# AIR SUPPORT A/S

Nimbusvej 9, DK-7190 Billund

Annual Report for 2023

CVR No. 26 71 97 47

The Annual Report was presented and adopted at the Annual General Meeting of the company on 8/2 2024

Peter Skovrup Nielsen Chairman of the general meeting



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## **Management's statement**

The Executive Board and Board of Directors have today considered and adopted the Annual Report of AIR SUPPORT A/S for the financial year 1 January - 31 December 2023.

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

In our opinion the Financial Statements give a true and fair view of the financial position at 31 December 2023 of the Company and of the results of the Company operations and cash flows for 2023.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Billund, 8 February 2024

**Executive Board** 

Peter Skovrup Nielsen CEO Peter Wiedling Gravesen Executive Officer Henrik Holm Executive Officer

**Board of Directors** 

Klavs Lange Vejlang Chairman Per Jensen

Susanne Børsting Wallenius

Christian Anker Hansen



### **Independent Auditor's report**

#### To the shareholder of AIR SUPPORT A/S

#### Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations and cash flows for the financial year 1 January - 31 December 2023 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of AIR SUPPORT A/S for the financial year 1 January - 31 December 2023, which comprise income statement, balance sheet, statement of changes in equity, cash flow statement and notes, including a summary of significant accounting policies ("the Financial Statements").

#### **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' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover 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 Management's Review and, in doing so, consider whether 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 Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, 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 in Management's Review.

#### 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 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.



## **Independent Auditor's report**

#### 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 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.

Trekantområdet, 8 February 2024

PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab *CVR No 33 77 12 31* 

Henrik Junker Andersen Statsautoriseret Revisor mne42818 Jørn Viggo Jørgensen Registreret Revisor mne3043



# **Company information**

The Company	AIR SUPPORT A/S Nimbusvej 9 DK-7190 Billund
	Telephone: 75 33 88 89 Website: airsupport.dk
	CVR No: 26 71 97 47 Financial period: 1 January - 31 December Incorporated: 31 July 2002 Financial year: 22th financial year Municipality of reg. office: Billund
Board of Directors	Klavs Lange Vejlang, chairman Per Jensen Susanne Børsting Wallenius Christian Anker Hansen
Executive Board	Peter Skovrup Nielsen Peter Wiedling Gravesen Henrik Holm
Auditors	PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab Herredsvej 32 DK-7100 Vejle



## Management's review

#### Key activities

The company's main activity has in previous years consisted of the development, sale and support of flight planning software for aviation.

#### Development in the year

The income statement of the Company for 2023 shows a profit of DKK 6,830,444, and at 31 December 2023 the balance sheet of the Company shows a positive equity of DKK 14,040,935.

AIR SUPPORT sells software within the aviation industry worldwide. Our business model has continued to prove its strength in relation to product- and customer mix and pricing. Our customer base has strengthened during 2023. We look positively at the fact that our close to 500 customers are geographically distributed all over the world and operate in different segments.

#### Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.



# Income statement 1 January - 31 December

	Note	2023	2022
		DKK	DKK
Gross profit		59,031,802	54,067,876
Staff expenses	1	-42,470,646	-39,737,023
Amortisation, depreciation and impairment losses of intangible assets and property, plant and equipment		-5,257,327	-5,602,179
Other operating expenses		70,248	-12,595
Profit/loss before financial income and expenses		11,374,077	8,716,079
Financial income		3	152,129
Financial expenses	2	-2,597,435	-1,539,193
Profit/loss before tax		8,776,645	7,329,015
Tax on profit/loss for the year	3	-1,946,201	-1,366,784
Net profit/loss for the year		6,830,444	5,962,231
Distribution of profit			
······		2023	2022

	2023	2022
	DKK	DKK
Proposed distribution of profit		
Extraordinary dividend paid	5,000,000	1,700,000
Retained earnings	1,830,444	4,262,231
	6,830,444	5,962,231



# **Balance sheet 31 December**

### Assets

	Note	2023	2022
		DKK	DKK
Completed development projects		25,846,032	25,032,062
Acquired other similar rights		835,360	1,196,452
Goodwill		1,652,142	1,862,571
Intangible assets	4	28,333,534	28,091,085
Other fixtures and fittings, tools and equipment		977,233	4,154,379
Leasehold improvements		81,523	106,759
Property, plant and equipment	5	1,058,756	4,261,138
Other receivables		1,286,989	419,491
Fixed asset investments		1,286,989	419,491
Fixed assets		30,679,279	32,771,714
Trade receivables		14,379,047	10,755,604
Other receivables		907,609	258,218
Prepayments		903,299	866,541
Receivables		16,189,955	11,880,363
Cash at bank and in hand		799,169	1,548,215
Current assets		16,989,124	13,428,578
Assets		47,668,403	46,200,292



# **Balance sheet 31 December**

# Liabilities and equity

	Note	2023	2022
		DKK	DKK
Share capital		500,000	500,000
Reserve for development costs		19,212,372	17,239,149
Retained earnings		-5,671,437	-5,528,658
Equity		14,040,935	12,210,491
Provision for deferred tax		4,607,366	4,681,818
Provisions		4,607,366	4,681,818
Credit institutions		902,317	1,826,293
Other payables		2,765,540	2,668,388
Long-term debt	6	3,667,857	4,494,681
Credit institutions	6	11,877,990	11,464,206
Trade payables		2,144,289	1,451,152
Payables to group enterprises		0	737,045
Corporation tax		2,020,653	1,455,394
Other payables	6	1,944,430	3,678,673
Deferred income		7,364,883	6,026,832
Short-term debt		25,352,245	24,813,302
Debt		29,020,102	29,307,983
Liabilities and equity		47,668,403	46,200,292
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# Statement of changes in equity

	Share capital	Reserve for development costs	Retained earnings	Total
	DKK	DKK	DKK	DKK
Equity at 1 January	500,000	17,239,149	-5,528,658	12,210,491
Extraordinary dividend paid	0	0	-5,000,000	-5,000,000
Development costs for the year	0	3,929,114	-3,929,114	0
Depreciation, amortisation and impairment for the year	0	-1,955,891	1,955,891	0
Net profit/loss for the year	0	0	6,830,444	6,830,444
Equity at 31 December	500,000	19,212,372	-5,671,437	14,040,935



# **Cash flow statement 1 January - 31 December**

	Note	2023	2022
		DKK	DKK
Result of the year		6,830,444	5,962,231
Adjustments	7	9,730,712	8,368,622
Change in working capital	8	-4,012,647	-7,964,093
Cash flow from operations before financial items		12,548,509	6,366,760
Financial income		3	152,129
Financial expenses		-2,597,435	-1,539,193
Cash flows from ordinary activities		9,951,077	4,979,696
Corporation tax paid		-1,455,394	-737,045
Cash flows from operating activities		8,495,683	4,242,651
Purchase of intangible assets		-5,137,325	-6,077,843
Purchase of property, plant and equipment		2,910,179	-1,706,858
Fixed asset investments made etc		-867,498	2,182,775
Cash flows from investing activities		-3,094,644	-5,601,926
Repayment of loans from credit institutions		-510,192	2,695,276
Repayment of payables to group enterprises		-737,045	52,271
Repayment of other long-term debt		97,152	1,342,388
Dividend paid		-5,000,000	-1,700,000
Cash flows from financing activities		-6,150,085	2,389,935
Change in cash and cash equivalents		-749,046	1,030,660
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Cash and cash equivalents at 1 January		1,548,215	517,555
Cash and cash equivalents at 31 December		799,169	1,548,215
-		·	·
Cash and cash equivalents are specified as follows:			
Cash at bank and in hand		799,169	1,548,215
Cash and cash equivalents at 31 December		<u> </u>	1,548,215
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		2023	2022
		DKK	DKK
1.	Staff Expenses		
	Wages and salaries	39,172,261	37,352,578
	Pensions	2,705,501	1,858,700
	Other social security expenses	471,478	370,738
	Other staff expenses	121,406	155,007
		42,470,646	39,737,023
	Average number of employees	64	57
2.	Financial expenses	2023 	2022 DKK
2.	-		
	Interest paid to group enterprises	410,883	333,982
	Other financial expenses	2,060,329	1,168,699
	Exchange loss	<u> </u>	36,512 1,539,193
		2023	2022
		DKK	DKK
3.	Income tax expense		
	Current tax for the year	2,020,653	1,455,394
	Deferred tax for the year	-74,452	-88,610
		1,946,201	1,366,784



#### 4. Intangible fixed assets

	Completed development	Acquired other similar	
	projects	rights	Goodwill
	DKK	DKK	DKK
Cost at 1. January	47,499,134	1,805,489	2,173,000
Additions for the year	5,037,325	0	100,000
Cost at 31. December	52,536,459	1,805,489	2,273,000
Impairment losses and depreciation at 1. January	22,467,072	609,037	310,429
Depreciation for the year	4,223,355	361,092	310,429
Impairment losses and depreciation at 31. December	26,690,427	970,129	620,858
Carrying amount at 31. December	25,846,032	835,360	1,652,142
Amortised over	10 years	5 years	7 years

Development projects relate to the development of new versions of the Company's existing software products. The projects are progressing according to plan and are funded by the resources allocated by Management to the development. The software is used for the present market to the Company's existing and new customers.

### 5. Property, plant and equipment

	Other fixtures and fittings, tools and equipment	Leasehold improvements
	DKK	DKK
Cost at 1. January	7,313,287	191,387
Additions for the year	438,990	0
Disposals for the year	-5,627,969	-39,616
Cost at 31. December	2,124,308	151,771
Impairment losses and depreciation at 1. January	3,158,907	84,628
Depreciation for the year	337,215	25,236
Impairment and depreciation of sold assets for the year	-2,349,047	-39,616
Impairment losses and depreciation at 31. December	1,147,075	70,248
Carrying amount at 31. December	977,233	81,523



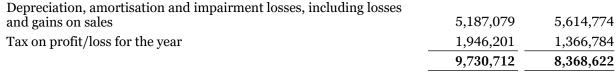
	2023	2022
	DKK	DKK
1		

#### 6. Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

<b>Credit institutions</b>		
After 5 years	0	0
Between 1 and 5 years	902,317	1,826,293
Long-term part	902,317	1,826,293
Within 1 year	1,083,600	1,083,600
Other short-term debt to credit institutions	10,794,390	10,380,606
	12,780,307	13,290,499
Other payables		
After 5 years	2,765,540	2,668,388
Long-term part	2,765,540	2,668,388
Other short-term payables	1,944,430	3,678,673
	4,709,970	6,347,061
	2023	2022
	DKK	DKK
Cash flow statement - Adjustments		
Financial income	-3	-152,129
Financial expenses	2,597,435	1,539,193
Depreciation, amortisation and impairment losses, including losses		





7.

		2023	2022
		DKK	DKK
8.	Cash flow statement - Change in working capital		
	Change in receivables	-4,309,592	-1,876,848
	Change in trade payables, etc	296,945	-6,087,245
		-4,012,647	-7,964,093
		2023	2022
		DKK	DKK
9	Contingent assets liabilities and other financial		

# 9. Contingent assets, liabilities and other financial obligations

#### Charges and security

The following assets have been placed as security with mortgage credit institutes: As security for balance with a credit institution, a company charge of DKK 12.500k has been provided with a charge on ordinary claims relating to trade receivables, goodwill, domain names and rights, completed development projects as well as operating fixtures and equipment and machinery and equipment.

Rental and lease obligations		
Lease obligations under operating leases. Total future lease payments:		
Within 1 year	49,680	49,372
Between 1 and 5 years	95,220	144,002
	144,900	193,374
The Company has entered into a tenancy agreement with a period of notice of up to 6 months. The obligation amounts to DKK The Company has entered into tenancy agreements with a period of notice of up to 6 years (2022: 12 months). The obligation amounts to DKK	526,360	148,901
DKK	14,551,640	2,633,607



2023 2022 DKK DKK

# 9. Contingent assets, liabilities and other financial obligations

#### Other contingent liabilities

The group companies are jointly and severally liable for tax on the jointly taxed incomes etc of the Group. The total amount of corporation tax payable is disclosed in the Annual Report of Per Jensen Holding, Billund ApS, which is the management company of the joint taxation purposes. Moreover, the group companies are jointly and severally liable for Danish withholding taxes by way of dividend tax, tax on royalty payments and tax on unearned income. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.

**Including to group enterprises** Rental and lease obligations

0 1,920,000



#### **10.** Accounting policies

The Annual Report of AIR SUPPORT A/S for 2023 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B as well as selected rules applying to reporting class C.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2023 are presented in DKK.

#### **Recognition and measurement**

All expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Certain financial assets and liabilities are measured at amortised cost, which involves the recognition of a constant effective interest rate over the maturity period. Amortised cost is calculated as original cost less any repayments and with addition/deduction of the cumulative amortisation of any difference between cost and the nominal amount. In this way, capital losses and gains are allocated over the maturity period.

#### Leases

All leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

#### **Translation policies**

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

#### **Income statement**

#### Net sales

Revenue from the sale of goods is recognised when the risks and rewards relating to the goods sold have been transferred to the purchaser, the revenue can be measured reliably and it is probable that the economic benefits relating to the sale will flow to the Company.

Income from software leases is accrued over the lease term, and any related services such as hosting, support and operation are also accrued over the contract period.



Revenue is measured at the consideration received and is recognised exclusive of VAT and net of discounts relating to sales.

#### Expenses for raw materials and consumables

Expenses for raw materials and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

#### Other external expenses

Other external expenses comprise expenses for premises, sales as well as office expenses, etc.

#### Gross profit/loss

With reference to section 32 of the Danish Financial Statements Act, gross profit/loss is calculated as a summary of revenue, work on own account recognised in assets, expenses for raw materials and consumables and other external expenses.

#### Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

#### Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise amortisation, depreciation and impairment of intangible assets and property, plant and equipment.

#### Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Company, including gains and losses on the sale of intangible assets and property, plant and equipment.

#### Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

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

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.



#### **Balance sheet**

#### Intangible fixed assets

Software is measured at cost less accumulated amortisation. Software is amortised on a straight-line basis over the expected useful life which is estimated at five years.

Costs of development projects include salaries, depreciations and other costs directly and indirectly attributable to the companys development activities.

Development projects that are clearly defined and identifiable, where the technical utilization, sufficient resources and a potential future market or development opportunity in the enterprise can be demonstrated and where the intention is to produce, market or use the project are recognized as intangible assets if there is sufficient certainty that the capital value of future earnings can cover production and selling and administrative expenses and the development costs.

Development projects that don't meet the criteria for capitalization are recognized as expenses in the income statement as the costs.

Capitalized development costs are measured at cost less accumulated amortization and the recoverable amount if lowere.

Capitalized development costs are amortized at time of completion basis over the period of the development work is expected to generate economic benefits. The amortization period is a maximum of 10 years.

#### Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Other fixtures and fittings, tools and equipment	3-5 years
Leasehold improvements	5 years

The fixed assets' residual values are determined at nil.

Depreciation period and residual value are reassessed annually.

#### Impairment of fixed assets

The carrying amounts of intangible assets and property, plant and equipment and investments are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, the asset is written down to its lower recoverable amount.

#### Other fixed asset investments

Fixed asset investments consist of deposits.

#### Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts.



#### Prepayments

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

#### Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

#### Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

#### **Financial liabilities**

Loans, such as mortgage loans and loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Other debts are measured at amortised cost, substantially corresponding to nominal value.

#### **Deferred** income

Deferred income comprises payments received in respect of income in subsequent years.

#### **Cash Flow Statement**

The cash flow statement shows the Company's cash flows for the year broken down by operating, investing and financing activities, changes for the year in cash and cash equivalents as well as the Company's cash and cash equivalents at the beginning and end of the year.

#### Cash flows from operating activities

Cash flows from operating activities are calculated as the net profit/loss for the year adjusted for changes in working capital and non-cash operating items such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets less short-term debt excluding items included in cash and cash equivalents.

#### Cash flows from investing activities

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.



#### Cash flows from financing activities

Cash flows from financing activities comprise cash flows from the raising and repayment of long-term debt as well as payments to and from shareholders.

Cash and cash equivalents

Cash and cash equivalents comprise "Cash at bank and in hand".

The cash flow statement cannot be immediately derived from the published financial records.

