



Workpoint A/S

Esbjerg Brygge 28
6700 Esbjerg
CVR No. 26082668

Annual report 2020

The Annual General Meeting adopted the
annual report on 31.03.2021

Peter Steen Jørgensen
Conductor

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Entity details

Entity

Workpoint A/S

Esbjerg Brygge 28

6700 Esbjerg

CVR No.: 26082668

Registered office: Esbjerg

Financial year: 01.01.2020 - 31.12.2020

Phone number: +45 76 110 110

URL: www.workpoint365.com

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Board of Directors

Niels Erik Hedeager, chairman

Hanne Jørgensen

Steen Helmer

Peter Steen Jørgensen

Ole Thomsen

Executive Board

Peter Steen Jørgensen

Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Dokken 8

P. O. Box 200

6701 Esbjerg

Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of Workpoint A/S for the financial year 01.01.2020 - 31.12.2020.

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 31.12.2020 and of the results of its operations and cash flows for the financial year 01.01.2020 - 31.12.2020.

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.

Esbjerg, 31.03.2021

Executive Board

Peter Steen Jørgensen

Board of Directors

Niels Erik Hedeager
chairman

Hanne Jørgensen

Steen Helmer

Peter Steen Jørgensen

Ole Thomsen

Independent auditor's extended review report

To the shareholders of Workpoint A/S

Conclusion

We have performed an extended review of the financial statements of Workpoint A/S for the financial year 01.01.2020 - 31.12.2020, which comprise the income statement, balance sheet, statement of changes in equity, cash flow statement and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

Based on our extended review, in our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2020 and of the results of its operations and cash flows for the financial year 01.01.2020 - 31.12.2020 in accordance with the Danish Financial Statements Act.

Basis for conclusion

We conducted our extended review in accordance with the assurance engagement standard for small enterprises as issued by the Danish Business Authority and the standard on extended review of financial statements prepared in accordance with the Danish Financial Statements Act as issued by FSR - Danish Auditors. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the extended review of the financial statements" section. We are independent of the Entity 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 requirements. We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion.

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, disclosing, as applicable, matters related to going concern, and using the going concern basis of accounting 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 extended review of the financial statements

Our responsibility is to express a conclusion on the financial statements. This requires that we plan and perform procedures to obtain limited assurance about our conclusion on the financial statements and that we also perform specifically required supplementary procedures for the purpose of obtaining additional assurance about our conclusion.

An extended review consists of making inquiries, primarily of management and, if appropriate, of other entity

personnel, performing analytical and the specifically required supplementary procedures as well as evaluating the evidence obtained.

The procedures performed in an extended review are less in scope than in an audit, and accordingly we do not express an audit opinion on the financial statements.

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 extended review 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 extended review 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 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.

Esbjerg, 31.03.2021

Deloitte

Statsautoriseret Revisionspartnerselskab
CVR No. 33963556

Jesper Smedegaard Larsen

State Authorised Public Accountant
Identification No (MNE) mne18510

Management commentary

Primary activities

The primary object of the Company is to develop and sell software as well as service agreements.

Development in activities and finances

The profit for 2020 is acceptable.

In 2020, WorkPoint A/S continued to focus on and develop WorkPoint products. The products for handling documents as well as case and project management for many different industries are ready as WorkPoint 365 solutions.

The financial year 2020 offered breakthroughs on several export markets as well as many new developments, and together with the financial results, 2020 is considered a satisfactory year.

This development is expected to continue in 2021, with increased exports, more employees and further development of the products will lead to a performance that meets the level of 2020

Events after the balance sheet date

No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.

The current outbreak of COVID-19 has for the year 2020 had a slowing effect on our growth. We adjusted our approach to not meeting our partners and customers physically but working and selling virtual instead. In general, the organization has adjusted the way of working to a more digital workplace. We do expect that a period of 2021 will be impacted by the same restrictions, as our partners and customers are also impacted by this outbreak.

Income statement for 2020

	Notes	2020 DKK	2019 DKK
Gross profit/loss		18,340,559	16,286,091
Staff costs	1	(12,470,645)	(12,971,385)
Depreciation, amortisation and impairment losses	2	(3,317,080)	(2,482,776)
Operating profit/loss		2,552,834	831,930
Other financial income	3	9,016	0
Other financial expenses	4	(89,415)	(74,049)
Profit/loss before tax		2,472,435	757,881
Tax on profit/loss for the year	5	(382,803)	(185,713)
Profit/loss for the year		2,089,632	572,168
Proposed distribution of profit and loss			
Ordinary dividend for the financial year		500,000	0
Retained earnings		1,589,632	572,168
Proposed distribution of profit and loss		2,089,632	572,168

Balance sheet at 31.12.2020

Assets

	Notes	2020 DKK	2019 DKK
Completed development projects	7	4,795,679	3,563,785
Intangible assets	6	4,795,679	3,563,785
Other fixtures and fittings, tools and equipment		735,607	825,110
Leasehold improvements		73,286	87,476
Property, plant and equipment	8	808,893	912,586
Other receivables		384,093	378,728
Other financial assets	9	384,093	378,728
Fixed assets		5,988,665	4,855,099
Trade receivables		2,537,751	10,624,103
Contract work in progress	10	369,000	213,000
Receivables from group enterprises		1,082,057	229,241
Deferred tax		5,000	209,765
Other receivables		739,532	5,000
Prepayments		416,882	237,785
Receivables		5,150,222	11,518,894
Cash		13,359,625	4,000,754
Current assets		18,509,847	15,519,648
Assets		24,498,512	20,374,747

Equity and liabilities

	Notes	2020 DKK	2019 DKK
Contributed capital	11	552,700	552,700
Reserve for development expenditure		3,590,094	2,629,217
Retained earnings		374,321	(254,434)
Proposed dividend		500,000	0
Equity		5,017,115	2,927,483
Other payables		1,311,218	0
Non-current liabilities other than provisions	12	1,311,218	0
Current portion of non-current liabilities other than provisions	12	0	154,020
Prepayments received from customers		13,203,828	12,696,966
Trade payables		762,111	464,627
Income tax payable		178,038	387,425
Other payables		4,026,202	3,744,226
Current liabilities other than provisions		18,170,179	17,447,264
Liabilities other than provisions		19,481,397	17,447,264
Equity and liabilities		24,498,512	20,374,747
Unrecognised rental and lease commitments	14		
Contingent liabilities	15		

Statement of changes in equity for 2020

	Contributed capital DKK	Reserve for development expenditure DKK	Retained earnings DKK	Proposed dividend DKK	Total DKK
Equity beginning of year	552,700	2,629,217	(254,434)	0	2,927,483
Transfer to reserves	0	960,877	(960,877)	0	0
Profit/loss for the year	0	0	1,589,632	500,000	2,089,632
Equity end of year	552,700	3,590,094	374,321	500,000	5,017,115

Cash flow statement for 2020

	Notes	2020 DKK	2019 DKK
Operating profit/loss		2,552,834	831,930
Amortisation, depreciation and impairment losses		3,317,080	2,482,776
Working capital changes	13	8,561,448	894,849
Cash flow from ordinary operating activities		14,431,362	4,209,555
Financial income received		9,016	0
Financial expenses paid		(89,415)	(74,049)
Taxes refunded/(paid)		(387,425)	(111,232)
Cash flows from operating activities		13,963,538	4,024,274
Acquisition etc of intangible assets		(4,041,739)	(2,735,032)
Acquisition etc of property, plant and equipment		(403,543)	(338,143)
Acquisition of fixed asset investments		(5,365)	(15,745)
Cash flows from investing activities		(4,450,647)	(3,088,920)
Free cash flows generated from operations and investments before financing		9,512,891	935,354
Reduction of lease commitments		(154,020)	(308,040)
Cash flows from financing activities		(154,020)	(308,040)
Increase/decrease in cash and cash equivalents		9,358,871	627,314
Cash and cash equivalents beginning of year		4,000,754	3,373,440
Cash and cash equivalents end of year		13,359,625	4,000,754
Cash and cash equivalents at year-end are composed of:			
Cash		13,359,625	4,000,754
Cash and cash equivalents end of year		13,359,625	4,000,754

Notes

1 Staff costs

	2020	2019
	DKK	DKK
Wages and salaries	14,726,144	13,612,702
Pension costs	1,153,254	1,064,601
Other social security costs	171,398	193,075
Other staff costs	461,588	836,039
	16,512,384	15,706,417
Staff costs classified as assets	(4,041,739)	(2,735,032)
	12,470,645	12,971,385
Average number of full-time employees	27	24

2 Depreciation, amortisation and impairment losses

	2020	2019
	DKK	DKK
Amortisation of intangible assets	2,809,845	1,837,445
Depreciation of property, plant and equipment	507,235	645,331
	3,317,080	2,482,776

3 Other financial income

	2020	2019
	DKK	DKK
Financial income from group enterprises	9,016	0
	9,016	0

4 Other financial expenses

	2020	2019
	DKK	DKK
Other interest expenses	39,899	25,498
Exchange rate adjustments	32,789	28,604
Other financial expenses	16,727	19,947
	89,415	74,049

5 Tax on profit/loss for the year

	2020	2019
	DKK	DKK
Current tax	178,038	387,425
Change in deferred tax	204,765	(204,000)
Adjustment concerning previous years	0	2,288
	382,803	185,713

6 Intangible assets

	Completed development projects DKK
Cost beginning of year	6,734,650
Additions	4,041,739
Disposals	(2,630,890)
Cost end of year	8,145,499
Amortisation and impairment losses beginning of year	(3,170,865)
Amortisation for the year	(2,809,845)
Reversal regarding disposals	2,630,890
Amortisation and impairment losses end of year	(3,349,820)
Carrying amount end of year	4,795,679

7 Development projects

In 2020, the company decided to capitalise a small part of the substantial development costs of TDKK 4.042 original from the product WorkPoint365.

8 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK	Leasehold improvements DKK
Cost beginning of year	3,415,136	122,924
Additions	403,543	0
Cost end of year	3,818,679	122,924
Depreciation and impairment losses beginning of year	(2,590,026)	(35,448)
Depreciation for the year	(493,046)	(14,190)
Depreciation and impairment losses end of year	(3,083,072)	(49,638)
Carrying amount end of year	735,607	73,286

The carrying amount of leased assets amounts to TDKK 49 at year-end.

9 Financial assets

	Other receivables DKK
Cost beginning of year	378,728
Additions	5,365
Cost end of year	384,093
Carrying amount end of year	384,093

10 Contract work in progress

	2020 DKK	2019 DKK
Contract work in progress	2,143,787	1,781,976
Progress billings regarding contract work in progress	(1,774,787)	(1,568,976)
	369,000	213,000

11 Share capital

	Number	Par value DKK	Nominal value DKK
Ordinary shares	5,527	100	552,700
	5,527		552,700

12 Non-current liabilities other than provisions

	Due within 12 months 2019 DKK	Due after more than 12 months 2020 DKK
Lease liabilities	154,020	0
Other payables	0	1,311,218
	154,020	1,311,218

13 Changes in working capital

	2020 DKK	2019 DKK
Increase/decrease in receivables	6,163,908	(4,775,582)
Increase/decrease in trade payables etc	2,397,540	5,670,431
	8,561,448	894,849

14 Unrecognised rental and lease commitments

	2020	2019
	DKK	DKK
Liabilities under rental or lease agreements until maturity in total	3,209,000	5,927,000

15 Contingent liabilities

The Entity participates in a Danish joint taxation arrangement where In Vest ApS serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The jointly taxed entities' total known net liability under the joint taxation arrangement is disclosed in the administration company's financial statements.

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.

Income statement

Gross profit or loss

Gross profit or loss comprises revenue, changes in inventories of finished goods and work in progress, own work capitalised, other operating income, cost of raw materials and consumables and external expenses.

Revenue

Revenue from the sale of services is recognised in the income statement when delivery is made to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

Contract work in progress is included in revenue based on the stage of completion so that revenue corresponds to the selling price of the work performed in the financial year (the percentage-of-completion method).

Costs of raw materials and consumables

Costs of raw materials and consumables comprise the consumption of raw materials and consumables for the financial year after adjustment for changes in inventories of these goods from the beginning to the end of the year. This item includes shrinkage, if any, and ordinary writedowns of the relevant inventories.

Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognised in current assets.

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 and intangible assets comprise depreciation, amortisation and impairment losses for the financial year, and gains and losses from the sale of intangible assets and property, plant and equipment.

Other financial income

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital or exchange gains on securities, 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 comprise interest expenses, including interest expenses on payables to group enterprises, net capital or exchange losses on securities, payables and 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.

The Entity is jointly taxed with all Danish group enterprises. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

Balance sheet

Intellectual property rights etc

Intellectual property rights etc comprise development projects completed and in progress with related intellectual property rights, acquired intellectual property rights and prepayments for intangible assets.

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilisation, adequate resources and a potential future market or development opportunity in the enterprise can be established, and where the intention is to manufacture, market or apply the product or process in question, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred. When recognising development projects as intangible assets, an amount equalling the costs incurred less deferred tax is taken to equity under Reserve for development costs that is reduced as the development projects are amortised and written down.

The cost of development projects comprises costs such as salaries and amortisation that are directly and indirectly attributable to the development projects.

Completed development projects are amortised on a straight-line basis using their estimated useful lives. The amortisation periods used are up to three years.

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. For assets held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

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	3-7 years
Leasehold improvements	3 years

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.

Contract work in progress

Contract work in progress is measured at the selling price of the work carried out at the balance sheet date.

The selling price is measured based on the stage of completion and the total estimated income from the individual contracts in progress. Usually, the stage of completion is determined as the ratio of actual to total budgeted consumption of resources.

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.

Dividend

Dividend is recognised as a liability at the time of adoption at the general meeting. Proposed dividend for the financial year is disclosed as a separate item in equity. Extraordinary dividend adopted in the financial year is recognised directly in equity when distributed and disclosed as a separate item in Management's proposal for distribution of profit/loss.

Lease liabilities

Lease commitments relating to assets held under finance leases are recognised in the balance sheet as liabilities other than provisions, and, at the time of inception of the lease, measured at the present value of future lease payments. Subsequent to initial recognition, lease commitments are measured at amortised cost. The difference between present value and nominal amount of the lease payments is recognised in the income statement as a financial expense over the term of the leases.

Other financial liabilities

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

Prepayments received from customers

Prepayments received from customers comprise amounts received from customers prior to the time of delivery.

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.

Cash flow statement

The cash flow statement shows cash flows from operating, investing and financing activities, and cash and cash equivalents at the beginning and the end of the financial year.

Cash flows from operating activities are presented using the indirect method and calculated as the operating profit/loss adjusted for non-cash operating items, working capital changes and income taxes paid.

Cash flows from investing activities comprise payments in connection with acquisition and divestment of enterprises, activities and fixed asset investments, and purchase, development, improvement and sale, etc of intangible assets and property, plant and equipment, including acquisition of assets held under finance leases.

Cash flows from financing activities comprise changes in the size or composition of the contributed capital and related costs as well as the raising of loans, inception of finance leases, repayments of interest-bearing debt, purchase of treasury shares and payment of dividend.

Cash and cash equivalents comprise cash and short-term securities with an insignificant price risk less short-term bank loans.