



## Gorm Larsen Nordic ApS

Lyngbyvej 417, 1.  
2820 Gentofte  
CVR No. 28481136

## Annual report 2019

The Annual General Meeting adopted the  
annual report on 23.04.2020

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**Jens Brinck**

Chairman of the General Meeting

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# Entity details

## Entity

Gorm Larsen Nordic ApS

Lyngbyvej 417, 1.

2820 Gentofte

CVR No.: 28481136

Registered office: Gentofte

Financial year: 01.01.2019 - 31.12.2019

## Executive Board

Jens Brinck

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Weidekampsgade 6

P. O. Box 1600

0900 Copenhagen C

# Statement by Management

The Board of Directors have today considered and approved the annual report of Gorm Larsen Nordic ApS for the financial year 01.01.2019 - 31.12.2019.

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

In my opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2019 and of the results of its operations for the financial year 01.01.2019 - 31.12.2019.

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

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

Gentofte, 23.04.2020

**Executive Board**

**Jens Brinck**

# Independent auditor's extended review report

## To the shareholders of Gorm Larsen Nordic ApS

### Conclusion

We have performed an extended review of the financial statements of Gorm Larsen Nordic ApS for the financial year 01.01.2019 - 31.12.2019, 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.

Based on our extended review, in our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2019 and of the results of its operations for the financial year 01.01.2019 - 31.12.2019 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.

København, 23.04.2020

#### **Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR No. 33963556

#### **Claus Jorch Andersen**

State Authorised Public Accountant  
Identification No (MNE) mne33712

# Management commentary

## Primary activities

The Company's main activities are promotion and demonstration activities aimed at distributors and end consumers focusing on knowledge-based projects.

## Development in activities and finances

Profit for the year amounts to DKK 906 thousand against a profit on DKK 120 thousand in 2018. Profit for the year is as expected.

## 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. However, the latest development in the spread of the coronavirus disease (COVID-19) and the lock down of large parts of society may have a negative effect on the Company's results for 2020. The financial impact cannot be determined at this point in time, however, management is confident that the company will be able to adjust and profit for 2020 is still expected according to updated plans.

# Income statement for 2019

	Notes	2019 DKK	2018 DKK
<b>Gross profit/loss</b>		<b>9,734,046</b>	<b>7,396,480</b>
Staff costs	2	(8,289,854)	(6,910,556)
Depreciation, amortisation and impairment losses	3	(277,600)	(277,600)
<b>Operating profit/loss</b>		<b>1,166,592</b>	<b>208,324</b>
Other financial income		11,957	0
Other financial expenses		(16,295)	(52,981)
<b>Profit/loss before tax</b>		<b>1,162,254</b>	<b>155,343</b>
Tax on profit/loss for the year	4	(256,056)	(35,335)
<b>Profit/loss for the year</b>		<b>906,198</b>	<b>120,008</b>
<b>Proposed distribution of profit and loss</b>			
Ordinary dividend for the financial year		200,000	100,000
Retained earnings		706,198	20,008
<b>Proposed distribution of profit and loss</b>		<b>906,198</b>	<b>120,008</b>



# Balance sheet at 31.12.2019

## Assets

	Notes	2019 DKK	2018 DKK
Completed development projects	6	1,607,160	142,880
Acquired intangible assets		125,640	167,520
Goodwill		66,664	266,664
<b>Intangible assets</b>	5	<b>1,799,464</b>	<b>577,064</b>
Deposits		98,820	98,820
<b>Other financial assets</b>		<b>98,820</b>	<b>98,820</b>
<b>Fixed assets</b>		<b>1,898,284</b>	<b>675,884</b>
Trade receivables		1,786,435	750,580
Receivables from group enterprises		0	2,202,829
Other receivables		0	17,892
Joint taxation contribution receivable		15,944	0
Prepayments		79,769	6,307
<b>Receivables</b>		<b>1,882,148</b>	<b>2,977,608</b>
<b>Cash</b>		<b>294,288</b>	<b>22,065</b>
<b>Current assets</b>		<b>2,176,436</b>	<b>2,999,673</b>
<b>Assets</b>		<b>4,074,720</b>	<b>3,675,557</b>

**Equity and liabilities**

	<b>Notes</b>	<b>2019 DKK</b>	<b>2018 DKK</b>
Contributed capital		125,000	125,000
Reserve for development expenditure		1,253,584	111,446
Retained earnings		24,191	460,131
Proposed dividend		200,000	100,000
<b>Equity</b>		<b>1,602,775</b>	<b>796,577</b>
Deferred tax		396,000	124,000
<b>Provisions</b>		<b>396,000</b>	<b>124,000</b>
Other payables		176,314	0
<b>Non-current liabilities other than provisions</b>		<b>176,314</b>	<b>0</b>
Bank loans		106,940	1,002,630
Prepayments received from customers		268,960	500,793
Trade payables		754,818	472,076
Payables to group enterprises		18,969	0
Joint taxation contribution payable		0	95,335
Other payables		749,944	684,146
<b>Current liabilities other than provisions</b>		<b>1,899,631</b>	<b>2,754,980</b>
<b>Liabilities other than provisions</b>		<b>2,075,945</b>	<b>2,754,980</b>
<b>Equity and liabilities</b>		<b>4,074,720</b>	<b>3,675,557</b>
Events after the balance sheet date	1		
Unrecognised rental and lease commitments	7		
Contingent liabilities	8		

# Statement of changes in equity for 2019

	Contributed capital DKK	Reserve for development expenditure DKK	Retained earnings DKK	Proposed dividend DKK	Total DKK
Equity beginning of year	125,000	111,446	460,131	100,000	796,577
Ordinary dividend paid	0	0	0	(100,000)	(100,000)
Dissolution of reserves	0	1,142,138	(1,142,138)	0	0
Profit/loss for the year	0	0	706,198	200,000	906,198
<b>Equity end of year</b>	<b>125,000</b>	<b>1,253,584</b>	<b>24,191</b>	<b>200,000</b>	<b>1,602,775</b>

# Notes

## 1 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. However, the latest development in the spread of the coronavirus disease (COVID-19) and the lock down of large parts of society may have a negative effect on the Company's results for 2020. The financial impact cannot be determined at this point in time, however, management is confident that the company will be able to adjust and profit for 2020 is still expected according to updated plans.

## 2 Staff costs

	<b>2019</b>	<b>2018</b>
	<b>DKK</b>	<b>DKK</b>
Wages and salaries	7,577,243	6,296,876
Pension costs	576,653	513,159
Other social security costs	135,958	100,521
	<b>8,289,854</b>	<b>6,910,556</b>
Average number of full-time employees	<b>18</b>	<b>13</b>

## 3 Depreciation, amortisation and impairment losses

	<b>2019</b>	<b>2018</b>
	<b>DKK</b>	<b>DKK</b>
Amortisation of intangible assets	277,600	277,600
	<b>277,600</b>	<b>277,600</b>

## 4 Tax on profit/loss for the year

	<b>2019</b>	<b>2018</b>
	<b>DKK</b>	<b>DKK</b>
Current tax	(15,944)	95,335
Change in deferred tax	272,000	(60,000)
	<b>256,056</b>	<b>35,335</b>

## 5 Intangible assets

	<b>Completed development projects DKK</b>	<b>Acquired intangible assets DKK</b>	<b>Goodwill DKK</b>
Cost beginning of year	779,370	209,400	2,000,000
Additions	1,500,000	0	0
<b>Cost end of year</b>	<b>2,279,370</b>	<b>209,400</b>	<b>2,000,000</b>
Amortisation and impairment losses beginning of year	(636,490)	(41,880)	(1,733,336)
Amortisation for the year	(35,720)	(41,880)	(200,000)
<b>Amortisation and impairment losses end of year</b>	<b>(672,210)</b>	<b>(83,760)</b>	<b>(1,933,336)</b>
<b>Carrying amount end of year</b>	<b>1,607,160</b>	<b>125,640</b>	<b>66,664</b>

### 6 Development projects

Completed development projects comprise digital development of a sales portal that the Company uses in its operations. Customers and staff are able to use this system.

### 7 Unrecognised rental and lease commitments

	<b>2019 DKK</b>	<b>2018 DKK</b>
Liabilities under rental or lease agreements until maturity in total	<b>798,000</b>	<b>844,000</b>

### 8 Contingent liabilities

The Company has undertaken joint and several guarantee of payment for the agreement entered into by the Group maximising bank debt of DKK 1 million.

The Company participates in a Danish joint taxation arrangement in which Jens Brinck Holding ApS serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Company is therefore liable for income taxes etc. for the jointly taxed companies and also for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed companies. The jointly taxed companies' total known net liability in the joint taxation arrangement is stated in the financial statements of the administration company.

# 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.

## 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.

## Income statement

### Gross profit or loss

Gross profit or loss comprises revenue, cost of sales 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.

### Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost, adjusted for ordinary inventory writedowns.

### 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 as well as 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, as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

### Other financial income

Other financial income comprises interest income, including interest income on receivables from group enterprises etc. 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 transactions in foreign currencies 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 the Danish Parent. 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****Goodwill**

Goodwill is amortised straight-line over its estimated useful life, which is fixed based on the experience gained by Management for each business area. The amortisation period is ten years due to the strategic character of the current goodwill related to reorganisation of the Company in 2010. Goodwill is written down to the lower of recoverable amount and carrying amount.

**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 which are determined based on a specific assessment of each development project. If the useful life cannot be estimated reliably, it is fixed at 10 years. For development projects protected by intellectual property rights, the maximum period of amortisation is the remaining duration of the relevant rights. The amortisation periods used are 5 years.

Intellectual property rights acquired are measured at cost less accumulated amortisation.

Intellectual property rights etc 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.

**Joint taxation contributions receivable or payable**

Current joint taxation contributions payable or joint taxation contributions receivable are recognised in the balance sheet, calculated as tax computed on the taxable income for the year, which has been adjusted for prepaid tax. For tax losses, joint taxation contributions receivable are only recognised if such losses are expected to be used under the joint taxation arrangement.

**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.

**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 or the planned settlement of each liability

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.

**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 delivery of the goods agreed or completion of the service agreed.