



2016  
2017  
2018  
2019  
2020  
2021  
2022  
2023  
2024

Annual Report **2015** Amsterdam Commodities N.V.





Annual Report **2015** Amsterdam Commodities N.V.



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# HISTORY



1908

Acomo's predecessor, N.V. Rubber Cultuur Maatschappij Amsterdam (RCMA), listed on the Amsterdam Stock Exchange



1908 - late fifties

RCMA operates mainly in rubber and palm oil plantations in Indonesia



1982

RCMA is subject to a reverse take-over by Catz International resulting in a fresh start as an international commodity trading house



2000

Tovano welcomed to the Group



2000

New name: Acomo, short for Amsterdam Commodities N.V.





2009

Snick EuroIngredients added to the Group

2011

Acomo shares included in the AScX index

2015

Snick EuroIngredients and Tefco EuroIngredients integrated into a single EuroIngredients proposition

FOCUS ON FOOD

2006

Tefco EuroIngredients joins the Group

2010

Full focus on trading and distributing niche food products by divesting the minority shareholding in rubber.

2014

SIGCO Warenhandel welcomed to the Group



Red River Commodities, Red River-van Eck, Van Rees Group and King Nuts & Raaphorst added to the Group



VAN REES

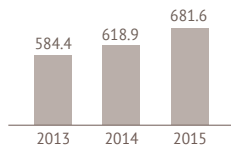


## Sales

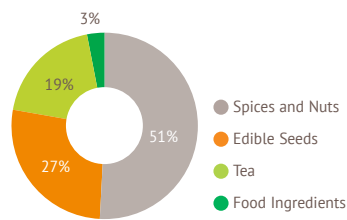
+ 10.1%

CAGR  
+ 8.0%

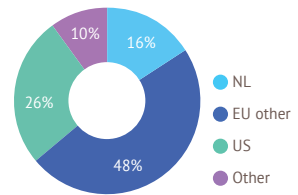
Per year (in € millions)



Per segment



Per geography

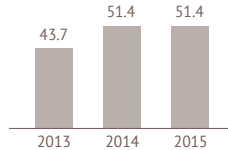


## EBITDA

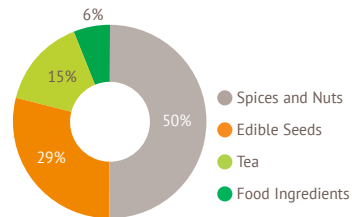
+ 0.1%

CAGR  
+ 8.5%

Per year (in € millions)



Per segment

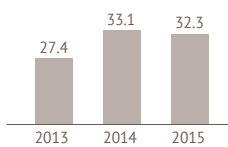


## Net profit

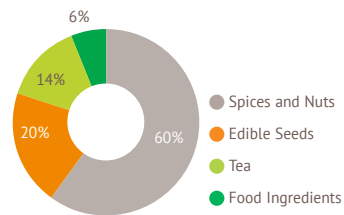
- 2.5%

CAGR  
+ 8.5%

Per year (in € millions)



Per segment



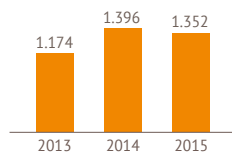
## Share information

### Earnings per share

- 3.2%

CAGR  
+ 7.3%

Per year (in €)

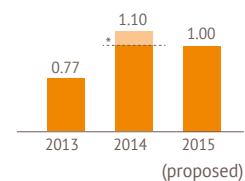


### Dividend per share

+ 0.0%

CAGR  
+ 14.0%

Per year (in €)



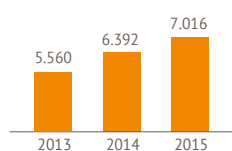
\* Special dividend of € 0.10 per share

### Equity per share

+ 9.8%

CAGR  
+ 12.3%

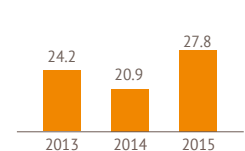
Per year (in €)



### TSR

27.8%  
(2015)

Per year (in %)





## FIVE-YEAR OVERVIEW

	2015	2014	2013	2012	2011
<b>Consolidated figures</b> (in € millions)					
Sales	681.6	618.9	584.4	593.1	571.0
Gross margin	110.0	101.8	91.9	87.6	83.4
EBITDA	51.4	51.4	43.7	43.9	38.4
EBIT	47.1	47.4	40.2	41.1	40.8
Financial result	(3.0)	(2.8)	(2.6)	(2.7)	(2.6)
Corporate income tax	(11.8)	(11.5)	(10.2)	(11.4)	(11.4)
<b>Net profit</b>	<b>32.3</b>	<b>33.1</b>	<b>27.4</b>	<b>27.0</b>	<b>26.2</b>
Impact of specific one-off items on net profit	0.9	0.3	(1.7)	(0.6)	(0.6)
Net working capital	87.4	81.9	69.8	68.6	65.8
Shareholders' equity (before final dividend)	168.3	151.9	130.8	121.1	111.4
Total assets	348.9	337.2	277.2	265.8	276.3
<b>Ratios</b>					
Solvency	48.2%	45.1%	47.2%	45.6%	40.3%
Return on equity (ROE)	20.1%	23.4%	21.7%	23.2%	25.4%
Return on net capital employed (RONCE)	18.1%	20.9%	19.9%	20.2%	21.3%
RONCE operating companies (excluding goodwill)	23.3%	27.1%	25.9%	26.3%	28.5%
Dividend pay-out ratio	74.2%	78.8%	65.6%	60.2%	57.5%
Net debt/total equity	0.64	0.61	0.58	0.63	0.89
<b>Key performance indicators</b> (in €)					
Earnings per share	1.352	1.396	1.174	1.163	1.130
Dividend per share (2015: proposed)	1.00	1.10	0.77	0.70	0.65
Equity per share at year-end	7.016	6.392	5.560	5.210	4.793
Share price at year-end	23.20	19.01	16.55	13.90	10.34
Share price high	25.83	19.01	16.95	14.35	11.34
Share price low	18.85	16.19	13.90	10.00	8.71
Price/earnings ratio at year-end	17.2	13.6	14.1	12.0	9.2
Market capitalization per 31 December (in millions)	556.6	451.8	389.4	323.1	240.4
Net cash flow from operating activities (in millions)	31.8	37.2	26.4	27.8	17.2
<b>Number of shares outstanding</b> (in thousands)					
Average	23 858	23 679	23 333	23 248	23 150
At year-end	23 991	23 767	23 532	23 248	23 248
Diluted	24 187	24 044	23 911	23 650	23 523
<b>Exchange rates</b>					
US dollar at year-end	0.921	0.826	0.725	0.758	0.772
% change	11.4%	14.0%	-4.3%	-1.8%	2.3%
Average US dollar	0.901	0.753	0.753	0.778	0.718
% change	19.7%	0.0%	-3.2%	8.4%	-6.0%

Working together with Rawther:  
their **processing and sterilization**  
of raw spices adds to the  
Catz International product range.



## Going further together

**In 2015, Acomó has shown that it is able to maintain the level of achievement of previous strong years. The figures we present in this Annual Report 2015 are testament to the stability of our organization and the robustness of our business model.**

The year 2015 has shown a robust and solid result which was more or less similar to the 2014 result. It gives me confidence for the future and shows me that the teams can deliver in difficult market environments. Looking at the key performance indicators we closed with a solid net profit of € 32.3 million. Acomó delivered € 1.35 earnings per share, we increased our equity per share from € 6.39 to € 7.02 and we achieved a return on net capital employed of 18.1%. This enabled us to maintain our dividend at € 1.00 per share, excluding a special dividend of € 0.10 per share. All in all a good year for you, our shareholders.

As CEO, I am proud of the people of Acomó, whose unrelenting commitment within the group companies has made it possible to deliver a solid year for our shareholders, for our customers and suppliers, and for all other stakeholders. There is no doubt that we are on the right track, achieving steady growth through a focus on quality and effective risk management. The inspiration for our commitment is deeply rooted in Acomó's familial culture of entrepreneurship. We understand that our success partly depends on the success of our partners and we therefore cherish our relationships that benefit our partners as much as ourselves. Hence the theme of this annual report: going further together.

### *Results of the product segments*

Looking at the results of our separate product segments, we see Spices and Nuts maintaining its high results through a combination of strict risk management and excellent position-taking. In its 159th year of existence, Catz International produced the best result in its history and I congratulate the Catz family with this incredible result. King Nuts & Raaphorst equaled its record performance of 2014 such that the Spices and Nuts segment contributed 60% to the total profit of the Group. Tea is slowly reaping the benefits of its focus on the quality of earnings and here too we see positive developments in results with a higher net profit. The challenge is now to keep increasing these results in the years to come. In Food Ingredients, we are seeing the leverage on the investments in Rudderveorde, Belgium. Increased production capacity is enabling us to meet the growth in demand. Growth has been picking up in pace such that we achieved an increased net result. In 2015, we fully integrated Tefco in Snick EuroIngredients and Tefco will cease to exist in 2016.

Edible Seeds experienced a difficult year in challenging market circumstances. In North America we experienced lower gross margins mainly due to lower commodity prices across the board and especially for sunflower seeds. This combined with a non-existent winter in the fourth quarter made the year a challenging one for Red River Commodities. Focusing on factors that are within our control, we have made investments in quality and efficiencies in our US facilities in 2015 that will lead to improvements in quality, cost efficiency, food safety and sustainable production. The results for sunflower seeds in the European countries were disappointing in the first half of the year. There was more reason for optimism in the second half of the year, as the market stabilized somewhat in Europe. Poppy and other seeds performed satisfactorily.

### *Positive developments at Group level*

Our business also saw further reinforcements in the fields of IT and risk management systems. Further implementations of new technology ensure that we will stay prepared to act efficiently and effectively in the interests of our stakeholders. The pace of market developments is continuously increasing, but state-of-the-art technology and a strong, flexible business model enable Acomó to maintain its market position.

In terms of sustainable business and corporate responsibility, we developed a uniform Code of Conduct. This builds on Acomó's long history and family culture that help us understand that there is more to life than short-term gains. We make our contribution to the future of the planet by upholding our company values and working together with our partners in the chain. I am convinced that the principles of sustainability must have and do have a significant role in the business models of each and every one of our operating companies.

Our overall organization has again become stronger in 2015, not least because of the new talent that has found its way into the holding and the group companies. We've been able to attract several young new employees through our presentations at career events organized together with leading Dutch universities. Students have cited our inspirational work environment and our fine products as their main reasons for joining the Acomogroup companies: hands-on experience in trading and room for initiative. And while they embrace the opportunity to learn and grow, we welcome their enthusiasm for our products and our culture. Their talent adds to the continuity of our business.

### *Farewell to one of our great contributors*

Klaas Huitema, former Managing Director of Catz International, passed away on 15 October 2015. Throughout his career, he has shown inspirational leadership and his contribution to the continued success of Catz International has been invaluable. As CEO of Acomogroup I have personally experienced, albeit too short, his support and involvement, and I'm sure that many share the same experience. Klaas Huitema will be missed.

### *Confidence in the future*

One final development in 2015 that deserves to be mentioned here is the resignation of our CFO, Jan ten Kate. I'm very grateful for Jan's loyal support and for his immense contribution to the success of Acomogroup. He was succeeded as CFO by Allard Goldschmeding, who I will gladly introduce to the shareholders at the general meeting on 26 April 2016.

I am proud of the results of our product segments and on the way we have achieved those results through collaborations within the Group and with our customers and partners. And I'm proud of the long-standing colleagues and the talented young people who choose to work with us. I would like to thank them for their hard work and the Supervisory Board for their continuous support and advice.

In 2016, Catz International celebrates 160 years in business, a remarkable achievement in today's world and a token of the sustainability of its business model. Catz International and the Acomogroup as a whole will continue to go further together with our stakeholders and pursue strategic value for the long term. We have a strong foundation that we can build on and we are confident about this new year of business.

I will be happy to further explain Acomogroup's results and expectations in this Annual Report 2015 and at the general meeting of shareholders in Rotterdam on 26 April 2016. I am pleased to invite you to that meeting, also on behalf of our new CFO, Allard Goldschmeding.

Erik Rietkerk,  
*Chief Executive Officer*



#### **In memoriam Klaas Huitema**

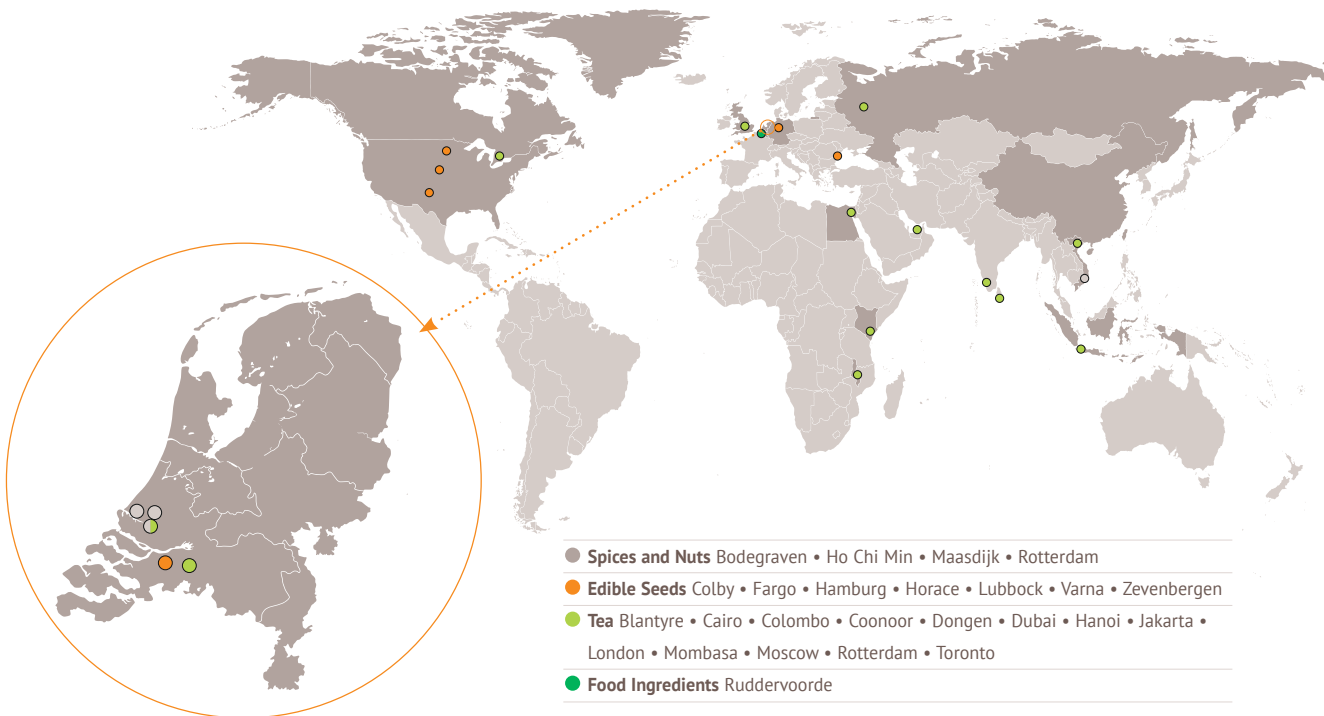
Klaas Huitema, former Managing Director of Catz International, passed away on 15 October 2015, aged 82.

Klaas was a man of tradition (people addressed him as 'sir', never as 'Klaas') but also a business leader who could think outside of the box. When prices of nutmeg and mace dropped dramatically in the early eighties, he was able to bring farmers and traders together to agree on an export limitation that brought the market back to health. He led the acquisition by Catz International of the smaller, but listed N.V. Rubber Cultuur Maatschappij Amsterdam. Next, the buyer became a subsidiary of the acquired firm, paving the way for the group structure of the firm now known as Acomogroup. He joined Catz International at the age of 19. He spent his formative years in Indonesia as a trader in spices. In 1960 he came to the Rotterdam office, where he led the trade with Indonesia, China, Malaysia and the Caribbean. In 1978 he was appointed Managing Director. His entire working life was spent in service of Catz International and he stayed involved with the company till the very last.

**The Acom Group**

Amsterdam Commodities N.V. ('Acom' or 'the Company') is the holding company of an international group of companies active in the worldwide sourcing, processing, trading, packaging and distribution of natural food products and ingredients for the food and beverage industry (together 'Acom Group' or 'the Group'). The product range comprises more than 500 main products including spices, nuts, dried fruits, tea, seeds (especially sunflower seeds) and natural food ingredients. The Group is active in more than 90 countries and employs close to 600 people.

***Bridging your needs***  
*As a Group we source, trade, process, package and distribute natural food products and ingredients*



Acom is a public limited liability company listed on the Amsterdam stock exchange (Euronext Amsterdam). The activities of the Group are being carried out by the group companies in four segments:

**Acom Group**

SPICES AND NUTS	EDIBLE SEEDS	TEA	FOOD INGREDIENTS
<p><b>Catz International B.V.</b> Rotterdam, the Netherlands Ho Chi Min, Vietnam</p> <p><b>Tovano B.V.</b> Maasdijk, the Netherlands</p> <p><b>King Nuts B.V.</b> Bodegraven, the Netherlands</p>	<p><b>Red River Commodities Inc.</b> Fargo, USA</p> <p><b>Red River-van Eck B.V.</b> Zevenbergen, the Netherlands</p> <p><b>Red River Bulgaria EOOD</b> Varna, Bulgaria</p> <p><b>SIGCO Warenhandels-gesellschaft mbH</b> Hamburg, Germany</p>	<p><b>Van Rees Group B.V.</b> Rotterdam, the Netherlands</p> <p><i>with offices in:</i> Blantyre, Malawi; Cairo, Egypt; Colombo, Sri Lanka; Coonor, India*; Dubai, UAE; Hanoi, Vietnam; Jakarta, Indonesia; London, UK; Mombasa, Kenya; Moscow, Russia; Rotterdam, the Netherlands; Toronto, Canada</p> <p><i>* since February 2016</i></p>	<p><b>Snick EuroIngredients N.V.</b> Ruddervoorde, Belgium</p> <p><b>TEFCO EuroIngredients B.V.</b> Rotterdam, the Netherlands</p>

All group companies are 100% subsidiaries.

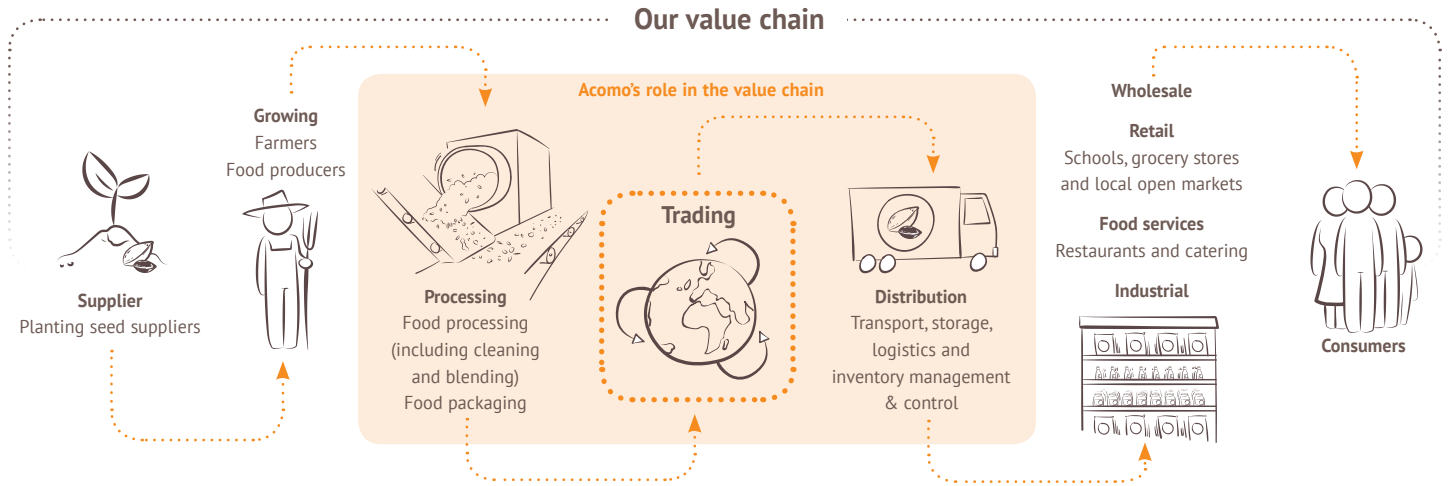


We are working together with our suppliers to provide our customers **pesticide-free teas** for a safe consumer experience.

FF-248  
27  
GOODER  
GIFT TEA  
OF NO COMMERCIAL VALUE  
TEA SAMPLE  
REES  
INDONESIA  
PT. ...

## Our business model: bridging your needs

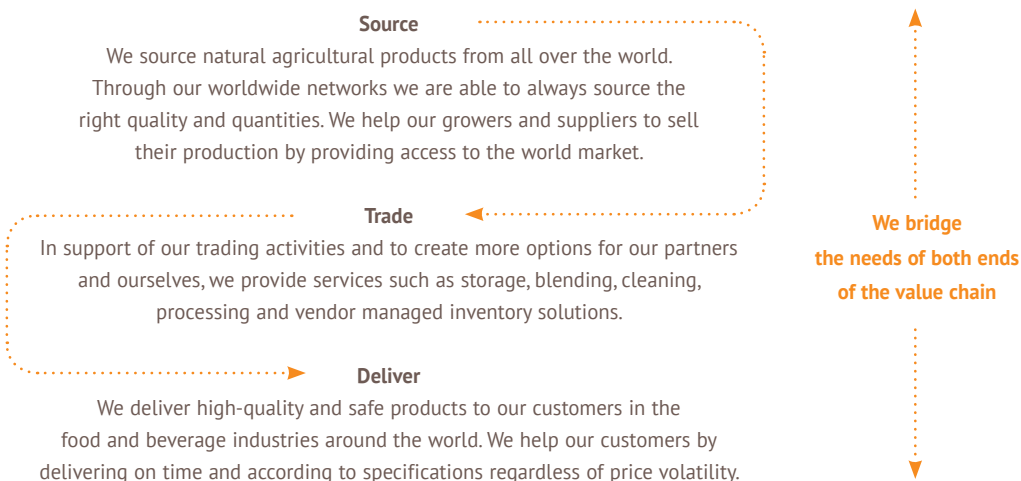
The group companies source, process, trade, pack and distribute natural food products and ingredients. In these activities the companies strive to add value in each part of the food value chain. We supply peace of mind by bridging the specific needs of multiple stakeholders.



Our role in the value chain is strengthened as we bridge the specific needs of our customers, allowing them to fully focus on their core activities. We support our trading activities with specific value-adding services such as storage, blending, cleaning, processing, packaging and distribution.

In our sourcing activities, we constantly maintain contact with growing areas and regularly visit the production centres. This enables us to maintain high quality standards and also to keep buyers fully informed of market developments and product availability. We make use of innovative techniques to develop new products in collaboration with our suppliers. In sunflowers seeds, for instance, we supply growers with innovative hybrids of confectionary seeds. We give growers peace of mind by contracting to buy all harvested raw sunflower seeds. We also bridge the entry to the market for small producers by opening our sales and marketing network for them.

At multiple destinations, we store our customers' products and provide vendor managed inventory solutions. This allows us to ensure the quality of our products, to secure the proper and timely execution of contracts under all circumstances, to reduce price volatility and to reduce the working capital needs of our customers. In collaboration with our customers we also develop new products and customized (functional) blends that are tailor-made according to their specifications. To ensure the high quality and safety of our products we not only maintain extensive communication with farmers and our suppliers, but we also apply rigorous quality control programmes, work with certified partners and continuously invest in our facilities and highly qualified staff. By bridging the distance between origin and destination of our products we always supply high-quality products, on time and in spec.



We are committed to supplying peace of mind to all our partners. Entrepreneurship, modesty, long-term growth, reliability and passion for our products are important values within the companies of the Acomo Group and in their relationships with shareholders, customers, suppliers and other partners. These values are important cornerstones in the way we conduct our business. Together with our partners we are continuously exploring new opportunities for improvement and growth. The lead factors are reliability and contract security. Acomo's keys to success are its worldwide sourcing capabilities, absolute reliability of contracts, effective risk management, operational excellence and socially responsible entrepreneurship.

### Our keys to success

#### Worldwide sourcing capabilities

*With a history that for some of our companies spans up to two centuries we have built a global network that ensures we can source the right quality and quantities for our customers every time.*

#### Absolute reliability of contracts

*We ensure our partners that a contract is a contract. This assurance and our proven reliability have resulted in strong and long-standing business relationships around the globe that are based on mutual respect and trust.*

#### Effective risk management

*Risk management is an integral part of the responsibility of every trader and manager. Our risk management tools help us to be successful in extremely volatile markets.*

#### Operational excellence

*Our experienced trading teams have the market intelligence and the capabilities to connect supply and demand. They create new opportunities for further growth.*

#### Socially responsible entrepreneurship

*By focusing on responsible entrepreneurship we work together with our partners on sustainable business opportunities which help to create more sustainable supply chains.*

### Our strategy and mission

#### Acomo mission

Our mission is to achieve long-term sustainable growth of shareholders' value through consistent growth of earnings per share, allowing for continued high dividend pay-outs representing above-market dividend returns.

#### Group strategy: Focus on Food

We pursue growth of the earnings per share by maximizing opportunities in the international sourcing, trading, processing, packaging and distribution of niche food commodities, ingredients and semi-finished products for the food and beverage industries.

Acomo actively pursues a two-tier policy to achieve long-term sustainable growth:

- Autonomous value creation within and through our subsidiaries by diversification of the product assortment, geographies and channels. Here, security of supply and food safety requirements motivate the active quest for expansion in the value chain.
- Acquisitions of leading companies in niche food commodities and ingredients for the food industry with a successful management track record and strong potential to contribute to the earnings per share of Acomo.

Our operational and financial selection criteria are strict because we do not want to compromise the high profitability of the existing activities and the other achievements and values of the Group.

#### Financial objectives

Among the financial objectives of the Company and its subsidiaries are:

- Maintaining the Group's traditionally strong dividend policy. This policy means that we pay out a substantial share of the annual net profit to our shareholders in cash every year. The pay-out ratio is subject to the free cash flow and solvency position and also depends on investment opportunities of the Group;
- Achieving an annual net profit of more than 15% of shareholders' equity in the long term;
- Safeguarding and strengthening our capability to generate future profits by maintaining a strong balance sheet and healthy financial ratios. We aim to maintain a consolidated solvency of around 40%, with a minimum of 30%;
- Maintaining adequate credit lines to ensure the financing of our subsidiaries' (trading) activities at all times, regardless of price volatility in the international commodities markets.

These objectives are applied and monitored throughout the Group.



## Roles of the holding company

Acomo is the holding company of the Group. It holds the shares in and has legal control over the Group's subsidiaries. Acomo has been listed on Euronext Amsterdam since 1908. The holding company is intentionally kept small, flexible and cost-efficient. Today the holding company employs eight FTEs.

The holding company's main tasks are:

- Managing our investments in subsidiaries and assisting the subsidiaries in the areas of IT, human resources, finance, legal, tax and other matters;
- Setting and implementing the Group's strategy, including merger, acquisition and disposal activities, taking into account acceptable levels of risks relating to the strategy and relevant aspects of corporate social responsibility;
- Ensuring the financing of the Group's strategy and trading activities;
- Assessing and monitoring effective risk management and control systems with regard to the subsidiaries' activities, including compliance with laws and regulations in the various countries in which the Group operates;
- Encouraging synergies through knowledge sharing between the subsidiaries, including the implementation of best practices in the context of risk management;
- Carrying out all the obligations and (legal) responsibilities which apply to a listed holding company, including the implementation and monitoring of effective corporate governance and socially responsible business policies, the preparation of annual and other periodic reports, consolidation, audit, PR and IR activities, and maintaining contacts with shareholders, AFM, Euronext and other authorities.

## Roles of the operating companies

The subsidiaries are the operating companies of the Group. They perform trading and processing activities in their own name and for their own account. To a great extent, they operate autonomously under the responsibility of their own management and financial control. Specific trading and financial guidelines and risk limits are in place per operating company, per product and per activity and the large subsidiaries are supervised by their own supervisory boards, which may include members of the Supervisory Board and/or Management Board of the Company.

The operating companies are divided into four product segments, which are presented on the following pages.

## King Nuts & Raaphorst

supplies weekly open markets in the Netherlands and entrepreneurs like this one in the Markthal in Rotterdam. These channels put the firm in a strong market position.



**KING NUTS RAAPHORST**

NUTS - RICE CRACKERS - DRIED FRUIT



## Spices and Nuts

**Catz International** is a leading trading house and supplier of spices, nuts, coconut products, dehydrated vegetables and dried fruit. Founded in 1856, the company uses its experience and market knowledge to recognize and anticipate on market opportunities. Catz International's expert traders visit the growing areas regularly and are in daily contact with all the major growing areas and suppliers. These contacts enable them to keep buyers fully informed of market developments and to be conversant with the different product qualities.

Catz International uses its experience and market knowledge to take advantage of market opportunities when deemed appropriate. Active in over 80 countries in the world, Catz International makes the largest contribution to the Group in terms of sales and profit.

**King Nuts & Raaphorst** is an established name in the world of nuts, dried fruit, rice crackers and superfoods. Since 1981 the company has been importing its products from around the world to supply customers in Europe and beyond. Products with added value are packaged to suit buyers' needs. King Nuts & Raaphorst supplies products in bulk packaging. With a storage capacity of 5,000 pallets in its factory warehouses, the company has the necessary in-house scope and space to ensure fast and consistent quality. Products are transported on a daily basis by the company's own vehicle fleet as well as by external carriers.

King Nuts & Raaphorst imports its products in bulk. Nuts are processed in self-owned and third-party production facilities. These are tested for quality at every stage of the process. Qualified employees operating state-of-the-art equipment guarantee a consistent top result.

**Tovano** is specialized in shelled and unshelled nuts, dried fruits, seeds, chocolate, rice crackers and snack products. Quality, food safety and flexibility in packaging and presentation are key factors of its business proposition.

Tovano's history covers more than six decades. It has earned the company a worldwide network of trusted suppliers and a good reputation. Tovano is well-known for being a reliable partner that imposes high standards in food safety. Furthermore, the company is able to tailor its products to each customer's requirements and wishes. As retail organizations, fruit and vegetable exporters, industrial food-processing companies, wholesalers and traders all have experienced at first hand.

*We source and distribute spices, nuts, dried fruits and dehydrated vegetables to and from over 80 countries all over the world. With a global network of partners we maintain constant contact with growers and producers to keep up with market developments.*



---

We have our own exclusive, specially developed **sunflower hybrids** that we share with growers in regions around the globe.

## Edible Seeds

**Red River Commodities** specializes mainly in confectionary sunflower seeds, both in-shell and kernels, for the snack industry and retail chains that sell wild bird food products. It operates from five different sites, with headquarters in Fargo, North Dakota, USA. With production facilities in a variety of geographical areas in the Midwest, from north to south, Red River Commodities does not depend on the growing conditions of any single location. This has earned the company a solid reputation and a leadership position. The processing facilities for cleaning, sorting, grinding, custom roasting and packaging are located in Fargo and Horace, North Dakota, in Colby, Kansas, and in Lubbock, Texas. From there, products for human consumption and wild bird food are shipped across the US and exported outside the US.

Red River Commodities' customers can be found in the snack industry, retail industry and in retail chains that sell wild bird food products. Its subsidiary SunGold Foods is active in roasting, salting and flavouring sunflower, soybean and other specialty products. The company also provides contract packaging for customers in a peanut- and tree-nut-free environment. The company also produces and sells SunButter®, a healthy alternative to peanut butter, made from specially roasted sunflower seeds. SunButter® is completely peanut-, tree-nut- and gluten-free. Packed with nutrition, SunButter® is an excellent choice for people with peanut allergies. It is distributed through US school systems, retailers and through internet-based sales.

**Red River-van Eck**, located in Zevenbergen, the Netherlands, is specialized in the processing and distribution of mainly poppy seeds to the confectionary, spice and bakery industries. It has achieved its leading position in the industry through entrepreneurship, reliability and commitment to its customers. With more than 125 years of experience, Red River-van Eck knows where to find the right products to satisfy its customers. It sources all over the globe, never compromising on quality, and works closely with its sister company Red River Commodities.

**Red River Bulgaria** in Varna oversees and coordinates its growing confectionary sunflower activities in Southeast Europe. Here, contract farmers grow confectionary sunflower seeds, which are cleaned, sorted and packaged by third parties for sales in Europe, the Mediterranean Rim and the Middle East.

**SIGCO Warenhandel**, located in Hamburg, Germany, is mainly active in the German market in the trade and distribution of edible seeds such as poppy seeds, sunflower seeds, sesame seeds and pumpkin seeds. Quality and contract performance have contributed to the fact that SIGCO Warenhandel is considered one of the leading suppliers of companies in the German baking and confectionary industry, where significant quantities of edible seeds are processed. Known for its first-class products and personal approach, SIGCO Warenhandel is seen as a reliable business partner. At origin, the company ensures that the quality and contract performance are guaranteed.

*We source, produce, package and distribute sunflower seeds, poppy seeds and other specialty seeds for human and wildlife consumption. All our seed companies do so while maintaining a high standard through rigorous quality programmes.*

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In our Tea segment, we have rolled out a tailor-made **ERP solution** to create a single platform to share information throughout the global supply chain. This has enhanced communication and transparency, and facilitates better risk management.



## Tea

**Van Rees Group** has been active as a global tea trader since 1819. It acts as an international supplier and processor of tea with a global network of twelve offices in tea-producing and tea-consuming countries. Its product and market expertise are rooted throughout the organization. They form the basis for all commercial activities. Supplying both private and public sectors has earned Van Rees Group recognition in the tea industry as a true world market leader.

Van Rees Group has extensive knowledge of and experience with almost all the tea markets in the world. As a result, it can meet all its customers' demands in terms of colour, taste, smell, leaf form and colour under the milk. Together with customers new products are developed at the specification of customers and at attractive costs.

In the tea-producing countries India, Indonesia, Kenya, Malawi, Sri Lanka and Vietnam, Van Rees Group offices have exclusive representations that visit local weekly tea auctions and local tea estates. The group supplies tea from any origin to both private and public sectors in many tea-consuming countries. Sales offices in Cairo, Dubai, London, Moscow, Rotterdam, Toronto, as well as in the countries where sourcing offices are located, deal with customers' requirements every day. Blending facilities are located in Colombo, Dongen, Jakarta and Mombasa. The blending facilities operate to customer specifications.

Today, Van Rees Group is one of the largest cross-border tea traders in the world.

Van Rees Group is very active in the area of sustainability. It works with growers and customers to establish sustainable supply chains for consumers.

As from February 2016, Van Rees Group also has an operation in South India through the acquisition of the business of Container Tea & Commodities by the newly established subsidiary Container Tea – Van Rees Trading Private Limited. This acquisition marks Van Rees Group's first step into India and will bring certified tea grown by a number of excellent estates to multi-national clients.

*With a global network and offices around the world we have extensive knowledge of and experience with all the main tea markets. Van Rees Group is one of the largest cross-border tea traders in the world.*

Further growth potential in Food Ingredients was achieved through the introduction of **new blending facilities** in Ruddervoorde.





## Food Ingredients

**Snick EuroIngredients** manufactures ingredients and supplies them to food producers, especially producers of savoury foods and food products. Its products are natural flavouring ingredients, raw materials, semi-finished flavourings, and wet or dry compounds and blends. The company has been active since 1993. With decades of experience and a team of highly motivated food technologists, it helps clients to select and develop the best suitable flavours and blends. Clients may also use its professional kitchen and pilot plant, all for the creation of unique and innovative concepts. Most of Snick EuroIngredients' applications can be found in sauces, soups, meat and fish preparations, mayonnaise and desserts. In the sweet product range it further provides a wide range of products for the bakery, confectionary, dairy and beverage industries.

In 2015, **Tefco EuroIngredients** was merged with Snick EuroIngredients. For some time, the two companies had been operating under one management team and with a single strategic direction for the Benelux countries. Now a single Snick EuroIngredients proposition fully covers the Benelux.

Tefco EuroIngredients' contribution to the new Benelux-wide Snick EuroIngredients operation consists of ingredients for manufacturers of bakery products, savoury snacks and meals, confectionary, beverages, animal food and nutritional supplement – a wide range of products, mainly from European producers.

The Food Ingredients segment is active in flavours, functional additives and specialties. In flavours, we provide meat flavours such as poultry and veal, vegetable flavours such as carrot, onion and tomato, cheese flavours, yeast extracts, spices and herbal blends. In functional additives we provide system solutions such as natural colourings, texturizers and sweeteners. And in specialties we provide products such as a vegetarian Worcestershire sauce.

*We produce and distribute natural food ingredients as single ingredients or functional blends to the food and beverage industry. Our applications are found in sauces, soups, meat and fish preparations and desserts.*



We use innovative **moisture sensors** to improve yields and quality while saving resources such as water. Together with our partners we aim to reduce the environmental footprint of the products we sell.

## Bridging the needs within the supply chain

*Trading has the capacity to accelerate economic and social development.*

The Group sources, trades and distributes over 500 agricultural commodities from and to more than 90 countries. Our role in the supply chain enables us to build bridges between customers and suppliers all over the world. With our knowledge and experience we can provide access to the world market, which helps our growers and suppliers to sell their production. At the same time we source high-quality and safe products from all over the world and deliver them to our customers when needed, regardless of price volatilities. We at Acomó understand that a balance between profit, people and natural resources is the only way to achieve sustainable development and long-term growth. Sustainable development asks for innovative ways of doing business: entrepreneurship as well as increased and innovative collaboration with existing and new partners.

### Going further together with our stakeholders

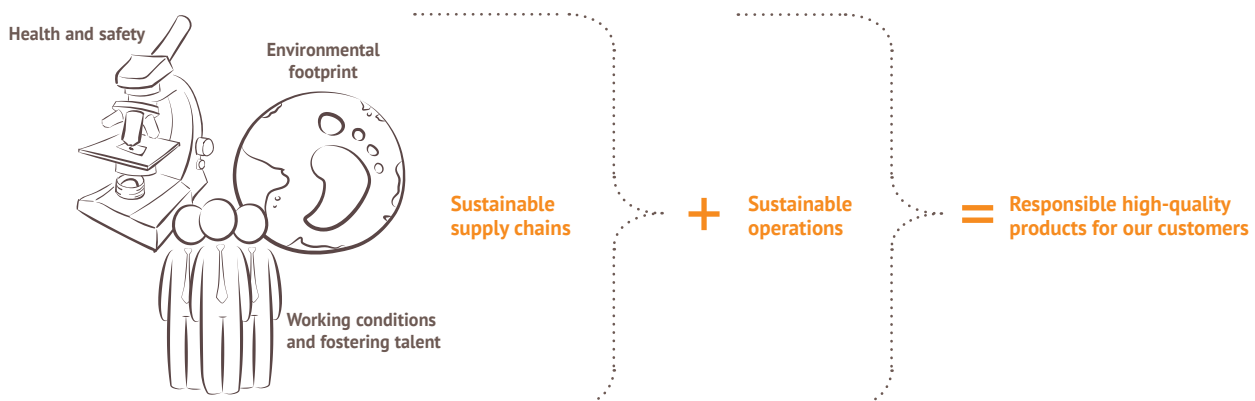
As we are an international group of companies in various supply chains there are many different stakeholders who have an impact on or are impacted by our business. Our main stakeholders are our employees, customers, suppliers, shareholders, governments, research institutions and NGOs. We team up with our partners to address challenges and opportunities in our pursuit of sustainable development. Together we go further, we continuously seek new opportunities for improvement and growth. As a trading house, we recognize that there are limits to the direct influence we can have on social and environmental opportunities and challenges. The dialogue with our stakeholders enables us to work together on practical solutions for challenges that can't be solved by a single organization.

### Our CSR framework and focus

Corporate social responsibility (CSR) is on the agenda at all levels of the organization. The Management Board and Supervisory Board agreed upon the CSR framework and the project Road to sustainable growth. In 2015 we continued this project in which we have been conducting extensive research, including many conversations with internal and external stakeholders. This has helped us understand the developments in our segments, the challenges and opportunities and also the role the companies in the Group can have in creating more sustainable supply chains.

Based on our research we have identified three material CSR topics: **health and safety**, **environmental footprint** and **working conditions and fostering talent**. We focus on opportunities both in the supply chain and in our own operations, which enables us to deliver responsible high-quality products to our customers.

These CSR topics are, to varying extents, relevant for all companies in the Group, where they require a tailored approach. Because of differences in business models, size and presence in the supply chain, the operating companies focus on their individual challenges and opportunities. The management of each company in the Group is responsible for the development and implementation of CSR activities in their own operations. Acomó supports the operating companies in this process. All Acomó companies work together with their partners and take responsibility to bridge the need for a healthy planet.



## Health and safety

*Healthy and safe products are and have always been a top priority for all the companies in the Group. We are committed to providing safe products to our customers.*



Food safety does not start in our facilities, but with the seeds and the cultivation methods at the farms that grow the products we trade and distribute. We work closely with our suppliers to ensure that the products we buy are safe and compliant with relevant regulations. Especially the use of chemicals and pesticides is a growing problem for many of our agricultural commodities. We work together with our suppliers and other partners to address this complex issue.

... *The field teams of the Edible Seeds segment have many years of experience in working together with sunflower farmers across the US. This has made it possible to provide farmers with training and advice about pesticides and fertilizer use, which contributes to better yields, quality and food safety of the products.* ...

... *Pesticides pose significant issues in the Asian tea industry. Excessive use of pesticides and chemicals at estate level is not only a risk for product safety, but also for the environment and the health of workers at the estate. Van Rees Group is working with various smallholder farmer groups in Vietnam to grow, harvest and process tea that is safe for consumption and compliant with regulations. Through the local tea association and IDH, awareness of the risks related to pesticide use has increased. Farmers are trained by agro teams to reduce pesticide usage. Through its local processing partner, Van Rees Group is increasing production capacity close to farmers to be able to process tea that is compliant with EU standards.* ...

With strict control policies in all our facilities we minimize food safety risks for our customers. Our facilities are certified according to standards such as FSSC22000, HACCP and SQF. Together with suppliers and customers we work on product innovations that lead to healthier alternatives and products that are safe for people with allergies.

... *Snick EuroIngredients produces and distributes natural flavouring ingredients and blends. The research and development department develops unique, tailor-made products that contain less salt, fat and sugar without compromising on taste.* ...

## Environmental footprint

*We focus on efficiency and innovative technologies to save natural resources and lower the environmental impact of the products we sell.*



Soil quality, water availability and the right weather conditions are essential for growing the agricultural products we source. We don't own farms or estates, but we work with our partners in the supply chain to improve quality and yields. If our suppliers are able to improve production per hectare while reducing the amount of resources used, this will reduce the environmental footprint. With many of our suppliers we have long-standing relationships with mutual understanding of the importance of long-term availability of fertile soils.

... *In 2015, Red River Commodities and several of its Texas farmers installed soil moisture sensors. The data from these sensors provides information that leads to more efficient use of water. The farmers who installed the sensors reduced their water usage by a minimum of 15%. This reduction is expected to increase once the farmers become more familiar with the sensors and the data.* ...

The environmental footprint of the Acomo companies is relatively small, but we always try to improve when it comes to reducing our footprint. We found that our main direct environmental impact comes from energy usage and waste in our processing facilities. We continuously search for new ways to save energy and find new uses for the residual products that would otherwise be considered as waste. This past year we started measurements and created baselines in our own processing facilities. These baselines help us to even better understand our impact on the environment, to identify saving opportunities and to improve communication about improvements. In the coming years we will work on further energy and waste reductions and continue our measurements.

... *Various energy-saving initiatives have been implemented in our Van Rees Group facilities. The tea blending facility in Colombo, Sri Lanka, made adjustments on the roof at the beginning of 2015 to make more efficient use of daylight coming into the facility. Van Rees Group in Dongen, the Netherlands, introduced a more energy-efficient compressor.* ...



52.6 kWh per tonne produced product  
is 27.6 kg CO<sub>2</sub> per tonne produced product\*



7.1 kg waste per tonne  
produced product\*

\* Included are production facilities where electricity usage and waste are significant. Data from King Nuts & Raaphorst (only electricity data included), Red River Commodities, Red River-van Eck, Van Rees Dongen, Van Rees Colombo and Snick EuroIngredients is included.

## Working conditions and fostering talent

*We employ close to 600 people and the products we trade provide a livelihood for many more (smallholder) farmers and their workers. We work together with our partners to create value for all actors involved.*



The products we source originate from around the world. It goes without saying that different origins face different opportunities and challenges regarding working conditions and fostering talent. Some products come from rural areas of emerging markets where poverty, lack of education and sanitation are major challenges, which increases the risk of child labour and poor working conditions. These are complex issues, which we as traders can address only indirectly and to a limited extent. Therefore we work together with our suppliers, customers, NGOs, governments and other partners to tackle these challenges.

... In 2015 Van Rees Group joined the Malawi Tea 2020 Revitalization Programme in which it works together with tea producers, tea packers, IDH, ETP, certification bodies and retailers. In this programme, twenty organizations work together to achieve a competitive and profitable Malawian tea industry in which workers earn a living wage and smallholders earn a living income. As a bridge between producers and tea brands, Van Rees Group provides access to markets and focuses on improving incomes by supporting producers in their efforts to achieve better yields and quality. ...

Acomco is an international group of companies with offices all over the world. A talented and motivated workforce is essential for achieving our goals. We seek to attract, develop, reward and retain competent and motivated individuals. All companies in the Acomco Group promote a culture that is built on mutual respect and is free of harassment and discrimination. Everyone in the Acomco Group is responsible for creating a healthy, inspiring and challenging work environment where talent can grow.



## Catz Charity Foundation

In addition to Acom's CSR efforts at the corporate level, employees of Catz International are active through the Catz Charity Foundation. This foundation was established after the deadly tsunami in 2004, with the objective to channel individual initiatives of Catz International employees and other partners. The foundation continues to focus on small-scale projects with reliable partners and minimal overhead costs to ensure that as much as possible of what is donated reaches those who need it.

The Catz Charity Foundation supports several local organizations with financial and material donations. Many of the projects help young people develop skills that enable them to build a future and become self-supporting.

In 2015 the foundation supported the following organizations:

- The Blessed Generation, with whom the Catz Charity Foundation has a long-standing relationship. This organization provides education and a home to more than 700 (orphan) children. In 2015 the Catz Charity Foundation extended with three years the agreement with Blessed Generation to provide support and security for the future. Donations that are part of this three-year agreement help to cover daily costs in the orphanages and schools. The Catz Charity Foundation also supported the Goarunners project, a microfinance initiative that helps young adults who grew up in orphanage to set up their own businesses.
- Stichting Schoolproject Uganda, a non-profit organization that aims to improve education in Uganda. A donation of the Catz Charity Foundation has helped to build four new classrooms at the Kitwe Primary School. The school is of great importance for the region and has a great attraction to children in the area, which has led to very full classrooms. The expansion with four new classrooms was important to provide education to all the children.
- Stichting School in Ecuador, which strives to make education affordable for children in Guayaquil, Ecuador. In 2015, the Catz Charity Foundation made a donation to help renovate classrooms to create a healthier and safer environment for the schoolchildren.
- Médecins Sans Frontières (Doctors Without Borders), in support of their work in Nepal after the devastating earthquake.

*The Catz Charity Foundation welcomes and appreciates your support and donations to help improve lives in communities in need. For more information please visit [www.catz.nl](http://www.catz.nl). For donations please transfer your funds to: IBAN NL79ABNA0439501385, ABN AMRO Bank.*



Together with local partners the **Catz Charity Foundation** supports small-scale projects that help to develop talent and improve the living conditions of local communities.





## SHARE INFORMATION

Acomco shares have been listed on Euronext Amsterdam since 1908 (ISIN code NL0000313286). The shares were included in the ASX index on 21 March 2011.

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### Dividend policy

We aim to maintain the Group's traditionally strong dividend policy. This policy implies that a substantial share of the annual net profit is paid out to the shareholders in cash every year. The pay-out ratio is subject to the realized free available cash flow and solvency and also depends on investment opportunities of the Group.

### Share performance

Per ordinary share (in €)	2015	2014	2013	2012	2011
Net profit (basic)	1.352	1.396	1.174	1.163	1.130
Dividend in cash (2015: proposed)	1.00	1.10	0.77	0.70	0.65
Shareholders' equity at year-end	7.016	6.392	5.560	5.210	4.793
<b>Share price - closing prices</b>					
Year-end	23.20	19.01	16.55	13.90	10.34
High	25.83	19.01	16.95	14.35	11.34
Low	18.85	16.19	13.90	10.00	8.71
Price/earnings ratio at year-end	17.2	13.6	14.1	12.0	9.2

### Shareholders' information

Shareholders holding 3% or more (latest information based on total issued shares as at 31 December 2015):

Mont Cervin SarL	15.28%
Mawer Investment Management	12.68%
Red Wood Trust	9.62%
Monolith Investment Management B.V.	5.03%
Todlin N.V.	5.00%
	<u>47.61%</u>
Other	52.39%
Total	<u><u>100.00%</u></u>

### Number of shares outstanding

The number of issued shares in 2015, 2014 and 2013 were as follows:

	2015	2014	2013
At year-end	23 990 826	23 766 701	23 531 676
Weighted average	23 857 654	23 679 378	23 332 788
Fully diluted at year-end	24 187 346	24 044 418	23 910 588
Fully diluted weighted average	24 115 882	23 977 503	23 780 093

In 2015, the total number of Acomco shares traded was 4.7 million, on average 18,210 per day. This represented 19.54% of the number of issued shares. The market capitalization at year-end amounted to € 556.6 million (2014: € 451.8 million, + 23.2%). The average traded share price in 2015 was € 22.69 (2014: € 17.45 + 30.0%).

## MANAGEMENT BOARD

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### Profile of the Management Board

The Company consists of a small management team. The CEO and the CFO together make up the Management Board of the Company. The CEO also acts as Company Secretary as described in the Dutch Corporate Governance Code ('the Code').

The task of the Management Board is to manage the Company, which includes the responsibility for the performance of the Group, the implementation of the Company's role, objectives and strategy, within the risk profile relating to the strategy and taking into account corporate social responsibility aspects which are relevant for the Company.

Any form and appearance of a conflict of interest between the Company and the Management Board members is avoided. Decisions to enter into transactions involving potentially conflicting interests on the part of Management Board members who are of (material) significance to the Company and/or the respective Management Board members require the approval of the Supervisory Board.

The Company's Articles of Association and the Code of Conduct for the Management Board include most of the Code's principles and best practice provisions insofar as they apply to a two-person Management Board. The Code of Conduct is published on the Company's website [www.acomo.nl/corporate-governance](http://www.acomo.nl/corporate-governance).

As of 1 August 2015, Mr J. ten Kate resigned from his position as CFO at Acomo. Acomo's new CFO, Mr A. Goldschmeding, joined the Company as per 1 December 2015 and has been nominated for appointment as statutory director in the upcoming annual general meeting.



E. Rietkerk  
(1960), Dutch  
Chief Executive Officer,  
appointed on  
7 May 2013



A. Goldschmeding  
(1964), Dutch  
Chief Financial Officer,  
to be appointed,  
26 April 2016

## Profile of the Supervisory Board

The composition of the Supervisory Board of the Company is aimed at its proper functioning in the specific corporate governance structure of the Group, particularly taking into account the close working relations between the Supervisory Board and the Management Board of the Company and the managements of its subsidiaries. In this perspective, experience and expertise in the areas in which the Group is active are the most important criteria. Experience in international business and proven managerial skills, preferably in purchasing, marketing, processing and distribution of food commodities, mergers and acquisitions, CSR and strategy are required. Specific expertise in financial, economic and (Dutch) social matters needs to be present, as well as affinity with international trade and customer focus. In the manner of its composition, the Supervisory Board seeks to group a variety of experts who complement each other and provide a good balance of ages and genders. A conscious attempt is made to appoint several members who are still fully active, particularly in the business community.

The Supervisory Board shall, to the maximum possible extent, take the above guidelines into account when considering appointments to the Board. Resigning members are eligible for re-appointment, for a period of six years each time. Considering the value of expertise and long-term experience with the activities of the Group, there is no limitation with regard to the maximum number of terms of Supervisory Board members. The Company adheres to the best practice rules of the Code and the Act on Corporate Management and Supervision (Wet Bestuur en Toezicht) with regard to the maximum number of Supervisory Board mandates a Supervisory Board member may hold and with other incompatibilities regarding the appointment of candidates as member of the Supervisory Board. The Code of Conduct is published on the Company's website [www.acomo.nl/corporate-governance](http://www.acomo.nl/corporate-governance).



B. Stuivinga, Chairman  
(1956), Dutch  
Member of the Supervisory Board  
since 2002, re-appointed in 2010,  
resigning in 2016  
Tax lawyer and attorney-at-law



Y. Gottesman  
(1952), British  
Member of the Supervisory Board  
since 2002, re-appointed in 2012,  
resigning in 2018  
Private investor



J. Niessen  
(1963), Dutch  
Member of the Supervisory Board  
since 2011, resigning in 2017  
Private investor



M. Groothuis  
(1970), Dutch  
Member of the Supervisory Board  
since 2013,  
resigning in 2019  
Private investor



THIS IS A PEANUT AND  
TREE NUT FREE  
FACILITY



NO PEANUTS OR TREE NUTS  
ALLOWED



Taking allergen-free a step further:  
sunflower seeds for **SunButter®** are  
now roasted on-site at the Fargo facility.  
Thanks to the new roaster from Proctor.

# REPORT OF THE MANAGEMENT BOARD

We present to you the activities of the Acom Group in 2015 and the consolidated financial statements for the year ended 31 December 2015.

## Highlights

Consolidated sales reached € 681.6 million in 2015, an increase of 10.1% compared to last year (2014: € 618.9 million). Net profit reached a solid € 32.3 million, slightly below the record of 2014 (€ 33.1 million, -2.5%).

The results for the year 2015 reflect the very strong performance in the segment Spices and Nuts, with Catz International bringing in its best result in its 159-years history. The segment Food Ingredients performed better than in 2014 and the companies within our Tea segment realized an improved and solid result. The companies within our Edible Seeds segment had a difficult year both in Europe and the US, due to record harvests, low prices and quality issues in Bulgaria.

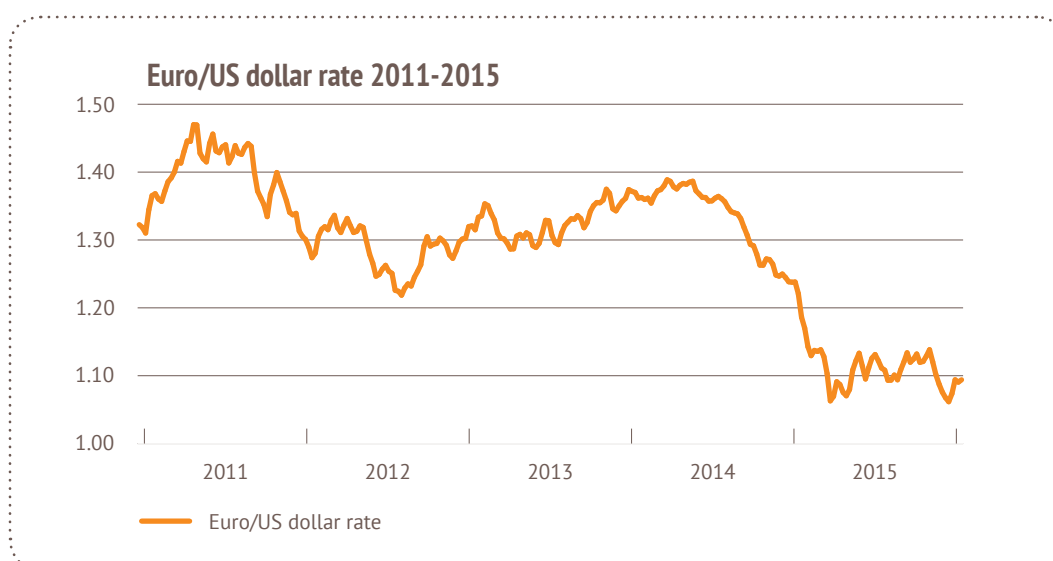
In terms of our continuous investments for a sustainable future of our group companies, we further rolled out Van Rees Group's ERP system in two additional countries. We expect to finalize the roll-out in 2016, when the ERP system will have been implemented in all major locations. Further, we invested in three relatively large projects in the North American edible seed operations. We built an extension to the Red River Commodities office in Fargo, North Dakota, in order to insource staff that was previously located at other sites than our own offices. We invested in a new roaster for SunButter® to ensure a completely allergen-free facility, the optimal production environment for a safe consumer product. Finally, we replaced an outdated process control system in the processing facility in Colby, Kansas, to safeguard our production environment and increase efficiency.

We expanded the credit facilities with our banks at no additional costs and agreed a maximum of € 30.0 million extra for our working capital facilities. This proves again our excellent relationship with our partner banks.

Acom participated in two career days at leading universities in the Netherlands, thereby bringing the Group closer to talented young people. We will continue these activities with the assistance of our operating companies.

On 1 September 2015, the third vesting (25%) occurred of options granted to selected employees in 2010. In 2015, 224,125 options were executed and 50,000 new options were issued. As at 31 December 2015, 25,000 vested options were still exercisable and 395,500 options were non-vested.

The 2015 results include a number of one-off items, mainly consisting of the partial release of a contingent purchase consideration and a tax gain. In total, these items had a positive impact on the 2015 net result of € 0.9 million (2014: + € 0.3 million).



The US dollar strengthened substantially versus the euro in 2015 compared to 2014. The average annual euro/US dollar exchange rate in 2015 was 1.1102 (2014: 1.3285). The FX rates contributed positively to sales (+ € 53.0 million) and net profit (+ € 2.6 million). The 2015 year-end exchange rate of 1.0862 is evidence of the significantly stronger US dollar against the euro when compared to the 2014 year-end rate of 1.2100. As per 31 December 2015, currency effects led to an increase in total assets (+ € 16.5 million).

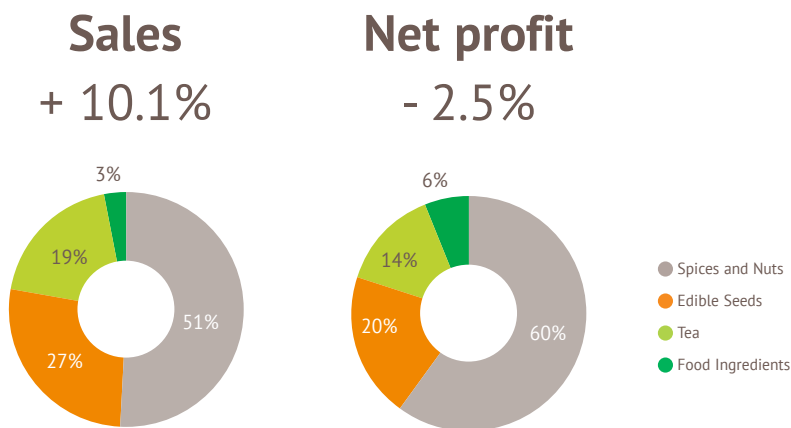
### General environment

The year 2015 did not deliver a lot of respite in the general economic and political environment. There was a significant correction on the world markets in commodities such as oil and metals. This had an effect on some of our commodities, mostly in North America and in particular in the Edible Seeds segment. Prices for agricultural commodities like corn, millet and soy were hit by large price decreases, which had a downward influence on prices for confectionary seeds and also affected price levels of other ingredients of our wild bird food business. Most of our products however were less affected by this global correction. Selected commodities like pepper, nuts and tea saw upward tendencies during the year and significant volatility. In response to the volatility of our markets and the price increases and decreases we focused even more intensely on risk management. We put even more stress on credit limits and performance risks, and the Group as a whole performed well in these areas.

Looking at crops, we saw the first signs of El Niño effects in different product groups. Drought in the Far East started to influence prices and markets were taking forward views of anticipated shortages or abundances. An extreme example was the excellent yield in confectionary sunflower seeds in almost all regions of the world. Our trading teams made mostly good choices in their positions and performed well.

Geopolitical developments in the world caused severe strain on oil-dependent economies where currency volatility increased. In some countries this culminated in severe devaluations, which in turn led to an increase in risk and a decrease in local demand for imported goods. Unrest in Ukraine and the Middle East caused a serious drop in demand from these regions for products like spices, nuts, confectionary seeds and tea.

The European and American economies showed further signs of strengthening, which was more apparent in the US than in Europe. Quantitative easing made for low interest rates, which is conducive to our type of business. We saw economic growth in food in Europe and the US and we grew with this development. The slowdown in developing countries did not greatly affect our business, as our current presence in emerging regions is relatively small. We expect the economies in the US and Europe to remain on a fragile path of recovery, although we have not turned the corner yet.



## Activity reviews per operating company

### *Spices and Nuts*

**Catz International** performed extremely well, booking its best ever results. Sales were up significantly on 2014 due to higher average prices for various larger product groups as well as bigger volumes. Catz International remained the largest contributor to the Group's net profit. Catz International faced very volatile market conditions for many of its product groups. This volatility was particularly apparent in its spices, desiccated coconut and nuts business. Catz International again proved the value of its knowledge, experience and execution skills and was able to take advantage of its strong balance sheet.

**Tovano**, active in packed nuts and dried fruits, had a solid year and reached a record turnover. Profit levels were satisfactory.

**King Nuts & Raaphorst**, active in nuts and rice crackers, was able to maintain its market shares and margins in 2015, resulting in a net profit equal to its 2014 record year. The combination of the stronger US dollar and very high prices for certain nuts resulted in difficult trading conditions. King Nuts & Raaphorst maintained its strong position on the domestic market and increased exports compared with 2014. King Nuts & Raaphorst proved it is the market leader in the Netherlands in nuts and associated products. The management team continues to deliver excellent results.

### *Edible Seeds*

**Red River Commodities** which is active in sourcing, processing and distributing edible seeds (mainly sunflower), experienced a difficult year in challenging circumstances. The global harvest for sunflower seeds was abundant and put severe pressure on the margins of the Red River Commodities' business. This, combined with a strong US dollar, made raw seed exports very challenging. Political unrest in the Middle East and war in Syria and Iraq also had an impact on demand. In 2015, price levels for confectionary sunflower seeds were significantly below 2014 with downward pressure delivered by other commodities that are used in wild bird food mixes. This resulted in lower sales and a significantly lower gross margin for Red River Commodities as a whole. SunGold sales and net profit were higher than in 2014. The main reasons included increased sales of in-shell sunflower seeds and increased volumes of alternative products such as roasted chickpeas and soybeans. Sales of SunButter®, an allergen-free substitute for peanut butter, grew in 2015. Higher costs in personnel and increased marketing efforts lowered net profit compared to 2014.

**Red River-van Eck** made good use of trading opportunities in the poppy seeds market and realized strong results in poppy and other baking seeds. The company's sunflower seed activities in Southeast Europe were hit by market oversupply and quality issues with the 2014 crop, for which provisions were taken in 2015. This resulted in a net loss for Red River-van Eck. In response to this, the current Bulgarian sunflower activities will be wound down.

**SIGCO Warenhandel** made a positive contribution to the 2015 Group net profit. The integration of SIGCO Warenhandel was completed in 2015 and the company is now ready for future growth.

### *Tea*

**Van Rees Group** performed well in difficult market conditions. Through its worldwide network of 12 offices, Van Rees Group is an important supplier to tea importers in the Mediterranean region, Eastern Europe and the Middle East. Many of these markets faced adverse political and economic developments, resulting in logistical and currency challenges. A focus on the quality of earnings resulted in lower volumes in some areas. However, a focus on risk management and working capital management resulted in an increase in net profit. In 2015, Van Rees Group rolled out its new ERP system in North America and Kenya and this process will be continued in 2016.

### *Food Ingredients*

The Group's natural food ingredients activities developed positively in 2015. **Tefco EuroIngredients** and **Snick EuroIngredients** were merged into one organization for the Benelux market, with a unified strategy and customer sales approach. As a result the office in the Netherlands was closed and inventories were centralized in Ruddervoorde, Belgium. All activities were also migrated into the Snick EuroIngredients IT system. The consolidation process will be completed during 2016.

## Financial review

### Consolidated balance sheet

Condensed consolidated balance sheets for the years ended 31 December 2015, 2014 and 2013 are presented below:

Condensed consolidated balance sheet (in € thousands)	31 December		
	2015	2014	2013
<b>Short-term investments</b>			
Inventories	163 147	164 537	129 117
Trade receivables	75 150	68 819	60 686
Trade creditors	(37 538)	(51 212)	(32 808)
Other assets and liabilities, working capital related, net	(15 552)	(16 208)	(15 735)
Cash and cash equivalents	1 384	1 558	1 381
Bank overdrafts	(98 260)	(82 497)	(60 045)
Other assets and liabilities, net	(489)	(2 838)	(12 583)
Total, net	<u>87 842</u>	<u>82 159</u>	<u>70 013</u>
<b>Long-term investments</b>			
Intangible assets	60 436	56 816	47 174
Property, plant and equipment	42 091	38 014	35 409
Provisions	(14 181)	(14 714)	(12 762)
Total, net	<u>88 346</u>	<u>80 116</u>	<u>69 821</u>
<b>Total investments</b>	<u>176 188</u>	<u>162 275</u>	<u>139 834</u>
<b>Long-term financing</b>			
Shareholders' equity	168 320	151 920	130 834
Bank borrowings	7 868	10 355	9 000
Total	<u>176 188</u>	<u>162 275</u>	<u>139 834</u>

The effect of higher price levels at year-end, specifically in the Spices and Nuts segment, and the strong year-end euro/US dollar exchange rate, partly offset by active working capital management, led to an increase in the Group's total balance sheet.

Total assets as at 31 December 2015 amounted to € 348.9 million (year-end 2014: € 337.2 million, + 3.5%). In 2015, the main financial developments reflected in the consolidated balance sheet were:

- Total operating working capital increased by € 19.3 million, reflecting the net effect of the stronger year-end US dollar and higher price levels of some products and significantly reduced trade creditors at year-end, partly offset by active working capital management. As a result, total working capital debt, partly in US dollars, increased by € 15.8 million.
- Goodwill increased by € 3.5 million as the stronger year-end US dollar affected the recorded goodwill paid for the seeds and tea businesses in 2010.
- Total tangible fixed assets increased by € 4.1 million, mainly due to the stronger year-end US dollar (positive impact approximately € 3.6 million).
- Shareholders' equity increased by € 16.4 million to € 168.3 million on 31 December 2015 (year-end 2014: € 151.9 million). The highlights included: 2015 net profit amounting to € 32.3 million, dividend payments to shareholders amounting to € 26.2 million (in 2014: € 23.7 million, + 10.6%) and positive currency effects of € 5.3 million. A total of 224,125 new shares were issued relating to the Acomó share option plan, increasing shareholders' equity by € 1.7 million.

Solvency as per 31 December 2015 was 48.2% (year-end 2014: 45.1%), which significantly exceeds the minimum solvency levels required by Acomó's financial policy.



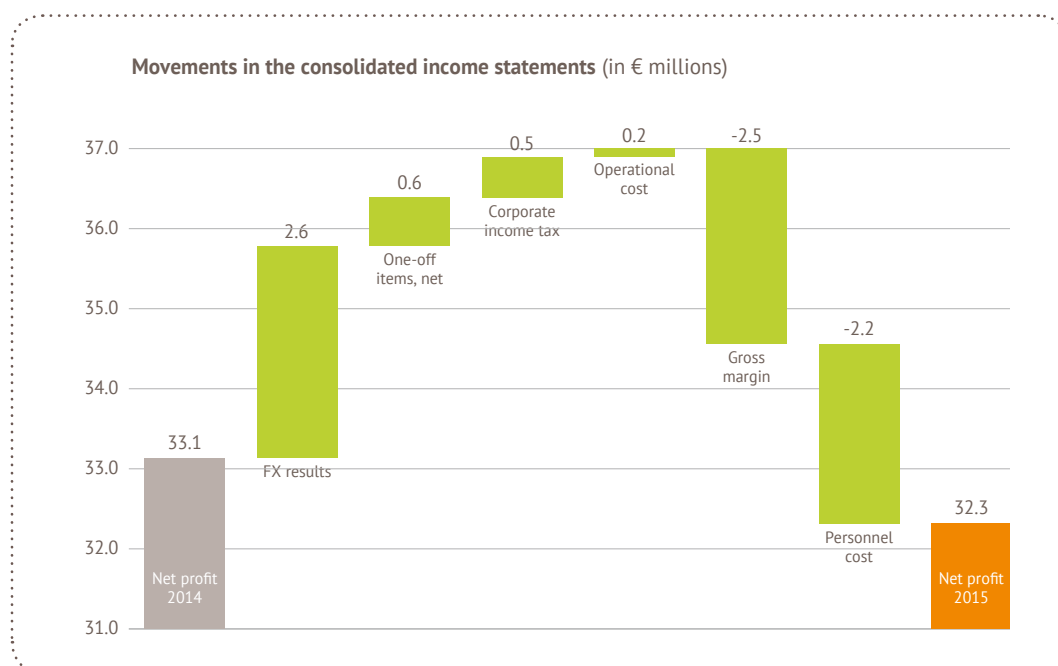
Consolidated income statement

Condensed consolidated income statements for the years 2015, 2014 and 2013 are presented below:

Condensed consolidated income statement (in € thousands)	2015	2014	2013
Sales	681 584	618 871	584 423
Cost of goods sold	(571 566)	(517 028)	(492 530)
<b>Gross profit</b>	<b>110 018</b>	<b>101 843</b>	<b>91 893</b>
Operating cost excluding specific items	(63 680)	(55 055)	(49 417)
<b>Operating income (EBIT)</b>	<b>46 338</b>	<b>47 788</b>	<b>42 476</b>
Financial income and expenses	(3 091)	(2 598)	(2 609)
Corporate income tax	(11 920)	(11 429)	(10 740)
<b>Net profit from recurring operations</b>	<b>31 327</b>	<b>32 761</b>	<b>29 127</b>
Specific non-recurring items, net	924	303	(1 742)
<b>Net profit</b>	<b>32 251</b>	<b>33 064</b>	<b>27 385</b>

The main items (excluding the foreign exchange effects of an, on average, stronger US dollar) were:

- Sales increased due to price, volume and product mix effects.
- Gross profit was higher compared to last year due to higher price levels in larger product groups.
- Operating cost excluding specific items increased mainly driven by higher personnel cost.
- EBIT margin decreased to 6.8% (2014: 7.6%).
- Financial income and expenses were stable despite, on average, higher investments in net working capital of the Group.
- The average corporate income tax rate increased from 25.8% in 2014 to 26.8% in 2015 due to a change in the country mix of results, the release of some provisions following agreements reached with tax authorities in prior years, a lower deferred tax rate used in the US following decreasing state tax rates in prior years and due to tax planning.
- The 2015 results include a number of one-off items, mainly consisting of the release of part of a contingent purchase consideration and a tax gain. In total, these had a positive impact on the 2015 net result of € 0.9 million (2014: + € 0.3 million).
- Net profit 2015 decreased to € 32.3 million.



*Liquidity and cash position*

Condensed consolidated cash flows for the years 2015, 2014 and 2013 are presented below:

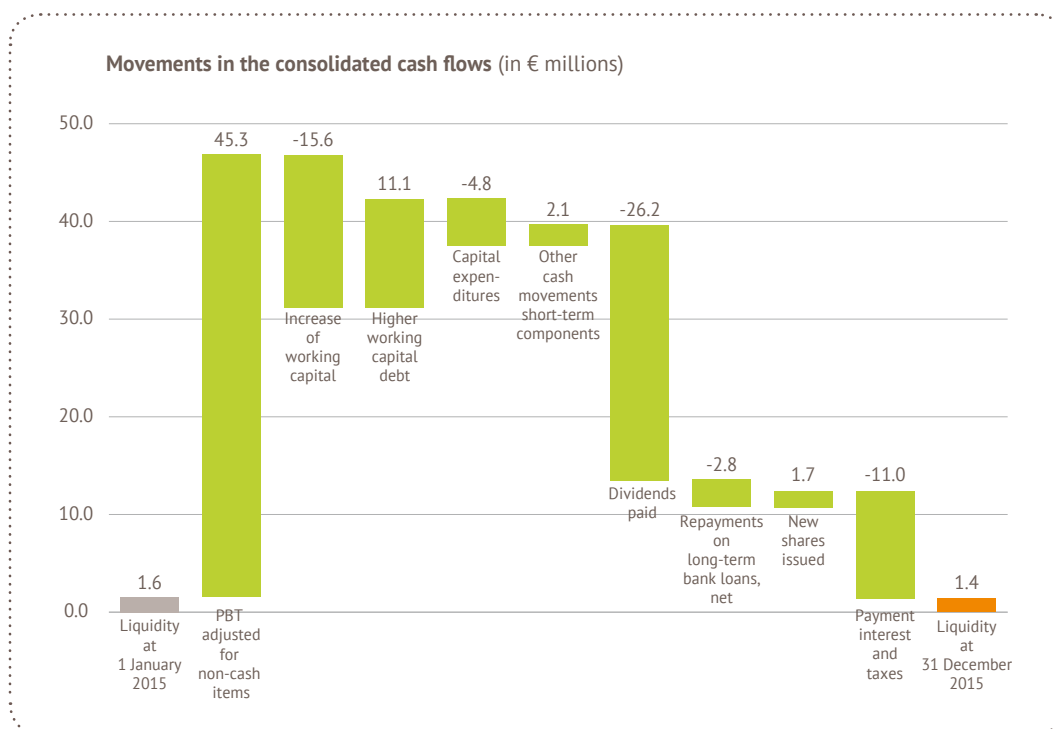
<b>Condensed consolidated cash flows</b> (in € thousands)	2015	2014	2013
<b>Cash realized</b>			
Profit before tax adjusted for non-cash items	45 267	49 538	45 534
Change in inventories, trade receivables and creditors	(15 640)	(10 350)	(12 858)
Higher/(lower) working capital financing	11 135	14 933	7 279
Capital expenditures	(4 829)	(2 658)	(7 140)
Acquisition subsidiaries	-	(4 685)	-
Other cash movements short-term components	2 130	(2 741)	168
<b>Net cash from operations</b>	<b>38 063</b>	<b>44 037</b>	<b>32 983</b>
<b>Payments to financiers and authorities</b>			
Dividends paid to shareholders	(26 190)	(23 690)	(16 740)
Repayments on long-term bank loans	(2 768)	(11 717)	(6 641)
New long-term bank loans	-	3 888	2 497
Proceeds from issuance of new shares	1 723	1 748	2 058
Payment of interest and taxes	(11 049)	(14 161)	(13 733)
Total payments	(38 284)	(43 932)	(32 559)
<b>Remaining net cash movement</b>	<b>(221)</b>	<b>105</b>	<b>424</b>
Banks at 1 January	1 558	1 381	999
Other cash movements	47	72	(42)
<b>Banks at 31 December</b>	<b>1 384</b>	<b>1 558</b>	<b>1 381</b>

The main cash flow items (excluding the foreign exchange effects of a stronger US dollar at year-end) were:

- Cash flow spent on inventories, trade receivables and creditors was € 15.6 million, mainly reflecting the effects of higher price levels of some agricultural commodities during the year 2015 and due to reduced trade creditors at year-end.
- The increase in working capital was financed by cash obtained from working capital bank facilities of € 11.1 million.
- Investments in upgrading of plant equipment, in the new office in Fargo, USA, and in other fixed assets represented a cash outflow of € 4.8 million (2014: € 2.7 million).
- Cash from operations decreased by 13.6% to € 38.1 million (2014: € 44.0 million).
- Dividends paid amounted to € 26.2 million (2014: € 23.7 million, + 10.6%). This included the final dividend 2014 of € 0.70 per share including a special dividend of € 0.10 per share and an interim dividend 2015 of € 0.40 per share.
- Contractual repayments on long-term bank loans (mainly acquisition loans and loans related to the Lubbock facility) amounted to € 2.8 million.
- New shares issued as part of the Acom share option plan resulted in € 1.7 million cash proceeds.
- Contractual payments of bank interest and paid corporate income taxes amounted to € 11.0 million in total.
- Active cash management resulted in a net cash position of € 1.4 million at the end of 2015.

*Debt position*

Total borrowings outstanding at the end of 2015 amounted to € 108.3 million (2014: € 94.5 million) including long-term debts of € 7.9 million (2014: € 10.4 million). Long-term debt is repayable in three years on average. Total short-term bank liabilities amounted to € 100.5 million (2014: € 84.2 million), mainly being bank overdrafts for € 98.3 million and € 2.7 million relating to the short-term part of long-term borrowings repayable in 2015.



**Foreign exchange position**

All operating companies are required to hedge foreign exchange risks related to transactions against their functional currency. The consolidated accounts of Acom are prepared in euros. The Group comprises of several operating companies (Red River Commodities and Van Rees Group) that use the US dollar as their functional currency. The results of these subsidiaries are consolidated in the Group's 2015 results against the average euro/US dollar rate of the year, being 1.1102 (2014: 1.3285). This positively contributed to sales (+ € 53.0 million) and net profit (+ € 2.6 million).

The future development of the euro/US dollar rate can have a positive or negative impact on the consolidated results reported in euro. The assets and liabilities of Red River Commodities and Van Rees Group are translated in euro at year-end rate for consolidation purposes, being 1.0862 at 31 December 2015 (1.2100 at 31 December 2014, affecting total consolidated assets of these companies by + 4.7%). Variations in the year-end rates on the net investment values of US dollar subsidiaries, after taking into account related long-term borrowings in US dollar, are accounted for directly in equity through the currency translation reserve and will impact total consolidated assets and net shareholders' equity.

**Treasury position**

On 7 February 2014, Acom signed new bank facilities for a total of € 250.0 million, to be utilized for working capital financing including acquisitions. The facilities have a three-year term with options for an additional two years and for an increase of 30% of the total amounts.

The Group's working capital credit facilities including cash positions amounted in total to € 229.1 million (2014: € 223.2 million). Short-term financing available to the Company on 31 December 2015 amounted to € 130.8 million compared to € 140.7 million one year earlier.

Financing position (in € thousands)	31 December		
	2015	2014	2013
Cash and cash equivalents	1 384	1 558	1 381
Working capital financing lines	227 674	221 618	144 404
Total financing capacity	229 058	223 176	145 785
Overdrafts used	(98 261)	(82 497)	(59 387)
<b>Total available working capital financing</b>	<b>130 797</b>	<b>140 679</b>	<b>86 398</b>

Working capital credit facilities are managed by treasury at Group level and/or at subsidiary level. These overdrafts are mostly borrowing-based and are secured by either positive or negative pledges on stocks and trade receivables. Financial covenants are linked to a minimum solvency of the Group (30% or 25% minimum on various semi-annual reporting dates) and an interest coverage ratio of 4 to 1. At 31 December 2015, the Company and its subsidiaries were in full compliance with all bank covenants. Acomo pools cash from subsidiaries to the extent legally and economically feasible. Cash not pooled remains available for local operational needs.

## Developments in people and organization

As of 1 December 2015, Allard Goldschmeding (50) joined Acomo in the position of CFO. Mr Goldschmeding succeeds former CFO Jan ten Kate, who left in August 2015.

In September 2010, Acomo introduced a share option plan aimed at rewarding and retaining key managers and personnel of Acomo and its subsidiaries. The total number of options that can be allocated under the plan amounts to 1,200,000 options on newly to be issued Acomo shares. On 1 September 2010, 1,070,000 options were granted to 35 participants in the plan. The options vest over a period of six years. The first vesting started on 1 September 2013. The exercise price of the options is € 7.39 per share. In 2013, 100,000 options were issued with an exercise price of € 13.90 per share. In 2014, 40,000 options were issued with an exercise price of € 17.00 per share. In 2015, 50,000 options were issued with an exercise price of € 22.46 per share.

On 1 September 2015, 182,125 options vested. In 2015, 157,125 vested options were exercised leaving 25,000 vested options to be exercised. At year-end 2015, the total number of non-vested options was 395,500.

## Corporate governance

Acomo has aligned its corporate governance policies with the principles and best practice rules of the Code Frijns except on matters for which the Company has substantive grounds to deviate from the standard recommendations. We refer to pages 50 and 51 of this report and to the website of the Company for further details. During the year, there were no transactions or issues giving rise to a (possible) conflict of interest between Management, members of the Supervisory Board and the Company.

## Risk management

In their daily business operations, Acomo and its subsidiaries incur general business as well as specific trading and financial risks. Enterprise risk management is a Company-wide activity. The Management Board has the ultimate responsibility to manage and control the risks associated with the activities and the strategy of the Company, to achieve the Group's objectives, to ensure compliance with corporate governance policies and the law in general and to ensure accurate financial reporting. The Supervisory Board supervises the Management Board on these subjects.

The risk approach and appetite are determined by the nature of the risk. The main risks relate to strategic and operational risks. We refer to pages 49 and 50 of this report and to Note 3 to the annual accounts for further details. This enumeration is not exhaustive, nor does it provide any guarantee against future losses or failure.

With respect to the strategic risks, the Company is focused on monitoring the developments and reflecting the implications in day-to-day operations. Given the global spread of our activities and the nature of our business, the strategic risks are real, yet extremely difficult to predict. The Company is however committed to delivering attractive financial returns and is therefore willing to accept risks in this area.

Regarding the operational risks, the Company seeks to minimize downside risks where possible by gaining market insight, training, policies and procedures. Each risk is mitigated where possible by targeted actions.

Within the Group, all managers and traders are responsible for risk management as an integral part of their day-to-day activities and decisions. The effectiveness is strengthened by a high level of individual and collective sense of responsibility, which is a crucial component of the Company's culture. The policies and procedures further support the appropriate actions and decisions. These measures are aimed at providing a reasonable level of assurance that the significant risks are identified and, as much as possible, mitigated.

The environment in which the Group does its business is dynamic, complex and subject to constant change. The Management Board is of the opinion that, given these circumstances, internal risk management is functioning properly within the Group, providing reasonable assurance on the accuracy of the financial reporting.

## Dividend 2015

Management and the Supervisory Board propose a dividend of € 1.00 per share (2014: € 1.00, excluding a special dividend of € 0.10). This represents a pay-out of 74.2% of earnings per share. Taking into account the interim dividend of € 0.40 per share paid in August 2015, the final 2015 dividend would therefore amount to € 0.60 per share, payable in cash.

## Management Board declaration

Acomo's Management Board hereby declares that, to the best of its knowledge:

1. The financial statements for the financial year 2015 give a true and fair view of the assets, liabilities, financial position and the profit of the Company and its consolidated entities.
2. The Management Board report gives a true and fair view of the position of the Company and its related entities whose financial information has been consolidated in the financial statements as at the balance sheet date 31 December 2015 and of their state of affairs during the financial year 2015.
3. The annual report describes the principal risks that the Company faces.

## Word of thanks

The operating companies, employees and our suppliers have delivered again during 2015. Through their efforts, enthusiasm and commitment, the Group has been able to show its strength in challenging markets, to further strengthen positions and to achieve progress on various fronts. The Management Board thanks them all for their efforts.

Rotterdam, 3 March 2016

### The Management Board

E. Rietkerk,  
*Chief Executive Officer*



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Alongside our product-focused core activities, we continuously work at further refining support systems such as **IT structures** and risk management.

## Tasks of the Supervisory Board

The task of the Supervisory Board is to supervise the Management Board and the general course of affairs of Acomo. The Supervisory Board supports the Management Board with advice. In the fulfilment of its task, the Supervisory Board looks in the first place to the interests of the Group, taking into consideration the fair interests of all parties concerned.

The supervision of the Supervisory Board includes the following aspects:

- The realization of the Company's objectives and strategy – with attention for the risks related to the Company's activities, strategy and consideration for its corporate social responsibility;
- The process of financial reporting;
- The observance of laws and regulations;
- A sound corporate governance;
- The relations with shareholders.

The rules regarding Supervisory Board meetings, decision-making and working procedures can be found in the Articles of Association and the Supervisory Board's Rules of Conduct. Both documents are published on the Company's website: [www.acomo.nl/corporate-governance](http://www.acomo.nl/corporate-governance).

## Composition of the Supervisory Board

The desired profile of members of the Supervisory Board is described in the Statement and is summarized in this annual report. The Statement includes the required declarations with respect to the independence of the individual members of the Supervisory Board.

No Supervisory Board member was up for rotation in 2015. For the rotation scheme please refer to page 33.

## Activities

2015 was another challenging and successful year. The world in which the Company operates keeps changing rapidly, external developments have their effects on the Group every day and food safety rules and regulations are strengthened further.

The Supervisory Board worked intensively with the CEO, Erik Rietkerk, and (until his resignation as per 1 August 2015) the CFO, Jan ten Kate. Jan ten Kate has accomplished a lot for the financial foundation of Acomo and for that we are very grateful. After a due and diligent process we were pleased to find a good successor in the person of Allard Goldschmeding. He started per 1 December 2015.

We are also pleased that the Company was able to maintain its high performance level in 2015, especially bearing in mind the challenging economic business environment.

The Supervisory Board convened regularly in 2015: six times in formal meetings and much more often informally. Most meetings were held in the presence of the CEO of Acomo, Erik Rietkerk, as well as the CFO, Jan ten Kate (until his resignation). During separate meetings, the functioning of the Supervisory Board and/or the Management Board was discussed. The external auditor PricewaterhouseCoopers Accountants N.V. (hereafter 'PwC') joined the meetings when deemed appropriate. During these meetings we reviewed, among other things, the activities and the financial situation of the Company and its subsidiaries, the risk control and management systems, the Company's strategy and allocation of resources, the diversification of the Group, acquisition opportunities and the corporate governance structure. Acomo's corporate governance structure is described in the Corporate Governance Statement ('the Statement'), which is published on the Company's website: [www.acomo.nl/corporate-governance](http://www.acomo.nl/corporate-governance).

Through their participation in the supervisory boards at subsidiary level, the Supervisory Board members work actively with the Management Board members and the management of the group companies, together addressing a broad range of subjects such as strategy, human resources, management succession planning, remuneration, risk

profile of the activities, analysis and follow-up of major capital investments, financing and bank relations, IT systems, and so on. These Board activities include regular visits to the principal locations where the Group is active and in-depth discussions with local managements.

Every year, the Supervisory Board evaluates its functioning as a whole as well as that of its individual members, the functioning of the auditor, and the functioning of the Management Board as a whole and of its individual members. This review is held outside the presence of the Management Board members and is held through collective and individual discussions between the Chairman of the Board and its members. In the opinion of the Supervisory Board, the functioning of the Supervisory Board as a whole as well as of its individual members, the functioning of the Management Board as a whole as well as of its individual members, and the functioning of the auditor were satisfactory in the light of the current structure, size and strategy of the Company with a view to discharging the Management Board of their duties for the financial year 2015.

### **In memoriam**

Klaas Huitema, the former Managing Director of Catz International B.V., passed away in October 2015. He was with the company from 1952 to 2000. Klaas Huitema was a unique person, who made a critical contribution to the successful start of Catz International as a global player. We remember him with great respect.

### **Corporate governance**

The Company aligns its corporate governance policy with the principles and best practice rules of the Code Frijns and the related recommendations of the Monitoring Commission Dutch Corporate Governance Code, except on matters for which the Company has substantive grounds to deviate from the standard recommendation. The Company's corporate governance policy and deviations from the Dutch Corporate Governance Code are described in the Statement, as summarized on pages 50 and 51 of this annual report.

The Supervisory Board permanently reviews and evaluates the Company's corporate governance in view of the Company's own development and of Dutch and international social and legal developments. Notwithstanding the significant growth of the Company, especially since 2011, the original choices and principles underlying Acom's corporate governance policies are still deemed sound and well-adapted to the Company's culture, strategy and activities. The existing corporate governance as described in the Statement has therefore been confirmed in general.

### **Human resources and remuneration policy**

Apart from the appointment of a new CFO, there were no significant changes in the management of the Company and its subsidiaries in 2015.

The remuneration policy of the Company is described in the Statement and in this annual report. There were no changes in the remuneration of the members of the Supervisory Board in 2015.

The profit share 2015 granted to the CEO is directly related to the actual earnings per share in 2015 whereas the bonus of the CFO is related to achieving personal targets and objectives and by agreement.

It is the Company's long-standing policy that the Company does not extend loans or other similar instruments to the members of the Management Board and Supervisory Board or to its personnel.

In 2010, an option plan was introduced with the objective of the long-term retention of key traders and management in the Company. The principal terms and conditions of the option plan, including details about the facts, are described in Note 17 of the annual report.



## Auditor

In the annual general meeting held on 29 April 2015, PwC was reappointed as external auditor. The findings of their audit were discussed with the Supervisory Board.

## Conflicts of interest – whistle blower events

The existing whistle blower rules are regularly brought to the attention of the management and employees of the Group, and we guarantee the full protection of a whistle blower for substantiated disclosures.

No matters with respect to the so-called whistle blower rules were brought to the attention of the Management Board and/or the Supervisory Board in 2015. Furthermore, no matters of conflict of interest between individual Supervisory Board and Management Board members and the Company have arisen.

## Financial statements and dividend proposal

We present to you the annual report for the financial year 2015 as well as the report of the Management Board. The Supervisory Board has approved the Annual Accounts 2015. The accounts have been audited by PwC. We refer to their independent auditor's report on pages 98 to 105.

We propose to the general meeting of shareholders:

- I. To approve and adopt the accounts as presented;
- II. To approve the appropriation of the result proposed by the Management Board and approved by the Supervisory Board and, in view of the results and the financial position of the Company in 2015, to pay a dividend over 2015 of € 1.00 per share in cash. Taking into account the interim dividend of € 0.40 per share paid in August 2015, the proposed dividend will result in the payment of a final dividend of € 0.60 per share in cash;
- III. To approve the proposed discharges of the members of the Supervisory Board and the Management Board as presented to the general meeting of shareholders.

## Word of thanks

The Management Board, the management teams and employees have delivered again in 2015. Through their efforts, the strength of the Group in challenging markets was proved again, positions were further strengthened and progress was made on various fronts. The Supervisory Board thanks them all for their efforts.

Rotterdam, 3 March 2016

### The Supervisory Board

B. Stuiyinga, *Chairman*

M. Groothuis

Y. Gottesman

J. Niessen



Agreeing on **credit limits** is an important part of the way we manage risks for our partners and stakeholders.

## Tax

As a business, we are subject to taxation in the many countries in which we operate. We understand that the tax we pay in different parts of the world is part of our wider economic and social impact. We act in accordance with all applicable laws, always aim to comply with the spirit as well as the letter of the law.

We believe public trust in tax systems for companies is essential and do not use contrived or abnormal tax structures that are intended for tax avoidance. We pay an appropriate amount of tax according to where value is created within the normal course of commercial activity. Any transfer pricing is always calculated using the 'arm's-length' principle. We do not use so-called tax havens for tax avoidance.

## Risk management

Within our organization, the Management Board and Supervisory Board of Acomco share the final responsibility for managing and controlling business risks, achieving the Group's (financial) objectives and ensuring compliance with the corporate governance policy and the law in general. They are also responsible for a financial information system which ensures that a reasonable degree of assurance is provided concerning the accuracy and completeness of the financial information. Risk management of the daily (trading) activities and decisions is an integral part of the responsibility of every trader and manager. The effectiveness hereof is further strengthened by the strong sense of individual and collective responsibility which is embedded within the Group's corporate culture.

Risk management within the Group is carried out on the basis of procedures which have been approved by the Company Management Board and Supervisory Board. The Group's overall risk management focuses primarily on the unpredictability of commodity and financial markets and is aimed at minimizing the potential impact of negative market developments on the Group's financial position and results. Identifying, evaluating and hedging risks are primarily done by the operating companies of the Group. The Management Board and the managements of the operating companies apply procedures which cover specific risk areas including exchange rate risks related to foreign currencies, interest rate risks, credit risks, the use of financial instruments such as derivatives and liquidity management. The most important risks arising from the trading activities and the Group's risk management and control systems are described in the Company's annual report. This description is not exhaustive and risk management and control systems do not offer an absolute guarantee against future losses or mistakes.

The daily risk management is further strengthened by a system of internal reporting about and monitoring of the activities, trading and financial positions and results. These measures and procedures are intended to give a reasonable degree of assurance to the effect that significant risks are identified and controlled as much as possible in accordance with the applicable laws and regulations.

### *Risk appetite, main risks and mitigating actions*

Acomco and its subsidiaries encounter both general business risks and specific market and financial risks in their daily activities. Acomco identifies the following main risks relating to our strategy and takes actions to manage these risks as well as possible.

### *Summary of risk appetite, main risks and mitigating actions*

Each of the risks mentioned on page 50 individually can have a significant impact on the annual net profit of the Company and its subsidiaries. It is not possible to quantify the effect of each individual risk on the consolidated or statutory results.

The Company's own risks relate to the performance of its subsidiaries, the exchange rate risks associated with investments expressed in foreign currency and the risk related to the successful implementation of the Group strategy. In addition, the Company guarantees loans of subsidiaries and has filed liability disclaimers at the Trade Register of the Chamber of Commerce for some of its Dutch subsidiaries.

In recent years the Group has been successful in managing the various risks inherent to its trading activities. Nonetheless it is not possible to guarantee that past results will be continued in the future.

50 | Nor can it be guaranteed that the activities will not be (materially) affected by one or more of the risk factors described below.

Risk category	Risk appetite	Risks	Mitigating actions
Strategic risks	Moderate	<ul style="list-style-type: none"> <li>• Risks related to execution of strategy, Focus on Food</li> <li>• Competition may put pressure on market share, volumes and prices which could have an adverse effect</li> </ul>	<ul style="list-style-type: none"> <li>• Diversification of the product range and of the industries which are being supplied</li> </ul>
Operational risks	Low to moderate	<ul style="list-style-type: none"> <li>• Agricultural developments, including weather conditions, harvests, long-term planting cycles and so on, which affect the availability, quantity and quality of the products</li> <li>• Price volatility, both long-term and short-term, of the various commodities, depending on supply and demand. Price volatility, in terms of both scale and speed, and either long-term or short-term, has a direct impact on the value of the subsidiaries' product positions (long or short)</li> <li>• Counterparty risk and price fluctuations also affect the behaviour of contract counterparties, particularly with regard to the correct execution of signed, but not yet delivered contracts</li> <li>• Economic cycles in purchasing countries, which can impact the demand for our products</li> <li>• Currency fluctuations, particularly fluctuations of the US dollar, in which most of the world's commodities are traded</li> <li>• Logistical factors, both the availability and cost of transport and storage capacity</li> <li>• Food safety aspects and recall risks with regard to imported and delivered products</li> <li>• Availability of experienced and professional traders and other staff</li> </ul>	<ul style="list-style-type: none"> <li>• Up-to-date and complete market information</li> <li>• Diversification of the purchases across many countries of origin and reliable suppliers</li> <li>• Diversification of the product range</li> <li>• Diversification of the industries which are being supplied</li> <li>• Research of the solvency and/or the credit risk of customers</li> <li>• Credit limit management</li> <li>• Hedging contracts, such as commodity future contracts (if available), currency exchange contracts and interest rate derivatives</li> <li>• Long-term contracts with suppliers, customers and shipping companies</li> <li>• Traceability of the products and extensive, state-of-the-art laboratory testing (internal and external) in order to ensure food safety; all our subsidiaries are HACCP-certified, and also have various other certifications related to their specific activities</li> <li>• Human resources and remuneration policies aimed at rewarding talent, responsibility and success</li> <li>• Trading guidelines for each company and daily internal control on these, aimed at limiting risks with regard to position taking (overall and per product) and with regard to countries, suppliers and customers</li> </ul>
Financial risks	Low	<ul style="list-style-type: none"> <li>• Availability of financing and interest rate developments.</li> </ul>	<ul style="list-style-type: none"> <li>• Maintaining headroom under committed revolving credit facilities</li> </ul>
Compliance risks	Low	<ul style="list-style-type: none"> <li>• Increased regulations on companies and activities like food safety</li> <li>• Political and economic developments in producing countries, usually tropical countries, which can affect both the availability of products and the reliability of supply</li> </ul>	<ul style="list-style-type: none"> <li>• Monitoring and adapting to relevant (changes in) rules and regulations</li> <li>• Maintaining a dialogue with authorities</li> <li>• Implementing a Group-wide Code of Conduct</li> </ul>

## Corporate governance

The Statement describes, among other things, the structure of the Company, the strategy and financial objectives, the risk profile of the activities and the risk management and control systems, the human resources and remuneration policies and the profile of the Supervisory Board members. The Statement is not a repetition of the best practices of the Code, but describes the specific corporate governance policies of the Company. Starting point is that the best practices apply, except when the Company is of the opinion that it has substantive grounds to deviate from the standard guideline. These exceptions are listed and briefly motivated below.

The culture of Acomco has always been open and transparent. Being a listed company, Acomco stands for the following fundamental principles ensuring that the original objectives of the Code are met, in particular with regard to the control and decision powers of the shareholders:

- One share = one vote; no voting restrictions
- No certification of shares
- No anti-takeover mechanism
- No so-called 'structuurvennootschap'.

The tasks and powers of the General Meeting, the Supervisory Board and the Management Board have been defined in such a way that a well-balanced allocation has been achieved with respect to the control and influence of the Company's individual bodies. By doing so, Acomó has ensured as much as possible that, when essential decisions are made, the interests of all of the company's stakeholders are taken into account and that the decision-making process can always be conducted in a prudent manner. In this structure, Acomó has not taken any formal measures to protect itself against a takeover of control.

Exceptions from the application of the Dutch Corporate Governance Code are as follows:

- II.2.3: Pages 51 and 52 of this report provide a summary of the human resources and remuneration policies of the Company as set out in the Statement. Long-term objectives are not specifically determined, but in practice they play an important role given the long-term relations and the high degree of loyalty of the management and employees with the Group.*
- III.2.1: Independence of Supervisory Board members: in the opinion of the Company, trading experience and expertise of the members of the Supervisory Board are critical for the effective functioning of the Supervisory Board. Independence and diversity are less relevant as independent criteria. More than one member of the Supervisory Board is not independent in the light of the Code. The motivation thereof is further detailed in the Statement.*
- III.3.5: Maximum term for members of the Supervisory Board: considering the requirement for experience and in-depth expertise in the sourcing, trading, processing, packaging and distribution of food commodities, members of the Supervisory Board are appointed for a term of six years and there is no maximum number of terms determined. A Supervisory Board member can be reappointed at the end of each term after careful consideration of his past performance and the adequacy of his profile with the desired profile of the Board.*
- III.4.3/4: Considering the size of the Group and the number of Supervisory Board members, the Company has not appointed a Vice-Chairman of the Board nor a formal Secretary to the Board.*
- III.6.5: The rules with respect to the ownership of, and transactions by Management and Supervisory Board members in shares and other financial instruments other than those issued by the Company are described in the Statement. These rules are less restrictive than a strict interpretation of the Code would suggest.*
- IV.3.1: Acomó does not arrange presentations through webcasting to analysts and investors.*
- V.3.1/2/3: Considering the size of the Group, there is no internal audit function in Acomó.*

The Dutch law on Management and Supervision, which took effect on 1 January 2013, includes provisions for a well-balanced gender diversity in the Management Board and Supervisory Board, for which purpose a target has been set for at least 30% for both genders. By the end of 2015, 100% of the Management Board and 75% of the Supervisory Board of Acomó were male.

In 2015, Allard Goldschmeding (50) joined Acomó in the position of CFO. Mr Goldschmeding succeeds former CFO Jan ten Kate, who left in August 2015. The Supervisory Board remained unchanged, so that the gender diversity has remained unchanged. In the future we will try to realize balanced gender diversity. It is essential in this context that the quality of potential candidates is foremost.

Considering the size of the Group, there is no audit committee; consequently the Supervisory Board performs its tasks, whereas the Wet Toezicht Effectenverkeer prescribes specific tasks to be performed by an Audit Committee.

## Human resources and remuneration

The human resources and remuneration policy of the Company is described in the Statement published on the website: [www.acomó.nl/corporate-governance](http://www.acomó.nl/corporate-governance). The information relative to the remunerations of directors and the members of the Supervisory Board is disclosed in Note 1.8 of the Company balance sheet and income statement.

The Supervisory Board is responsible for appointing the Company's statutory directors (subject to the General Meeting's approval) and setting their remuneration. The Company's Management Board consists of two directors and therefore the Company has not had the need to develop a general remuneration policy. Also, the Supervisory Board's annual remuneration report is relatively brief in the absence of material changes year on year.

### *Remuneration policy*

The level and structure of remunerations within the Group are such that people with the required expertise and qualifications can be recruited and retained. In determining the individual remunerations, the effect on the remuneration levels within the Group is taken into account. The total remuneration consists generally of a fixed element and a variable element linked to the annual profit before taxes of the respective entity. Fixed salaries are in line with market salaries. Managers, traders and other personnel of the subsidiaries can earn, in general, an annual profit-sharing compensation based on a fixed percentage of 10% to 15% of the profit before taxes of the (trading) company in which they are employed. This remuneration structure is fairly common in international commodity trading firms. The absence of explicit long-term remuneration criteria is explained by the fast and very short-term cycle of the trading activities.

The remuneration of the Management Board also consists of a fixed and a variable element based on objective targets which are evaluated each year by the Supervisory Board. Evaluation criteria include the level of the annual net profit of the Group, the sustainable growth of the earnings per share and the achievement of the Group strategy.

This clear and simple remuneration structure has significantly contributed to the success of the Group because it strongly focuses on profitability and the related management of the risks and costs related to the activities. All employees are therefore highly committed to the success of the Group. In practice, the absence of any form of subjective profit-sharing calculation has proven to contribute in maintaining the family culture of Acomco.

Over the past 20 years we have had very low personnel rotation. In return, Acomco expects 100% loyalty, honesty, dedication and a high degree of professionalism from all its employees. The management has always been very loyal and the Group's track record in terms of retaining key employees is excellent.

### *Employee and directors' options*

At the general meeting of 27 May 2010, the shareholders approved a share option plan aimed at retaining key managers and employees of the Company and its subsidiaries, including members of the Management Board. The terms and conditions for the allocation and the exercise of share options correspond to the best practice guidelines of the Code and are disclosed in this annual report.

### *Directors' shares*

The Company does not grant free shares to members of the Management or Supervisory Board. Members of the Management and Supervisory Board may purchase Acomco shares at Euronext Amsterdam, subject to strict compliance with the Company's rules to prevent the use of insider knowledge published on the website of the Company. The purchase, ownership and disposal of Acomco shares must be published in conformity with the law.

The number of shares owned by each member of the Management and the Supervisory Board are disclosed in this annual report.

The Company has not granted any options, shares or any other profit-related securities to members of the Supervisory Board as part of their remuneration. The Company does not provide loans or guarantees or similar instruments to Supervisory or Management Board members. The need to reclaim variable remuneration awarded on the basis of incorrect financial information has never arisen.



## CONSOLIDATED FINANCIAL STATEMENTS



Consolidated balance sheet as at 31 December

Consolidated statement of income

Statement of comprehensive income

Consolidated statement of cash flows

Statement of changes in equity

Notes to the consolidated financial statements

*All amounts are in euros, unless otherwise stated.*

# CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER

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<i>(before profit appropriation)</i>	Note	31 December	
		2015	2014
<b>Assets</b>			
<b>Non-current assets</b>			
Intangible assets	6	60 435 864	56 816 266
Property, plant and equipment	7	42 090 695	38 013 727
Other investments in companies	8	-	73 941
Deferred tax assets	19	470 013	214 987
Total non-current assets		<u>102 996 572</u>	<u>95 118 921</u>
<b>Current assets</b>			
Inventories	10	163 146 530	164 536 668
Trade receivables	11	75 150 414	68 818 813
Other receivables	12	4 626 766	2 817 512
Derivative financial instruments	13	1 613 365	4 312 400
Cash and cash equivalents	14	1 384 267	1 557 998
Total current assets		<u>245 921 342</u>	<u>242 043 391</u>
<b>Total assets</b>		<b><u>348 917 914</u></b>	<b><u>337 162 312</u></b>
<b>Equity and liabilities</b>			
<b>Equity</b>			
Share capital	15	10 795 871	10 695 015
Share premium reserve	15	50 571 413	48 949 325
Other reserves	16	13 268 264	4 652 236
Retained earnings		61 433 516	54 558 633
Net profit for the year		32 250 746	33 064 454
Total shareholders' equity		<u>168 319 810</u>	<u>151 919 663</u>
<b>Non-current liabilities and provisions</b>			
Bank borrowings	18	7 868 463	10 355 456
Deferred tax liabilities	19	11 059 705	7 434 703
Retirement benefit obligations	20	1 908 144	1 912 715
Other provisions	21	1 212 859	5 366 188
Total non-current liabilities		<u>22 049 171</u>	<u>25 069 062</u>
<b>Current liabilities</b>			
Bank borrowings	18	100 476 353	84 171 640
Trade creditors		37 538 189	51 211 933
Tax liabilities		1 136 644	5 118 052
Derivative financial instruments	13	1 149 668	1 213 420
Other current liabilities and accrued expenses		18 248 079	18 458 542
Total current liabilities		<u>158 548 933</u>	<u>160 173 587</u>
Total liabilities		<u>180 598 104</u>	<u>185 242 649</u>
<b>Total equity and liabilities</b>		<b><u>348 917 914</u></b>	<b><u>337 162 312</u></b>

*In 2015, software was reclassified to Intangible assets. The 2014 figures are restated accordingly.*

*The notes on pages 59 to 88 are an integral part of these consolidated financial statements.*



# CONSOLIDATED STATEMENT OF INCOME

	Note	2015	2014
Sales		681 584 023	618 871 184
Cost of goods sold		(571 566 426)	(517 027 783)
<b>Gross profit</b>		<b>110 017 597</b>	<b>101 843 401</b>
Personnel costs	22	(38 680 757)	(32 390 465)
General costs	23	(19 917 155)	(18 085 946)
Depreciation and impairment charges		(4 298 071)	(4 002 349)
Total costs		(62 895 983)	(54 478 760)
<b>Operating income</b>		<b>47 121 614</b>	<b>47 364 641</b>
Interest income	24	23 362	30 879
Interest expense	24	(2 840 925)	(2 803 549)
Other financial income and expenses	24	(273 010)	(16 924)
<b>Profit before income tax</b>		<b>44 031 041</b>	<b>44 575 047</b>
Corporate income tax	25	(11 780 295)	(11 510 593)
<b>Net profit</b>		<b>32 250 746</b>	<b>33 064 454</b>
<b>Profit attributable to shareholders of the Company</b>		<b>32 250 746</b>	<b>33 064 454</b>
<b>Earnings per share</b>			
Basic	26	1.352	1.396
Diluted	26	1.337	1.385

The notes on pages 59 to 88 are an integral part of these consolidated financial statements.

# STATEMENT OF COMPREHENSIVE INCOME

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	2015	2014
<b>Net profit</b>	<b>32 250 746</b>	<b>33 064 454</b>
<b>Other comprehensive income (OCI)</b>		
<b>OCI to be reclassified to profit or loss in subsequent periods</b>		
Movement currency translation reserves on equity, net	5 264 874	5 499 463
Movement currency translation differences on goodwill	3 515 537	3 778 137
Movement on cash flow hedges	(378 944)	914 850
OCI to be reclassified to profit or loss in subsequent periods	<u>8 401 467</u>	<u>10 192 450</u>
<b>OCI not to be reclassified to profit or loss in subsequent periods</b>		
Remeasurement gains/(losses) on defined benefit plans	<u>137 931</u>	<u>(364 860)</u>
OCI not to be reclassified to profit or loss in subsequent periods	<u>137 931</u>	<u>(364 860)</u>
<b>Total other comprehensive income</b>	<b><u>8 539 398</u></b>	<b><u>9 827 590</u></b>
<b>Total comprehensive income</b>	<b><u>40 790 144</u></b>	<b><u>42 892 044</u></b>
<b>Total comprehensive income attributable to shareholders of the parent</b>	<b><u>40 790 144</u></b>	<b><u>42 892 044</u></b>

Items in the statement above are disclosed net of income tax. The income tax relating to each component of other comprehensive income is disclosed in Note 25.

*The notes on pages 59 to 88 are an integral part of these consolidated financial statements.*

# CONSOLIDATED STATEMENT OF CASH FLOWS

	Note	2015	2014
<b>Cash flow from operating activities</b>			
Profit before income tax		44 031 041	44 575 047
Adjustments for:			
• Depreciation and impairment charges		4 298 071	4 002 349
• Net increase/(decrease) in provisions		(5 920 302)	(2 033 584)
• Interest income	24	(23 362)	(30 879)
• Interest expense	24	2 840 925	2 803 549
• Cost share option plan and other		40 128	221 047
<b>Cash flow from operating activities</b>		<b>45 266 501</b>	<b>49 537 529</b>
<b>Changes in working capital and related financing</b>			
• Inventories		10 568 792	(24 507 489)
• Trade and other receivables		(4 139 675)	(1 890 182)
• Derivatives		2 130 024	(2 740 712)
• Trade and other payables		(22 068 602)	16 047 386
• Borrowings short-term		11 134 706	14 932 898
Total (increase)/decrease in working capital and related financing, net		<u>(2 374 755)</u>	<u>1 841 901</u>
<b>Cash generated from operations</b>		<b>42 891 746</b>	<b>51 379 430</b>
Interest paid		(2 335 799)	(2 104 973)
Income tax paid		(8 739 496)	(12 089 604)
<b>Net cash generated from operating activities</b>		<b>31 816 451</b>	<b>37 184 853</b>
<b>Cash flow from investing activities</b>			
Investments in property, plant and equipment		(4 581 107)	(2 390 657)
Investments in intangible assets		(248 376)	(267 802)
Acquisition of subsidiaries		-	(4 685 255)
Interest received		26 412	33 879
<b>Net cash used for investing activities</b>		<b>(4 803 071)</b>	<b>(7 309 835)</b>
<b>Cash flow from financing activities</b>			
Proceeds from new long-term borrowings		-	3 888 234
Proceeds from new shares issued	15	1 722 944	1 748 193
Repayments of long-term borrowings		(2 768 003)	(11 716 936)
Dividends paid to shareholders		(26 189 571)	(23 689 726)
<b>Net cash used for financing activities</b>		<b>(27 234 630)</b>	<b>(29 770 235)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>(221 250)</b>	<b>104 783</b>
Cash and cash equivalents at the beginning of the year		1 557 998	1 381 426
Exchange gains/(losses) on cash and cash equivalents		47 519	71 789
<b>Cash and cash equivalents at the end of the year</b>		<b>1 384 267</b>	<b>1 557 998</b>

The notes on pages 59 to 88 are an integral part of these consolidated financial statements.

# STATEMENT OF CHANGES IN EQUITY

## Attributable to owners of the Company

	Note	Share capital	Share premium reserve	Other reserves	Retained earnings	Net profit for the year	Total equity
<b>Balance at 1 January 2014</b>		<b>10 589 254</b>	<b>47 306 893</b>	<b>(5 310 776)</b>	<b>50 863 851</b>	<b>27 384 508</b>	<b>130 833 730</b>
Net profit 2014		-	-	-	-	33 064 454	33 064 454
Other comprehensive income 2014		-	-	9 827 590	-	-	9 827 590
<b>Total comprehensive income 2014</b>		<b>-</b>	<b>-</b>	<b>9 827 590</b>	<b>-</b>	<b>33 064 454</b>	<b>42 892 044</b>
Appropriation of net profit		-	-	-	27 384 508	(27 384 508)	-
New shares issued	15	105 761	1 645 506	-	-	-	1 751 267
Transaction costs for issued share capital	15	-	(3 074)	-	-	-	(3 074)
Employee share option scheme:							
• Value of employee services	16	-	-	180 563	-	-	180 563
• Tax credit share option scheme	16	-	-	(45 141)	-	-	(45 141)
Dividends relating to 2013, final		-	-	-	(14 210 896)	-	(14 210 896)
Dividends relating to 2014, interim		-	-	-	(9 478 830)	-	(9 478 830)
<b>Transactions with shareholders</b>		<b>105 761</b>	<b>1 642 432</b>	<b>135 422</b>	<b>3 694 782</b>	<b>(27 384 508)</b>	<b>(21 806 111)</b>
<b>Balance at 31 December 2014</b>		<b>10 695 015</b>	<b>48 949 325</b>	<b>4 652 236</b>	<b>54 558 633</b>	<b>33 064 454</b>	<b>151 919 663</b>
Net profit 2015		-	-	-	-	32 250 746	32 250 746
Other comprehensive income 2015		-	-	8 539 398	-	-	8 539 398
<b>Total comprehensive income 2015</b>		<b>-</b>	<b>-</b>	<b>8 539 398</b>	<b>-</b>	<b>32 250 746</b>	<b>40 790 144</b>
Appropriation of net profit		-	-	-	33 064 454	(33 064 454)	-
New shares issued	15	100 856	1 622 088	-	-	-	1 722 944
Employee share option scheme:							
• Value of employee services	16	-	-	102 173	-	-	102 173
• Tax credit share option scheme	16	-	-	(25 543)	-	-	(25 543)
Dividends relating to 2014, final		-	-	-	(16 666 091)	-	(16 666 091)
Dividends relating to 2015, interim		-	-	-	(9 523 480)	-	(9 523 480)
<b>Transactions with shareholders</b>		<b>100 856</b>	<b>1 622 088</b>	<b>76 630</b>	<b>6 874 883</b>	<b>(33 064 454)</b>	<b>(24 389 997)</b>
<b>Balance at 31 December 2015</b>		<b>10 795 871</b>	<b>50 571 413</b>	<b>13 268 264</b>	<b>61 433 516</b>	<b>32 250 746</b>	<b>168 319 810</b>

The notes on pages 59 to 88 are an integral part of these consolidated financial statements.

## 1 General information

Amsterdam Commodities N.V. ('Acom' or 'the Company') and its subsidiaries (together 'the Group') are an international group of companies active in the sourcing, processing, trading, packaging and distribution of natural food products and ingredients for the food and beverage industry. The Group's product portfolio broadly encompasses spices, dried fruits, nuts, tea, edible seeds and food ingredients. Acom is a public limited liability company listed at the Amsterdam stock exchange (Euronext Amsterdam). The address of its registered office is Beursplein 37, 3011 AA Rotterdam. These financial statements have been approved by the Management Board and the Supervisory Board on 3 March 2016.

## 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 Basis of preparation

The consolidated financial statements of Acom have been prepared in accordance with International Financial Reporting Standards (IFRS) and IFRIC interpretations as adopted by the European Union. The consolidated financial statements are presented in euros unless stated otherwise and have been prepared on a historical cost basis except derivative financial instruments which are stated at their fair value. The areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 4.

Profit is determined as the difference between net sales and all expenses (including interest and other financial income) relating to the reporting period. Costs are determined in accordance with the accounting policies applied to the balance sheet. Profit is realized in the year in which the sales are recognized. Losses are taken upon recognition. Other income and expenses are allocated to the periods to which they relate.

Pursuant to Section 402 of Book 2 of the Dutch Civil Code, the Company financial statements contain an abbreviated profit and loss account.

### 2.2 Adoption of new and revised standards

#### (a) First-time applied new standards and interpretations

No new standards and/or amendments have been adopted by the Group for the first time for the financial year 2015.

#### (b) New standards and interpretations not yet adopted

There has been no early implementation of new standards, amendments to existing standards, new IFRS standards or IFRIC interpretations the application of which is mandatory for the financial years commencing after 1 January 2015.

The following new standards, interpretations and amendments could potentially be relevant to the Group:

**IFRS 9**, 'Financial instruments', addresses the classification, measurement and recognition of financial assets and financial liabilities and represents a major overhaul of hedge accounting. The Group is yet to assess IFRS 9's full impact and intends to adopt IFRS 9 no later than the accounting period beginning on or after 1 January 2016.

**IFRS 15**, 'Revenue from contracts with customers', deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contract with customers. The Group is yet to assess IFRS 15's full impact and intends to adopt IFRS 15 no later than the accounting period beginning on or after 1 January 2017.

There are no other IFRS or IFRIC interpretations that are not yet effective that would be expected to have a material impact on the Group.

## 2.3 Consolidation

### (a) Subsidiaries

Subsidiaries are all those entities over which the Company has control. The Company controls an entity when the Company is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date that control is transferred to the Company until the date that control ceases.

The Group uses the acquisition method of accounting to account for business combinations. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred and the equity interests issued by the Group. The consideration transferred includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. Acquisition-related costs are expenses as incurred.

Intercompany transactions, balances and unrealized gains on transactions between group companies are eliminated. Unrealized losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

In the 2015 consolidated financial statements, the Company and the following subsidiaries are included:

• <b>Catz International B.V.</b> , Rotterdam, the Netherlands	100%
- Tovano B.V., Maasdijk, the Netherlands	100%
• <b>Acomco Food Ingredients Holding B.V.</b> , Rotterdam, the Netherlands	100%
- TEFCO EuroIngredients B.V., Rotterdam, the Netherlands	100%
- Snick EuroIngredients N.V., Ruddervoorde, Belgium	100%
• <b>Acomco Investments B.V.</b> , Rotterdam, the Netherlands	100%
• <b>Acomco Seeds Holding B.V.</b> , Rotterdam, the Netherlands	100%
• <b>Red River Commodities Group:</b>	
- Red River Commodities Inc., Fargo, North Dakota, USA	100%
- Red River Commodities International Inc., Fargo, North Dakota, USA	100%
- SunGold Foods Inc., Fargo, North Dakota, USA	100%
- SunButter LLC, Fargo, North Dakota, USA	100%
- Red River-van Eck B.V., Zevenbergen, the Netherlands	100%
- Red River Bulgaria EOOD, Varna, Bulgaria	100%
• <b>Van Rees Group:</b>	
- Van Rees Group B.V., Rotterdam, the Netherlands	100%
- Van Rees B.V., Rotterdam, the Netherlands	100%
- Van Rees North America Inc., Toronto, Canada	100%
- Van Rees UK Ltd., London, United Kingdom	100%
- Van Rees Kenya Ltd., Mombasa, Kenya	100%
- Van Rees Middle East Ltd., Dubai, United Emirates	100%
- Van Rees Ceylon B.V., Rotterdam, the Netherlands	100%
- P.T. Van Rees Indonesia, Jakarta, Indonesia	100%
- Van Rees LLC, Moscow, Russia	100%
- Van Rees Ceylon Ltd., Colombo, Sri Lanka	100%
• <b>King Nuts &amp; Raaphorst:</b>	
- King Nuts Holding B.V., Bodegraven, the Netherlands	100%
- King Nuts B.V., Bodegraven, the Netherlands	100%
• <b>SIGCO Warenhandelsgesellschaft mbH</b> , Hamburg, Germany	100%

In addition several intermediate holding entities and dormant legal entities are included in the consolidation. The full list of subsidiaries is filed at the Trade Register of the Chamber of Commerce in Rotterdam.

**(b) Associates**

Associates are all entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting and are initially recognized at cost. The Group's investment in associates includes goodwill (net of any accumulated impairment loss) identified on acquisition, if any.

The Group's share of its associates' post-acquisition profits or losses is recognized in the income statement, and its share of post-acquisition movements in reserves is recognized in OCI. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognize further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealized gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the value of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

**2.4 Segment reporting**

Operating segments are reported in a manner consistent with the internal reporting provided to the Acom Management Board. The Management Board is responsible for the allocation of the available resources, the assessment of the operational results and strategic decisions.

**2.5 Foreign currency translation****(a) Functional and presentation currency**

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in euros, the Company's functional and presentation currency.

**(b) Transactions and balances**

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the income statement. Translation differences on non-monetary financial assets are included in OCI.

**(c) Group companies**

The results and financial position of all the Group entities (none of which has the currency of a hyper-inflationary economy) that have a functional currency different from the presentation currency are translated into the presentation currency as follows:

- (a) Assets and liabilities for each balance sheet presented are translated at the closing rate at the date of that balance sheet;
- (b) Income and expenses for each income statement are translated at average exchange rates unless this average is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the rate on the dates of the transactions; and
- (c) All resulting exchange differences are recognized in OCI.

On consolidation, exchange differences arising from the translation of the net investment in foreign operations, and of borrowings designated as hedges of such investments, are taken to OCI. When a foreign operation is partially disposed of or sold, exchange differences that were recorded in equity are recognized in the income statement as part of the gain or loss on sale.

Goodwill and fair value adjustments arising on the acquisition of a foreign entity are treated as assets and liabilities of the foreign entity and translated at the closing rate. The resulting changes are recognized in OCI.

## 2.6 Intangible assets

### Goodwill

Goodwill represents the excess of the considerations transferred of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. For the purpose of impairment testing, goodwill is allocated to cash-generating units (CGUs), being the parts of the business segments benefiting from the business combination in which the goodwill arose. Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes. Goodwill is monitored at the operating segment level.

Goodwill is not amortized, but goodwill impairment reviews are undertaken annually or more frequently if events or changes in circumstance indicate a potential impairment. The carrying value of the CGU containing the goodwill is compared to the recoverable amount, which is the higher of value in use and fair value less costs of disposal. Any impairment is recognized immediately as an expense and is not subsequently reversed.

### Software

Costs associated with maintaining computer software programs are recognized as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Group are recognized as intangible assets.

Directly attributable costs that are capitalized as part of the software product include employee costs directly related thereto. Other development expenditures that do not meet these criteria are recognized as an expense as incurred. Computer software development costs recognized as assets are amortized over their estimated useful lives of three to ten years.

### Other intangible assets

Other intangible assets include order backlog. Intangible assets that are acquired through acquired companies are initially valued at fair value. This fair value is subsequently treated as deemed cost. These identifiable intangibles are then systematically amortized over the estimated useful life.

## 2.7 Property, plant and equipment

Land and buildings are stated at cost less accumulated depreciation on buildings. All other property, plant and equipment is stated at cost less accumulated depreciation based on the estimated useful life of the assets concerned and impairment losses, if any. Such cost includes the cost of replacing part of the property, plant and equipment and borrowing costs for long-term construction projects if the recognition criteria are met.

Subsequent investments are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognized. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred. The difference between opening and closing balance of assets under construction normally consists of additions and reclassifications to other categories of property, plant and equipment.

For depreciation, the straight-line method is used. The useful life and residual value are reviewed periodically through the life of an asset to ensure that it reflects current circumstances. Depreciation will be applied to property, plant and equipment as soon as the assets are ready for their intended use. The useful lives of the following categories are used for depreciation purposes:

Buildings	20-30 years
Building improvements	5-10 years
Machinery and equipment	5-15 years
Vehicles	3-5 years
Furniture, fittings and equipment	3-8 years



An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount exceeds its estimated recoverable amount (Note 2.8). Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognized in the income statement.

## 2.8 Impairment of non-financial assets

Assets that have an indefinite useful life – for example goodwill – are not subject to amortization and are tested annually for impairments or when impairment triggers arise. Assets that are subject to amortization are also reviewed for possible impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (CGUs). An impairment loss will be reversed if there is a change in the estimates used to determine the recoverable amount of the assets since the last impairment loss was recognized. The net book amount of the asset will be increased to its recoverable amount. Goodwill is never subject to reversion of impairment losses recognized.

## 2.9 Derivative financial instruments including hedging accounting

The Group uses derivative financial instruments such as forward currency contracts to hedge its risks associated with foreign currency risk. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative.

Any gains or losses arising from changes in the fair value of derivatives are taken directly to profit or loss, except for the effective portion of cash flow hedges, which is recognized in OCI and later reclassified to profit or loss when the hedged item affects profit or loss.

For the purpose of hedge accounting, hedges are classified as cash flow hedges when hedging the exposure to variability in cash flows that is either attributable to a particular risk associated with a recognized asset or liability or a highly probable forecast transaction or the foreign currency risk in an unrecognized firm commitment transaction (cash flow hedge).

At the inception of a hedge relationship, the Group formally designates and documents the hedge relationship to which the Group wishes to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. Hedges that are expected to be highly effective in achieving offsetting changes in cash flows are assessed on an ongoing basis to determine if they actually have been highly effective throughout the financial reporting periods for which they were designated. Hedges which meet the strict criteria for hedge accounting are accounted for as follows:

- The effective portion of the gain or loss on the hedging instrument is recognized in OCI in the cash flow hedge reserve, while any ineffective portion is recognized immediately in the statement of income within Cost of goods sold.
- Amounts recognized as OCI are transferred to profit or loss when the hedged transaction affects profit or loss, such as when a forecast sale occurs.
- When a hedging instrument expires or is sold, or when a hedge no longer meets the criteria for hedge accounting, any cumulative gain or loss previously recognized in OCI remains separately in equity until the forecast transaction occurs. When a forecast transaction is no longer expected to occur, the cumulative gain or loss that was reported in equity is immediately transferred to the income statement.

## 2.10 Inventories

Inventories are stated at the lower of cost and net realizable value. Cost is determined using the first-in, first-out (FIFO) method. The cost of finished goods and semi-finished products comprises raw materials, direct labour, other direct costs and related production overheads (based on normal operating capacity), but excludes borrowing costs. Net realizable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

## 2.11 Trade and other receivables and trade and other payables

Trade receivables are amounts due from customers for goods sold in the ordinary course of business. Trade receivables and other receivables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method, less provision for impairment. If collection is expected in one year or less, they are classified as current assets. If not, they are presented as non-current assets.

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Trade payables and other short-term monetary liabilities are initially recognized at fair value and subsequently carried at amortized cost using the effective interest method. If payment is due within one year or less, they are classified as current liabilities. If not, they are presented as non-current liabilities.

## 2.12 Cash and cash equivalents

Cash and cash equivalents include cash at banks and on hand and short-term highly liquid investments with an original maturity of three months or less. Bank overdrafts are shown within Borrowings in current liabilities in the consolidated balance sheet.

## 2.13 Share capital

Ordinary issued shares are classified as equity. Incremental costs directly attributable to the issue of new ordinary shares or options are charged to the share premium reserve as a deduction, net of tax, from the proceeds.

## 2.14 Borrowings

Borrowings are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently carried at amortized cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the income statement over the period of the borrowings using the effective interest method. Fees paid in connection to new loan facilities are recognized as transaction costs of the loan.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the end of the reporting period.

## 2.15 Current and deferred corporate income tax

Income tax comprises current and deferred tax. Income tax is recognized in the statement of income except to the extent that it relates to items recognized directly within equity or in OCI. In this case, the tax is also recognized in other comprehensive income or directly in equity, respectively. Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the balance sheet date in the countries where the Company and its subsidiaries operate and generate taxable income, and any adjustment to tax payable in respect of previous years.

Management periodically evaluates positions taken in tax returns with respect to situations in which applicable tax regulation is subject to interpretation. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

Deferred income tax is recognized, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. However, deferred tax liabilities are not recognized if they arise from the initial recognition of goodwill; deferred income tax is not accounted for if it arises from initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss. Deferred income tax is determined using tax rates (and laws) that have been enacted or substantially enacted at the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

Deferred income tax assets are recognized only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries and associates, except for deferred income tax liability where the timing of the reversal of the temporary difference is controlled by the Group and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax liabilities for withholding taxes are recognized for subsidiaries in situations where the income is to be paid out as dividend in the foreseeable future to the extent that these withholding taxes are not expected to be refundable or deductible. Changes in tax rates are reflected in the period when the change has been enacted or substantially enacted by the reporting date.

## 2.16 Employee benefits

Group companies operate various pension schemes. The schemes are generally funded through payments to insurance companies or trustee-administered funds, determined by periodic actuarial calculations. The Group has one defined benefit plan and various defined contribution plans.

A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate entity. The Group has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. The contributions are recognized as personnel expenses when they are due. Prepaid contributions are recognized as an asset to the extent that a cash refund or a reduction in the future payments is available.

A defined benefit plan typically defines an amount of pension benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and compensation. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method.

Remeasurements, comprising of actuarial gains and losses, the effect of the asset ceiling, excluding net interest (not applicable to the Group) and the return on plan assets (excluding net interest), are recognized immediately in the statement of financial position with a corresponding debit or credit to retained earnings through OCI in the period in which they occur. Remeasurements are not reclassified to profit or loss in subsequent periods.

Past service costs are recognized in income on the earlier of the date of the plan amendment or curtailment, and the date that the Group recognizes restructuring-related costs. Net interest is calculated by applying the discount rate to the net defined benefit liability or asset.

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. The Group recognizes a liability and an expense for bonuses and profit sharing, based on a percentage (generally 10% - 15%) of the profit before tax of the respective subsidiary. The Group recognizes a provision where contractually obliged or where there is a past practice that has created a constructive obligation.

## 2.17 Share-based payments

On 1 September 2010, the Group introduced an equity-settled share-based compensation plan, under which the entity receives services from employees as consideration for equity instruments (options) of the Company.

The fair value of the employee services received in exchange for the grant of the options is recognized as an expense in the income statement, with a corresponding adjustment to equity. The total amount to be expensed is determined by reference to the fair value of the options granted as measured at the date of grant.

Non-market vesting conditions are included in assumptions about the number of options that are expected to vest. The total expense is recognized over the vesting period, which is the period over which all of the specified vesting conditions are to be satisfied. At the end of each reporting period, the entity revises its estimates of the number of options that are expected to vest based on the non-market vesting conditions. It recognizes the impact of the revision to original estimates, if any, in the income statement, with a corresponding adjustment to equity.

When the options are exercised, the Company issues new shares. The proceeds received net of any directly attributable transaction costs are credited to share capital (nominal value) and share premium when the options are exercised.

## 2.18 Provisions

Provisions are recognized when the Group has a legal or constructive obligation as result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to passage of time is recognized as interest expense.

## 2.19 Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Group's activities. Revenue is shown net of value-added tax, returns, rebates and discounts and after eliminating sales within the Group. The Group recognizes revenue when the amount of revenue can be reliably measured, it is probable that future economic benefits will flow to the entity and when specific criteria have been met for each of the Group's activities as described below.

### (a) Sales of goods

Sales of goods are recognized when a Group entity has delivered products to the customer, the customer has full discretion over the channel and price to sell the products, and there is no unfulfilled obligation that could affect the customer's acceptance of the products. Delivery normally does not occur until the products have been shipped to the specified location, the risks of obsolescence and loss have been transferred to the customer, and either the customer has accepted the products in accordance with the sales contract, the acceptance provisions have lapsed or the Group has objective evidence that all criteria for acceptance have been satisfied. Sales are recorded based on the prices specified in the sales contracts.

### (b) Interest income

Interest income is recognized using the effective interest method. When a loan or receivable is impaired, the Group reduces the carrying amount to its recoverable amount, being the estimated future cash flow discounted at the original effective interest rate of the instrument, and continues unwinding the discount as interest income. Interest income on impaired loans and receivables is recognized using the original effective interest rate.

### (c) Dividend income

Dividend income is recognized when the right to receive payment has been established, which is generally when shareholders approve the dividend.

## 2.20 Cost of goods sold

Cost of goods sold is recorded in the same period in which the sales are recognized.

## 2.21 Operational 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 (net of any incentives received from the lessor) are charged to the statement of income on a straight-line basis over the period of the lease.

## 2.22 Dividend distribution

Dividend distribution to the Company's shareholders is recognized as a liability in the Company's financial statements in the period in which the dividends are approved by the Company's shareholders.

## 2.23 Cash flow statement

The statement of cash flows is prepared using the indirect method. Cash flows in foreign currencies are translated into euros using the weighted average rates of exchange for the periods involved.

# 3 Risk management

## 3.1 Risk factors

The Group operates in international commodity trading and is exposed to a variety of market and financial risks (including foreign exchange risk, interest rate risk and price risk), credit risks and liquidity risks. The Group's overall risk management focuses on the unpredictability of commodity and financial markets and seeks to minimize potential adverse effects on the Group's financial performance. The Group uses derivative financial instruments to hedge certain foreign currency risk exposures.

Risk management is carried out under policies approved by the Management Board and Supervisory Board. Risks are identified, evaluated and hedged in close cooperation with the Group's operating units. The Management Board and the management of the operating companies apply policies covering specific areas, such as foreign exchange risk, interest rate risk, credit risk, use of derivative financial instruments and investment of excess liquidity. We refer to the Management Board report and our Corporate Governance Statement for a further explanation on risk management.

### 3.1.1 Market risks

#### Foreign exchange risk

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US dollar. Foreign exchange risk arises from current and future commercial transactions, current and future costs, recognized assets and liabilities and net investments in foreign operations. The Management Board has set up a policy to require group companies to manage their foreign exchange risk against their functional currency. The group companies are required to hedge their foreign exchange risk exposure arising from sales and purchase transactions within the respective company in accordance with Group policies. To manage their foreign exchange risk arising from future commercial transactions and recognized assets and liabilities, entities in the Group use forward contracts, transacted with external banks and net borrowings in foreign currencies. Foreign exchange risk arises when future commercial transactions or recognized assets or liabilities are denominated in a currency that is not the entity's functional currency.

The Group's risk management policy is to hedge between 90% and 100% of contracted cash flows (mainly export sales and purchases of inventory) in each major foreign currency for the subsequent 12 months. Approximately 95% (2014: 95%) of contracted sales and purchases in each major currency qualify as 'highly probable' transactions for hedge accounting purposes.

The Group has certain investments in foreign operations whose net assets are exposed to foreign currency translation risk. Currency exposure arising from the net assets of the Group's foreign operations is managed primarily through borrowings denominated in the relevant foreign currencies.

For the year 2015, if the average US dollar currency applied had weakened/strengthened by 5% against the euro with all other variables held constant, net profit for the year would have been approximately € 0.5 million higher/lower (2014: € 0.6 million), mainly as a result of foreign exchange results on translation of US-dollar-denominated income from the Van Rees Group tea business and Red River Commodities seeds business. On 31 December 2015, the total impact on shareholders' equity of a 5% US dollar increase/decrease relating to equity of subsidiaries with a US dollar functional currency would have been approximately € 2.6 million (2014: € 2.6 million). Similarly, total assets would have increased/decreased by approximately € 7.3 million (2014: € 6.1 million) in case of the euro/US dollar rate being 5% higher/lower than the rate at 31 December 2015 that has been used. The Group's exposure to foreign currency changes for all other currencies is not material.

#### **Price risk**

The Company's results are sensitive to commodity market price movements. In order to manage the effects of price movements of commodities, the group companies apply trading guidelines internally determined and maximum positions per product group and overall positions. From a financing point of view, headroom available within bank facilities is closely monitored in order to be able to finance increased working capital requirements when commodity prices increase.

#### **Interest rate risk**

The Group's interest rate risk arises from long-term borrowings and working capital financing. Borrowings and working capital financing contracted at variable interest rates expose the Group to cash flow interest rate risk which is partially offset by cash held at variable interest rates. Borrowings issued at fixed interest rates expose the Group to fair value interest rate risk.

During 2015 and 2014, the Group's borrowings at variable interest rates were denominated in euro and US dollar. The Group analyzes its interest rate exposure on a dynamic basis. Scenarios are simulated taking into consideration refinancing, renewal of existing positions, alternative financing and hedging. Based on these scenarios, the Group calculates the impact on profit and loss of a defined interest rate shift. For each simulation, the same interest rate shift is used for all currencies. The scenarios are run only for liabilities that represent the major interest-bearing positions.

A sensitivity analysis has been made based on the exposure to interest rates for the bank borrowings and current financial bank liabilities at the balance sheet date. If interest rates had been 0.5% or 50 basis points higher/lower and all other variables were held constant, the Group's result before tax for the year ended 31 December 2015 would have been approximately € 467,000 (2014: € 432,000) lower/higher respectively.

#### **3.1.2 Credit risk**

Credit risk is managed at the subsidiary level. Each local subsidiary is responsible for managing and analyzing the credit risk for each of their customers before standard payment and delivery terms and conditions are offered. Credit risk arises from derivative financial instruments and deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. Risk control assesses the credit quality of the customer, taking into account its financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings in accordance with limits set by management of the operating companies. The utilization of credit limits is regularly monitored. See Note 11 for further disclosure on credit risk. Management does not expect any undisclosed material losses from non-performance by these counterparties.

#### **3.1.3 Liquidity risk**

Cash flow forecasting is performed in the operating entities of the Group and aggregated by Group treasury. Group treasury monitors rolling forecasts of the Group's liquidity requirements and calculates ratios to ensure it has sufficient funds to meet operational needs while maintaining sufficient headroom on its undrawn committed borrowing facilities (Note 18) at all times, so that the Group does not breach borrowing limits or covenants (where applicable) on any of its borrowing facilities. Such forecasting takes into consideration the Group's debt financing plans, planned capital expenditures, covenant compliance, compliance with internal balance sheet ratio targets and, if applicable, external

regulatory or legal requirements – for example, currency restrictions. Surplus cash held by the operating entities over and above balances required for working capital purposes are transferred to Group treasury. Group treasury invests surplus cash in interest bearing current accounts at first class banks.

### 3.2 Capital risk management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to ensure the continued financing of the trading activities, to provide adequate long-term returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Company monitors capital on the basis of the solvency ratio. This ratio is calculated as total equity plus subordinated debt divided by total assets. During 2015, the Company's objective, which was unchanged from 2014, was to maintain the solvency ratio at a minimum of 30% and preferably around 40%. The solvency ratios at 31 December 2015 and 2014 were as follows:

Solvency	31 December	
	2015	2014
Total shareholders' equity	<u>168 319 810</u>	<u>151 919 663</u>
Total assets	<u>348 917 914</u>	<u>337 162 312</u>
<b>Solvency ratio</b>	48.2%	45.1%

## 4 Critical accounting estimates and judgments

The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

### (a) Impairment of goodwill

The Group tests annually whether goodwill has suffered any impairment, in accordance with the accounting policy stated in Note 2.8. The recoverable amounts of CGUs have been determined based on value-in-use calculations. These calculations require the use of estimates (Note 6).

### (b) Income taxes

The Group is subject to income taxes in numerous jurisdictions. Significant judgment is required in determining the worldwide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is inherently uncertain. The Group recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the period in which such determination is made. Additional information is disclosed in Note 19 and Note 25.

### (c) Pension benefits

The present value of the pension obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. The assumptions used in determining the net cost (income) for pensions include the discount rate, future salary increases, mortality rates and future pension increases. The mortality rate is based on publicly available mortality tables for the specific countries.

Due to the complexities involved in the valuation and its long-term nature, a defined benefit obligation is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

The Group determines the appropriate discount rate at the end of each year. This is the interest rate that should be used to determine the present value of estimated future cash outflows expected to be required to settle the pension obligations. In determining the appropriate discount rate, the Group considers the interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating the terms of the related pension obligation. Additional information is disclosed in Note 20.

**(d) Inventories**

Provisions are made for write-down of inventories to net realizable value based on management's estimates of available market information. Where management has determined that the net realizable value is lower than the initial value, inventories are written down. Additional information is disclosed in Note 10.

**(e) Trade receivables**

Provisions are made for doubtful debts based on management's estimates of the prospects of recovering the debt. Where management has determined that recovering is doubtful, the amount is provided for. Additional information is disclosed in Note 11.

**(f) Litigations and claims**

The Group is party to various legal proceedings, generally incidental, to its business. In connection with these proceedings and claims, management evaluated, based on the relevant facts and legal principles, the likelihood of an unfavourable outcome and whether the amount of the loss could be reasonably estimated. Subjective judgments were required in these evaluations, including judgments regarding the validity of asserted claims and the likely outcome of legal and administrative proceedings. The outcome of these proceedings, however, is subject to a number of factors beyond the Group's control, most notably the uncertainty associated with predicting decisions by courts and administrative agencies.

## 5 Segment information

The Management Board in its role as chief operating decision-maker has determined the operating segments based on the reports used to make management decisions. The Management Board considers the business from a product perspective. Geographically, the Management Board considers the performance of wholesale in the Netherlands, other countries in Europe, the US and other areas. The following reporting segments are identified:

- Spices and Nuts;
- Edible Seeds;
- Tea;
- Food Ingredients.

The Management Board assesses the performance of the reporting segments based on a measure of adjusted profit before tax. This measurement basis excludes the effects of non-recurring expenditures from the operating segments such as restructuring costs, legal expenses and goodwill impairments when the impairment is the result of an isolated, non-recurring event. The segment information for the reportable segments for the year ended 31 December 2015 and 31 December 2014 is as follows:



2015 (in thousands)	Spices and Nuts	Edible Seeds	Tea	Food Ingredients	Holdings and intra group	Total
Sales	347 528	189 141	128 593	21 945	(5 623)	681 584
Operating expenses	(321 355)	(174 194)	(121 066)	(18 760)	4 428	(630 947)
<b>EBITDA</b>	26 173	14 947	7 527	3 185	(1 195)	50 637
Depreciation	(230)	(3 131)	(412)	(463)	(62)	(4 298)
Interest income/(expense), net	(835)	(2 458)	(744)	(102)	1 047	(3 092)
Income tax expense	(6 277)	(3 027)	(1 802)	(930)	116	(11 920)
Non-recurring results, net of tax	-	-	-	140	784	924
<b>Net result</b>	<u>18 831</u>	<u>6 331</u>	<u>4 569</u>	<u>1 830</u>	<u>690</u>	<u>32 251</u>
<b>Total assets</b>	<u>117 126</u>	<u>115 328</u>	<u>48 503</u>	<u>13 642</u>	<u>54 319</u>	<u>348 918</u>
<b>Total liabilities</b>	<u>86 997</u>	<u>81 018</u>	<u>26 505</u>	<u>8 741</u>	<u>(22 663)</u>	<u>180 598</u>

2014 (in thousands)	Spices and Nuts	Edible Seeds	Tea	Food Ingredients	Holdings and intra group	Total
Sales	307 398	158 674	135 654	22 911	(5 766)	618 871
Operating expenses	(284 050)	(138 643)	(129 303)	(20 246)	4 161	(568 081)
<b>EBITDA</b>	23 348	20 031	6 351	2 665	(1 605)	50 790
Depreciation	(266)	(2 915)	(324)	(435)	(62)	(4 002)
Interest income/(expense), net	(713)	(1 593)	(1 013)	(99)	820	(2 598)
Income tax expense	(5 592)	(4 411)	(1 518)	(713)	805	(11 429)
Non-recurring results, net of tax	-	-	244	-	59	303
<b>Net result</b>	<u>16 777</u>	<u>11 112</u>	<u>3 740</u>	<u>1 418</u>	<u>17</u>	<u>33 064</u>
<b>Total assets</b>	<u>113 630</u>	<u>107 076</u>	<u>52 043</u>	<u>11 905</u>	<u>52 508</u>	<u>337 162</u>
<b>Total liabilities</b>	<u>85 395</u>	<u>70 394</u>	<u>31 729</u>	<u>7 415</u>	<u>(9 690)</u>	<u>185 243</u>

The amounts with respect to total assets are measured in a manner consistent with that of the financial statements. These assets are allocated based on the operations of the segment and the physical location of the asset. Inter-segment sales are eliminated upon consolidation and reflected in the Holdings and intra group column.

Sales per geography are as follows:

Sales (in millions)	NL	EU other	US	Other	Total
<b>2015</b>	<b>108.9</b>	<b>325.0</b>	<b>179.2</b>	<b>68.5</b>	<b>681.6</b>
2014	93.9	275.0	169.4	80.6	618.9

## 6 Intangible assets

<b>Intangible assets</b>	Goodwill	Software	Other	Total
<b>At 1 January 2014</b>				
Cost or valuation	46 477 064	1 332 677	-	47 809 741
Accumulated depreciation	-	(636 172)	-	(636 172)
<b>Net book amount</b>	<u>46 477 064</u>	<u>696 505</u>	<u>-</u>	<u>47 173 569</u>
<b>2014</b>				
Opening net book amount	46 477 064	696 505	-	47 173 569
Additions	5 634 361	267 802	403 000	6 418 284
Amortization	-	(165 193)	(357 000)	(553 724)
Exchange differences	3 778 137	81 590	-	3 859 727
<b>Closing net book amount</b>	<u>55 889 562</u>	<u>880 704</u>	<u>46 000</u>	<u>56 816 266</u>
<b>At 31 December 2014</b>				
Cost or valuation	55 889 562	1 713 601	403 000	58 006 163
Accumulated depreciation	-	(832 897)	(357 000)	(1 189 897)
<b>Net book amount</b>	<u>55 889 562</u>	<u>880 704</u>	<u>46 000</u>	<u>56 816 266</u>
<b>2015</b>				
Opening net book amount	55 889 562	880 704	46 000	56 816 266
Additions	-	248 376	-	248 376
Amortization	-	(183 822)	(46 000)	(229 822)
Exchange differences	3 515 537	85 507	-	3 601 044
<b>Closing net book amount</b>	<u>59 405 099</u>	<u>1 030 765</u>	<u>-</u>	<u>60 435 864</u>
<b>At 31 December 2015</b>				
Cost or valuation	59 405 099	2 081 789	-	61 486 888
Accumulated depreciation	-	(1 051 024)	-	(1 051 024)
<b>Net book amount</b>	<u>59 405 099</u>	<u>1 030 765</u>	<u>-</u>	<u>60 435 864</u>

### Goodwill

Goodwill is not amortized and is tested for impairment, at least annually. Goodwill relates to the goodwill paid for the acquisition of Tefco EuroIngredients in 2006, Snick EuroIngredients in 2009, Van Rees Group, Red River Commodities and King Nuts & Raaphorst in 2010 and SIGCO Warenhandel in 2014 and is allocated to the segments expected to benefit from synergies from the combination.

An operating segment-level summary of the goodwill allocation is presented below.

<b>Goodwill</b>	31 December	
	2015	2014
Spices and Nuts	15 305 566	15 305 566
Edible Seeds	29 342 935	26 917 215
Tea	10 651 681	9 561 864
Food Ingredients	4 104 917	4 104 917
<b>Total goodwill</b>	<u>59 405 099</u>	<u>55 889 562</u>

### Impairment tests for goodwill

For the purpose of the annual impairment testing, goodwill is allocated to the Group's CGUs identified at the level of operating segments.

The goodwill impairment test is based on the management judgment that the possible net realizable value of the acquired businesses will not be less than the sum of the goodwill amount plus the net assets of the acquired company.

Given the nature of Acomo being a group of trading companies, the recoverable amounts of all CGUs have been determined based on two different valuation methods, the discounted cash flow (DCF) method and multiple analysis:

- The DCF method uses cash flow projections based on financial budgets approved by management for 2016. The weighted average cost of capital (WACC) is based on the capital asset pricing model using a levered beta of 0.95. The WACC varies at different CGUs. Based on the local tax rates, the applied WACC pre-tax varies between 8.32% and 9.51%.
- A five-year forecast period is used (including approved 2016 budgets when applicable) followed by a terminal value based on perpetual 1.5% to 2.5% growth of revenues. Cash flows beyond 2015 are extrapolated using estimated growth rates.
- The multiple analysis is based on corporate price/earnings ratios and can be applied for trading companies in situations that future cash flows are very dependent on underlying commodity price developments.

Cash flows beyond the five-year period are extrapolated taking into account a long-term average growth rate.

The discount rates used are pre-tax and reflect specific risks relating to the relevant parts of the business.

The key assumptions used for value-in-use calculations in 2015 are as follows:

Assumptions	Spices and Nuts	Edible Seeds	Tea	Food Ingredients
Average future growth rates 2016 - 2020	2.25%	2.5%	2.25%	7.8%
Long-term average growth rate (after 5 years)	2.0%	2.0%	1.5%	2.5%
Discount rate, pre-tax, average	8.58%	9.51%	9.34%	8.32%

After conducting impairment tests on all CGUs within the Group, no impairment was deemed necessary since the discounted future cash flows from the CGUs exceeded the value of the carrying amount including goodwill for each CGU.

It is inherent in the method of computation used that a change in the assumptions may lead to a different conclusion on the impairment required. If the discount rate is assumed to be one percentage point higher than assumed in the individual impairment tests, no impairment would have been required. The impairment tests performed separately would also not indicate any impairment if the future cash flows were set 10% lower than assumed.

### Software

In 2015, software was reclassified from Property, plant and equipment. The 2014 figures are restated accordingly.

### Other intangible assets

Other intangible assets consist of intangible assets which arose from acquisitions. The total amount related to forward profits existent at the date of acquisition, which have been amortized completely in 2015.

## 7 Property, plant and equipment

The movements in Property, plant and equipment are as follows:

<b>Property, plant and equipment</b>	Land and buildings	Vehicles and machinery	Furniture, fittings and equipment	Assets under construction	Total
<b>At 1 January 2014</b>					
Cost or valuation	18 200 201	17 412 051	1 616 626	4 602 435	41 831 313
Accumulated depreciation	<u>(1 830 387)</u>	<u>(3 529 863)</u>	<u>(1 062 250)</u>	-	<u>(6 422 500)</u>
<b>Net book amount</b>	<u>16 369 814</u>	<u>13 882 188</u>	<u>554 376</u>	<u>4 602 435</u>	<u>35 408 813</u>
<b>2014</b>					
Opening net book amount	16 369 814	13 882 188	554 376	4 602 435	35 408 813
Acquisition subsidiaries	-	-	12 377	-	12 377
Investments	381 745	1 923 217	33 652	61 272	2 399 886
Disposals	(18 896)	(46 437)	(1 115)	-	(66 448)
Depreciation charge	(937 494)	(2 519 378)	(299 947)	-	(3 756 819)
Assets taken into operation	3 317 242	783 411	520 818	(4 621 471)	-
Exchange differences	<u>2 164 996</u>	<u>1 559 325</u>	<u>266 560</u>	<u>25 037</u>	<u>4 015 918</u>
<b>Closing net book amount</b>	<u>21 277 407</u>	<u>15 582 326</u>	<u>1 086 721</u>	<u>67 273</u>	<u>38 013 727</u>
<b>At 31 December 2014</b>					
Cost or valuation	25 458 185	23 653 270	2 262 348	67 273	51 441 076
Accumulated depreciation	<u>(4 180 778)</u>	<u>(8 070 944)</u>	<u>(1 175 626)</u>	-	<u>(13 427 348)</u>
<b>Net book amount</b>	<u>21 277 407</u>	<u>15 582 326</u>	<u>1 086 721</u>	<u>67 273</u>	<u>38 013 727</u>
<b>2015</b>					
Opening net book amount	21 277 407	15 582 326	1 086 721	67 273	38 013 727
Investments	1 175 700	4 333 952	165 009	11 882	5 686 543
Disposals	-	(787 743)	(44 635)	-	(832 378)
Depreciation charge	(1 085 435)	(2 987 543)	(308 509)	-	(4 381 487)
Assets taken into operation	-	73 320	-	(73 320)	-
Exchange differences	<u>1 931 594</u>	<u>1 608 709</u>	<u>57 678</u>	<u>6 309</u>	<u>3 604 290</u>
<b>Closing net book amount</b>	<u>23 299 266</u>	<u>17 823 021</u>	<u>956 264</u>	<u>12 144</u>	<u>42 090 695</u>
<b>At 31 December 2015</b>					
Cost or valuation	30 325 951	31 263 981	2 041 764	12 144	63 643 840
Accumulated depreciation	<u>(7 026 685)</u>	<u>(13 440 960)</u>	<u>(1 085 500)</u>	-	<u>(21 553 145)</u>
<b>Net book amount</b>	<u>23 299 266</u>	<u>17 823 021</u>	<u>956 264</u>	<u>12 144</u>	<u>42 090 695</u>

In 2015, software was reclassified to Intangible assets. The 2014 figures are restated accordingly. The 2015 depreciation charge of € 4.4 million (2014: € 3.9 million) has been recorded in Depreciation and impairment charges. Investments include replacements for machines and equipment which are disposed as a result of a fire. The investments are paid by the insurer.

## 8 Other investments in companies

The movements in other investments in companies (both dormant companies and minority participations) are as follows:

<b>Other investments in companies</b>	2015	2014
<b>At 1 January</b>	73 941	256 651
Impairment	(73 941)	(80 337)
Liquidation of dormant companies	-	(102 373)
<b>At 31 December</b>	<u>-</u>	<u>73 941</u>

## 9 Financial instruments by category

<b>Assets</b>	Loans and receivables	Derivatives used for hedging	Total
<b>31 December 2015</b>			
Derivative financial instruments	-	1 613 365	1 613 365
Trade and other receivables excluding prepayments	78 971 760	-	78 971 760
Cash and cash equivalents	1 384 267	-	1 384 267
<b>Total</b>	<u>80 356 027</u>	<u>1 613 365</u>	<u>81 969 392</u>

<b>Liabilities</b>	Other financial liabilities at amortized cost	Derivatives used for hedging	Total
<b>31 December 2015</b>			
Borrowings	7 868 463	-	7 868 463
Bank overdrafts - short-term	100 476 353	-	100 476 353
Derivative financial instruments	-	1 149 668	1 149 668
Trade and other payables	55 786 268	-	55 786 268
<b>Total</b>	<u>164 131 084</u>	<u>1 149 668</u>	<u>165 280 752</u>

<b>Assets</b>	Loans and receivables	Derivatives used for hedging	Total
<b>31 December 2014</b>			
Derivative financial instruments	-	4 312 400	4 312 400
Trade and other receivables excluding prepayments	70 399 389	-	70 399 389
Cash and cash equivalents	1 557 998	-	1 557 998
<b>Total</b>	<u>71 957 387</u>	<u>4 312 400</u>	<u>76 269 787</u>

<b>Liabilities</b>	Other financial liabilities at amortized cost	Derivatives used for hedging	Total
<b>31 December 2014</b>			
Borrowings	10 355 456	-	10 355 456
Bank overdrafts - short-term	84 171 640	-	84 171 640
Derivative financial instruments	-	1 213 420	1 213 420
Trade and other payables	69 670 475	-	69 670 475
<b>Total</b>	<u>164 197 571</u>	<u>1 213 420</u>	<u>165 410 991</u>

The fair values of the financial assets and liabilities do not materially differ from the book value due to the absence of interest related components, the absence of long-term fixed interest rates and the accounting policies used.

## 10 Inventories

Inventories	31 December	
	2015	2014
Raw materials	37 444 483	33 620 657
Semi-finished products	1 331 154	4 295 938
Finished goods	124 370 893	126 620 073
<b>Total inventories</b>	<b>163 146 530</b>	<b>164 536 668</b>

The cost of inventories recognized as expense and included in Cost of goods sold amounted to € 541.4 million (2014: € 484.9 million). As at 31 December 2015, the provision for write-down of inventories to net realizable value amounts to € 4.2 million (2014: € 2.6 million).

As at 31 December 2015, inventories with a book value of € 147.0 million have been pledged as a security for certain bank overdrafts.

## 11 Trade receivables

Trade receivables	31 December	
	2015	2014
Trade receivables	76 749 488	70 239 755
Less: provision for impairment	(1 599 074)	(1 420 942)
<b>Total trade receivables, net</b>	<b>75 150 414</b>	<b>68 818 813</b>

As at 31 December 2015, trade receivables were impaired for the total amount of € 1.6 million (2014: € 1.4 million). The individually (partly or fully) impaired receivables mainly relate to customers in the ordinary line of business which are in unexpectedly difficult economic and financial situations.

As at 31 December 2015, trade receivables of approximately € 3.3 million were past due but not impaired. These relate to a number of independent customers for whom there is no recent history of default.

The ageing analysis of these trade receivables based on due date is as follows:

Ageing receivables - due dates	31 December	
	2015	2014
Up to 1 month	71 891 716	65 333 082
1-2 months	3 025 563	1 612 786
2-3 months	292 794	1 138 092
Over 3 months	1 539 415	2 155 795
<b>Total trade receivables, gross</b>	<b>76 749 488</b>	<b>70 239 755</b>

The carrying amounts of the Group's trade receivables are denominated in the following currencies:

Trade receivables - currency	31 December	
	2015	2014
Denominated in euros	30 629 114	25 976 850
Denominated in US dollars	44 692 221	43 185 199
Denominated in UK pounds	1 076 094	547 326
Denominated in other currencies	352 059	530 380
<b>Total trade receivables, gross</b>	<b>76 749 488</b>	<b>70 239 755</b>

Movements in the provisions for impairment of trade receivables are as follows:

<b>Provision trade receivables</b>	2015	2014
<b>At 1 January</b>	1 420 942	1 361 415
Write-offs	(84 356)	(254 297)
Unused reversed to the income statement	(446 683)	(569 030)
Charged to the income statement	615 430	775 743
Exchange differences	93 741	107 111
<b>At 31 December</b>	<u>1 599 074</u>	<u>1 420 942</u>

The creation and release of provisions for impaired receivables have been included in Cost of goods sold in the income statement. Overdue receivables are generally fully written off when there is no expectation of recovering additional cash. The other classes within trade and other receivables do not contain material impaired assets.

The maximum exposure to credit risk at the reporting date is the carrying value of each class of receivables mentioned above. The Group does not hold any collateral as security. In general, delivery terms dictate that full title of ownership can be withdrawn for unpaid deliveries. As at 31 December 2015, trade receivables with a book value of € 51.2 million have been pledged as a security for certain bank overdrafts.

## 12 Other receivables

<b>Other receivables</b>	31 December	
	2015	2014
Prepayments	805 420	1 236 936
Tax and social securities	2 368 316	1 038 413
Other receivables	1 453 030	542 163
<b>Total other receivables</b>	<u>4 626 766</u>	<u>2 817 512</u>

All other receivables are due within one year from the end of the reporting period.

## 13 Derivative financial instruments

<b>Derivatives</b>	31 December 2015		31 December 2014	
	Assets	Liabilities	Assets	Liabilities
Cash flow hedges – forex contracts	1 613 365	1 149 668	4 312 400	1 213 420
<b>Total derivatives</b>	<u>1 613 365</u>	<u>1 149 668</u>	<u>4 312 400</u>	<u>1 213 420</u>

Foreign exchange contracts relate for more than 95% to forward US dollar sales and purchases with a term of less than 12 months and relate to hedged items with a maturity of less than 12 months. Consequently, the net value of these derivatives is classified as a current asset or liability. The forex contracts are so-called Level-2 derivatives with banks which values are derived directly from foreign exchange rates and interest rate levels. The maximum exposure to credit risk at the reporting date is the fair value of the derivative assets in the consolidated balance sheet.

### Forward foreign exchange contracts

The total notional principal amounts of the outstanding forward foreign exchange contracts on 31 December 2015 were \$ 73.2 million bought and \$ 44.8 million sold resulting in a total net amount of \$ 28.4 million (2014: \$ 9.9 million) and £ 2.2 million sold (2014: £ nil million). Gains and losses recognized in the hedge reserve in equity (Note 16) on forward foreign exchange contracts as at 31 December 2015 are recognized in the income statement in the period or periods during which the hedged forecast transaction affects the income statement.

## 14 Cash and cash equivalents

Cash and cash equivalents consist almost entirely of cash held at bank accounts.

## 15 Share capital and share premium reserve

The total authorized number of ordinary shares is 66.7 million shares (2014: 66.7 million shares) with a par value of € 0.45 per share (2014: € 0.45 per share). All issued 24.0 million shares (31 December 2014: 23.8 million) are fully paid. The movements during 2014 and 2015 were as follows:

Share capital and share premium reserve	Number of shares	Share capital	Share premium reserve	Total
<b>At 1 January 2014</b>	23 531 676	10 589 254	47 306 893	57 896 147
New shares issued	235 025	105 761	1 645 506	1 751 267
Transaction costs for issued share capital	-	-	(3 074)	(3 074)
<b>At 31 December 2014</b>	23 766 701	10 695 015	48 949 325	59 644 340
New shares issued	224 125	100 856	1 622 088	1 722 944
<b>At 31 December 2015</b>	23 990 826	10 795 871	50 571 413	61 367 284

During the year, the issued share capital was increased by € 100,856 due to issuance of 224,125 new ordinary shares of € 0.45 each as part of the share-based payment (Note 17). The shares issued have the same rights as existing shares issued.

## 16 Other reserves

Other reserves	Currency translation reserve	Share option plan	Hedge reserve	Other reserves	Total
<b>At 1 January 2014</b>	(5 246 057)	347 086	(222 775)	(189 030)	(5 310 776)
Cash flow hedges	-	-	914 850	-	914 850
Employee share option scheme:					
• Value of employee services	-	180 563	-	-	180 563
• Tax credit, 25%	-	(45 141)	-	-	(45 141)
Currency translation adjustments (CTA)	5 499 463	-	-	-	5 499 463
CTA on goodwill	3 778 137	-	-	-	3 778 137
Remeasurement gains/(losses) on defined benefit plans	-	-	-	(364 860)	(364 860)
<b>At 31 December 2014</b>	4 031 543	482 508	692 075	(553 890)	4 652 236
Cash flow hedges	-	-	(378 944)	-	(378 944)
Employee share option scheme:					
• Value of employee services	-	102 173	-	-	102 173
• Tax credit, 25%	-	(25 543)	-	-	(25 543)
Currency translation adjustments (CTA)	5 264 874	-	-	-	5 264 874
CTA on goodwill	3 515 537	-	-	-	3 515 537
Remeasurement gains/(losses) on defined benefit plans	-	-	-	137 931	137 931
<b>At 31 December 2015</b>	12 811 954	559 138	313 131	(415 959)	13 268 264

Pursuant to Dutch law, limitations exist relating to the distribution of shareholders' equity of € 23.9 million (2014: € 14.7 million). Such limitations relate to share capital as well as to legal reserves required by Dutch law included under other reserves.



## 17 Share-based payment

Share options are granted to management and to selected employees. The exercise price of the options granted in 2010 is equal to the conversion price of the convertible bonds issued in June 2010, i.e. € 7.39 per share. The exercise price of the 100,000 options granted to management in 2013 is € 13.90 per share. The exercise price of the 40,000 options granted to management in 2014 is € 17.00 per share. The exercise price of the 50,000 options granted to management in 2015 is € 22.46 per share. All options vest in a six-year period with the first vesting taking place around the third anniversary of the options granted. The vesting and exercise of the options is conditional on the continued employment in the Group. The options have a contractual option term of seven years and expire on respectively 1 September 2017, 8 May 2020, 1 December 2021 and 1 December 2022. The Group has no legal or constructive obligation to repurchase or settle the options in cash.

During 2015, 50,000 new options were issued to management and for 16,500 shares the vesting date was moved forward from 2016 to 2015. A total of 42,000 options vested in 2014 were exercised in 2015. A total of 201,500 options vested and 182,125 vested options were exercised. In total leaving 25,000 vested options exercisable. Share options outstanding at the end of the year have the following vesting dates, exercise prices and fair values:

Share-based payment			31 December	
Vesting date	Expiry date	Exercise price per option in €	2015	2014
1 September 2014	1 September 2017	7.39	5 625	47 625
1 September 2015	1 September 2017	7.39	19 375	185 000
1 September 2016	1 September 2017	7.39	205 500	222 000
8 May 2016	8 May 2020	13.90	30 000	30 000
8 May 2017	8 May 2020	13.90	15 000	15 000
8 May 2018	8 May 2020	13.90	25 000	25 000
8 May 2019	8 May 2020	13.90	30 000	30 000
1 December 2017	1 December 2021	17.00	12 000	12 000
1 December 2018	1 December 2021	17.00	6 000	6 000
1 December 2019	1 December 2021	17.00	10 000	10 000
1 December 2020	1 December 2021	17.00	12 000	12 000
1 September 2018	1 December 2022	22.46	15 000	-
1 September 2019	1 December 2022	22.46	7 500	-
1 September 2020	1 December 2022	22.46	12 500	-
1 September 2021	1 December 2022	22.46	15 000	-
<b>Total</b>			<b>420 500</b>	<b>594 625</b>

The weighted average fair value of options granted in 2010 determined by using the Black-Scholes valuation model was € 0.58 per option. The significant inputs into the model were: share price € 8.25, volatility of 19.0%, dividend yield of 8.2%, annual risk-free rate of 2.63%. The volatility measured at the standard deviation of continuously compound share returns is based on statistical analysis of the Acom share.

The weighted average fair value of options granted in 2013 determined by using the Black-Scholes valuation model was € 2.31 per option. The significant inputs into the model were: share price € 16.34, volatility of 18.0%, dividend yield of 4.4%, annual risk-free rate of 1.90%. The volatility measured at the standard deviation of continuously compound share returns is based on statistical analysis of the Acom share.

The weighted average fair value of options granted in 2014 determined by using the Black-Scholes valuation model was € 1.96 per option. The significant inputs into the model were: share price € 18.64, volatility of 22.5%, dividend yield of 5.0%, annual risk-free rate of 0.30%. The volatility measured at the standard deviation of continuously compound share returns is based on statistical analysis of the Acom share, measured over a historic period equal to expected life.

The weighted average fair value of options granted in 2015 determined by using the Black-Scholes valuation model was € 1.87 per option. The significant inputs into the model were: share price € 22.46, volatility of 22.5%, dividend

yield of 5.1%, annual risk-free rate of - 0.1%. The volatility measured at the standard deviation of continuously compound share returns is based on statistical analysis of the Acom share, measured over a historic period equal to expected life.

For all options granted, an estimated term of six years was applied.

## 18 Bank borrowings

	31 December	
	2015	2014
<b>Bank borrowings</b>		
<b>Non-current</b>		
Bank borrowings	7 868 463	10 355 456
<b>Current</b>		
Bank overdrafts	98 260 517	82 497 018
Bank borrowings short-term part	2 678 231	2 444 781
Less: related bank costs	(462 395)	(770 159)
<b>Total</b>	<u>100 476 353</u>	<u>84 171 640</u>
<b>Total bank borrowings</b>	<u>108 344 816</u>	<u>94 527 096</u>

The carrying amounts of bank borrowings approximate their fair value due to the interest rates being variable. The working capital financing lines are secured through a mix of positive pledges and negative pledges on inventories and trade receivables.

### Bank borrowings

On 31 December 2015, the Group had secured three long-term bank borrowings:

- A € 5 million drawing under the € 50 million acquisition facility, repayable in five years with repayments of 15% per year with a final payment of the remaining borrowing on 31 January 2019;
- A \$ 9 million term loan, repayable in five years started at 4 April 2012;
- A € 3 million term loan, repayable in 19 years started at 1 January 2014.

Bank borrowings are secured by pledges on fixed assets of the relating group companies up to € 10 million.

The carrying amounts of the Group's bank borrowings are denominated in the following currencies:

	31 December	
	2015	2014
<b>Non-current bank borrowings</b>		
Denominated in euros	5 916 768	7 034 386
Denominated in US dollars	1 951 695	3 321 070
<b>Total non-current bank borrowings</b>	<u>7 868 463</u>	<u>10 355 456</u>

The maturity of bank borrowings is as follows:

	31 December	
	2015	2014
<b>Contractual repayments</b>		
2015	-	2 444 781
2016	2 678 231	2 479 782
2017	2 864 462	2 077 023
2018	912 767	930 118
After 2018	4 091 235	4 868 533
<b>Total contractual repayments</b>	<u>10 546 695</u>	<u>12 800 237</u>

Total interest liabilities based on current interest rates, contractual terms and average 2015 working capital financial levels are approximately € 1.9 million for 2016 and approximately € 7.6 million in total for the years 2017-2020.

#### Bank overdrafts

On 31 December 2015, the Group had the following bank overdrafts:

- A € 200 million revolving credit facility (RCF) with a borrowing base character; this facility matures on 31 January 2017 and has the option to be extended for an additional two years. Interest is variable;
- Local lines in operating companies, secured by corporate guarantees of Acomco parent or intermediate group companies within the Group, in total amounting to € 1,551,500, \$ 33,589,000 and £ 1,000,000; these lines mature on an annual basis and are rolled over annually. Interest is variable.

For these bank overdrafts, financial covenants were agreed being an interest cover ratio that must exceed 4.0 and minimum solvency that must exceed 25% or 30% at various measurement dates in the periods up until 31 December 2016. The interest cover ratio 2015 exceeded 23.0 and total solvency as calculated in line with the bank agreement exceeded 48%.

The used and undrawn part of bank overdrafts at 31 December 2015 is as follows:

Working capital overdraft facilities	In local currencies			Available in €
	Total lines	Outstanding	Undrawn	
€ 200 000 000 RCF	200 000 000	87 914 819	112 085 181	112 085 181
Local US dollar lines	33 589 000	10 266 378	23 322 622	21 471 757
Local euro lines	1 551 500	768 951	782 549	782 549
Local UK pound lines	1 000 000	92 201	907 799	1 231 732
<b>Total in euro equivalent</b>				
<b>Total</b>	<u>233 831 736</u>	<u>98 260 517</u>	<u>135 571 219</u>	<u>135 571 219</u>

As at balance sheet date, the Group had issued short-term letters of credit in favour of third parties in the amount of \$ 0.2 million (2014: \$ 2.2 million).

## 19 Deferred tax liabilities and assets

Deferred income tax position	31 December	
	2015	2014
Deferred tax assets	470 013	214 987
Deferred tax liabilities	<u>(11 059 705)</u>	<u>(7 434 703)</u>
<b>Deferred tax liabilities, net</b>	<u>(10 589 692)</u>	<u>(7 219 716)</u>

The movement in the total deferred income tax position is as follows:

Total deferred income tax position	2015	2014
<b>At 1 January</b>	(7 219 716)	(7 255 342)
Recognized in OCI	56 072	(110 285)
Recognized in income	(2 634 355)	983 826
Currency translation effects	(524 547)	(593 576)
Acquisition subsidiaries	-	(130 076)
Other movements	<u>(267 146)</u>	<u>(114 263)</u>
<b>At 31 December</b>	<u>(10 589 692)</u>	<u>(7 219 716)</u>

The movement in deferred income tax assets and liabilities during the year, without taken into consideration the offsetting of balances within the same tax jurisdiction, is as follows:

	1 January 2015	Recognized in OCI	Recognized in income	Currency translation effects	Other movements	31 December 2015
<b>Movements 2015</b>						
Intangible assets	(14 847)	-	503 436	-	-	488 589
Property, plant and equipment	(6 196 889)	-	(90 233)	(675 555)	(24 449)	(6 987 126)
Inventories	(1 147 317)	(52 602)	(2 868 689)	79 352	97 526	(3 891 730)
Current assets and liabilities, net	424 838	179 730	(41 426)	63 351	6 297	632 790
Pension provisions	644 569	(71 056)	10 097	68 866	644	653 120
Other provisions	(737 530)	-	(224 481)	(60 561)	(347 164)	(1 369 736)
Long-term debt	(192 540)	-	76 941	-	-	(115 599)
<b>Total</b>	<u>(7 219 716)</u>	<u>56 072</u>	<u>(2 634 355)</u>	<u>(524 547)</u>	<u>(267 146)</u>	<u>(10 589 692)</u>

	1 January 2014	Recognized in OCI	Recognized in income	Currency translation effects	Acquisition subsidiaries	Other movements	31 December 2014
<b>Movements 2014</b>							
Intangible assets	-	-	115 229	-	(130 076)	-	(14 847)
Property, plant and equipment	(5 786 763)	-	336 778	(750 193)	-	3 289	(6 196 889)
Inventories	(1 607 637)	(75 864)	516 702	46 926	-	(27 444)	(1 147 317)
Current assets and liabilities, net	495 401	(205 333)	149 320	61 638	-	(76 188)	424 838
Pension provisions	595 259	170 912	(198 838)	78 670	-	(1 434)	644 569
Other provisions	(941 071)	-	214 374	(30 617)	-	19 784	(737 530)
Long-term debt	(10 531)	-	(149 739)	-	-	(32 270)	(192 540)
<b>Total</b>	<u>(7 255 342)</u>	<u>(110 285)</u>	<u>983 826</u>	<u>(593 576)</u>	<u>(130 076)</u>	<u>(114 263)</u>	<u>(7 219 716)</u>

An amount of € 6.5 million (2014: € 6.1 million) is expected to be recovered within 12 months.

Deferred tax assets and liabilities relate to the balance sheet captions as follows:

	31 December 2015			31 December 2014		
	Assets	Liabilities	Net	Assets	Liabilities	Net
Intangible assets	488 589	-	488 589	-	(14 847)	(14 847)
Property, plant and equipment	-	(6 987 126)	(6 987 126)	-	(6 196 889)	(6 196 889)
Inventories	601 569	(4 493 300)	(3 891 731)	403 268	(1 550 585)	(1 147 317)
Current assets and liabilities, net	674 873	(42 083)	632 790	654 822	(229 984)	424 838
Pension provisions	653 121	-	653 121	644 569	-	644 569
Other provisions	-	(1 369 736)	(1 369 736)	11 434	(748 964)	(737 530)
Long-term debt	-	(115 599)	(115 599)	-	(192 540)	(192 540)
<b>Total</b>	<u>2 418 152</u>	<u>(13 007 844)</u>	<u>(10 589 692)</u>	<u>1 714 093</u>	<u>(8 933 809)</u>	<u>(7 219 716)</u>
Set-off	<u>(1 948 139)</u>	<u>1 948 139</u>	<u>-</u>	<u>(1 499 106)</u>	<u>1 499 106</u>	<u>-</u>
<b>Net position</b>	<u>470 013</u>	<u>(11 059 705)</u>	<u>(10 589 692)</u>	<u>214 987</u>	<u>(7 434 703)</u>	<u>(7 219 716)</u>

As at 31 December 2015 deferred income tax liabilities of € 0.4 million (2014: € 0.6 million) have not been recognized for withholding tax and other taxes that would be payable on the unremitted earnings of certain subsidiaries. Such amounts are permanently reinvested. Unremitted earnings totalled € 2.9 million at 31 December 2015 (2014: € 5.2 million).

## 20 Retirement benefit obligations

The retirement benefit positions are as follows:

	31 December	
	2015	2014
<b>Balance sheet obligations</b>		
Pension benefits - defined benefit plans	1 835 970	1 815 818
Pension benefits - defined contribution plans	72 174	96 897
<b>Liability in the balance sheet</b>	<b>1 908 144</b>	<b>1 912 715</b>

	31 December	
	2015	2014
<b>Income statement charges</b>		
Pension costs - defined benefit plans (Note 22)	77 434	(434 585)
Pension costs - defined contribution plans (Note 22)	1 398 377	1 004 942
<b>Pension cost in the income statement</b>	<b>1 475 811</b>	<b>570 357</b>

### Pension benefits - defined benefit plans

Since the acquisition of Van Rees Group and Red River Commodities Group, the Group has operated defined benefit pension plans in the Netherlands and the US, based on employee pensionable remuneration and length of service. The Van Rees Group plan was changed in 2014 into a defined contribution plan. The pension plan in the US was closed in 2008, both for changes in salaries and for new entrants, and therefore serves as a pension fund for existing and former employees of Red River Commodities Group that were eligible up to mid-2008. The remaining defined benefit plan in the US is externally funded. Plan assets are held in trusts and at the insurance company, governed by local regulations and practice in each country. In addition, some relatively limited selected pension agreements have been arranged within the Group.

The amounts recognized in the balance sheet are determined as follows:

	31 December	
	2015	2014
<b>Net pension liability</b>		
Present value of funded obligations	4 938 446	4 716 045
Fair value of plan assets	(3 102 476)	(2 900 227)
Deficit of funded plans	1 835 970	1 815 818
Other pension liabilities	72 174	96 897
<b>Total net pension liability</b>	<b>1 908 144</b>	<b>1 912 715</b>

The movement in the defined benefit obligations over the year is as follows:

	2015	2014
<b>Actuarial pension obligations</b>		
<b>At 1 January</b>	4 716 045	8 335 255
Provision	-	406 121
Interest cost	200 108	165 006
Effect change to defined contribution scheme	-	(4 937 245)
Actuarial (gains)/losses	(328 035)	943 198
Benefits paid	(180 372)	(357 224)
Release provision through income	-	(15 055)
Release provision through OCI	-	(406 473)
Settlements	-	64 692
Reclassification to other accruals	-	(45 486)
Exchange differences	530 700	563 256
<b>At 31 December</b>	<b>4 938 446</b>	<b>4 716 045</b>

Actuarial results mainly consist of changes in financial assumptions.

The movement in the fair value of plan assets of the year is as follows:

<b>Value plan assets</b>	2015	2014
<b>At 1 January</b>	2 900 227	7 085 288
Expected return on plan assets	122 674	129 845
Actuarial gains/(losses)	(119 048)	34 043
Effect change to defined contribution scheme	-	(4 417 862)
Employer contributions	51 214	66 245
Benefits paid	(180 372)	(357 224)
Exchange differences	327 781	359 892
<b>At 31 December</b>	<b>3 102 476</b>	<b>2 900 227</b>

The amounts recognized in the income statement are as follows:

<b>Pension costs</b>	2015	2014
Interest cost	200 108	165 006
Return on plan assets	(122 674)	(129 845)
Settlement result	-	64 692
Release provisions upon change of plan	-	(534 438)
<b>Total pension costs, included in personnel costs (Note 22)</b>	<b>77 434</b>	<b>(434 585)</b>

The principal actuarial assumptions were as follows:

<b>Actuarial assumptions</b>	31 December 2015	31 December 2014
Discount rate	4.34 %	3.95 %

Assumptions regarding future mortality experience are set based on actuarial advice in accordance with published statistics and experience in each territory. Average remaining life expectancy applicable for the US pension plan is 35 years.

Taking into account the closed status of the US pension plan, the main sensitivity of the overall pension liability to changes in the weighted principal assumptions is linked to the discount rate used. Actuarial calculations indicate that a 1% increase in the discount rate used would affect the total liability with approximately 15%.

Total contributions expected to be paid during 2016 are estimated at US dollar 84,837.

<b>Historical data</b>	31 December			
	2015	2014	2013	2012
Defined benefit obligations	4 938 446	4 716 045	8 335 255	8 477 913
Fair values of plan assets	(3 102 476)	(2 900 227)	(7 085 288)	(6 566 890)
Deficit in the plans in accordance with IAS 19R	<u>1 835 970</u>	<u>1 815 818</u>	<u>1 249 967</u>	<u>1 911 023</u>

Other pension liabilities mainly refer to provisions for retirement benefits by law (gratuity) in various countries including Kenya and Sri Lanka.

## 21 Other provisions

<b>Other provisions</b>	Legal	Other	Total
<b>At 1 January 2015</b>	1 003 037	4 363 151	5 366 188
Charged to the income statement	(558 304)	(2 498 539)	(3 056 843)
Used during the year	(329 239)	(819 500)	(1 148 739)
Exchange differences	25 261	26 992	52 253
<b>At 31 December 2015</b>	<u>140 755</u>	<u>1 072 104</u>	<u>1 212 859</u>
<b>Analysis of total other provisions</b>			
Non-current	20 000	-	20 000
Current	<u>120 755</u>	<u>1 072 104</u>	<u>1 192 859</u>
<b>Total other provisions</b>	<u>140 755</u>	<u>1 072 104</u>	<u>1 212 859</u>

### Legal claims

The amounts represent a provision for certain claims brought against the Group by third parties, the outcome of which is uncertain. The provision charge is recognized in profit or loss within General cost. In management's opinion, taken into account all known facts and circumstances on 31 December 2015 and after taking appropriate legal advice, the outcome of these legal claims will not give rise to any significant loss beyond the amounts provided at 31 December 2015.

### Other

Other provisions mainly relate to short positions outstanding at year-end of which contract prices of goods to be delivered were lower than the market price of the goods at year-end and to other onerous trading contracts. In prior year € 1.6 million related to the unpaid part of the purchase consideration for acquisitions was included, of which € 0.8 million was paid in 2015 and € 0.8 million was released to the income statement.

## 22 Personnel costs

<b>Personnel costs</b>	2015	2014
Wages and salaries including profit sharing	32 825 786	28 154 446
Social security costs	3 346 203	2 538 887
Pension costs - defined contribution plans (Note 20)	1 398 377	1 004 942
Pension costs - defined benefit plans (Note 20)	77 434	(434 585)
Share options - charge for the year (Note 17)	102 173	180 563
Other	<u>930 784</u>	<u>946 212</u>
<b>Total personnel costs</b>	<u>38 680 757</u>	<u>32 390 465</u>

On a full-time equivalent basis the total number of employees was:

<b>Number of employees</b>	2015	2014
Average number	586	571
Number at 31 December	593	577

## 23 General costs

<b>General costs</b>	2015	2014
Indirect sales costs	1 780 299	1 592 024
Other production costs	9 345 494	8 136 682
Other general costs	<u>8 791 362</u>	<u>8 357 240</u>
<b>Total general costs</b>	<u>19 917 155</u>	<u>18 085 946</u>

Indirect sales costs and other production costs are costs which are not directly linked to sales transactions.

## 24 Net finance costs

<b>Net finance costs</b>	2015	2014
Interest income on short-term bank deposits	23 362	30 879
Interest expense on bank borrowings	(2 378 530)	(2 330 228)
Amortization arrangement fees	(462 395)	(473 321)
<b>Net interest expense</b>	<u>(2 817 563)</u>	<u>(2 772 670)</u>
Foreign exchange results	2 411	(20 967)
Results on derivatives	(275 421)	4 043
<b>Other financial income and expense</b>	<u>(273 010)</u>	<u>(16 924)</u>
<b>Total net finance costs</b>	<u>(3 090 573)</u>	<u>(2 789 594)</u>

## 25 Corporate income tax

<b>Current income tax expense</b>	2015	2014
Current income tax on profits for the year	8 856 970	13 131 982
Provisions (releases, net)	225 854	(352 556)
Adjustments in respect of prior years	63 116	(285 007)
<b>Total current income tax expense</b>	<u>9 145 940</u>	<u>12 494 419</u>
Deferred income tax expense/(income) (Note 19)	2 634 355	(983 826)
<b>Total corporate income tax expense</b>	<u>11 780 295</u>	<u>11 510 593</u>

The effective tax rate on the Group's profit differs from the theoretical amount that would arise using the weighted average tax rate applicable to profits of the consolidated entities as follows:

<b>Corporate income tax expense</b>	2015	2014
Tax calculated at domestic tax rates applicable to profits in the respective countries	12 558 446	12 557 898
Tax effect of:		
• Non-taxable amounts and tax allowances	(366 633)	(197 383)
• Non-deductible expenses	150 101	190 626
• Adjustments previous years	63 116	(285 007)
• Provisions (releases, net)	225 854	(352 556)
• Effect of changes in tax rates	-	(235 110)
• Other items	(850 589)	(167 875)
<b>Total corporate income tax expense</b>	<u>11 780 295</u>	<u>11 510 593</u>
Average effective tax rate	26.8%	25.8%

The weighted average applicable theoretical corporate income tax rate was 27.6% (2014: 28.2%). The decrease is mainly caused by a change in the country mix of the Group's source of profits in countries with a relatively higher tax rate, particularly the US, Canada and African countries and by local tax initiatives to support economic growth.



The tax (charge)/credit relating to components of OCI is as follows:

Tax components OCI	2015			2014		
	Before tax	Tax credit	After tax	Before tax	Tax credit	After tax
Cash flow hedges	(505 259)	126 315	(378 944)	1 219 800	(304 950)	914 850
Currency translation adjustments (CTA)	5 264 874	-	5 264 874	5 499 463	-	5 499 463
CTA on goodwill	3 515 537	-	3 515 537	3 778 137	-	3 778 137
Remeasurement gains/(losses) on defined benefit plans	183 908	(45 977)	137 931	(486 480)	121 620	(364 860)
<b>Total tax components OCI</b>	<u>8 459 060</u>	<u>80 338</u>	<u>8 539 398</u>	<u>10 010 920</u>	<u>(183 330)</u>	<u>9 827 590</u>

## 26 Earnings and dividends per share

Basic earnings per share are calculated by dividing the profit for the year attributable to equity holders of the Company by the weighted average number of ordinary shares outstanding during the year.

Diluted earnings per share are calculated by adjusting the weighted average number of ordinary shares outstanding to assume conversion of all dilutive potential ordinary shares. For the share options, a calculation is made to determine the number of shares that could have been issued at fair value (determined as the average annual market share price of the Company's shares) based on the monetary value of the subscription rights attached to outstanding share options. The number of shares calculated as above is compared with the number of shares that will be issued assuming the exercise of all issued share options. The excess number of shares is used for calculating diluted earnings per share.

Earnings used to calculate (diluted) earnings per share	2015	2014
Net profit	32 250 746	33 064 454
SOP cost, net	76 629	135 422
<b>Basis for diluted profit</b>	<u>32 327 375</u>	<u>33 199 876</u>

Number of shares, weighted and dilutive	31 December	
	2015	2014
<b>Weighted average number of ordinary shares issued</b>		
Issued at 1 January	23 766 701	23 531 676
Add: new shares issued, weighted part	90 953	147 702
<b>Total number of shares issued, weighted</b>	<u>23 857 654</u>	<u>23 679 378</u>
Add: new shares issued, unweighted part	133 172	87 323
<b>Total number of shares issued</b>	<u>23 990 826</u>	<u>23 766 701</u>
Share options deferred dilution effect	196 520	277 717
<b>Total number of shares, dilutive</b>	<u>24 187 346</u>	<u>24 044 418</u>

It is proposed to distribute a final dividend of € 0.60 per share. Together with the 2015 interim dividend of € 0.40 per share paid in August 2015, this brings the total 2015 dividend to € 1.00 per share.

The total number of issued shares is 23,990,826. The 2015 interim dividend amounted to € 9,523,480, implying that the proposed dividend would lead to a total dividend 2015 of € 23,917,976 (total 2014: € 26,123,921, - 8.4%). These financial statements do not reflect a liability for this final dividend payable of € 14,394,496.

## 27 Contingencies

The Group has contingent liabilities in respect of legal claims arising in the ordinary course of business. Besides the contingent liabilities provided for (Note 21), the company is from time to time involved in liability disputes. Under certain circumstances, we or our customers, may be required to recall or withdraw products. This could result in significant losses. We maintain product recall and general liability insurance levels that we believe to be adequate. However, we cannot assure the Group will not incur liability claims which are not covered by insurance policies. These claims could potentially have a material adverse effect on the financial position of the company. Besides the legal provision (Note 21), the company cannot reasonably predict potential financial losses to the company arising from other disputes and/or claims.

## 28 Contingent liabilities

### Capital commitments

Capital expenditures contracted for at the end of the reporting period were not material.

### Operating lease commitments – group company as lessee

The Group leases various offices and warehouses under non-cancelable operating lease agreements. The lease terms generally are between five and ten years, and the majority of lease agreements are renewable at the end of the lease period at market rate. The Group is required to give a six-month notice for the termination of these agreements. Operational lease expenses included in 2015 consolidated income statement amounted to € 2.3 million (2014: € 2.2 million). The future aggregate minimum lease payments under non-cancelable operating leases are as follows:

Lease payment liabilities (in thousands)	31 December	
	2015	2014
Within 1 year	2 087	2 346
Later than 1 year and no later than 5 years	4 025	3 605
Later than 5 years	2 346	1 627
<b>Total</b>	<b>8 458</b>	<b>7 578</b>

## 29 Business combinations

On 11 July 2014, the Company acquired 100% of the shares of SIGCO Warenhandel based in Hamburg, Germany, active in the German market in trade and distribution of edible seeds. The purchase price allocation was finalized in 2015. The total purchase consideration was partly released in 2015 (Note 21).

## 30 Related party transactions

Key management personnel disclosures are included in Note 1.8 of the Company-only financial statements.



## COMPANY BALANCE SHEET AND INCOME STATEMENT



Company balance sheet as at 31 December

Company income statement

Notes to the Company balance sheet  
and income statement

*All amounts are in euros, unless otherwise stated.*

# COMPANY BALANCE SHEET AS AT 31 DECEMBER

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<i>(before profit appropriation)</i>	Note	31 December	
		2015	2014
<b>Assets</b>			
<b>Non-current assets</b>			
Intangible assets	1.1	53 786 410	50 255 201
Property, plant and equipment		14 619	89 998
Investment in subsidiaries and affiliates	1.2	113 610 962	103 339 154
Total non-current assets		<u>167 411 991</u>	<u>153 684 353</u>
<b>Current assets</b>			
Amounts due from Group subsidiaries		-	488 417
Other receivables and prepayments	1.3	8 313 329	4 206 333
Cash and cash equivalents		88	15 493
Total current assets		<u>8 313 417</u>	<u>4 710 243</u>
<b>Total assets</b>		<u><b>175 725 408</b></u>	<u><b>158 394 596</b></u>
<b>Equity and liabilities</b>			
<b>Equity</b>			
Share capital		10 795 871	10 695 015
Share premium reserve		50 571 413	48 949 325
Legal reserves		12 811 954	4 031 543
Other reserves		61 889 826	55 179 326
Net profit for the year		32 250 746	33 064 454
Total equity	1.4	<u>168 319 810</u>	<u>151 919 663</u>
<b>Provisions</b>			
Provisions for deferred income tax liabilities	1.3	5 200 613	2 155 828
Provisions for other liabilities and charges		-	135 738
Total provisions		<u>5 200 613</u>	<u>2 291 566</u>
<b>Current liabilities</b>			
Bank borrowings		423 931	2 177 949
Amounts owed to Group subsidiaries		-	50 411
Tax liabilities		-	40 434
Other liabilities and accrued expenses		1 781 054	1 914 573
Total current liabilities		<u>2 204 985</u>	<u>4 183 367</u>
<b>Total equity and liabilities</b>		<u><b>175 725 408</b></u>	<u><b>158 394 596</b></u>

## COMPANY INCOME STATEMENT

		2015	2014
Result subsidiaries and affiliates	1.2	33 495 511	33 774 612
Result Acomó before tax		<u>(1 661 707)</u>	<u>(1 723 373)</u>
		31 833 804	32 051 239
Corporate income tax Acomó		<u>416 942</u>	<u>1 013 215</u>
<b>Net profit</b>		<u><u>32 250 746</u></u>	<u><u>33 064 454</u></u>

## 1 Accounting principles

The Company financial statements of Acom are prepared in accordance with generally accepted accounting principles in the Netherlands (Dutch GAAP) and compliant with the requirements included in Part 9 of Book 2 of the Dutch Civil Code.

The Company prepares its consolidated financial statements according to International Financial Reporting Standards (IFRS) as adopted by the European Union. Use has been made of the possibility to apply the accounting policies used for the consolidated financial statements to the financial statements of the Company. The accounting policies as described in the notes to the consolidated financial statements also apply to the Company financial statements unless indicated otherwise. The Company income statement has been drawn up using the exemption of article 402 of Part 9, Book 2 of the Dutch Civil Code.

### Investments in Group companies

In accordance with section 2:362, subsection 8 of the Dutch Civil Code, all subsidiaries are valued at net asset value, in accordance with the accounting principles applied in the consolidated accounts.

### 1.1 Intangible assets

Intangible assets relate to the goodwill paid for the acquisition of Tefco EuroIngredients in 2006, Snick EuroIngredients in 2009, Van Rees Group, Red River Commodities and King Nuts & Raaphorst in 2010 and SIGCO Warenhandel in 2014. Details on goodwill are given in Note 6 to the consolidated financial statements.

### 1.2 Financial fixed assets

<b>Investments in subsidiaries and affiliates</b>	2015	2014
<b>At 1 January</b>	103 339 154	88 976 370
Net profit for the year	33 495 511	33 774 612
Share premium contribution	5 847 053	-
Dividends paid out	(34 094 617)	(26 995 363)
Currency translation differences	5 264 874	5 499 463
Pension movements through OCI	137 931	(364 860)
Internal restructurings	-	1 534 082
Other equity movements	(378 944)	914 850
<b>At 31 December</b>	<u>113 610 962</u>	<u>103 339 154</u>

Acom and its Dutch subsidiaries form a fiscal unity for corporate income tax purposes. In accordance with standard conditions, the Company, along with the respective subsidiaries that are part of the fiscal unity, are wholly and severally liable for taxation payable by the fiscal unity. Corporate income tax expense on results of subsidiaries is reported as part of Results subsidiaries and affiliates.

### 1.3 Other receivables and prepayments - deferred tax liabilities

Other receivables and prepayments mainly comprises prepaid income taxes 2015, which will be charged to the relevant subsidiaries in 2016. The deferred tax liabilities are primarily related to temporary differences of assets in Dutch subsidiaries that are part of the fiscal unity of which the Company is the head.

## 1.4 Shareholders' equity

	Attributable to owners of the parent						
	Note	Share capital	Share premium reserve	Legal reserves	Other reserves	Net profit for the year	Total equity
<b>Balance at 1 January 2014</b>		<b>10 589 254</b>	<b>47 306 893</b>	<b>(5 246 057)</b>	<b>50 799 132</b>	<b>27 384 508</b>	<b>130 833 730</b>
Net profit 2014		-	-	-	-	33 064 454	33 064 454
Dividends relating to 2013, final		-	-	-	(14 210 896)	-	(14 210 896)
Dividends relating to 2014, interim		-	-	-	(9 478 830)	-	(9 478 830)
Currency translation adjustments (CTA)	1.2	-	-	5 499 463	-	-	5 499 463
CTA on goodwill		-	-	3 778 137	-	-	3 778 137
Appropriation of net profit		-	-	-	27 384 508	(27 384 508)	-
New shares issued		105 761	1 642 432	-	-	-	1 748 193
Employee share option scheme effects		-	-	-	135 422	-	135 422
Change in cash flow hedges		-	-	-	914 850	-	914 850
Remeasurement gains/(losses) on defined benefit plans		-	-	-	(364 860)	-	(364 860)
<b>Balance at 31 December 2014</b>		<b>10 695 015</b>	<b>48 949 325</b>	<b>4 031 543</b>	<b>55 179 326</b>	<b>33 064 454</b>	<b>151 919 663</b>
Net profit 2015		-	-	-	-	32 250 746	32 250 746
Dividends relating to 2014, final		-	-	-	(16 666 091)	-	(16 666 091)
Dividends relating to 2015, interim		-	-	-	(9 523 480)	-	(9 523 480)
Currency translation adjustments (CTA)	1.2	-	-	5 264 874	-	-	5 264 874
CTA on goodwill		-	-	3 515 537	-	-	3 515 537
Appropriation of net profit		-	-	-	33 064 454	(33 064 454)	-
New shares issued		100 856	1 622 088	-	-	-	1 722 944
Employee share option scheme effects		-	-	-	76 630	-	76 630
Change in cash flow hedges		-	-	-	(378 944)	-	(378 944)
Remeasurement gains/(losses) on defined benefit plans		-	-	-	137 931	-	137 931
<b>Balance at 31 December 2015</b>		<b>10 795 871</b>	<b>50 571 413</b>	<b>12 811 954</b>	<b>61 889 826</b>	<b>32 250 746</b>	<b>168 319 810</b>

The total authorized number of ordinary shares is 66.7 million shares with a par value of € 0.45 per share. As at 31 December 2015, 24.0 million (2014: 23.8 million) shares were issued and fully paid. The issued share capital increased in 2015 by 224,125 shares (2014: 235,025) as a result of employees exercising their vested option under the employee share option scheme.

## 1.5 Employee information

During 2015, the average number of employees employed by the Company was eight full-time equivalents (2014: eight), at year-end eight (2014: eight). All employees are positioned in the Netherlands.

## 1.6 Remuneration of the auditors

The following amounts were paid to the Group auditor PwC as audit fees and included in other operating expenses.

Fees audit firms	2015	2014
Statutory audit fees	238 620	181 000
Audit fees outside the Netherlands	158 932	134 000
<b>Total fees audit firms</b>	<b>397 552</b>	<b>315 000</b>

The 2015 statutory audit fees include additional billing for the audit of the financial year 2014.

## 1.7 Contingent liabilities

Contingent liabilities are not expected to give rise to any material loss and include guarantees given for Group companies. The Company has issued joint and several liability undertakings, some as defined in Article 403, Book 2 of the Dutch Civil Code, for almost all Dutch Group companies in the Netherlands. These written undertakings have been filed with the Trade Register of the Chamber of Commerce in the respective seat the Group company concerned has its registered office. The Company is the head of a fiscal unity that includes the Dutch wholly-owned Group companies. The Company is therefore jointly and severally liable for the tax liabilities of the fiscal unity as a whole.

## 1.8 Remuneration of the Management and Supervisory Board

Remuneration of the members of the Management Board is determined in accordance with the remuneration policy as disclosed in the Report of the Supervisory Board. Mr A. Goldschmeding was appointed as CFO per 1 December 2015 and has been nominated for appointment as statutory director in the upcoming annual general meeting. As of 1 Augustus 2015 Mr J. ten Kate resigned from his position as CFO, he remained available until 31 January 2016.

Key management includes the Management Board, consisting of Mr E. Rietkerk being statutory director of the Company and Mr A. Goldschmeding, and the Supervisory Board, consisting of Mr B. Stuiyinga, Mrs M. Groothuis, Mr Y. Gottesman and Mr J. Niessen.

The 2015 remuneration to members of the Management Board is shown below:

	Base salary	Profit share	Bonus	Pension costs
E. Rietkerk (CEO)	306 000	311 100	-	45 900
A. Goldschmeding (CFO)	22 917	-	11 458	2 083
Total current members	328 917	311 100	11 458	47 983
J. ten Kate (CFO) (resigned)	241 116	-	361 674	53 581
Total former member	241 116	-	361 674	53 581

Mr Rietkerk and Mr Goldschmeding can earn a profit share based on the profit development of the Group or a bonus when achieving specific targets in their respective roles as CEO and CFO of the Group. The profit share and bonus shown are related to the performance in 2015 and will be paid out in 2016.



Both current and former members have received options as part of the long-term share-based option plan. At year-end Mr Rietkerk held 100,000 (2014: 100,000) unvested share options which were granted in 2013 with a strike price of € 13.90 per share, for which € 35,495 (2014: € 49,347) was charged to the statement of income in 2015.

At year-end Mr Goldschmeding held 50,000 share options which were granted in 2015 with a strike price of € 22.46 per share, for which € 1,979 was charged to the statement of income in 2015.

At year-end Mr Ten Kate held 22,500 (2014: 52,500) share options which were granted in 2010 with a strike price of € 7.39 per share, for which € 2,940 (2014: € 4,587) was charged to the statement of income in 2015. Mr Ten Kate exercised 30,000 options in 2015. For further information see Note 17.

In 2015, the total remuneration of the Management Board amounted to € 1,355,829. The total remuneration 2014 amounted to € 1,387,577.

The 2015 Supervisory Board member remuneration amounted to € 46,000 for the Chairman and € 34,500 for each member. Mr Stuivinga, Chairman of the Supervisory Board, and Mr Gottesman, member of the Supervisory Board, both received € 10,000 as remuneration for being a member of the Supervisory Board of Catz International.

In 2015, the total remuneration of the Supervisory Board amounted to € 169,500 (2014: € 169,500).

On 31 December 2015, the following Board members directly or indirectly owned Acomco shares: Mr Stuivinga (40,595) and Mr Niessen (3,665,008). No loans, advances or guarantees have been granted to the members of the Management Board or the Supervisory Board. No share options have been granted to members of the Supervisory Board.

Rotterdam, 3 March 2016

#### **The Management Board**

E. Rietkerk, *CEO*

#### **The Supervisory Board**

B. Stuivinga, *Chairman*

M. Groothuis

Y. Gottesman

J. Niessen



# Erasmus Recruitment Days

ING KPN EFB



Looking further to the future of our business, we recognize the need for continuity in personnel.

**Young talent** is coming into the organization thanks to Career Days organized together with leading Dutch universities.



## OTHER INFORMATION

### Profit appropriation

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In accordance with the resolution of the general meeting held on 29 April 2015, the profit for 2014 has been appropriated in conformity with the proposed appropriation of profit stated in the 2014 financial statements.

The net profit for 2015 attributable to the shareholders amounting to € 32,250,746 shall be available in accordance with Article 17 of the Company's Articles of Association.

The Management Board proposes to distribute a final dividend of € 0.60 per share. Together with the 2015 interim dividend of € 0.40 per share paid in August 2015, this brings the total 2015 dividend to € 1.00 per share.

The residual profit shall be added to reserves.

### Subsequent events

On 2 February 2016 Acomo announced the first step into the Indian market via Van Rees Group. A newly established Van Rees Group subsidiary has acquired the assets of Container Tea & Commodities, which is based in Coonoor, India.

# INDEPENDENT AUDITOR'S REPORT

## Report on the financial statements 2015

### Our opinion

In our opinion:

- The accompanying consolidated financial statements give a true and fair view of the financial position of Amsterdam Commodities N.V. as at 31 December 2015 and of its result and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union (EU-IFRS) and with Part 9 of Book 2 of the Dutch Civil Code; and
- The accompanying company financial statements give a true and fair view of the financial position of Amsterdam Commodities N.V. as at 31 December 2015 and of its result for the year then ended in accordance with Part 9 of Book 2 of the Dutch Civil Code.

### What we have audited

We have audited the accompanying financial statements 2015 of Amsterdam Commodities N.V., Rotterdam ('the company' or 'Acom'). The financial statements include the consolidated financial statements of Amsterdam Commodities N.V. and its subsidiaries (together: 'the Group') and the company financial statements.

The consolidated financial statements comprise:

- The consolidated balance sheet as at 31 December 2015;
- The following statements for 2015: the consolidated statement of income and the consolidated statements of comprehensive income, cash flows and changes in equity; and
- The notes, comprising a summary of significant accounting policies and other explanatory information.

The company financial statements comprise:

- The company balance sheet as at 31 December 2015;
- The company income statement for the year then ended; and
- The notes, comprising a summary of the accounting policies and other explanatory information.

The financial reporting framework that has been applied in the preparation of the financial statements is EU-IFRS and the relevant provisions of Part 9 of Book 2 of the Dutch Civil Code for the consolidated financial statements and Part 9 of Book 2 of the Dutch Civil Code for the company financial statements.

### *The basis for our opinion*

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. Our responsibilities under those standards are further described in the 'Our responsibilities for the audit of the financial statements' section of our report.

We are independent of Amsterdam Commodities N.V. in accordance with the 'Verordening inzake de onafhankelijkheid van accountants bij assuranceopdrachten' (ViO) and other relevant independence requirements in the Netherlands. Furthermore, we have complied with the 'Verordening gedrags- en beroepsregels accountants' (VGBA).

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

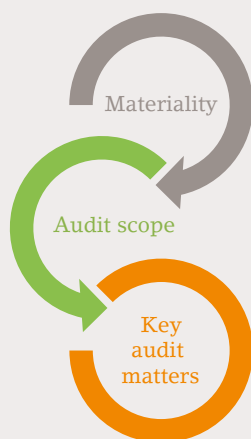
## Our audit approach

### Overview and context

During 2015 a number of (external) events were important to Acoma's financial results. The price level of food commodities varied strongly, resulting in prices for certain segments (e.g. tea) to increase and prices for other segments (e.g. edible seeds) to decrease. The Euro/US Dollar rate strengthened significantly compared to 2014. Also, the results of the in 2014 acquired entity SIGCO Warenhandelsgesellschaft mbH have been consolidated for a full year in the 2015 results, as set out in the report of the Management Board. These events affected our audit in determining materiality ('materiality' section), our scoping procedures ('the scope of our Group audit' section) and needed specific attention. We explain how we addressed these events in our audit procedures in the 'key audit matters' section of our report.

We designed our audit by determining materiality and assessing the risks of material misstatement in the financial statements. In particular, we looked at where the Management Board made subjective judgments, for example in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including evaluating whether there was evidence of bias by the Management Board that may represent a risk of material misstatement due to fraud.

We ensured that the audit teams both at Group and at component levels included the appropriate skills and competences which are needed for the audit of a commodity trading Group as Acoma. We therefore included specialists in the areas of IT and valuations in our team.



#### Materiality

- Overall materiality: € 2.2 million which represents 5% of profit before tax.

#### Audit scope

- We have identified four significant components. For these significant components as well as one other component, we have performed a full scope audit. For two other entities we performed specified audit procedures. Site visits were conducted by the Group engagement team. Refer to the section 'The scope of our Group audit' for further details.
- Van Rees Group B.V. consists of a sub-group of entities. For this sub-group we have performed full scope audit procedures for four entities and specified audit procedures for one entity.
- Audit coverage: 90% of consolidated profit before tax, 86% of consolidated revenue and 92% of consolidated total assets.

#### Key audit matters

- Internal controls and accounting for inventories, commodity trading positions and foreign exchange contracts.
- Existence and collectability of trade receivables and revenue recognition.
- Assessment of the valuation of carrying value of goodwill.

### Materiality

The scope of our audit is influenced by the application of materiality which is further explained in the section 'Our responsibility for the audit of the financial statements'.

We set certain quantitative thresholds for materiality. These, together with qualitative considerations, helped us to determine the nature, timing and extent of our audit procedures on the individual financial statement line items and disclosures and to evaluate the effect of identified misstatements on our opinion.

Based on our professional judgment, we determined materiality for the financial statements as a whole as follows:

<b>Overall Group materiality</b>	€ 2.2 million (2014: € 2.0 million).
<b>How we determined it</b>	5% of profit before tax.
<b>Rationale for benchmark applied</b>	We have applied this benchmark, a generally accepted auditing practice, based on our analysis of the common information needs of users of the financial statements. Also, information provided to key management is based on profit before tax. On this basis we believe that profit before tax is an important metric for the financial performance of the company.
<b>Component materiality</b>	To each component in our audit scope, we, based on our judgment, allocate materiality that is less than our overall Group materiality. The range of materiality allocated across components was between € 350 thousand and € 2 million.

We also take misstatements and/or possible misstatements into account that, in our judgment, are material for qualitative reasons.

We agreed with the Supervisory Board that we would report to them misstatements identified during our audit above € 110,000 (2014: € 100,000) as well as misstatements below that amount that, in our view, warranted reporting for qualitative reasons.

### The scope of our Group audit

Amsterdam Commodities N.V., collectively with its subsidiaries, is an international Group of entities. The financial information of this Group is included in the consolidated financial statements of Amsterdam Commodities N.V.

The Group audit scoping is included in the below table:

Entity	Significant component	Visited by Group engagement team	Scoping
Catz International B.V.	✓	✓	Full scope audit
Red River Commodities Inc.	✓	✓	Full scope audit
Acomco N.V.	✓	✓	Full scope audit
Van Rees Group B.V., including subsidiaries:	✓	✓	Full scope audit
• Van Rees B.V.		✓	Full scope audit
• Van Rees Kenya			Full scope audit
• Van Rees Ceylon Ltd		✓	Full scope audit
• Van Rees North America Inc			Specified audit procedures
Snick BVBA		✓	Full scope audit
King Nuts B.V.		✓	Specified audit procedures
SIGCO Warenhandelsgesellschaft mbH		✓	Specified audit procedures

In total, in performing these procedures, we achieved the following coverage based on our full scope audit and specified audit procedures scoping on the financial line items of Acomco:

Revenue	86%
Total assets	92%
Profit before tax	90%

None of the remaining components for which no full scope audit or specified audit procedures have been performed represented more than 3% of total Group profit before tax, total Group revenue or total Group assets. For those remaining components we performed, amongst others, analytical procedures to corroborate our assessment that there were no significant risks of material misstatements within those components.

In determining our scoping we considered the following factors of Acom's structure to be relevant:

- The Group consists of a number of subsidiaries active in trading, international sourcing, processing and selling of niche food commodities and ingredients in the food industry. The subsidiaries operate to a great extent autonomously under the responsibility of their own management and financial control;
- Acom as the holding company, as outlined in the section 'Roles of the holding company' in the annual report, has intentionally been kept small, flexible and cost-efficient; their role includes, however not limited to, monitoring financial performance, financing, assessing and monitoring effective risk management, compliance and control systems with regard to the subsidiaries' activities; and
- Acom's subsidiary Van Rees Group B.V. manages a number of subsidiaries located across the globe with an oversight role by Van Rees Group B.V. head office.

Our Group audit is aligned with the decentralized structure of Acom.

Where the work was performed by component auditors, we determined the level of involvement we needed to have in their audit work to be able to conclude whether sufficient appropriate audit evidence had been obtained as a basis for our opinion on the consolidated financial statements as a whole. The Group engagement team visits the component teams on a rotational basis.

We used component auditors from other PwC network firms who are familiar with the local laws and regulations in each of the locations to perform this audit work. We issued specific instructions to these audit teams. These instructions included the Group audit team's risk analysis, materiality and audit approach on similar processes. We determined the level of involvement in the audit work at those entities in order to be able to conclude whether sufficient appropriate audit evidence had been obtained as a basis for our opinion on the consolidated financial statements as a whole. During the year we had regular individual calls with all (international) component teams in which we discussed, amongst others, recent developments at the respective Acom subsidiary, the scope of our audit, the reports of the component teams, the findings following their procedures, the need for any support or information from Group level and other matters which could be of relevance for the consolidated financial statements.

In the Netherlands, the audits of all entities are performed under direct responsibility of senior members of the Group audit team and we have visited all significant and smaller components in 2015, as set out in the scoping paragraph.

The Group consolidation, financial statement disclosures and a number of items are audited by the Group audit team. These include, but are not limited to goodwill impairment testing, derivative financial instruments, hedge accounting, tax accounting, segmentation and share based payments. The Group audit team also performed (limited) analytical review procedures on smaller entities of Acom.

By performing the procedures above at the components, combined with additional procedures at Group level, we have obtained sufficient and appropriate audit evidence regarding the financial information of the Group as a whole to provide a basis for our opinion on the consolidated financial statements.

### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in the audit of the financial statements. We have communicated the key audit matters to the Supervisory Board, however they are not a comprehensive reflection of all matters that were identified by our audit and that we discussed. We described the key audit matters and included a summary of the audit procedures we performed on those matters.

In previous years' Independent Auditor's Report we included a key audit matter in relation to the SIGCO Warenhandelsgesellschaft mbH acquisition which occurred in 2014. In absence of acquisitions we consider this matter not a key audit matter for the 2015 audit.

The key audit matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon. We do not provide a separate opinion on these matters or on specific elements of the financial statements. Any comments we make on the results of our procedures should be read in this context.

#### Key audit matter

##### **Internal controls and accounting for inventories, commodity trading positions and foreign exchange contracts**

It is the core business of Acom to accept managed risks by taking positions in different types of commodities and contracts in different currencies. This is to a great extent, done autonomously under the responsibility of local management with separate financial and operational systems. The Group has issued specific trading and financial guidelines and risk limits per operating company, per product and per category, which are monitored by the Acom Management Board to mitigate the risk of management override of controls (e.g. monthly review of trading positions).

Certain operating entities use derivative financial instruments to hedge risks associated with foreign currency risk (mainly Euro/US Dollar exposures). Acom's approach in relation to foreign exchange risk is disclosed in note 3.1.1. to the financial statements.

The price and foreign currency volatilities of the commodity markets have a direct impact on the value of the subsidiaries' economic trading positions and could therefore result in inventory write-downs to net realisable value and/or losses on onerous contracts.

In addition, since Acom's subsidiaries are trading in non-quoted commodities, the valuation of inventories and onerous contract provisions requires judgment. We therefore consider this a key audit matter.

#### How our audit addressed the matter

*In our audit we performed procedures which allowed us to rely, to the extent possible, on internal controls on subsidiary and Group level. We performed, amongst others, procedures designed to identify risks around proper segregation of duties for the trading activities between the front office and back office, authorization of trading transactions and proper accounting of these transactions in the financial and operational systems.*

*As part of our audits of the subsidiaries we have tested the existence of specific trading and financial guidelines and risk limits per operating company.*

*At subsidiary level we also substantively tested management's analysis of the valuation of inventories and the economic trading positions with contracts and market prices. For inventories we substantively tested their existence by obtaining third party warehouse confirmations, attending inventory counts on all significant locations, testing the inventory pricing, valuation and calculation and authorisation of onerous contract provisions.*

*At the Group level, we assessed the company's hedge policies for commodities future contracts and hedging policies of their foreign exchange risk exposure.*

*For the effects of price movements we assessed the company's trading guidelines, positions per product group and overall positions.*

*We tested the fair value recognition of foreign currency derivatives based on market data and we investigated, where applicable, whether the effectiveness of the hedge accounting strategies is supported by effectiveness testing documentation with the help of PwC financial instruments specialists at subsidiary level.*



*Key audit matter***Existence and collectability of trade receivables and revenue recognition**

Trade receivable balances were significant to the Group as they represent 22% of the consolidated balance sheet (note 11 to the financial statements). The collectability of trade receivables is a key element of Acom's working capital management, which is managed on an ongoing basis by local management. Acom Group management supports subsidiaries in setting credit limits for customers and approve such limits above certain thresholds where applicable.

Given the nature of the businesses and requirements of both suppliers and customers, various shipping terms are in place which impact the timing of revenue recognition.

Given the magnitude and judgment involved in the timing of revenue recognition and the collectability assessment of trade receivables, existence and collectability of trade receivables and revenue recognition was a key audit matter.

**Assessment of the valuation of carrying value of goodwill**

Acom has recorded goodwill of EUR 59.4 million in regard to the acquisitions of SIGCO Warenhandels-gesellschaft mbH, Tefco EuroIngredients B.V., Snick EuroIngredients BVBA, Van Rees Group B.V., Red River Commodities Inc. and King Nuts B.V. The individual goodwill amounts have been allocated to the cash generating unit expected to benefit from synergies from the combination.

Given its magnitude and the significant judgment involved in the annual impairment test, this is considered a key audit matter in our audit. The assumptions and sensitivities in the annual impairment test are disclosed in note 6 to the financial statements. The impairment test is significant to our audit, because the assessment process is complex and requires management judgment about, inter alia, expected future market conditions. These assumptions are based on internal (e.g. budgets) and external market data (e.g. country specific interest rates and inflation percentages). As included in note 6 of the financial statements management concluded that no impairment was deemed necessary since the discounted future cash flows from the CGU's exceeded the value of the carrying amount for each CGU.

*How our audit addressed the matter*

*At subsidiary level we performed audit procedures on existence of trade receivables, which include but are not limited to control testing on sales transactions and tracing back to shipping documents, sending trade receivable confirmations and subsequent receipt testing of bank payments. Assessing the valuation of trade receivables requires judgment and we have challenged the assumptions used to calculate the trade receivables impairment amount, notably through detailed analyses of ageing of receivables, assessment of significant overdue individual trade receivables and assessing specific local risks, combined with legal documentation, where applicable.*

*We have tested management's timing of revenue and inventory recognition based on the shipping terms agreed with customers and suppliers. We reviewed shipping terms at all components in our audit scope. Also, we have tested management's cut-off testing procedures and have independently selected samples to test cut-off of revenue and purchase transactions through verification of shipping documents and invoices at subsidiary level.*

*We have engaged a PwC valuation specialist to assist us in the evaluation of the (key) assumptions used in the impairment analysis, in particular the estimated average future growth rates 2016-2020, long-term growth rates and the discount rate.*

*We validated the (key) assumptions as disclosed in note 6 to the financial statements where possible with external data.*

*We also tested management's sensitivity analyses around key assumptions; average future growth rates 2016-2020, long-term average growth rate and discount rate applied for the various CGU's and challenged management on the outcomes of the assessment.*

*Furthermore, we assessed the adequacy of the company's disclosures concerning goodwill.*

## Responsibilities of the Management Board and the Supervisory Board

The Management Board is responsible for:

- The preparation and fair presentation of the financial statements in accordance with EU-IFRS and with Part 9 of Book 2 of the Dutch Civil Code, and for the preparation of the Management Board report in accordance with Part 9 of Book 2 of the Dutch Civil Code, and for
- Such internal control as the Management Board determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

As part of the preparation of the financial statements, the Management Board is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting frameworks mentioned, the Management Board should prepare the financial statements using the going concern basis of accounting unless the Management Board either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so. The Management Board should disclose events and circumstances that may cast significant doubt on the company's ability to continue as a going concern in the financial statements.

The Supervisory Board is responsible for overseeing the company's financial reporting process.

## Our responsibilities for the audit of the financial statements

Our responsibility is to plan and perform an audit engagement to obtain sufficient and appropriate audit evidence to provide a basis for our opinion. Our audit opinion aims to provide reasonable assurance about whether the financial statements are free from material misstatement. Reasonable assurance is a high but not absolute level of assurance which makes it possible that we may not detect all misstatements. Misstatements may arise due to fraud or error. They are considered to be material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements.

A more detailed description of our responsibilities is set out in the appendix to our report.

## Report on other legal and regulatory requirements

### Our report on the directors' report and the Other information

Pursuant to the legal requirements of Part 9 of Book 2 of the Dutch Civil Code (concerning our obligation to report about the Management Board report and other information):

- We have no deficiencies to report as a result of our examination whether the Management Board report, to the extent we can assess, has been prepared in accordance with Part 9 of Book 2 of this Code, and whether the information as required by Part 9 of Book 2 of the Dutch Civil Code has been annexed.
- We report that the Management Board report, to the extent we can assess, is consistent with the financial statements.

### Our appointment

We were appointed as auditors of Amsterdam Commodities N.V. on 29 April 2015 by the Supervisory Board following the passing of a resolution by the shareholders at the annual meeting held on 29 April 2015 by shareholders representing a total period of uninterrupted engagement appointment of 2 years.

Amsterdam, 3 March 2016

PricewaterhouseCoopers Accountants N.V.

Original has been signed by

J. van Meijel RA

In addition to what is included in our auditor's report we have further set out in this appendix our responsibilities for the audit of the accompanying financial statements and explained what an audit involves.

### *The auditor's responsibilities for the audit of the financial statements*

We have exercised professional judgment and have maintained professional scepticism throughout the audit in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. 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. Our audit consisted, among others of:

- Identifying and assessing the risks of material misstatement of the financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the intentional override of internal control.
- Obtaining an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Management Board.
- Concluding on the appropriateness of the Management Board's use of the going concern basis of accounting, and based on the audit evidence obtained, concluding whether a material uncertainty exists related to events and/or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report and are made in the context of our opinion on the financial statements as a whole. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluating the overall presentation, structure and content of the financial statements, including the disclosures, and evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Considering our ultimate responsibility for the opinion on the company's consolidated financial statements we are responsible for the direction, supervision and performance of the Group audit. In this context, we have determined the nature and extent of the audit procedures for components of the Group to ensure that we performed enough work to be able to give an opinion on the financial statements as a whole. Determining factors are the geographic structure of the Group, the significance and/or risk profile of Group entities or activities, the accounting processes and controls, and the industry in which the Group operates. On this basis, we selected Group entities for which an audit or review of financial information or specific balances was considered necessary.

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

We provide the Supervisory Board with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Supervisory Board, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, not communicating the matter is in the public interest.

## LIST OF ACRONYMS AND ABBREVIATIONS

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AFM	Dutch Authority for the Financial Markets
AGM	Annual General Meeting
AScX	Amsterdam Small Cap Index
CAGR	Compound annual growth rate
CEO	Chief executive officer
CFO	Chief financial officer
CGU	Cash-generating unit
CSR	Corporate social responsibility
CTA	Currency translation adjustments
DCF	Discounted cash flow
EBIT	Earnings before interest and taxes (operating income)
EBITDA	Earnings before interest, taxes, depreciation and amortization
ERP	Enterprise resource planning
ETP	Ethical Tea Partnership
FIFO	First in, first out
FSSC	Food Safety System Certification
FTE	Full-time equivalent
FX rate	Foreign exchange rate
GAAP	Generally accepted accounting principles
HACCP	Hazard analysis and critical control points
IAS	International accounting standard
ICR	Interest cover ratio
IDH	IDH, The Sustainable Trade Initiative
IFRIC	International Financial Reporting Interpretations Committee
IFRS	International Financial Reporting Standards
IR	Investor relations
ISIN	International securities identification number
NGO	Non-governmental organization
OCI	Other comprehensive income
PBT	Profit before tax
PR	Public relations
PwC	PricewaterhouseCoopers Accountants N.V.
RCF	Revolving credit facility
ROE	Return on equity
RONCE	Return on net capital employed
SOP	Share option plan
SQF	Safe quality food
The Code	Dutch Corporate Governance Code
The Statement	Corporate Governance Statement
TSR	Total shareholder return
WACC	Weighted average cost of capital

## EXPLANATION OF SOME CONCEPTS AND RATIOS

### **Compound annual growth rate (CAGR)**

This rate is calculated as the value at the end of the period divided by the value at the beginning of the period, compounded to the respective period.

### **Dividend pay-out ratio**

The dividend pay-out ratio is calculated as the sum of the interim and (proposed) final dividend for the year as a percentage of the net profit for the year.

### **Earnings per share**

The earnings per share are calculated as the total net profit for the period divided by the (weighted) average number of ordinary shares outstanding.

### **Equity per share**

The equity per share reflects the company's equity allocated to each outstanding share of common stock and is calculated by dividing the total shareholders' equity by the total number of ordinary shares outstanding at year-end.

### **Interest cover ratio**

The interest cover ratio is calculated by dividing the normalized EBITDA by the total of the interest expenses minus interest income.

### **Market capitalization**

Market capitalization reflects the total market value of all the company's outstanding shares and is calculated by multiplying the total shares issued by the share price at period-end.

### **Net capital employed**

Net capital employed consists of the total assets minus cash and banks, provisions, trade creditors and other liabilities.

### **Net debt/total equity**

This ratio is calculated by dividing the net debt by the total shareholders' equity.

### **One-off items**

In this annual report, items with a specific non-recurring character are presented as one-off items.

### **Price/earnings ratio**

The price/earnings ratio is calculated by dividing the share price at year-end by the earnings per share.

### **Return on equity**

Return on equity is the amount of net profit returned as a percentage of the (weighted) average shareholders' equity.

### **Return on net capital employed**

Return on net capital employed measures a company's profitability and the efficiency with which its capital is employed. This indicator reflects the EBIT as a percentage of the average net capital employed.

### **Solvency**

Solvency reflects the total shareholders' equity as a percentage of the total assets.

### **Total shareholders' return**

The total shareholders' return shows the performance of the company's shares over time using the change in share price at year-end and the total dividend paid during the year, divided by the year-end share price of prior year.

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## BRIDGING YOUR NEEDS

The Acomo Group sources, processes, trades, packages and distributes natural food products and ingredients for the food and beverage industry in more than 90 countries across the world. In these activities the companies strive to add value in each part of the food value chain.

The activities of our operating companies are bundled in four product segments: Spices and Nuts, Edible Seeds, Tea and Food Ingredients. Each segment has its own role in its own specific value chain, thereby bridging the specific needs of suppliers and customers.

Our global presence and long-standing history put us in a position to recognize the needs of our stakeholders and to find solutions to bridge those needs. All companies within the Acomo Group strive to add value and to realize sustainable profits that give all our stakeholders peace of mind.