

# Pipol A/S

Christianshusvej 193, 2970 Hørsholm  
CVR no. 26 12 46 38

## Annual report for 2017

Årsrapporten er godkendt på den  
ordinære generalforsamling, d. 22.05.18

Morten Eric Flyvholm  
Dirigent

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**The company**

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Pipol A/S  
Christianshusvej 193  
2970 Hørsholm  
CVR no.: 26 12 46 38  
Financial year: 01.01 - 31.12

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**Executive Board**

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Poul Kjær

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**Board Of Directors**

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Morten Eric Flyvholm Lorenzen  
Poul Kjær  
Patricia Lanca G. Pereira Baptista Marques Maia

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**Auditors**

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Beierholm  
Statsautoriseret Revisionspartnerselskab

## Statement of the Board of Directors and Executive Board on the annual report

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We have on this day presented the annual report for the financial year 01.01.17 - 31.12.17 for Pipol A/S.

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

In our opinion, the financial statements give a true and fair view of the the company's assets, liabilities and financial position as at 31.12.17 and of the results of the the company's activities for the financial year 01.01.17 - 31.12.17.

The annual report is submitted for adoption by the general meeting.

Hørsholm, May 22, 2018

### Executive Board

Poul Kjær

### Board Of Directors

Morten Eric Flyvholm  
Lorenzen  
Chairman

Poul Kjær

Patricia Lanca G. Pereira  
Baptista Marques Maia

**To the Shareholders of Pipol A/S****Opinion**

We have audited the financial statements of Pipol A/S for the financial year 01.01.17 - 31.12.17, which comprise the income statement, balance sheet, statement of changes in equity and notes, inclusive of accounting policies. The financial statements are prepared in accordance with 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 31.12.17 and of the results of the company's operations for the financial year 01.01.17 - 31.12.17 in accordance with the Danish Financial Statements Act.

**Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing 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 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**

The Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act. Furthermore the Management is responsible for the internal control as the 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 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 International Standards on Auditing 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 International Standards on Auditing and the additional requirements applicable in Denmark, we exercise professional judgment and maintain professional skepticism 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 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.

Soeborg, Copenhagen, May 22, 2018

**Beierholm**

Statsautoriseret Revisionspartnerselskab  
CVR no. 32 89 54 68

Anders Ladegaard

State Authorized Public Accountant  
MNE-no. mne18830

## Income statement

Note		2017 DKK	2016 DKK
	<b>Gross profit</b>	<b>15.761.070</b>	<b>15.777.719</b>
2	Staff costs	-14.159.111	-14.128.083
	<b>Profit/loss before depreciation, amortisation, write-downs and impairment losses</b>	<b>1.601.959</b>	<b>1.649.636</b>
	Depreciation, amortisation, impairment losses and write-downs of property, plant and equipment	-87.551	-91.430
	Other operating expenses	-7.183	-20.808
	<b>Profit/loss before net financials</b>	<b>1.507.225</b>	<b>1.537.398</b>
	Financial income	330.508	561.022
	Financial expenses	-633.475	-391.303
	<b>Profit/loss before tax</b>	<b>1.204.258</b>	<b>1.707.117</b>
	Tax on profit or loss for the year	-299.825	-443.849
	<b>Profit/loss for the year</b>	<b>904.433</b>	<b>1.263.268</b>

## Proposed appropriation account

Proposed dividend for the financial year	0	1.000.000
Retained earnings	904.433	263.268
<b>Total</b>	<b>904.433</b>	<b>1.263.268</b>



## Balance sheet

## ASSETS

Note	31.12.17 DKK	31.12.16 DKK
Leasehold improvements	39.338	51.189
Other fixtures and fittings, tools and equipment	63.247	108.817
<b>Total property, plant and equipment</b>	<b>102.585</b>	<b>160.006</b>
Deposits	148.089	81.834
<b>Total investments</b>	<b>148.089</b>	<b>81.834</b>
<b>Total non-current assets</b>	<b>250.674</b>	<b>241.840</b>
Work in progress for third parties	86.629	0
Trade receivables	17.232.609	16.199.802
Receivables from group enterprises	58.023	27.615
Deferred tax asset	17.236	12.603
Other receivables	109.140	111.668
Prepayments	4.110.371	3.175.108
<b>Total receivables</b>	<b>21.614.008</b>	<b>19.526.796</b>
<b>Cash</b>	<b>5.068.218</b>	<b>4.667.703</b>
<b>Total current assets</b>	<b>26.682.226</b>	<b>24.194.499</b>
<b>Total assets</b>	<b>26.932.900</b>	<b>24.436.339</b>

## Balance sheet

## EQUITY AND LIABILITIES

Note	31.12.17 DKK	31.12.16 DKK
Contributed capital	503.808	503.808
Retained earnings	3.867.048	2.962.615
Proposed dividend for the financial year	0	1.000.000
<b>Total equity</b>	<b>4.370.856</b>	<b>4.466.423</b>
Prepayments received from work in progress for third parties	0	44.496
Prepayments received from customers	186.160	416.694
Trade payables	16.653.449	14.805.108
Income taxes	270.311	17.291
Other payables	1.186.203	1.229.873
Deferred income	4.265.921	3.456.454
<b>Total short-term payables</b>	<b>22.562.044</b>	<b>19.969.916</b>
<b>Total payables</b>	<b>22.562.044</b>	<b>19.969.916</b>
<b>Total equity and liabilities</b>	<b>26.932.900</b>	<b>24.436.339</b>

<sup>3</sup> Contingent liabilities

## Statement of changes in equity

Figures in DKK	Share capital	Retained earnings	Proposed dividend for the financial year	Total equity
Statement of changes in equity for 01.01.16 - 31.12.16				
Balance pr. 01.01.16	503.808	2.648.939	1.000.000	4.152.747
Sale of treasury shares	0	50.408	0	50.408
Dividend paid	0	0	-1.000.000	-1.000.000
Net profit/loss for the year	0	263.268	1.000.000	1.263.268
Balance as at 31.12.16	503.808	2.962.615	1.000.000	4.466.423
Statement of changes in equity for 01.01.17 - 31.12.17				
Balance pr. 01.01.17	503.808	2.962.615	1.000.000	4.466.423
Dividend paid	0	0	-1.000.000	-1.000.000
Net profit/loss for the year	0	904.433	0	904.433
Balance as at 31.12.17	503.808	3.867.048	0	4.370.856

## 1. Primary activities

Pipol A/S is a partnership company specialized in facilitating business transformation of international and global companies based on Microsoft Dynamics solutions.

## 2. Staff costs

Wages and salaries	13.902.741	13.940.633
Other social security costs	256.370	187.450
Total	14.159.111	14.128.083
Average number of employees during the year	11	11

### 3. Contingent liabilities

#### *Lease commitments*

The company has concluded lease agreements with terms to maturity of 8 months and average lease payments of t.DKK 38, a total of t.DKK 227.

#### *Other contingent liabilities*

The company is taxed jointly with the other [ Danish ] companies in the group and has joint, several and unlimited liability for income taxes [ and any obligations to withhold tax at source on interest, royalties and dividends ] for the jointly taxed companies. The total known tax liability for the jointly taxed companies is DKK xxk at the balance sheet date, of which DKK xxk is recognised in the balance sheet. The liability also includes any subsequent corrections to the calculated tax liability as a consequence of changes made to the jointly taxable income etc.

### 4. Accounting policies

#### **GENERAL**

The annual report is presented in accordance with the provisions of the Danish Financial Statements Act (*Årsregnskabsloven*) for enterprises in reporting class B with application of provisions for a higher reporting class.

#### **Change in accounting policies**

The accounting policies have been applied consistently with the previous year.

#### **Basis of recognition and measurement**

Income is recognised in the income statement as earned, including value adjustments of financial assets and liabilities. All expenses, including depreciation, amortisation, impairment losses and write-downs, are also recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits will flow to the company, and the value of such assets can be measured reliably. Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow from the company, and the value of such liabilities can be measured reliably. On initial recognition, assets and liabilities are measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

**4. Accounting policies - continued -**

On recognition and measurement, account is taken of foreseeable losses and risks arising before the date at which the annual report is presented and proving or disproving matters arising on or before the balance sheet date.

**CURRENCY**

The annual report is presented in Danish kroner (DKK).

On initial recognition, transactions denominated in foreign currencies are translated using the exchange rates applicable at the transaction date. Exchange rate differences between the exchange rate applicable at the transaction date and the exchange rate at the date of payment are recognised in the income statement as a financial item. Receivables, payables and other monetary items denominated in foreign currencies are translated using the exchange rates applicable at the balance sheet date. The difference between the exchange rate applicable at the balance sheet date and at the date at which the receivable or payable arose or was recognised in the latest annual report is recognised under financial income or expenses in the income statement. Fixed assets and other non-monetary assets acquired in foreign currencies are translated using historical exchange rates.

**LEASES**

Lease payments relating to operating leases are recognised in the income statement on a straight-line basis over the lease term.

**INCOME STATEMENT****Gross profit**

Gross profit comprises revenue and raw materials and consumables and other external expenses.

**Revenue**

Income from the delivery of services is recognised as delivery takes place, which means that revenue corresponds to the selling price of the work performed for the year stated on the basis of the stage of completion at the balance sheet date (percentage of completion method).

#### 4. Accounting policies - continued -

##### Costs of raw materials and consumables

Costs of raw materials and consumables comprise raw materials and consumables used for the year as well as any changes in inventories, including any inventory wastage.

##### Other external expenses

Other external expenses comprise costs relating to distribution, sales and advertising and administration, premises and bad debts to the extent that these do not exceed normal write-downs.

##### Staff costs

Staff costs comprise wages and salaries as well as other staff-related costs.

##### Depreciation and impairment losses

The depreciation of property, plant and equipment aim at systematic depreciation over the expected useful lives of the assets. Assets are depreciated according to the straight-line method based on the following expected useful lives and residual values:

	Useful lives, years	Residual value, per cent
Leasehold improvements	5	0
Other plant, fixtures and fittings, tools and equipment	3-5	0

The basis of depreciation is the cost of the asset less the expected residual value at the end of the useful life. Moreover, the basis of depreciation is reduced by any impairment losses. The useful life and residual value are determined when the asset is ready for use and reassessed annually.

Property, plant and equipment are impaired in accordance with the accounting policies referred to in the 'Impairment losses on fixed assets' section.

##### Other operating expenses

Other operating expenses comprise costs of a secondary nature in relation to the enterprise's activities, including costs relating to rental activities and losses on the sale of intangible assets and property, plant and equipment.

#### 4. Accounting policies - continued -

##### Other net financials

Interest income and interest expenses, foreign exchange gains and losses on transactions denominated in foreign currencies etc. are recognised in other net financials.

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

The current and deferred tax for the year is recognised in the income statement as tax on the profit/loss for the year with the portion attributable to the profit/loss for the year, and directly in equity with the portion attributable to amounts recognised directly in equity.

The company is jointly taxed with Danish consolidated enterprises. The parent is the administration company for the joint taxation and thus settles all income tax payments with the tax authorities.

In connection with the settlement of joint taxation contributions, the current Danish income tax is allocated between the jointly taxed enterprises in proportion to their taxable incomes. This means that enterprises with a tax loss receive joint taxation contributions from enterprises which have been able to use this loss to reduce their own taxable profit.

#### BALANCE SHEET

##### Property, plant and equipment

Property, plant and equipment comprise leasehold improvements as well as other fixtures and fittings, tools and equipment

Property, plant and equipment are measured in the balance sheet at cost less accumulated depreciation and impairment losses.

Cost comprises the purchase price and expenses resulting directly from the purchase until the asset is ready for use. Interest on loans arranged to finance production is not included in the cost.

Property, plant and equipment are depreciated using the straight-line method based on useful lives and residual values, which are stated in the 'Depreciation, amortisation and impairment losses' section.

Gains and losses on the disposal of property, plant and equipment are determined as the



**4. Accounting policies - continued -**

difference between the selling price, if any, less selling costs and the carrying amount at the date of disposal less any costs of disposal.

**Impairment losses on fixed assets**

The carrying amount of fixed assets which are not measured at fair value is assessed annually for indications of impairment over and above what is reflected in depreciation/amortisation.

If the company's realised return on an asset or a group of assets is lower than expected, this is considered an indication of impairment.

If there are indications of impairment, an impairment test is conducted of individual assets or groups of assets.

The assets or groups of assets are impaired to the lower of recoverable amount and carrying amount.

The higher of net selling price and value in use is used as the recoverable amount. The value in use is determined as the present value of expected net cash flows from the use of the asset or group of assets as well as expected net cash flows from the sale of the asset or group of assets after the expiry of their useful lives.

Impairment losses are reversed when the reasons for the impairment no longer exist.

**Receivables**

Receivables are measured at amortised cost, which usually corresponds to the nominal value, less write-downs for bad debts.

Write-downs for bad debts are determined based on an individual assessment of each receivable if there is no objective evidence of individual impairment of a receivable.

Deposits recognised under assets comprise deposits paid to the lessor under leases entered into by the company.

**Work in progress for third parties**

Work in progress for third parties is measured at the selling price of the work performed less on-account invoicing made for each piece of work in progress.

#### 4. Accounting policies - continued -

The selling price is measured according to the stage of completion at the balance sheet date and total expected income from each piece of work in progress. The degree of completion for each piece of work in progress is normally calculated as the ratio between the resources spent and the total budgeted resource consumption. For some work in progress where the resource consumption cannot be used as a basis, the ratio between completed subactivities and the combined subactivities for the individual piece of work in progress is used instead.

When the selling price of a piece of work in progress cannot be determined reliably, the selling price is measured at the lower of costs incurred and net realisable value.

The individual piece of work in progress is recognised under receivables or payables in the balance sheet depending on whether the net value of the selling price less prepayments received is positive or negative.

When it is likely that the total costs of the individual piece of work in progress will exceed total sales income, the total expected loss is recognised as a provision.

#### **Prepayments**

Prepayments recognised under assets comprise costs incurred in respect of subsequent financial years.

#### **Cash**

Cash includes deposits in bank accounts as well as operating cash.

#### **Equity**

The proposed dividend for the financial year is recognised as a separate item in equity.

#### **Current and deferred tax**

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

Joint taxation contributions payable and receivable are recognised as income tax under receivables or payables in the balance sheet.

Deferred tax liabilities and tax assets are recognised on the basis of all temporary differences

**4. Accounting policies - continued -**

between the carrying amounts and tax bases of assets and liabilities. However, deferred tax is not recognised on temporary differences relating to goodwill which is non-amortisable for tax purposes and other items where temporary differences, except for acquisitions, have arisen at the date of acquisition without affecting the net profit or loss for the year or the taxable income. In cases where the tax value can be determined according to different taxation rules, deferred tax is measured on the basis of management's intended use of the asset or settlement of the liability.

Deferred tax assets are recognised, following an assessment, at the expected realisable value through offsetting against deferred tax liabilities or elimination in tax on future earnings.

Deferred tax is measured on the basis of the tax rules and at the tax rates which, according to the legislation in force at the balance sheet date, will be applicable when the deferred tax is expected to crystallise as current tax.

**Payables**

Short-term payables are measured at amortised cost, normally corresponding to the nominal value of such payables.

**Prepayments received from customers**

Prepayments received from customers comprise amounts received from customers prior to the time and date of delivery of the agreed product or completion of the agreed service.

**Deferred income**

Deferred income under liabilities comprises payments received in respect of income in subsequent financial years.