



**BT Denmark ApS**

Havnegade 39  
1058 København K  
CVR No. 24221415

**Annual report 01.04.2019 -  
31.03.2020**

The Annual General Meeting adopted the  
annual report on 23.09.2020

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**Philip Martin Graff**  
Chairman of the General Meeting

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# Entity details

## Entity

BT Denmark ApS  
Havnegade 39  
1058 København K

CVR No.: 24221415  
Registered office: København  
Financial year: 01.04.2019 - 31.03.2020

## Board of Directors

Wai Ming Teng, Chairman  
Attila Tamás Szücs  
Thomas Marie Marc Vanderick

## Executive Board

Philip Martin Graff

## Attorney

Bird & Bird advokatpartnerselskab  
Sundkrogsgade 21  
2100 København Ø

## Auditors

KPMG P/S Statsautoriseret Revisionspartnerselskab  
Dampfærgevej 28  
2100 København Ø  
CVR No.: 25578198

# Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of BT Denmark ApS for the financial year 01.04.2019 - 31.03.2020.

The annual report is presented in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.03.2020 and of the results of its operations for the financial year 01.04.2019 - 31.03.2020.

We believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Copenhagen, 23.09.2020

## Executive Board

**Philip Martin Graff**

## Board of Directors

**Wai Ming Teng**  
Chairman

**Attila Tamás Szücs**

**Thomas Marie Marc Vanderick**

# Independent auditor's report

## To the shareholders of BT Denmark ApS

### Opinion

We have audited the financial statements of BT Denmark ApS for the financial year 01.04.2019 - 31.03.2020, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant 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 Entity's financial position at 31.03.2020 and of the results of its operations for the financial year 01.04.2019 - 31.03.2020 in accordance with the Danish Financial Statements Act.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and 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 this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board of 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 requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Management's responsibilities 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 as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Entity 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 about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can 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 taken 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 financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity'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 Entity'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 Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, 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 commentary**

Management is responsible for the management commentary.

Our opinion on the financial statements does not cover the management commentary, 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 commentary and, in doing so, consider whether the management commentary is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the management commentary provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the management commentary 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 commentary.

Copenhagen, 23.09.2020

**KPMG P/S Statsautoriseret Revisionspartnerselskab**

CVR No. 25578198

**Kenn Wolff Hansen**

State Authorised Public Accountant

Identification No (MNE) mne30154

# Management commentary

## Primary activities

The company's business in 2019/20 has comprised of offering telecommunication services to major telecommunication users in the Danish market.

## Development in activities and finances

External revenues slightly decreased to 53,5m DKK in 2019/20 compared to booked 58.6m DKK in 2018/19. BT lost the WAN Contract, that is why we will see the complete WAN contract revenue being ceased down for Food Industry customer.

A major contract in the Danish food industry (17.6m DKK) generated stable revenues in the financial year. In addition, managed network contracts in the logistic (4m DKK) and banking & insurance industry (3.7m DKK) contributed to the revenue generation of BT Denmark ApS.

Year on year, BT Denmark ApS strengthened its cash position and presents a strong cash asset with BT Group Treasury.

## Outlook

The financial year 2020/21 may hold some pressure on existing contracts and revenue streams which reflect the general price erosion and business consolidation in the ICT market globally.

It is anticipated that throughout the year 2020/21 a further decline in revenues is recorded and overall profit will close lower than in financial year 2019/20.

## Events after the balance sheet date

The COVID-19 outbreak has escalated in the beginning of 2020, and on 11. marts WHO has declared the outbreak for a worldwide. The outbreak has resulted in a number of precautions that affect the organization and operation of day-to-day operations, and the Group's suppliers and customers may be affected. It's economic impact cannot be determined at this time.

In addition to the above no significant events of significance to the annual report have occurred after the balance sheet date,



# Income statement for 2019/20

	Notes	2019/20 DKK	2018/19 DKK
Revenue		53,559,528	58,606,201
Cost of sales		(47,335,595)	(52,577,384)
<b>Gross profit/loss</b>		<b>6,223,933</b>	<b>6,028,817</b>
Staff costs	1	(875,688)	(896,641)
Depreciation, amortisation and impairment losses		(2,724,383)	(2,741,579)
Other operating expenses		(44,217)	0
<b>Operating profit/loss</b>		<b>2,579,645</b>	<b>2,390,597</b>
Other financial income	2	490,162	406,479
Other financial expenses	3	(206,404)	(135,743)
<b>Profit/loss before tax</b>		<b>2,863,403</b>	<b>2,661,333</b>
Tax on profit/loss for the year	4	808,731	(867,286)
<b>Profit/loss for the year</b>		<b>3,672,134</b>	<b>1,794,047</b>
<b>Proposed distribution of profit and loss:</b>			
Retained earnings		3,672,134	1,794,047
<b>Proposed distribution of profit and loss</b>		<b>3,672,134</b>	<b>1,794,047</b>

# Balance sheet at 31.03.2020

## Assets

	Notes	2019/20 DKK	2018/19 DKK
Other fixtures and fittings, tools and equipment		5,309,787	4,842,232
<b>Property, plant and equipment</b>	5	<b>5,309,787</b>	<b>4,842,232</b>
<b>Fixed assets</b>		<b>5,309,787</b>	<b>4,842,232</b>
Trade receivables		3,732,346	8,591,341
Receivables from group enterprises		91,476,513	92,383,094
Deferred tax	6	1,123,122	290,000
Other receivables		129,765	139,799
Prepayments		1,693,443	3,884,668
<b>Receivables</b>		<b>98,155,189</b>	<b>105,288,902</b>
<b>Cash</b>		<b>0</b>	<b>16,252</b>
<b>Current assets</b>		<b>98,155,189</b>	<b>105,305,154</b>
<b>Assets</b>		<b>103,464,976</b>	<b>110,147,386</b>

**Equity and liabilities**

	Notes	2019/20 DKK	2018/19 DKK
Contributed capital		137,064	137,064
Retained earnings		97,105,100	93,432,966
<b>Equity</b>		<b>97,242,164</b>	<b>93,570,030</b>
Trade payables		2,060,158	4,984,223
Payables to group enterprises		2,319,888	4,151,888
Income tax payable		41,652	411,069
Other payables		1,018,868	1,174,276
Deferred income		782,246	5,855,900
<b>Current liabilities other than provisions</b>		<b>6,222,812</b>	<b>16,577,356</b>
<b>Liabilities other than provisions</b>		<b>6,222,812</b>	<b>16,577,356</b>
<b>Equity and liabilities</b>		<b>103,464,976</b>	<b>110,147,386</b>

Contingent liabilities	7
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# Statement of changes in equity for 2019/20

	<b>Contributed capital DKK</b>	<b>Retained earnings DKK</b>	<b>Total DKK</b>
Equity beginning of year	137,064	93,432,966	93,570,030
Profit/loss for the year	0	3,672,134	3,672,134
<b>Equity end of year</b>	<b>137,064</b>	<b>97,105,100</b>	<b>97,242,164</b>

# Notes

## 1 Staff costs

	2019/20	2018/19
	DKK	DKK
Wages and salaries	800,865	822,340
Pension costs	70,717	69,075
Other social security costs	4,106	5,226
	<b>875,688</b>	<b>896,641</b>
Average number of full-time employees	<b>1</b>	<b>1</b>

## 2 Other financial income

	2019/20	2018/19
	DKK	DKK
Financial income from group enterprises	389,719	387,218
Other interest income	7,686	10,116
Exchange rate adjustments	92,757	9,145
	<b>490,162</b>	<b>406,479</b>

## 3 Other financial expenses

	2019/20	2018/19
	DKK	DKK
Financial expenses from group enterprises	43,838	0
Other interest expenses	60,597	55,538
Exchange rate adjustments	101,969	80,205
	<b>206,404</b>	<b>135,743</b>

## 4 Tax on profit/loss for the year

	2019/20	2018/19
	DKK	DKK
Current tax	476,652	759,286
Change in deferred tax	(833,122)	108,000
Adjustment concerning previous years	(452,261)	0
	<b>(808,731)</b>	<b>867,286</b>

## 5 Property, plant and equipment

	<b>Other fixtures and fittings, tools and equipment DKK</b>
Cost beginning of year	17,301,404
Additions	3,236,155
Disposals	(421,143)
<b>Cost end of year</b>	<b>20,116,416</b>
Depreciation and impairment losses beginning of year	(12,459,172)
Depreciation for the year	(2,724,383)
Reversal regarding disposals	376,926
<b>Depreciation and impairment losses end of year</b>	<b>(14,806,629)</b>
<b>Carrying amount end of year</b>	<b>5,309,787</b>

## 6 Deferred tax

The company have a total timing difference of 5,105,102 DKK between tax value and book value of the Property, plant & equipment.

## 7 Contingent liabilities

There are no contingent liabilities.

## 8 Group relations

Name and registered office of the Parent preparing consolidated financial statements for the largest group:  
British Telecommunications Plc, 81 Newgate street, London, EX1A7AJ, United Kingdom

Name and registered office of the Parent preparing consolidated financial statements for the smallest group:  
British Telecommunications Plc, 81 Newgate street, London, EX1A7AJ, United Kingdom

# Accounting policies

## Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of certain provisions for reporting class C.

The accounting policies applied to these financial statements are consistent with those applied last year.

## Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

## Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the rate in effect at the payment date, or the rate at the balance sheet date, are recognised in the income statement as financial income or financial expenses. Property, plant and equipment, intangible assets, inventories and other non-monetary assets that have been purchased in foreign currencies are translated using historical rates.

## Income statement

### Revenue

Revenue are recognised when risks and rewards are transferred to the client or a service has been provided. Normally, revenue from services is recorded as at invoicing.

Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

### Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost.

**Staff costs**

Staff costs comprise salaries and wages, and social security contributions, pension contributions, etc for entity staff.

**Depreciation, amortisation and impairment losses**

Depreciation, amortisation and impairment losses relating to property, plant and equipment comprise depreciation, amortisation and impairment losses for the financial year.

**Other operating expenses**

Other operating expenses comprises gains and losses from the sale of property, plant and equipment.

**Other financial income**

Other financial income comprises interest income, including interest income on receivables from group enterprises and gains on payables and transactions in foreign currencies, amortisation of financial assets, and tax relief under the Danish Tax Prepayment Scheme etc.

**Other financial expenses**

Other financial expenses comprises interest expenses, including interest expenses on payables to group enterprises and exchange losses on transactions in foreign currencies, amortisation of financial liabilities, and tax surcharge under the Danish Tax Prepayment Scheme etc.

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

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

**Balance sheet****Property, plant and equipment**

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

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Other fixtures and fittings, tools and equipment	4-7 years
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Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

**Receivables**

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.



**Deferred tax**

Deferred tax is recognised on all temporary differences between the carrying amount and the tax-based value of assets and liabilities, for which the tax-based value is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

**Prepayments**

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

**Cash**

Cash comprises cash in hand and bank deposits.

**Other financial liabilities**

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

**Income tax receivable or payable**

Current tax receivable or payable is recognised in the balance sheet, stated as tax computed on this year's taxable income, adjusted for prepaid tax.

**Deferred income**

Deferred income comprises income received for recognition in subsequent financial years. Deferred income is measured at cost.