216 305
Sum kostnader		456 700 653	379 595 292
Driftsresultat		20 138	-3 355 927
Finansinntekter og finanskostnader			
Inntekt på investering i datterselskap og tilknyttet selskap	10	84 364	45 338
Renteinntekt fra foretak i samme konsern	10	11 565	762 607
Annen renteinntekt	10	40 234	29 531
Annen finansinntekt	10	0	3 127 158
Sum finansinntekter		136 163	3 964 634
Nedskrivning av finansielle eiendeler	10	0	-13 049
Rentekostnad til foretak i samme konsern	10	1 531 792	1 071 973
Annen rentekostnad	10	406 685	72 227
Annen finanskostnad	10	2 071 225	48 013
Sum finanskostnader		4 009 702	1 179 164
Netto finans		-3 873 539	2 785 470
Resultat før skattekostnad		-3 853 401	-570 457
Skattekostnad	11	84 311	-933 401
Årsresultat		-3 937 712	362 944
Overføringer og disponeringer			



Resultatregnskap

Beløp i: EUR	Note	2023	2022
Konsernbidrag		40 872 011	0
Avgitt konsernbidrag		31 880 169	0
Udekket tap		5 054 131	362 944
Sum overføringer og disponeringer		-3 937 711	362 944



Balanse

Beløp i: EUR	Note	2023	2022
BALANSE - EIENDELER			
Anleggsmidler			
Immaterielle eiendeler			
Sum immaterielle eiendeler		0	0
Varige driftsmidler			
Driftsløsøre, inventar, verktøy, kontormaskiner, ol.	7	4 519 642	5 653 433
Sum varige driftsmidler		4 519 642	5 653 433
Finansielle anleggsmidler			
Investering i datterselskap	12	6 193 691	6 193 892
Lån til foretak i samme konsern	5, 13	377 590	371 684
Investeringer i aksjer og andeler		206 492	308 867
Sum finansielle anleggsmidler		6 777 773	6 874 443
Sum anleggsmidler		11 297 415	12 527 876
Omløpsmidler			
Varer			
Varer	14	3 092 634	3 751 000
Sum varer		3 092 634	3 751 000
Fordringer			
Kundefordringer	5,13	6 323 501	9 448 664
Andre kortsiktige fordringer	5,13	167 053 900	78 964 534
Konsernfordringer	5, 13	112 864 030	124 327 958
Sum fordringer		286 241 431	212 741 156
Investeringer			
Sum investeringer		0	0
Bankinnskudd, kontanter og lignende			
Bankinnskudd, kontanter og lignende	15	2 299 266	2 010 455
Sum bankinnskudd, kontanter og lignende		2 299 266	2 010 455
Sum omløpsmidler		291 633 331	218 502 611



Balanse

Beløp i: EUR	Note	2023	2022
SUM EIENDELER		302 930 746	231 030 487
BALANSE - EGENKAPITAL OG GJELD			
Egenkapital			
Innskutt egenkapital			
Aksjekapital	16	2 095 306	2 095 306
Overkurs	16	86 008 130	86 008 130
Annen innskutt egenkapital	16	41 735 808	41 735 808
Sum innskutt egenkapital		129 839 244	129 839 244
Opptjent egenkapital			
Fond			
Udekket tap	16	92 093 068	97 146 919
Sum opptjent egenkapital		-92 093 068	-97 146 919
Sum egenkapital		37 746 176	32 692 325
Gjeld			
Langsiktig gjeld			
Utsatt skatt	11	31 836 061	42 215 751
Sum avsetninger for forpliktelser		31 836 061	42 215 751
Annen langsiktig gjeld			
Øvrig langsiktig gjeld		29 138 787	24 251 334
Sum annen langsiktig gjeld		29 138 787	24 251 334
Sum langsiktig gjeld		60 974 848	66 467 085
Kortsiktig gjeld			
Leverandørgjeld	5, 13	154 409 189	78 260 519
Betalbar skatt	5,13	0	120 842
Skyldige offentlige avgifter			
Annen kortsiktig gjeld	13	49 800 533	53 489 716
Sum kortsiktig gjeld		204 209 722	131 871 077
Sum gjeld		265 184 570	198 338 162



Balanse

Beløp i: EUR	Note	2023	2022
SUM EGENKAPITAL OG GJELD		302 930 746	231 030 487



Brønnøysundregistrene

ÅRSREGNSKAP FOR REGNSKAPSÅRET 2023 - GENERELL INFORMASJON

Journalnummer: 2024 731310

Enheten

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

Regnskapsår

Årsregnskapets periode: 01.01.2023 - 31.12.2023

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: Patrick Forberg Brewer
Dato for fastsettelse av årsregnskapet: 28.06.2024

Revisjon

Ekstern autorisert regnskapsfører har i løpet av regnskapsåret bistått ved den løpende regnskapsføringen eller utført andre tjenester for selskapet enn å utarbeide årsregnskapet: Ja

Grunnlag for avgivelse

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År 2022: Tall er hentet fra elektronisk innlevert årsregnskap fra 2023.

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, 26.08.2024



Organisasjonsnr: 914 904 633
HURTIGRUTEN GLOBAL SALES AS

RESULTATREGNSKAP

Beløp i: EUR	Note	2023	2022
RESULTATREGNSKAP			
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Organisasjonsnr: 914 904 633
HURTIGRUTEN GLOBAL SALES AS

BALANSE

Beløp i: EUR	Note	2023	2022
BALANSE - EIENDELER			
Anleggsmidler			
Immaterielle eiendeler			
Sum immaterielle eiendeler		0	0
Varige driftsmidler			
Driftsløsøre, inventar, verktøy, kontormaskiner, ol.			
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Sum investeringer		0	0
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BALANSE - EGENKAPITAL OG GJELD

Egenkapital

Innskutt egenkapital

Aksjekapital	16	2 095 306	2 095 306
Overkurs	16	86 008 130	86 008 130
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Opptjent egenkapital

Fond			
Udekket tap	16	92 093 068	97 146 919
Sum opptjent egenkapital		-92 093 068	-97 146 919

Sum egenkapital		37 746 176	32 692 325
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Gjeld

Langsiktig gjeld

Utsatt skatt	11	31 836 061	42 215 751
Sum avsetninger for forpliktelseser		31 836 061	42 215 751
Annen langsiktig gjeld			
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Sum gjeld		265 184 570	198 338 162
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SUM EGENKAPITAL OG GJELD		302 930 746	231 030 487
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Organisasjonsnr: 914 904 633
HURTIGRUTEN GLOBAL SALES AS

NOTEOPPLYSNINGER - SELSKAP - alle poster oppgitt i hele tall

Note
2

Regnskapsprinsipper

Note
22

Er det usikkerhet om fortsatt drift?: Ja

The company is a wholly-owned subsidiary within the Silk Topco Group. The company's operations, assets and liabilities are closely tied to the groups operational and financial development. The going concern consideration is therefore based on the same arguments and assessments as for Silk Topco Group. The company is primarily financed through the group's cash-pool arrangement, and its assets are pledged as a part of the group's overall secured obligations. Any future risks or difficulties that Silk Topco Group experiences in fulfilling its commitments will also affect the company. As of 31 December 2023, the Group had successfully returned to normal operations bringing the full fleet of vessels back online during the first half of 2023. In the opinion of the Board of Directors, the underlying fair value of Silk Topco Group's vessels and brands is significantly higher than the book value; the recapitalization transaction completed in February 2024 improved the fair value equity position by a conversion of EUR 34 million for Silk Topco Group (book equity as of 31 December 2023 amounted to EUR 890 million negative). As of 31 December 2023, Silk Topco Group had an available free liquidity position of EUR 48 million. As of 31 May 2024 the Silk Topco Group had an available free liquidity position of EUR 61 million. On 23 February 2024, the Company successfully implemented a comprehensive recapitalisation transaction with its senior lenders, its shareholders, and senior unsecured note holders. The recapitalisation transaction involved: 1. Injection of liquidity of EUR 185 million (on a net basis) through a combination of near-term interest waivers and a new super senior secured opco facility in a principal amount of EUR 205 million, part of which was used to repay in full the interim financing provided to the Company in a principal amount of EUR 74 million in December 2023; 2. restructuring of the Group's existing senior facilities into a new senior secured opco facility of EUR 345 million (the "New Senior Facility") and a new secured PIK holdco facility of around EUR 670 million (the "New Holdco Facility"); 3. restructuring of the existing senior unsecured bonds in a principal amount of EUR 50 million originally issued by Hurtigruten Group AS such that these were converted into senior secured bonds issued by Hurtigruten Newco AS, the parent company of Hurtigruten Group AS (the "Reinstated SUNs"). The repayment of the Reinstated SUNs is subject to a payment waterfall such that 60% of the Reinstated SUNs rank pari passu with the New Holdco Facility and certain other restructured shareholder facilities, while the remaining 40% are subordinated to them; and 4. shareholder facilities of about EUR 150 million were restructured, all of which are subordinated to the New Senior Facility and approximately EUR 55 million of which are subordinated to the New Holdco Facility and Reinstated SUNs. The maturity profile of these facilities was extended to provide additional support for the business. The terms of the recapitalisation



transaction enable the Silk Topco Group to implement the separation of the business into our expeditions business, which would have the largest expeditions fleet in the world, and our prestigious Norwegian cruise business, and this separation is permitted under the terms of the New Senior Facility, New Holdco Facility and Reinstated SSNs. As at the date of this report, the group is actively looking at options to refinance, amend or redeem the EUR 300 million senior secured bonds issued by Explorer II AS which will mature in February 2025 (the Existing SSNs?). The amount of Existing SSNs that are outstanding is EUR 271 million as at April 2024 following an amortisation payment in February 2024. Hurtigruten Group AS needs to agree a transaction (or combination of transactions) which either contractually extends the maturity of the Existing SSNs or generates proceeds to redeem the Existing SSNs. No such transaction has been agreed as at the date of this report. The Company however continues actively to pursue a series of options to deliver such a transaction prior to the maturity of the Existing SSNs in February 2025. The board of directors, having considered the on-going efforts to deliver a transaction with respect to the Existing SSNs, believe that there is a reasonable prospect of delivering such a transaction before February 2025, particularly given the progress the Group has been made in relation to the separation of the existing group into the expeditions business i.e. HX and the Norwegian coastal business i.e. HRN. However, if the Company is not able to reach agreement on such a transaction, then the Group on current projections will not be able to repay the Existing SSNs at their maturity in February 2025. To deliver a transaction with respect to the Existing SSNs requires new investment into the structure or the agreement of the relevant majority of the Existing SSNs. The Company cannot guarantee that these negotiations will be successful. As the Existing SSNs have security over two modern, expedition vessels, the Group faces a risk that the holders of the Existing SSNs may seek to enforce the security over these vessels which would materially and adversely impact the Group. The Group further faces the risk that it may experience difficulties in meeting its obligations associated with other financial liabilities as a result of any enforcement action taken by the holders of the Existing SSNs and this may affect its ability to continue as a going concern.

Note

6

Antall årsverk i regnskapsåret

52.00

Note

6

Spesifisering av resultatregnskapet

Lønnskostnader

<u>Lønn</u>	<u>Årets</u>	<u>Fjorårets</u>
	3593.00	4794.00
<u>Folketrygdavgift</u>	<u>Årets</u>	<u>Fjorårets</u>
	589.00	550.00
<u>Pensjonskostnader</u>	<u>Årets</u>	<u>Fjorårets</u>
	288.00	325.00
<u>Andre ytelser</u>	<u>Årets</u>	<u>Fjorårets</u>
	-388.00	658.00

Note

Ekstraordinære inntekter og kostnader



<u>Sum</u>	<u>Beløp</u>
<u>Balanseført verdi 31.12.</u>	<u>Varige driftsmidler Immaterielle eiend.</u>

Note
12

Konsern, tilknyttet selskap m.v.

Investering som regnskapsføres etter egenkapitalmetoden

Konsernregnskap

Virksomheten inngår i konsolideringen til morselskapets konsernregnsk.: Ja

Morselskapet sitt navn
Silk Topco AS

Forretningskontor for morselskapet
Langkaia 1, Oslo

Begrunnelse for at datterselskap er utelatt fra konsolideringen

Konsern, tilknyttet selskap m.v. - fordringer og gjeld

Fordringer

<u>Samlet beløp - tilknyttet selskap</u>	<u>Årets</u>	<u>Fjorårets</u>
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<u>Samlet beløp - foretak i samme konsern</u>	<u>Årets</u>	<u>Fjorårets</u>
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Kortsiktig gjeld

<u>Samlet beløp - foretak i samme konsern</u>	<u>Årets</u>	<u>Fjorårets</u>
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<u>Samlet beløp - felles kontrollert virksomhet</u>	<u>Årets</u>	<u>Fjorårets</u>
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<u>Pantstillelse</u>	<u>Beløp</u>
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Note

Fordringer

Fordringer som forfaller senere enn ett år etter regnskapsårets slutt

Mer om fordringer



Beholdning av egne aksjer Antall Pålydende Andel av aksjek.

Note

5

Lån og sikkerhetsstillelse til medlemmer

Er det gitt lån eller sikkerhetsstillelse til ledende personer: Nei

Opplysninger om:

Medlemmer av:

Mer om lån og sikkerhetsstillelse



Hurtigruten Global Sales AS

ANNUAL
FINANCIAL
STATEMENTS

2023



Hurtigruten Global Sales AS

Annual Financial Statements 2023

STATEMENT OF PROFIT AND LOSS

<i>(in EUR 1,000)</i>	<i>Note</i>	2023	2022
Operating revenues	4	456 608	373 778
Other revenues	4	112	2 462
Total revenues		456 721	376 239
Direct cost of goods and services	5	(361 117)	(305 304)
Payroll costs	6	(4 083)	(6 328)
Depreciation, amortisation and impairment losses	7	(1 143)	(1 748)
Other operating costs	8	(92 582)	(70 926)
Other (losses) / gains – net	9	2 225	4 709
Operating profit/(loss)		20	(3 356)
Finance income	10	136	3 965
Finance expenses	10	(4 010)	(1 179)
Finance expenses - net		(3 874)	2 785
Share of profit/(loss) of associates		-	-
Profit/(loss) before income tax		(3 853)	(570)
Income tax expense/(income)	11	(84)	933
Profit/(loss) for the year		(3 938)	363



Hurtigruten Global Sales AS

Annual Financial Statements 2023

STATEMENT OF FINANCIAL POSITION

<i>(in EUR 1,000)</i>	<i>Note</i>	2023	2022
ASSETS			
Non-current assets			
Property, plant and equipment	7	4 520	5 653
Investments in subsidiaries	12	6 194	6 194
Investment in other companies		206	309
Other non-current receivables	5, 13	378	372
Total non-current assets		11 297	12 528
CURRENT ASSETS			
Inventories	14	3 093	3 751
Trade and other receivables	5,13	286 241	212 741
Cash and cash equivalents	15	2 299	2 010
Total current assets		291 633	218 503
Total assets		302 931	231 030
LIABILITIES AND EQUITY			
EQUITY			
Share capital	16	2 095	2 095
Share premium	16	127 744	127 744
Retained earnings	16	(92 093)	(97 147)
Total equity		37 746	32 692
LIABILITIES			
Non-current liabilities			
Non-current interest bearing debt	17	-	-
Other non-current liabilities		29 139	24 251
Deferred income tax liabilities	11	31 836	42 216
Total non-current liabilities		60 975	66 467
Current liabilities			
Trade and other liabilities	5, 13	154 409	78 261
Current income tax liabilities	5, 13	-	121
Provision for other liabilities and charges	13	49 801	53 490
Total current liabilities		204 210	131 872
Total equity and liabilities		302 931	231 030

Oslo, 28. June 2024

Hedda Felin
Chairman

Anne Ragnhild Hersleth Sanderud
Board member

Patrick Forberg Brewer
Managing Director



Hurtigruten Global Sales AS

Annual Financial Statements 2023

CASH FLOW STATEMENT

<i>(in EUR 1,000)</i>	<i>Note</i>	2023	2022
Cash flows from operating activities			
Profit/(loss) before income tax		(3 853)	(571)
Adjustments for:			
Depreciation, amortisation and impairment losses	7	1 143	1 748
Currency gains / losses		3 996	(1 035)
Inventories	14	658	1 910
Trade and other receivables	13	(88 758)	(8 823)
Trade and other payables	13	79 768	48 898
Deposits from customers		(4 616)	(22 321)
Income tax paid	11	(112)	-
Net cash flows from (used in) operating activities		(11 775)	19 806
Cash flows from investing activities			
Purchase of property, plant, equipment (PPE)	7	(9)	(1 354)
Share write downs/reversal of prior year write downs		102	(13)
Change in restricted funds	15	(112)	214
Net cash flows from (used in) investing activities		(19)	(1 153)
Cash flows from financing activities			
Borrowings from other group companies	17	(6)	21 306
Repayment of borrowings	12	(4)	-
Change in cash pool	15	11 980	(40 024)
Net cash flows from (used in) financing activities		11 970	(18 718)
Net (decrease)/increase in cash, cash equivalents and bank overdrafts		177	(65)
Cash and cash equivalents at 1 January		870	935
Cash and cash equivalents at 31 December	15	1 047	870
Restricted cash	15	1 251	1 139
Cash and cash equivalents in statement of financial position	15	2 299	2 010



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 2023 were authorized for issue by the Board of Directors on 28. June 2024.

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

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 2023 and comparative periods.

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 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 2022. The grant was recognized as other revenue.

(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 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".



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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.
- 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.



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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.

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 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.



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NOTE 4 REVENUES

REVENUE BY CATEGORY

<i>(in EUR 1,000)</i>	2023	2022
Ticket revenue	269 803	238 664
Revenue from flights, hotel & transportation	51 407	36 372
Presold food, beverages and excursions	111 315	86 846
Onboard sales of food, beverages, shop and excursions	19 065	16 574
Other passenger revenue	8 916	9 203
Contractual revenues	964	1 092
Other operating revenue	(4 861)	(14 974)
Total operating revenues	456 609	373 778
<i>Of which is intragroup (see note 5):</i>	198 925	129 101
Government grant compensation scheme (Covid-19)	-	544
Other Revenues, not government grant	112	1 918
Total other revenues	112	2 462

REVENUE BY COUNTRY OF SALES

<i>(in EUR 1,000)</i>	2023	2022
Norway	258 741	246 361
England	122 720	78 261
The United States of America	53 059	34 994
France	22 089	13 987
Estonia	0	176
	456 609	373 778



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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>	2023	2022
Sale of goods and services to Group companies		
Hurtigruten Ltd.	122 720	78 261
Hurtigruten Inc.	53 059	34 994
Hurtigruten SAS	22 089	13 987
Hurtigruten Coastal AS	964	1 096
Hurtigruten Global Services AS	89	432
Hurtigruten Sjø AS	4	144
Hurtigruten Estonia OÜ	0	176
Hurtigruten Svalbard AS	-	11
Purchase of goods and services from Group companies		
Purchase of services from Hurtigruten Sjø AS	1 533	6 983
Purchase of administrative services from Hurtigruten Global Services AS	4 462	4 062
Hurtigruten Coastal AS	127 918	101 798
Hurtigruten Estonia OÜ	8 224	5 846
Hurtigruten GmbH	16 827	13 684
Hurtigruten Svalbard AS	5 340	1 861
Hurtigruten Expedition Cruises AS	144 820	134 529
Hurtigruten Expedition Crew AS	6 458	-
Hurtigruten Ltd	7 012	3 912
Hurtigruten Sas	24	11
Hurtigruten Inc	693	1 119
Interest income from Group companies		
Explorer II AS	-	441
KVE Holding AS	-	233
Silk TopCo AS	-	661
Silk Midco AS	2	1
Kirberg Shipping AS	6	5
Hurtigruten Explorer AS	3	2
Hurtigruten Destinations AS	-	142
Interest and fees paid to Group companies		
Hurtigruten Group AS	-	1 072



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INTRAGROUP BALANCES

<i>(in EUR 1,000)</i>	2023	2022
Non-current receivables due from Group companies		
Explorer II AS	221	221
Silk Topco AS	13	14
Silk Midco AS	28	26
Kirberg Shipping AS	78	76
Hurtigruten Explorer AS	37	35
Total non-current receivables from Group companies	378	372
<i>(in EUR 1,000)</i>	2023	2022
Trade and other current receivables from Group companies		
Hurtigruten Expedition Cruises AS	62 078	29 990
Hurtigruten Coastal AS	53 288	23 035
Hurtigruten Sas	1 339	-
Hurtigruten GmbH	6 909	12 231
Hurtigruten Global Services AS	7 030	7 266
Silk Topco AS	1 642	1 642
Hurtigruten Ltd	21 920	1 367
Hurtigruten Inc	8 735	1 217
Hurtigruten Expedition Crew AS	1 513	749
Hurtigruten Sjø AS	1 579	565
Richard With AS	254	305
Nordlys AS	300	300
Other group companies combined	467	298
Total trade and other current receivables from Group companies	167 054	78 965
<i>(in EUR 1,000)</i>	2023	2022
Other non-current liabilities to Group companies		
Hurtigruten Group AS	-	-
Total non-current liabilities to Group companies	-	-



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<i>(in EUR 1,000)</i>	2023	2022
Trade payables and other current payables to Group companies		
Hurtigruten Global Services AS	4 887	4 495
Hurtigruten Croastal AS	28 645	6 790
Hurtigruten Sjø AS	757	2 118
Hurtigruten Svalbard AS	30	117
Hurtigruten GmbH	6 609	4 986
Hurtigruten SAS	6	430
Hurtigruten Estonia OÜ	2 591	1 562
Hurtigruten Inc.	78	443
Hurtigruten Ltd.	2 654	3 565
Hurtigruten Group AS	-	44
Explorer II AS	11	11
Kirberg Shipping KS	-	1
Hurtigruten Expedition Cruises AS	57 330	39 439
Hurtigruten Coastal Fleet AS	-	330
MS Richard With AS	261	279
Hurtigruten Expedition Crew AS	6 702	186
Hurtigruten Norway AS	-	61
Hurtigruten Offshore Exc AS	514	-
Other group companies combined	32	97
Total trade payables and other current payables to Group companies	111 106	64 955

NOTE 6 REMUNERATION

As part of the Groups reorganization positions continues to be reallocated to other group companies. The company still 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>	2023	2022
Wages and salaries	3 593	4 794
Payroll tax	589	550
Pension costs	288	325
Other benefits	(388)	658
Total payroll costs	4 083	6 328

AUDITOR REMUNERATION

<i>(in EUR 1,000)</i>	2023	2022
Statutory audit	64	70
Other assurance services	-	6
Other non-assurance services	-	0
Tax consultant services	-	-
Total	64	76

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 2022	2 133	1 415	4 201	7 749
Additions			1 354	1 354
Transfers and reclassifications	33	(1 415)	882	(500)
Currency translation differences				-
As at 31 December 2022	2 166	0	6 437	8 603
As at 1 January 2023	2 166	0	6 437	8 603
Additions			9	9
Transfers and reclassifications	-	-	-	-
Currency translation differences				-
As at 31 December 2023	2 166	0	6 446	8 613
Accumulated depreciation and impairment				
As at 1 January 2022	(1 084)	(500)	(802)	(2 385)
Depreciation	(226)	-	(838)	(1 064)
Impairment losses				-
Transfers and reclassifications		500		500
As at 31 December 2022	(1 310)	-	(1 640)	(2 950)
As at 1 January 2023	(1 310)	-	(1 640)	(2 950)
Depreciation	(203)	-	(940)	(1 143)
Impairment losses				-
Transfers and reclassifications		-		-
As at 31 December 2023	(1 513)	-	(2 580)	(4 093)
Book value 31 December 2022	856	0	4 797	5 653
Book value 31 December 2023	653	0	3 867	4 520
Useful economic lifetime	3 - 30 years	N/A	5 - 10 years	



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NOTE 8 OTHER OPERATING COSTS

<i>(in EUR 1,000)</i>	2023	2022
Crew on ships, external	525	252
Crew on ships, intra-group (see note 5)	-	-
Other operating cruise costs, external	21 429	4 606
Other operating cruise costs, intra-group (see note 5)	160	297
Sales and administrative costs, external	25 024	38 773
Sales and administrative costs, intra-group (see note 5)	45 444	26 998
Total other operating costs	92 582	70 926

NOTE 9 OTHER LOSSES / GAINS - NET

<i>(in EUR 1,000)</i>	2023	2022
Net gain (loss) on the sale of property, plant and equipment	0	-
Net unrealised foreign currency gains (loss) on balance sheet items	2 225	4 709
Total other (losses)/gains	2 225	4 709

NOTE 10 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>	2023	2022
Interest income	40	30
Interest income group companies	12	763
Net Foreign exchange gains	-	3 127
Dividends	84	45
Finance income	136	3 965
Interest expenses		
– External Borrowings	-	-
– Interest expenses group account	(1 532)	(1 072)
– Other interest expenses	(407)	(59)
Net Foreign exchange losses	(1 217)	-
Other finance expenses	(854)	(48)
Total financial expenses	(4 010)	(1 179)
Finance income – net	(3 874)	2 785



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NOTE 11 INCOME TAX

INCOME TAX EXPENSE

<i>(in EUR 1,000)</i>	2023	2022
Income tax payable, current year	-	121
Income tax payable, German PE	1 472	-
Change in deferred tax, current year	(10 379)	(1 054)
Tax cost Group Contribution	8 992	-
Total income tax expense/ (income)	85	(933)

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:

<i>(in EUR 1,000)</i>	2023	2022
Profit/(loss) before tax from operations	(3 853)	(570)
Expected income taxes at statutory tax rate in Norway (22%)	(848)	(126)
Non-taxable income (-)	(20)	(13)
Gifts, representation and other non-deductible expenses (+) ²¹	590	299
Tax cost on Group Contribution	8 992	-
Effect from change in tax rate or provisions from previous years	1 472	-
Effect from change in valuation allowance, tax losses	(10 379)	(1 054)
Other permanent differences (+/-)	278	(40)
Income tax expense /(income)	85	(933)

Weighted average tax rate	-2,2 %	163,6 %
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INCOME TAX EXPENSE FOR ITEMS RECOGNISED IN EQUITY

<i>(in EUR 1,000)</i>	2023			2022		
	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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2023

<i>(in EUR 1,000)</i>	Opening balance	Tax expense	Closing balance
Non-current items			
Intangible assets and fixed assets	(108)	23	(85)
Account for gains and losses (NO Tax Act only)	(42 541)	10 708	(31 833)
Leasing	-	-	-
Non-current receivables/loans	-	-	-
Totals	(42 649)	10 731	(31 918)
Current items			
Inventory	57	(6)	51
Receivables	95	(95)	-
Derivatives and financial instruments	-	-	-
Current provisions	281	(251)	29
Totals	433	(352)	81
Tax loss carry forwards	-	-	-
Interest carry forwards	12 131	(784)	11 346
Valuation allowance	(12 131)	784	(11 346)
Total def. tax asset / (liability)	(42 216)	10 379	(31 836)

2022

<i>(in EUR 1,000)</i>	Opening balance	Tax expense	Closing balance
Non-current items			
Intangible assets and fixed assets	(206)	97	(108)
Account for gains and losses (NO Tax Act only)	(57 096)	14 555	(42 541)
Leasing	(1)	1	-
Non-current receivables/loans	-	-	-
Totals	(57 302)	14 654	(42 648)
Current items			
Inventory	123	(65)	57
Receivables	101	(7)	95
Derivatives and financial instruments	-	-	-
Current provisions	159	121	281
Totals	383	49	433
Tax loss carry forwards	13 653	(13 653)	-
Interest carry forwards	12 318	(187)	12 131
Valuation allowance	(12 318)	187	(12 131)
Total def. tax asset / (liability)	(43 269)	1 054	(42 216)



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RECONCILIATION OF CHANGE IN PAYABLE INCOME TAX PROVISIONS

<i>(in EUR 1 000)</i>	2023	2022
Current income tax payables, opening balance	121	(86)
New provision, income tax payable (+)	-	121
Currency differences	(9)	-
Taxes paid (-)	(112)	86
Current income tax payables, closing balance	-	121

NOTE 12 INVESTMENTS IN SUBSIDIARIES

<i>(In EUR 1,000)</i>	Registered office	Ownership / voting share	Equity	Net profit / loss 2023	Book value
Hurtigruten GmbH	Hamburg, Germany	100 %	3 574	2 068	4 951
Norwegian Coastal Voyage Limited	London, UK	100 %	11 123	4 917	1 208
Hurtigruten SAS	Paris, France	100 %	3 419	832	32
Hurtigruten Estonia OÜ	Tallinn, Estonia	100 %	3 020	245	2
Hurtigruten Australia Pty Ltd	Melbourne, Australia	100 %	454	208	1
Total					6 194

As of 31 December 2023, 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 2023. The impairment tests are supported by the booking development for 2024 and 2025.

NOTE 13 RECEIVABLES AND LIABILITIES

RECEIVABLES

<i>(in EUR 1,000)</i>	2023	2022
Trade receivables	8 630	9 881
Less provision for impairment of trade receivables	(2 307)	(432)
Trade receivables – net	6 323	9 449
Intercompany receivables, current (see note 5)	167 054	78 965
Prepaid expenses	15 338	13 146
Cash pool	94 706	106 687
Other miscellaneous receivables	2 819	4 495
Other receivables	279 918	203 292
Total current trade and other receivables	286 241	212 741
Intercompany receivables, non-current (see note 5)	378	372
Total other receivables, non-current	378	372



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LIABILITIES

<i>(in EUR 1,000)</i>	2023	2022
Trade payables	12 863	8 775
Public duties	26 285	381
Income Tax Liabilities	-	121
Accrued interest	315	-
Accrued expenses	15 031	9 484
Unpaid wages and salaries	331	475
Intercompany liabilities, current (see note 5)	111 106	64 955
Trade and other liabilities	165 932	84 191
Provision for other liabilities and charges	38 277	47 681
Total Provisions, trade and other liabilities	204 209	131 872

NOTE 14 INVENTORIES

INVENTORIES CONSIST OF THE FOLLOWING TYPES OF GOODS

<i>(in EUR 1,000)</i>	2023	2022
Goods purchased for resale, Ships	1 512	1 147
Goods purchased for resale, Landside Inventory	1 581	2 604
Total inventories	3 093	3 751

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 15 CASH AND CASH EQUIVALENTS

<i>(in EUR 1,000)</i>	2023	2022
Bank accounts	1 463	1 196
Cash on hand	837	814
Total cash and cash equivalents	2 299	2 010
Draw ups/downs group cash pool	94 706	106 687
Total cash and cash equivalents after drawdowns on group cashpool	97 006	108 697

CASH AND CASH EQUIVALENTS IN THE CASH FLOW STATEMENT

Cash and cash equivalents in the cash flow statement consist of the following

Cash at bank and on hand	2 299	2 010
Restricted bank deposits	(1 251)	(1 139)
Cash and cash equivalents in the cash flow statement	1 048	871

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 16 EQUITY

SHARES AND SHAREHOLDERS AS PER 31 DECEMBER 2023

<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 2023	1 000 000	1,01	2 095	127 744	129 839
Dividends in kind	-	-	-	-	-
As of 31 December 2023	1 000 000	1,01	2 095	127 744	129 839

All ordinary shares have equal rights.

Shareholder as of 31 December 2022	Number of shares	Shareholding (%)
Hurtigruten Group AS	1 000 000	100



Hurtigruten Global Sales AS

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RECONCILIATION OF EQUITY

<i>(in EUR 1,000)</i>	Share capital	premium	earnings	Total Equity
Balance at 1 January 2022	2 095	135 986	(97 509)	40 572
Profit/(loss) for the year	-	-	363	363
Transactions with owners				
Capital reduction	-	-	-	-
Dividends in kind	-	(8 242)	-	(8 242)
Extraordinary dividend	-	-	-	-
Total	2 095	127 744	(97 147)	32 692
Transactions with owners				
Contribution of equity	-	-	-	-
Distribution to owners	-	-	-	-
Total transactions with owners	-	-	-	-
Balance at 1 January 2023	2 095	127 744	(97 147)	32 692
Profit/(loss) for the year	-	-	(3 938)	(3 938)
Transactions with owners				
Group Contribution	-	-	8 992	8 992
Total transactions with owners	-	-	8 992	8 992
Balance at 31 December 2023	2 095	127 744	(92 093)	37 746

NOTE 17 INTEREST BEARING DEBT

<i>(in EUR 1,000)</i>	Note	2023	2022
Non-current interest bearing debt			
Non-current interest bearing debt - intragroup	5	-	-
Total non-current interest bearing debt		-	-
Non-current interest bearing debt			
Negative cash inside cash-pool	16	-	-
Total current interest bearing debt		-	-
Total current interest bearing debt		-	-



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OVERVIEW MATURITY

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

BOOK VALUE OF COLLATERISED ASSETS

<i>(in NOK 1,000)</i>	2023	2022
Book value of collateralized assets	270 072	192 109

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 18 GUARANTEES

In addition to pledging all the assets mentioned in note 17, Hurtigruten Global Sales AS has guaranteed for the repayment of The Senior Secured Facility Agreement (SFA: TLB and TLB1) and the Senior Notes Facility Agreement (NFA) 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 30 million in the group company Explorer I 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 2023, as the contingent liabilities do not qualify for recognition.



Hurtigruten Global Sales AS

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NOTE 19 LEASES

OPERATIONAL LEASES

<i>(in EUR 1,000)</i>	2023	2022
Nominal value of future minimum lease payments is as follows:		
Within one year	83	83
Later than one year but not later than five years	332	290
Later than five years	187	234
Minimum lease payments	603	607

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

NOTE 20 CONTINGENCIES

As of 31 December 2023, 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 21 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.

NOTE 22 GOING CONCERN

The company is a wholly-owned subsidiary within the Silk Topco Group. The company's operations, assets and liabilities are closely tied to the groups operational and financial development. The going concern consideration is therefore based on the same arguments and assessments as for Silk Topco Group.

The company is primarily financed through the group's cash-pool arrangement, and its assets are pledged as a part of the group's overall secured obligations. Any future risks or difficulties that Silk Topco Group experiences in fulfilling its commitments will also affect the company.

As of 31 December 2023, the Group had successfully returned to normal operations bringing the full fleet of vessels back online during the first half of 2023.

In the opinion of the Board of Directors, the underlying fair value of Silk Topco Group's vessels and brands is significantly higher than the book value; the recapitalization transaction completed in February 2024 improved the fair value equity position by a conversion of EUR 34 million for Silk Topco Group (book equity as of 31 December 2023 amounted to EUR 890 million negative).

As of 31 December 2023, Silk Topco Group had an available free liquidity position of EUR 48 million. As of 31 May 2024 the Silk Topco Group had an available free liquidity position of EUR 61 million.

On 23 February 2024, the Company successfully implemented a comprehensive recapitalisation transaction with its senior lenders, its shareholders, and senior unsecured note holders.



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The recapitalisation transaction involved:

1. Injection of liquidity of EUR 185 million (on a net basis) through a combination of near-term interest waivers and a new super senior secured opco facility in a principal amount of EUR 205 million, part of which was used to repay in full the interim financing provided to the Company in a principal amount of EUR 74 million in December 2023;
2. restructuring of the Group's existing senior facilities into a new senior secured opco facility of EUR 345 million (the "New Senior Facility") and a new secured PIK holdco facility of around EUR 670 million (the "New Holdco Facility");
3. restructuring of the existing senior unsecured bonds in a principal amount of EUR 50 million originally issued by Hurtigruten Group AS such that these were converted into senior secured bonds issued by Hurtigruten Newco AS, the parent company of Hurtigruten Group AS (the "Reinstated SUNs"). The repayment of the Reinstated SUNs is subject to a payment waterfall such that 60% of the Reinstated SUNs rank pari passu with the New Holdco Facility and certain other restructured shareholder facilities, while the remaining 40% are subordinated to them; and
4. shareholder facilities of about EUR 150 million were restructured, all of which are subordinated to the New Senior Facility and approximately EUR 55 million of which are subordinated to the New Holdco Facility and Reinstated SUNs. The maturity profile of these facilities was extended to provide additional support for the business.

The terms of the recapitalisation transaction enable the Silk Topco Group to implement the separation of the business into our expeditions business, which would have the largest expeditions fleet in the world, and our prestigious Norwegian cruise business, and this separation is permitted under the terms of the New Senior Facility, New Holdco Facility and Reinstated SUNs.

As at the date of this report, the group is actively looking at options to refinance, amend or redeem the EUR 300 million senior secured bonds issued by Explorer II AS which will mature in February 2025 (the "Existing SSNs"). The amount of Existing SSNs that are outstanding is EUR 271 million as at April 2024 following an amortisation payment in February 2024.

Hurtigruten Group AS needs to agree a transaction (or combination of transactions) which either contractually extends the maturity of the Existing SSNs or generates proceeds to redeem the Existing SSNs. No such transaction has been agreed as at the date of this report. The Company however continues actively to pursue a series of options to deliver such a transaction prior to the maturity of the Existing SSNs in February 2025.

The board of directors, having considered the on-going efforts to deliver a transaction with respect to the Existing SSNs, believe that there is a reasonable prospect of delivering such a transaction before February 2025, particularly given the progress the Group has been made in relation to the separation of the existing group into the expeditions business i.e. HX and the Norwegian coastal business i.e. HRN.

However, if the Company is not able to reach agreement on such a transaction, then the Group on current projections will not be able to repay the Existing SSNs at their maturity in February 2025.

To deliver a transaction with respect to the Existing SSNs requires new investment into the structure or the agreement of the relevant majority of the Existing SSNs. The Company cannot guarantee that these negotiations will be successful.



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As the Existing SSNs have security over two modern, expedition vessels, the Group faces a risk that the holders of the Existing SSNs may seek to enforce the security over these vessels which would materially and adversely impact the Group. The Group further faces the risk that it may experience difficulties in meeting its obligations associated with other financial liabilities as a result of any enforcement action taken by the holders of the Existing SSNs and this may affect its ability to continue as a going concern.



DIRECTORS REPORT 2023

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' operations are focused on sales, marketing and travel-packaging for the 16 expedition cruise vessels operated by the Hurtigruten Group. 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.

At the date of this report, the operating conditions are back to normal after the prior year's Covid-19 challenges. Hurtigruten Group is experiencing an increasing booking momentum for the next 18 months which gives a good outlook for Hurtigruten Group. The Board of Directors assumes that booking behavior in the 2025 financial year will continue to develop positively.

Earnings and financial position

Income statement

Total operating revenues for Hurtigruten Global Sales AS was EUR 456.7 million in 2023 (2022: EUR 376.2 million), an increase of 21.4 % from last year. The increase in revenue is driven by the recovery from the Covid-19 pandemic. Net operating gain in 2023 was EUR 20 thousand compared to a loss of EUR 3.4 million in 2022.

The net financing expense was EUR 3.9 million in 2023, versus a net income of EUR 2.8 million in 2022. This change is majorly due to a net foreign exchange loss in 2023 of EUR 1.2 million opposed to a net gain of EUR 3.1 million in 2022.

Net loss for the year 2023 was EUR 3.9 million versus a net profit in 2022 of EUR 0.4 million.

Net Cash flow

Net cash outflow from operating activities amounted to EUR 11.8 million in 2023 (2022: Inflow EUR 19.8 million). The change is due to an increase in intercompany receivables.

Net cash outflow from investing activities in 2023 was EUR 19 thousand versus an outflow of EUR 1.2 million in 2022. The change is mainly due to reduced purchases in property, plant, and equipment in 2023 relative to 2022.

Net cash inflow from financing activities was EUR 12.0 million in 2023 (2022: outflow of EUR 18.7 million). This is mainly due to the net change in cash pool inflow of EUR 12.0 million.



Balance sheet and liquidity

Total non-current assets as of 31 December 2023 were EUR 11.3 million (2022: EUR 12.5 million). The majority of this change is due to yearly depreciation of property, plant, and equipment (in 2023 a total of EUR 1.1 million). Total current assets as of 31 December 2023 were EUR 291.6 million (in 2022: EUR 218.5 million), which is caused mainly by an increase in trade and other receivables from other group companies. Current assets include positive cash in the Group cash-pool of EUR 94.7 million.

Cash and cash equivalents amounted to EUR 2.3 million (2022: EUR 2 million).

The company had at the end of December 2023 EUR 61.0 million in non-current liabilities (2022: EUR 66.5 million), which primarily consists of deferred tax liabilities and deposits. Current liabilities amounted to EUR 204.2 million as of December 2023 (2022: EUR 131.9 million). Most of this increase is due to increased intercompany liabilities and public duties.

The company's paid equity in 2023 was EUR 129.8 million (2022: EUR 129.8 million). Total equity at the year end of 2023 was EUR 37.7 million versus EUR 32.7 million at year end 2022.

In the opinion of the Board of Directors, the financial statements provide a true and fair view of the Company's financial performance during 2023, and financial position at 31 December 2023. 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 loss for the company in 2023 was EUR 3.9 million, which is proposed to be transferred to other equity.

Key risk and uncertainties

The following discussion concerning financial risk management relates to the policies adopted and applicable for the financial year 2023. 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 2023 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.

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 Group 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.

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 and has reduced CO₂ emissions per guest with 12 % from baseline year 2018 (13 % from 2022). The refit of MS Kong Harald increased the total number of hybrid powered cruise ships in 2023 to 5, with substantial reductions in both CO₂ and NO_x gas emissions. Furthermore, Hurtigruten works towards its first zero emission ship in 2030 through the Sea Zero Project established in 2023. HX is likewise cutting



Hurtigruten Global Sales AS

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emissions of NOx and SOx through improved fuel economy, optimized routes, cutting sailing speeds, and increased use of the diesel additive AdBlue. In 2023 Hurtigruten Group received recognition in the form of Best ESG ranking for a Cruise Company from leading rating agency Morningstar Sustainalytics.

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

Working environment

Hurtigruten Global Sales AS employs 52 persons at year-end 2023. We have prepared our internal processes to comply with the Norwegian Transparency Act, to ensure that we protect the human rights of all men and women working in our entire value chain.

We work diligently to proactively reduce the total sick leave throughout the organization. Sick leave absence has been on an average of 6.9% which corresponds well with our targets.

Hurtigruten Group will continue to work diligently on retention and attraction strategies to maintain our position as a preferred employer. We already see great results from the ongoing initiatives on Diversity & Inclusion and our new Employer Value Proposition in both Norway and internationally.

The Board of Directors considers the working environment in the company to be good and will continue to maintain a sharp focus on working conditions and safety culture. The Hurtigruten Group executes quarterly employee surveys to monitor changes in employee engagement. Employee engagement is followed up through structured processes that is reflected in concrete actions in our quarterly Objectives and Key Results on both Group and Business unit level. In Hurtigruten Group we believe in a flexible workspace and have implemented a Group Hybrid Office policy enabling employees to continue to utilize the digital tools and opportunities that we learned to appreciate during the pandemic. The increased use of digital tools for information and document sharing has had a positive effect on the working environment in the company.

Equal opportunities and discrimination

Hurtigruten Global Sales AS believes that an inclusive workplace is fundamental in securing engagement and wellbeing for our employees. We aspire to be an employer of choice for people from diverse backgrounds, regardless of ethnicity, gender, religion, sexual orientation, disability, or age. Diversity and Inclusion is a desired and positive part of the corporate culture, which strengthens the company's ability to operate under varying conditions and operating parameters as well as giving our customers a unique experience.

Hurtigruten Group has a policy of zero tolerance for discrimination of employees, and continuously work with a structured improvement agenda to secure the wellbeing of our workforce. In 2022 we implemented DE&I policies, processes, awareness training and continuous development as well as compliance related to discrimination. This effort has been applied to all aspects of the employee journey and set clear requirements to how we recruit, develop, present career opportunities, and compensation. We want diversity and inclusion to become an integral part of who we are and how we work globally.

Female employees account for 70 % of the workforce. On Group level we have 40 % women in senior leadership on shoreside.

Human rights and decent working conditions

The Norwegian Transparency Act entered into force on 1 July 2022. The Act shall promote enterprises' respect for fundamental human rights and decent working conditions. An account of Hurtigruten Groups due diligence assessments will be published on www.hurtigruten.com/group within 30 June 2024.



Going concern

The company is a wholly-owned subsidiary within the Silk Topco Group. The company's operations, assets and liabilities are closely tied to the group's operational and financial development. The going concern consideration is therefore based on the same arguments and assessments as for Silk Topco Group.

The company is primarily financed through the group's cash-pool arrangement, and its assets are pledged as a part of the group's overall secured obligations. Any future risks or difficulties that Silk Topco Group experiences in fulfilling its commitments will also affect the company.

As of 31 December 2023, the Group had successfully returned to normal operations bringing the full fleet of vessels back online during the first half of 2023.

In the opinion of the Board of Directors, the underlying fair value of Silk Topco Group's vessels and brands is significantly higher than the book value; the recapitalization transaction completed in February 2024 improved the fair value equity position by a conversion of EUR 34 million for Silk Topco Group (book equity as of 31 December 2023 amounted to EUR 890 million negative).

As of 31 December 2023, Silk Topco Group had an available free liquidity position of EUR 48 million. As of 31 May 2024 the Silk Topco Group had an available free liquidity position of EUR 61 million.

On 23 February 2024, the Company successfully implemented a comprehensive recapitalisation transaction with its senior lenders, its shareholders, and senior unsecured note holders.

The recapitalisation transaction involved:

1. Injection of liquidity of EUR 185 million (on a net basis) through a combination of near-term interest waivers and a new super senior secured opco facility in a principal amount of EUR 205 million, part of which was used to repay in full the interim financing provided to the Company in a principal amount of EUR 74 million in December 2023;
2. restructuring of the Group's existing senior facilities into a new senior secured opco facility of EUR 345 million (the "New Senior Facility") and a new secured PIK holdco facility of around EUR 670 million (the "New Holdco Facility");
3. restructuring of the existing senior unsecured bonds in a principal amount of EUR 50 million originally issued by Hurtigruten Group AS such that these were converted into senior secured bonds issued by Hurtigruten Newco AS, the parent company of Hurtigruten Group AS (the "Reinstated SUNs"). The repayment of the Reinstated SUNs is subject to a payment waterfall such that 60% of the Reinstated SUNs rank pari passu with the New Holdco Facility and certain other restructured shareholder facilities, while the remaining 40% are subordinated to them; and
4. shareholder facilities of about EUR 150 million were restructured, all of which are subordinated to the New Senior Facility and approximately EUR 55 million of which are subordinated to the New Holdco Facility and Reinstated SUNs. The maturity profile of these facilities was extended to provide additional support for the business.

The terms of the recapitalisation transaction enable the Silk Topco Group to implement the separation of the business into our expeditions business, which would have the largest expeditions fleet in the world, and our prestigious Norwegian cruise business, and this separation is permitted under the terms of the New Senior Facility, New Holdco Facility and Reinstated SUNs.

As at the date of this report, the group is actively looking at options to refinance, amend or redeem the EUR 300 million senior secured bonds issued by Explorer II AS which will mature in February 2025 (the "Existing SSNs"). The amount of Existing SSNs that are outstanding is EUR 271 million as at April 2024 following an amortisation payment in February 2024.

Hurtigruten Group AS needs to agree a transaction (or combination of transactions) which either contractually extends the maturity of the Existing SSNs or generates proceeds to redeem the Existing SSNs. No such transaction



Hurtigruten Global Sales AS

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has been agreed as at the date of this report. The Company however continues actively to pursue a series of options to deliver such a transaction prior to the maturity of the Existing SSNs in February 2025.

The board of directors, having considered the on-going efforts to deliver a transaction with respect to the Existing SSNs, believe that there is a reasonable prospect of delivering such a transaction before February 2025, particularly given the progress the Group has been made in relation to the separation of the existing group into the expeditions business i.e. HX and the Norwegian coastal business i.e. HRN.

However, if the Company is not able to reach agreement on such a transaction, then the Group on current projections will not be able to repay the Existing SSNs at their maturity in February 2025.

To deliver a transaction with respect to the Existing SSNs requires new investment into the structure or the agreement of the relevant majority of the Existing SSNs. The Company cannot guarantee that these negotiations will be successful.

As the Existing SSNs have security over two modern, expedition vessels, the Group faces a risk that the holders of the Existing SSNs may seek to enforce the security over these vessels which would materially and adversely impact the Group. The Group further faces the risk that it may experience difficulties in meeting its obligations associated with other financial liabilities as a result of any enforcement action taken by the holders of the Existing SSNs and this may affect its ability to continue as a going concern.

Hedda Felin

Chairman

Oslo, 28. June 2024.

Anne Ragnhild Hersleth Sanderud

Board member

Patrick Forberg Brewer

Managing Director



Hurtigruten Global Sales AS

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CASH FLOW STATEMENT

<i>(in EUR 1,000)</i>	<i>Note</i>	2023	2022
Cash flows from operating activities			
Profit/(loss) before income tax		(3 853)	(571)
Adjustments for:			
Depreciation, amortisation and impairment losses	7	1 143	1 748
Currency gains / losses		3 996	(1 035)
Inventories	14	658	1 910
Trade and other receivables	13	(88 758)	(8 823)
Trade and other payables	13	79 768	48 898
Deposits from customers		(4 616)	(22 321)
Income tax paid	11	(112)	-
Net cash flows from (used in) operating activities		(11 775)	19 806
Cash flows from investing activities			
Purchase of property, plant, equipment (PPE)	7	(9)	(1 354)
Share write downs/reversal of prior year write downs		102	(13)
Change in restricted funds	15	(112)	214
Net cash flows from (used in) investing activities		(19)	(1 153)
Cash flows from financing activities			
Borrowings from other group companies	17	(6)	21 306
Repayment of borrowings	12	(4)	-
Change in cash pool	15	11 980	(40 024)
Net cash flows from (used in) financing activities		11 970	(18 718)
Net (decrease)/increase in cash, cash equivalents and bank overdrafts		177	(65)
Cash and cash equivalents at 1 January		870	935
Cash and cash equivalents at 31 December	15	1 047	870
Restricted cash	15	1 251	1 139
Cash and cash equivalents in statement of financial position	15	2 299	2 010



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 2023, 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 2023, 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 relevant laws and regulations in Norway 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.

Material Uncertainty Related to Going Concern

We draw attention to Note 22 in the financial statements, where the Company states that going concern is dependent on the Groups financing structure and related loan maturity in February 2025. Without refinancing, extending of the maturity date and/or equity injection, the Group will not be able to repay the Bond loan at maturity date. As stated in Note 22, these events or conditions, along with other matters as set forth in Note 22, indicate that a material uncertainty exists that may cast significant doubt on the Company's ability to continue as a going concern. Our opinion is not modified in respect of this matter.

Other Information

The Board of Directors and the Managing Director (management) are 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.

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 statutory 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

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Statsautoriserte revisorer, medlemmer av Den norske Revisorforening og autorisert regnskapsførerselskap



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, 28 June 2024

PricewaterhouseCoopers AS

Stig Arild Lund
State Authorised Public Accountant
(This document is signed electronically)



 Securely signed with Brevio

Revisjonsberetning

Signers:

Name	Method	Date
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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

Postadresse Postboks 9200 Grønland 0134 Oslo	Besøksadresse: Se www.skatteetaten.no Org.nr: 996250318 E-post: skatteetaten.no/sendepost	Sentralbord 800 80 000 Telefaks 22 17 08 60
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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



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 2023 were authorized for issue by the Board of Directors on 28. June 2024.

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

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 2023 and comparative periods.

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 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.



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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 2022. The grant was recognized as other revenue.

(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 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".



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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.
- 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.



Hurtigruten Global Sales AS

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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.

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.