

# Danske Lønssystemer A/S

Engholm Parkvej 8  
3450 Allerød  
Denmark

CVR no. 15 61 14 72

## Annual report 2020/21

The annual report was presented and approved at  
the Company's annual general meeting on

9 / 5 November 2021

Henrik Møller  
Chairman

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Danske Lønsystemer A/S  
Annual report 2020/21  
CVR no. 15 81 14 72

## Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today discussed and approved the annual report of Danske Lønsystemer A/S for the financial year 1 June 2020 – 31 May 2021.

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

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 May 2021 and of the results of the Company's operations for the financial year 1 June 2020 – 31 May 2021.

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

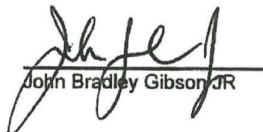
We recommend that the annual report be approved at the annual general meeting.

Alled, ~~5 November 2021~~ 9 NOVEMBER 2021  
Executive Board:



Henrik Basso Reichsthaler  
Møller  
CEO

Board of Directors:

  
Efrain Rivera  
Chairman  
John Bradley Gibson JR  
Stephanie Lynn Schaeffer



## Independent auditor's report

### To the shareholder of Danske Lønssystemer A/S

#### Opinion

We have audited the financial statements of Danske Lønssystemer A/S for the financial year 1 June 2020 – 31 May 2021 comprising income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 May 2021 and of the results of the Company's operations for the financial year 1 June 2020 – 31 May 2021 in accordance with the Danish Financial Statements Act.

#### Basis for opinion

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

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

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

#### Management's responsibility for the financial statements

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

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

#### Auditor's responsibilities for the audit of the financial statements

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

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

- identify and assess the risks of material misstatement of the company financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.

## Independent auditor's report

- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

## Statement on the Management's review

Management is responsible for the Management's review.

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

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

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

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

Copenhagen, 9 November 2021

**KPMG**

Statsautoriseret Revisionspartnerselskab

CVR no. 25 57 81 98



Kim Schmidt  
State Authorised  
Public Accountant  
mne34552

**Danske Lønssystemer A/S**  
Annual report 2020/21  
CVR no. 15 61 14 72

## Management's review

### Company details

Danske Lønssystemer A/S  
Engholm Parkvej 8  
3450 Allerød  
Denmark

Telephone: 48166060  
Website: [www.danskelonssystemer.dk](http://www.danskelonssystemer.dk)  
E-mail: [info@danlon.dk](mailto:info@danlon.dk)

CVR no.: 15 61 14 72  
Established: 8 November 1991  
Registered office: Allerød  
Financial year: 1 June – 31 May

### Board of Directors

Efrain Rivera, Chairman  
John Bradley Gibson JR  
Stephanie Lynn Schaeffer

### Executive Board

Henrik Basso Reichsthaler Møller, CEO

### Auditor

KPMG  
Statsautoriseret Revisionspartnerselskab  
Dampfærgevej 28  
DK-2100 København Ø  
Denmark  
CVR no. 25 57 81 98

## Management's review

### Financial highlights

DKK'000	2020/21	2019/20	2019	2018	2017
<b>Key figures</b>					
Gross profit/loss	62,604	65,470	67,058	78,056	44,116
Profit/loss before financial income and expenses	38,335	43,719	47,415	51,257	31,761
Profit/loss from financial income and expenses	-721	-489	-541	-117	-56
Profit/loss for the year	29,832	33,797	43,358	37,818	24,731
<b>Total assets</b>					
Equity	132,122	102,290	68,495	25,138	7,322
Investment in property, plant and equipment	0	0	0	0	0
<b>Ratios</b>					
Return on invested capital	0.33%	0.51%	1.09%	12.44%	-6.22%
Current ratio	479.08%	460.10%	342.56%	166.32%	43.47%
Return on equity	25.45%	39.58%	92.61%	233.01%	675.53%
<b>Average number of full-time employees</b>					
	38	33	0	0	0

The financial ratios have been calculated as follows:

Return on invested capital  $\frac{\text{Operating profit/loss} \times 100}{\text{Average invested capital}}$

Current ratio  $\frac{\text{Current assets} \times 100}{\text{Current liabilities}}$

Return on equity  $\frac{\text{Profit/loss from ordinary activities after tax} \times 100}{\text{Average equity}}$

## Management's review

### Operating review

#### Principal activities

The Company develops, markets and supports internet-based software and systems for the development and management of human resources and payroll. The Company's products are mainly sold in Denmark, Germany, Norway and Sweden.

#### Development in activities and financial position

The Company's income statement for 2021 shows a profit of DKK'000 29,832 as against DKK'000 33,797 in 2020. Equity in the Company's balance sheet at 31 May 2021 stood at DKK'000 132,122 as against DKK'000 102,290 at 31 May 2020.

#### Significant events

There have been no significant events during the year.

#### Special risks

The company is not exposed to any special risks.

#### Environmental matters

The Company's products do not have a negative environmental impact.

#### Outlook

The Company expects activity growth and a revenue of approximately DKK 113 million in the new financial year for its products. This growth will be driven by the new Danløn Human Resources products and organic expansion.

#### Research and development activities

During the financial year, the Company conducted development activities for existing and new products. Costs associated with development activities are recognised directly in the income statement and expensed.

#### Intellectual capital

It is important that the Company has the necessary intellectual capital resources. Importance is placed by Management on attracting, developing and maintaining qualified employees.

#### Events after the balance sheet date

There have been no events after the balance sheet date that have a significant impact on the assessment of the annual report.



## Financial statements 1 June – 31 May

### Income statement

DKK'000	Note	2020/21	2019/20
<b>Gross profit</b>		62,604	65,470
Staff costs	2	-24,339	-21,506
Depreciation, amortisation and impairment losses		70	-245
<b>Operating profit</b>		38,335	43,719
Other financial income		6	1
Other financial expenses	3	-726	-490
<b>Profit before tax</b>		37,615	43,230
Tax on profit/loss for the year	4	-7,783	-9,433
<b>Profit for the year</b>	5	29,832	33,797

## Financial statements 1 June – 31 May

### Balance sheet

DKK'000	Note	31/5 2021	31/5 2020
<b>ASSETS</b>			
<b>Fixed assets</b>			
<b>Intangible assets</b>	6		
Software		<u>8,925</u>	<u>298</u>
<b>Property, plant and equipment</b>	7		
Fixtures and fittings, tools and equipment		<u>0</u>	<u>45</u>
<b>Total fixed assets</b>		<u>8,925</u>	<u>343</u>
<b>Current assets</b>			
<b>Receivables</b>			
Trade receivables		8,557	6,743
Receivables from group entities		117,015	26,338
Other receivables		372	0
Deferred tax asset	8	895	0
Prepayments	9	<u>389</u>	<u>0</u>
		<u>127,228</u>	<u>33,081</u>
<b>Cash at bank and in hand</b>		<u>28,468</u>	<u>97,248</u>
<b>Total current assets</b>		<u>155,696</u>	<u>130,329</u>
<b>TOTAL ASSETS</b>		<u><u>164,621</u></u>	<u><u>130,672</u></u>

## Financial statements 1 June – 31 May

### Balance sheet

DKK'000	Note	31/5 2021	31/5 2020
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Contributed capital		600	600
Retained earnings		<u>131,522</u>	<u>101,690</u>
<b>Total equity</b>		<u>132,122</u>	<u>102,290</u>
<b>Provisions</b>			
Provisions for deferred tax	8	<u>0</u>	<u>56</u>
<b>Total provisions</b>		<u>0</u>	<u>56</u>
<b>Liabilities other than provisions</b>			
<b>Current liabilities other than provisions</b>			
Prepayments received from customers		689	551
Trade payables		1,303	938
Payables to group entities		3,463	4,557
Corporation tax		21,599	17,157
Other payables		<u>5,445</u>	<u>5,123</u>
		<u>32,499</u>	<u>28,326</u>
<b>Total liabilities other than provisions</b>		<u>32,499</u>	<u>28,326</u>
<b>TOTAL EQUITY AND LIABILITIES</b>		<u>164,621</u>	<u>130,672</u>
<b>Contractual obligations, contingencies, etc.</b>	10		
<b>Related party disclosures</b>	11		

## Financial statements 1 June – 31 May

### Statement of changes in equity

DKK'000	<u>Contributed capital</u>	<u>Retained earnings</u>	<u>Total</u>
Equity at 1 June 2020	600	101,690	102,290
Transferred over the profit appropriation	<u>0</u>	<u>29,832</u>	<u>29,832</u>
<b>Equity at 31 May 2021</b>	<u><u>600</u></u>	<u><u>131,522</u></u>	<u><u>132,122</u></u>

## Financial statements 1 June – 31 May

### Notes

#### 1 Accounting policies

The annual report of Danske Lønssystemer A/S for 2020/21 has been prepared in accordance with the provisions applying to reporting class C medium-sized entities under the Danish Financial Statements Act.

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

#### Omission of cash flow statement

Pursuant to section 86(4) of the Danish Financial Statements Act, no cash flow statement has been prepared. The Company's cash flows are included in the cash flow statement in the consolidated financial statements of Paychex Inc, 911 Panorama Trail South, Rochester, New York 14625-2396.

#### Change in accounting class

The annual report of Danske Lønssystemer A/S for 2020-21 has been prepared in accordance with the provisions applying to reporting class C medium-sized entities under the Danish Financial Statements Act. The transition compared to the previous financial year from the provisions applying to reporting class B entities under the Danish Financial Statements Act has not resulted in changes to recognition and measurement.

#### Foreign currency translation

The Company's reporting currency is DKK, every other currency is considered as foreign exchange.

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

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

### Income statement

#### Gross profit

Pursuant to section 32 of the Danish Financial Statements Act, the Company has decided only to disclose gross profit.

#### Revenue

Revenue from the sale of services, is recognised on a straight-line basis in the income statement as the services are provided.

## Financial statements 1 June – 31 May

### Notes

#### 1 Accounting policies (continued)

##### Other external costs

Other external costs comprise distribution costs and costs related to sales, sales campaigns, administration, office premises, operating leases, software for own usage, etc.

##### Staff costs

Staff costs comprise wages and salaries, including holiday allowance, pension and other social security costs, excluding reimbursements from public authorities.

##### Financial income and expenses

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

##### Tax on profit/loss for the year

The Company is subject to the Danish rules on compulsory joint taxation of the Group's Danish subsidiaries. The subsidiaries are included in the joint taxation from the date when they are included in the consolidated financial statements and up to the date when they are excluded from the consolidation.

On payment of joint taxation contributions, current Danish corporation tax is allocated between the jointly taxed entities in proportion to their taxable income. Entities with tax losses receive joint taxation contributions from entities that have used the losses to reduce their own taxable profit.

Tax for the year comprises current corporation tax for the year and changes in deferred tax, including changes in tax rates. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to amounts directly recognised in equity is recognised directly in equity.

### Balance sheet

#### Intangible assets

Intangible assets are measured at cost less accumulated amortization and impairment.

Amortization of the following intangible assets is provided on a straight-line basis over the expected useful lives of the assets.

The expected useful lives are as follows:

Software	4 years
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Gains or losses on the disposal of intangible assets are determined as the difference between the selling price less selling costs and the carrying amount at the disposal date, and are recognized in the income statement as other operating income or other operating costs, respectively.

## Financial statements 1 June – 31 May

### Notes

#### 1 Accounting policies (continued)

##### Property, plant and equipment

Fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost comprises the purchase price and any costs directly attributable to the acquisition until the date on which the asset is available for use. Indirect production overheads and borrowing costs are not recognised in cost.

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

The basis of depreciation is cost less any projected residual value after the end of the useful life. Depreciation is provided on a straight-line basis over the estimated useful life. The estimated useful lives are as follows:

Fixtures and fittings, tools and equipment	4-10 years
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The useful life and residual value are reassessed annually. Changes are treated as accounting estimates, and the effect on depreciation is recognised prospectively.

Gains and losses on the disposal of property, plant and equipment are stated as the difference between the selling price less selling costs and the carrying amount at the date of disposal. Gains and losses are recognised in the income statement as other operating income or other operating costs, respectively.

##### Impairment of fixed assets

The carrying amount of intangible assets and property, plant and equipment is subject to an annual test for indications of impairment other than the decrease in value reflected by depreciation or amortisation.

Impairment tests are conducted of individual assets or groups of assets when there is an indication that they may be impaired. Write-down is made to the recoverable amount if this is lower than the carrying amount.

The recoverable amount is the higher of an asset's net selling price and its value in use. The value in use is determined as the present value of the forecast net cash flows from the use of the asset or the group of assets, including forecast net cash flows from the disposal of the asset or the group of assets after the end of the useful life.

##### Receivables

Receivables are measured at amortised cost.

Write-down is made for bad debt losses where there is an objective indication that a receivable or a portfolio of receivables has been impaired. If there is an objective indication that an individual receivable has been impaired, write-down is made on an individual basis.

Write-downs are calculated as the difference between the carrying amount of receivables and the present value of forecast cash flows, including the realisable value of any collateral received. The effective interest rate for the individual receivable or portfolio is used as discount rate.

## Financial statements 1 June – 31 May

### Notes

#### 1 Accounting policies (continued)

##### Prepayments

Prepayments comprise prepayment of costs incurred relating to subsequent financial years.

##### Cash at bank and in hand

Cash at bank and in hand comprise cash.

##### Corporation tax and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on the taxable income of prior years and for tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities based on the planned use of the asset or settlement of the liability. However, deferred tax is not recognised on temporary differences relating to goodwill non-deductible for tax purposes and on office premises and other items where the temporary differences arise at the date of acquisition without affecting either profit/loss or taxable income.

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

Deferred tax is measured in accordance with the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax as a result of changes in tax rates are recognised in the income statement or equity, respectively.

##### Liabilities

Other liabilities are measured at amortised cost, which usually corresponds to nominal value.

##### Deferred Income

Deferred income comprises advance invoicing regarding income in subsequent years.



## Financial statements 1 June – 31 May

### Notes

DKK'000	<u>2020/21</u>	<u>2019/20</u>
<b>2 Staff costs</b>		
Wages and salaries	21,535	19,358
Pensions	2,690	2,135
Other social security costs	114	112
Other staff costs	<u>0</u>	<u>-99</u>
	<u>24,339</u>	<u>21,506</u>
Average number of full-time employees	<u>38</u>	<u>33</u>
Pursuant to section 98b(3) of the Danish Financial Statements Act, the Company have not disclosed information about remuneration of the Management.		
<b>3 Other financial expenses</b>		
Other financial costs	725	490
Exchange losses	<u>1</u>	<u>0</u>
	<u>726</u>	<u>490</u>
<b>4 Tax on profit for the year</b>		
Current tax for the year	8,734	9,377
Deferred tax for the year	0	56
Adjustment of deferred tax concerning previous years	<u>-951</u>	<u>0</u>
	<u>7,783</u>	<u>9,433</u>
<b>5 Proposed profit appropriation</b>		
Retained earnings	<u>29,832</u>	<u>33,797</u>
	<u>29,832</u>	<u>33,797</u>
<b>6 Intangible assets</b>		
DKK'000		<u>Software</u>
Cost at 1 June 2020		413
Additions for the year		<u>8,512</u>
Cost at 31 May 2021		<u>8,925</u>
Amortisation and impairment losses at 1 June 2020		-115
Adjustments from mistatments from PY		<u>115</u>
Amortisation and impairment losses at 31 May 2021		<u>0</u>
<b>Carrying amount at 31 May 2021</b>		<u>8,925</u>

## Financial statements 1 June – 31 May

### Notes

#### 7 Property, plant and equipment

		Fixtures and fittings, tools and equipment
DKK'000		
Cost at 1 June 2020		211
Cost at 31 May 2021		211
Depreciation and impairment losses at 1 June 2020		-166
Impairment losses for the year		-45
Depreciation and impairment losses at 31 May 2021		-211
<b>Carrying amount at 31 May 2021</b>		<b>0</b>

DKK'000	<u>31/5 2021</u>	<u>31/5 2021</u>
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#### 8 Deferred tax assets

Deferred tax at 1 January	-56	0
Deferred tax adjustment for the year in the income statement	<u>951</u>	<u>-56</u>
	<u>895</u>	<u>-56</u>

#### 9 Prepayments

Prepayments comprise prepayment of costs incurred relating to subsequent financial years.

#### 10 Contractual obligations, contingencies, etc.

The Group's Danish entities are jointly and severally liable for tax on the Group's jointly taxed income and for certain withholding taxes such as dividend tax and royalty tax. Any subsequent corrections of the taxable income subject to joint taxation or withholding taxes on dividends, etc. may entail an increase in the entities' liability. The Group as a whole is not liable to any other parties.

## Financial statements 1 June – 31 May

### Notes

#### 11 Related party disclosures

Danske Lønssystemer A/S' related parties comprise the following:

##### Control

Lessor Group ApS, Engholm Parkvej 8, 3450 Allerød.

Lessor Group ApS holds the majority of the contributed capital in the Company.

Danske Lønssystemer A/S is part of the consolidated financial statements of Paychex, Inc., 911 Panorama Trail S. 14625 New York, USA, which is the smallest and largest group, in which the Company is included as a subsidiary.

The consolidated financial statements of Paychex, Inc. can be obtained by contacting the Company at the address above.

##### Related party transactions

In accordance with section 98c(7) of the Danish Financial Statements Act, the Company has not disclosed any related party transactions as they were conducted on an arm's length basis.