

team.blue Denmark A/S



# • Annual Report 2021

team.blue Denmark A/S  
Højvangen 4  
8660 Skanderborg

Central Business Registration  
No: 29412006

The Annual General Meeting adopted the annual report on 16.05.2022

Chairman of the General Meeting

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Name: Claus Røge Brandstrup

team.blue

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# • Entity details

team.blue Denmark A/S  
Højvangen 4  
8660 Skanderborg

Central Business Registration No: 29412006  
Registered in: Skanderborg  
Financial year: 2021

## Executive Board

Stefan Rosenlund

## Board of Directors

Jonas Marcel E. Dhaenens, Chairman  
Ole Pallesen Jensen  
Stefan Rosenlund  
Claus Røge Brandstrup

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab  
City Tower, Værkmestergade 2  
8000 Aarhus C

# • Statement by management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of team.blue Denmark A/S for the financial year 01.01.2021 - 31.12.2021.

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 31.12.2021 and of the results of its operations for the financial year 01.01.2021 - 31.12.2021.

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.

Skanderborg, 16.05.2022

## Executive Board

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Stefan Rosenlund

## Board of Directors

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Jonas Marcel E. Dhaenens, Chairman

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Ole Pallesen Jensen

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Stefan Rosenlund

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Claus Røge Brandstrup

# • Independent auditor's report

To the shareholders of team.blue Denmark A/S

## Opinion

We have audited the financial statements of team.blue Denmark A/S for the financial year 01.01.2021 - 31.12.2021, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2021 and of the results of its operations for the financial year 01.01.2021 - 31.12.2021 in accordance with the Danish Financial Statements Act.

## Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further

described in the "Auditor's responsibilities for the audit of the financial statements" section of this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board 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.

## Management's responsibilities for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

## Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements, and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up

to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

## Statement on the management commentary

Management is responsible for the management commentary.

Our opinion on the financial statements does not cover the management commentary, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

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

Based on the work we have performed, we conclude that the management commentary is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

Aarhus, 16.05.2022

## Deloitte

Statsautoriseret Revisionspartnerselskab  
Business Registration No (CVR) 33 96 35 56

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### Mads Fauerskov

State Authorised Public Accountant  
Identification No (MNE) 35428

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### Rasmus Villadsen Madsen

State Authorised Public Accountant  
Identification No (MNE) 45822

# • Management commentary

## Financial highlights

T.DKK	2021	2020	2019**	2018**	2017*
<b>Income statement</b>					
Revenue	476.717	416.792	393.039	321.037	183.137
Gross profit/loss	277.019	255.263	241.738	198.845	106.126
Operating profit/loss	135.072	120.061	115.955	88.844	49.448
Net financials	3.196	3.168	1.952	253	-291
Profit/loss for the year	107.406	95.401	90.800	68.622	37.645
T.DKK					
<b>Balance sheet</b>					
Total assets	506.769	418.251	327.410	262.485	119.016
Investments in property, plant and equipment	46.715	40.036	47.031	34.829	33.625
Equity	281.589	174.183	138.782	50.962	15.723
Invested capital incl. goodwill	424.726	311.485	245.968	118.754	63.069
Interest bearing debt, net	21.107	25.895	9.815	-8.550	21.385
<b>Ratios</b>					
Gross margin (%)	58,1	61,2	61,5	61,9	57,9
Net margin (%)	22,5	22,9	23,1	21,4	20,6
Return on invested capital incl. goodwill (%)	42,2	49,5	71,0	115,4	123,6
Turnover invested capital	1,3	1,5	2,2	3,5	4,3
Financial gearing (%)	0,1	0,2	0,1	-0,3	1,6
Return on equity (%)	47,1	61,0	95,7	205,8	286,3
Solvency ratio (%)	55,6	41,6	42,4	19,4	13,2
Revenue per employee	2.648	2.368	2.125	1.688	2.155
Employees in average	180	176	185	190	85

\* 2017 comprise DanHost ApS which was merged into team.blue Denmark A/S and the figures from earlier years are therefore not directly comparable

\*\* 2018 comprise UnoEuro Danmark A/S, DanDomain A/S, SurfTown A/S, SmartWeb ApS and ActiveWebs ApS which was merged into team.blue Denmark A/S and the figures from earlier years are therefore not directly comparable

\*\*\* 2019 comprise HostNordic A/S which was merged into team.blue Denmark A/S and the figures from earlier years are therefore not directly comparable



## Financial highlights

Financial highlights are defined and calculated as follows:

Ratios	Calculation formula	Description
Gross margin (%)	$\frac{\text{Gross profit} \times 100}{\text{Revenue}}$	The entity's operating gearing
Net margin (%)	$\frac{\text{Profit/loss for the year} \times 100}{\text{Revenue}}$	The entity's operating profitability
Return on invested capital	$\frac{\text{EBITA} \times 100}{\text{Avr. invested capital incl. GW}}$	The return generated by the entity on the investors' funds
Turnover invested capital	$\frac{\text{Revenue}}{\text{Avr. invested capital incl. GW}}$	Turnover rate of capital employed by the entity
Financial gearing (%)	$\frac{\text{Net interest-bearing debt}}{\text{Avr. equity}}$	The entity's financial gearing
Return on equity (%)	$\frac{\text{Profit/loss for the year} \times 100}{\text{Avr. equity}}$	The entity's return on capital invested in the Entity by the owners
Solvency ratio (%)	$\frac{\text{Equity} \times 100}{\text{Total assets}}$	The financial strength of the entity
Revenue per employee	$\frac{\text{Revenue}}{\text{Avr. number of employees}}$	The entity's productivity

**EBITA** (Earnings Before Interest, Tax and Amortization) is defined as operating profit plus the year's amortisation of and impairment losses relating to intangible assets including goodwill.

**Invested capital including goodwill** is defined as net working capital plus the carrying amount of property, plant and equipment and intangible assets as well as accumulated amortization of intangible assets including goodwill, and less other provisions and long-term operating liabilities. Accumulated impairment losses relating to goodwill are not added.

**Net working capital** is defined as receivables and other operating current assets net of trade payables and other short-term operating liabilities. Income taxes receivables and payable as well as cash are not included in net working capital.

**Net interest-bearing debt** is defined as interest-bearing liabilities, including income tax payable, net of interest-bearing assets, including cash and income tax receivable.

## Primary Activities

The Company's primary business area is to offer and deliver hosting and highly standardized solutions to SMEs. Sale and delivery are made either through direct customer relationships or through the partner channel.

The products offered by team.blue can be divided into 5 overall categories; Applications, Premium Hosting, Basic Hosting, Domains and other. These overall categories can be divided into multiple products below where Applications covers e.g. Marketing tools, Ecommerce, E-mail, Office 365, Sitebuilder, Security Certificates and Premium and Basic Hosting covers IAAS (InfraStructure As A Service), Virtual Servers, Backup and Security, Shared Hosting and Website Hosting.

## Development in activities and finances

Management considers the financial development in 2021 as strong as the revenue increased to t.dkk 476.717 compared to t.dkk 416.792 the year before and gross profit increased to t.dkk 277.019 from t.dkk 255.263.

## Outlook

Management expects an increase in both revenue and profit in 2022 and is planning to further expand the presence in the Nordic hosting market via further growth. Revenue for 2022 is expected to end in the range between 515 m.dkk and 530 m.dkk with a profit before tax in the range between 150 m.dkk and 160 m.dkk.

The strong uplift in both revenue and profit is primarily coming from organic growth.

Financial performance in the first months of 2022 supports the outlook for the year and management is satisfied with the development, both compared to historical periods and the budget.

## Particular risks

Management is not aware of anything of particular risk to the company's presence in the Danish SME hosting market and also no risk that impacts the growth plans for the coming years. All acquired companies have been carefully integrated into the existing platform and framework, and the migration is continuously being monitored and tracked.

## Intellectual capital resources

As a knowledge-intensive group, it is crucial for team.blue to have highly skilled employees with an extensive know-how within the business. Future earnings in the group is dependent on the right mix of employees. That is why team.blue Group has an ambition to hire the best people and also continuously train the existing workforce within their specific center of competence.

## Environmental performance

team.blue Group has the ambition to run the most energy efficient business. The group is doing so by re-using equipment to the largest extent possible, but with having in mind that the operations should run on the most energy efficient way. Especially the use of electricity consumption is a key metric for the group, which has also been recognized via several governmental subsidies taking its base in optimization of energy consumption.

## Research and development activities

Software is being developed which comprise software, including control panels, payment systems and internal systems developed to create more efficiency and simplified processes and also to sell solutions to customers all together to create a better customer experience. Development projects in progress amounts to t.dkk. 1.061 as of 31 December 2021.

## Statutory report on corporate social responsibility

In recent years, we, team.blue Denmark, have experienced an explosive growth in employees and customers.

The group we are a part of serve more than 2.000.000 customers and has 1.500 employees whereof in the Nordics, 250.000 customers are served and 188 team members employed. This gives us a great social responsibility of which we are both very proud and very aware.

The IT industry to which we belong is responsible for significant CO2 emissions. For this reason, we as an IT company need to consider how we affect the environment and how we continuously find sustainable ways of operating our business.

To our customers, we wish to be a trusted digital enabler who actively invests in better and more sustainable ways of delivering our solutions – without ever compromising the quality. See also description in section “Primary Activities”.

To our employees, we wish to be an employer who actively engages in their development and physical and mental well-being.

To our local society, we wish to be an active stakeholder who supports local businesses, organizations and entrepreneurs.

## Climate and environment

The IT industry is one of the biggest risks regarding CO2 emissions – a fact that we cannot and should not shy away from.

We can and must work towards building a company that is as sustainable as possible. One way is to pay close attention to exactly how energy efficient our data centers are.

Data centers use a substantial amount of energy which means that by finding and investing in better equipment we can create enormous energy savings.

In recent years, the group that we are a part of have invested heavily in equipment which now enables us, on a group level, to save tons of CO2 annually. As a result of our energy efforts we have in 2021 succeeded in reducing our CO2 emissions.

Whenever we change IT equipment, both in the offices and in our data centers, we choose energy efficient hardware and make sure that old equipment is either reused or recycled in the safest and most environmentally friendly way possible.

We have already made numerous improvements to team.blue, which all help us setting a greener footprint on the environment. We are not done at all, but we are very well underway.

We have greatly reduced our energy consumption, by converting our electricity into Environmentally Friendly Electricity.

In 2021 we bought Environmentally Friendly Electricity from Nordic hydropower plants. This way we will be doing our part by helping setting focus on the need for sustainable energy.

When we use electricity from renewable energy sources, we make it more attractive to produce sustainable energy.

We received our certification of Environmentally Friendly Electricity purchased from Energi Denmark. Also, it is documented through guarantees of Origin, the so-called Recs certificates.

## Workspace sustainability

As our building is new and most of it built per our request, we have had the opportunity to influence material choice and the overall construction.

We have chosen to have large open offices, as this not only supports our way of working, but also creates a better and more efficient way of heating and cooling the building, resulting in energy saving. For the same reason we have equipped our windows with sun curtains and solar film.

One of our priorities was to have a lot of windows installed. It may seem simple, but it is an efficient way to lessen the need for artificial lighting. The lighting we do have, however, is intelligent, meaning that it turns on and off by itself as a further measure to conserve energy.

In addition to the energy saving initiatives that we have taken; we are also actively trying to reduce food waste. Our kitchen invests both time and money in creating a menu where leftover food can be reused the next day.

We prioritize buying local and ecological food products whenever possible. Furthermore, the kitchen provides an inexpensive dinner solution with the leftover food they have by creating portion sized dinner boxes for our employees to take home.

## Physical well-being

Our employees are our most valuable assets.

As an employer, we wish to hold on to our employees and ensure that they are happy, healthy and educated. A risk in regards to our employees are that they do not thrive when being part of team.blue.

We believe that education is an important part of our employee's development and that it should be an integral part of their work lives. For this reason, we offer our employees a range of different supplementary training whilst working for team.blue Denmark.

As an employer, we also have a responsibility for helping our employees fulfill their social needs and aspirations for a healthy lifestyle. Among other things, we provide a healthy breakfast and lunch, health insurance and free access to our in-house gym.

At least once a year, we arrange a "health initiative" – typically in form of a competition which helps our employees become more aware of their eating habits, exercise habits and/or their health in general.

## Employee care

We believe that the physical environment is fundamental to the well-being of our employees which is why we tailor their workspaces to their exact wants and needs. We provide our employees with the IT-equipment of their choice and we offer height adjustable tables and chairs that are customizable to the needs of the individual.

We try to facilitate a work environment where the individual has his or her own project that he or she can manage however they see fit. We strive to also meet individual demands from our employees, to enhance their work experience and their general well-being.

We adhere to relevant collective agreements regarding pay, meaning that all team.blue Denmark employees receive a salary and benefit package that is competitive in relation to the market standard.

We provide a range of benefits which include, but is not limited to, physiotherapy, carwash whilst at work, massage and much more.

To better the balance between work life and family life, we provide the possibility of working from home if needed in most of our departments. Furthermore, we include our employee's family on festive occasions when relevant and possible.

## Societal and local responsibility

As one of Europe's leading digital enablers, we have a strong responsibility for developing the Danish IT industry.

For this reason, we cooperate with several research and educational institutions such as Aarhus University and Business Academy Aarhus.

By cooperating with schools, academies and universities, we believe that we can play an important part in promoting the development of the IT industry. In return, we get a unique opportunity to meet students who provide us with input and ideas which we can implement in our company.

In addition to cooperating with schools, we frequently hire interns and if possible, offer apprenticeships.

Also, we wish to contribute to the development of the local business and startup environment. For this reason, we regularly sponsor local initiatives and organizations and host local events whenever possible.

## Specific initiatives

We enjoy being an active part of our local society and strive to participate in the development of the Danish IT scene. We also do whatever we can to help keep our employees happy and healthy.

Below is a list of some of our initiatives supporting these causes:

- Local sponsorships
- Cooperation with Aarhus University
- Sponsor for Skanderborg Culture Center
- Main sponsor for FC Skanderborg
- Coding Class for young students
- Continuous education of our employees
- Several health initiatives

## Continuous development

Once a year, we review our policies and initiatives and discuss whether they suffice to reach our ambitious goals, which are based on the United Nations' 17 Sustainable Development Goals:

1. No Poverty
2. Zero Hunger
3. Good Health and Well-Being
4. Quality Education
5. Gender Equality
6. Clean Water and Sanitation
7. Affordable and Clean Energy
8. Decent Work and Economic Growth
9. Industry, Innovation and Infrastructure
10. Reduced Inequalities
11. Sustainable Cities and Communities
12. Responsible Consumption and Production
13. Climate Action
14. Life Below Water
15. Life on Land
16. Peace, Justice and Strong Institutions
17. Partnerships

We continuously discuss how our competences can create the biggest positive difference, and once a year, we review and prioritize our CSR action plan.

## Anti-bribery

The Company always strives to act and do business in an ethical, responsible, transparent, and honest manner. team.blue does not accept or solicit corruption or bribery in any kind and have a zero tolerance in relation to corruption and bribery.

In all business relationships we are obliged to act in a professional way which comprise that we do not accept presents, bribery and extortion that can have an influence on decisions made by team.blue.

The work to create the group wide governance models has been started and the Anti-bribery procedures specifically is being formalized in writing as we speak. So far the anti-bribery activities has been discussed verbally and the required information has also been shared verbally. We are fully aware of the need to create and maintain written procedures and we are working closely together with the Group functions to implement the procedures as fast as possible. The plan is to finalize Group wide procedures during Q1 2022. Currently the regional and local governance models still stand and will still apply, but will fall under an overarching governance framework steered from team.blue HQ. This governance framework will entail an ethical code addressing anti-bribery and anti-fraud procedures, a governance charter, a delegation of authority and whistleblowing policy. The latter is already introduced end 2021 and is currently being implemented across regions; the ethical code and governance charter are planned for first half of 2022.

With that said, we believe that the risk in relation to anti-bribery has been minimized with this informal communication of our values etc. and team.blue has not received any reports in 2021 concerning corruption or bribery.

## Human rights

team.blue is committed to maintain and develop a culture based on respect towards human rights. This means that we have a responsibility to ensure the rights and safety of our employees and furthermore human rights throughout our supply chain.

We consider our supply chain as relatively simple due to the composition of our suppliers and we therefor assess our supply chain as being low risk in regard to breaches of human rights.

team.blue strives to work with acknowledged suppliers to minimize risk of any breaches of human rights.

In 2021 team.blue has not received any reports concerning breaches of human rights.



## Statutory report on the underrepresented gender

The company is working on complying with the provisions of the laws for the underrepresented gender in the Senior Management body.

The board of directors currently consists of 4 men, who is the Group CEO, Country CEO, Country CFO and Country CTO. The goal of the company is to have a minimum of 20% females represented in the board of directors by the end of 2025. Since no new members were elected at The Annual General Meeting, the target was not met in 2021.

The Senior management team of team.blue denmark consists of 5 persons, whereof 1 is a female. The goal for the company is to have a minimum of 20% femals represented at the Senior Management level.

Throughout the recent years, the company has been focusing on the mixture and representation of genders in the organisation and the percentage of females in the organisation currently is 19%, whereof 3 persons holds manegerial positions. When recruiting, we ensure that all job advertisements are neutral in regards to gender and during our recruitment process we do not place emphasis on gender when inviting candidates to a interview.

## 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.

## Refinancing

During 2021 team.blue performed a refinancing on Group level with no direct impact on the Danish group companies. The refinancing was performed to optimize the debt structure and to finance future M&A in tge Group.

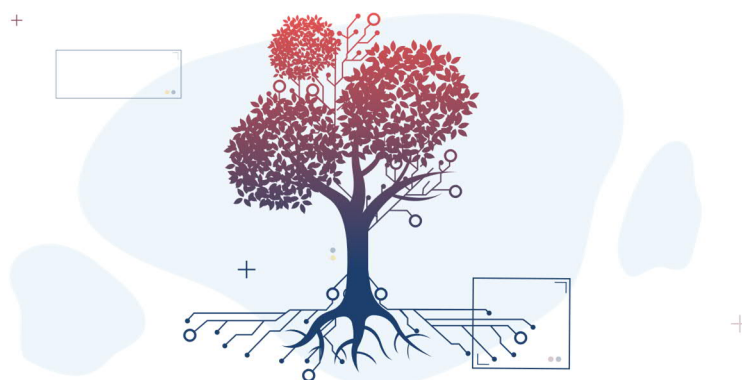
## COVID-19

Management is not expecting significant negative impacts in 2022 from COVID-19, as development in the period from January 2022 to March 2022 has been positive despite the slowdown in the general markets. Management has monitored the development on a daily basis throughout the period impacted by COVID-19, and has not experienced material negative impacts on debtors aging, cashflow, revenue or other key metrics in the period.

Management will continue to monitor the development until the general negative impact from COVID-19 has let go of the markets. However given the business model and the dependency from customers towards operating their business, management is confident that team.blue Denmark will continue the positive development throughout the coming months and years.

# Income statement

DKK	Notes	2021	2020
<b>Revenue</b>	1	<b>476.717.254</b>	<b>416.792.488</b>
Cost of sales		-148.287.995	-127.942.189
Other external expenses	2	-51.410.242	-33.587.528
<b>Gross profit/loss</b>		<b>277.019.017</b>	<b>255.262.771</b>
Staff costs	3	-77.779.315	-76.584.718
Depreciation, amortisation and impairment losses	4	-64.167.367	-58.616.571
<b>Operating profit/loss</b>		<b>135.072.335</b>	<b>120.061.482</b>
Other financial income	5	8.627.422	6.755.954
Other financial expenses	6	-5.431.609	-3.587.815
<b>Profit/loss before tax</b>		<b>138.268.148</b>	<b>123.229.621</b>
Tax on profit/loss for the year	7	-30.861.941	-27.829.051
<b>Profit/loss for the year</b>	8	<b>107.406.207</b>	<b>95.400.570</b>



# • Balance sheet – assets

DKK	Notes	2021	2020
<b>Intangible assets</b>			
Acquired intangible assets		3.255.238	6.163.408
Goodwill		16.625.498	19.882.385
Completed development projects		22.004.359	20.526.942
Development projects in progress		1.061.260	905.856
<b>Total intangible assets</b>	<b>9</b>	<b>42.946.355</b>	<b>47.478.591</b>
<b>Property, plant and equipment</b>			
Other fixtures and fittings, tools and equipment		66.188.825	62.364.258
Leasehold improvements		3.416.103	4.800.519
<b>Total property, plant and equipment</b>	<b>10</b>	<b>69.604.928</b>	<b>67.164.777</b>
<b>Fixed asset investments</b>			
Deposit		2.434.752	2.281.230
Other investments		10.000	10.000
<b>Total fixed asset investments</b>	<b>11</b>	<b>2.444.752</b>	<b>2.291.230</b>
<b>Total fixed assets</b>		<b>114.996.035</b>	<b>116.934.598</b>
<b>Receivables</b>			
Trade receivables		37.223.792	32.167.524
Receivables from group enterprises		295.704.999	185.463.894
Deferred tax	12	368.705	-
Other short-term receivables		397.910	647.557
Prepayments	13	13.914.044	15.466.532
<b>Total receivables</b>		<b>347.609.450</b>	<b>233.745.507</b>
<b>Cash</b>		<b>44.163.214</b>	<b>67.570.606</b>
<b>Total current assets</b>		<b>391.772.664</b>	<b>301.316.113</b>
<b>Total assets</b>		<b>506.768.699</b>	<b>418.250.711</b>

# Balance sheet – equity and liabilities

DKK	Notes	2021	2020
<b>Equity</b>			
Contributed capital		1.013.500	1.013.500
Reserve for development expenditures		17.991.183	16.717.583
Retained earnings		262.584.407	156.451.800
<b>Total equity</b>		<b>281.589.090</b>	<b>174.182.883</b>
<b>Provisions</b>			
Deferred tax		-	972.362
<b>Total provisions</b>	<b>12</b>	<b>-</b>	<b>972.362</b>
<b>Non-current liabilities other than provision</b>			
Other payables		8.452.107	-
Other loans		301.338	1.337.335
Finance lease liabilities		16.174.511	8.257.406
<b>Total non-current liabilities other than provision</b>	<b>14</b>	<b>24.927.956</b>	<b>9.594.741</b>
<b>Current liabilities other than provisions</b>			
Current portion of long-term liabilities other than provisions	14	14.234.750	29.165.101
Bank loans		76.475	68.257
Trade payables		35.163.230	33.053.735
Joint taxation contribution payable		34.784.647	55.975.201
Other payables	15	17.078.526	21.304.257
Accrued expenses		600.466	3.268.376
Deferred income	16	98.313.559	90.665.798
<b>Total current liabilities other than provisions</b>		<b>200.251.653</b>	<b>233.500.725</b>
<b>Liabilities other than provisions</b>		<b>225.179.609</b>	<b>243.095.466</b>
<b>Total equity and liabilities</b>		<b>506.768.699</b>	<b>418.250.711</b>
Unrecognized rental and lease commitments	17		
Contingent liabilities	18		
Assets charged and collateral	19		
Related parties with control	20		
Consolidation	21		
Transactions with related parties	22		

# • Statement of changes in equity

<b>DKK</b>	<b>Contributed capital</b>	<b>Retained earnings</b>	<b>Proposed Extra-ordinary dividend</b>	<b>Reserve for development expenditures</b>	<b>Total</b>
Equity beginning of year	1.013.500	156.451.800	-	16.717.583	174.182.883
Dividend	-	-	-	-	-
Profit/loss for the year	-	106.132.607	-	1.273.600	107.406.207
<b>Equity end of year</b>	<b>1.013.500</b>	<b>262.584.407</b>	<b>-</b>	<b>17.991.183</b>	<b>281.589.090</b>

# Notes

DKK	2021	2020
<b>1. Revenue</b>		
Nordic	465.347.027	406.675.190
Europe	4.598.075	3.009.734
Other	6.772.152	7.107.564
	<b>476.717.254</b>	<b>416.792.488</b>

The company's segments are business segments and geographical markets.

In general the Company's primary business consists of offering and delivering hosting and highly standardized solutions to SMEs. Management wishes with regard to the Danish Financial Statements Act § 96 not to give additional information about business segment breakdown of revenue as a detailed breakdown of the revenue can harm the competitive situation.

DKK	2021	2020
<b>2. Fees to the auditor appointed by the Annual General Meeting</b>		
Statutory audit services	244.000	280.000
Other assurance engagements	-	57.938
Tax services	76.000	143.669
Other services	602.911	641.579
	<b>922.911</b>	<b>1.123.186</b>

DKK	2021	2020
<b>3. Staff costs</b>		
Wages and salaries	79.666.180	78.139.920
Pension costs	10.106.472	9.148.328
Other social security costs	1.500.398	1.378.023
Other staff costs	47.360	48.343
Staff costs transferred to assets	-13.541.095	-12.129.896
	<b>77.779.315</b>	<b>76.584.718</b>
Average number of employees	<b>180</b>	<b>176</b>

Remuneration of management (Executive Board) 2021, 3.629 t.DKK. (2020: 3.755 t.DKK)

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>4. Depreciation, amortisation and impairment losses</b>		
Amortisation of intangible assets	20.158.818	17.779.452
Depreciation of property, plant and equipment	44.275.201	40.961.954
Profit/loss from sale of intangible assets and property, plant and equipment	-266.652	-124.835
	<b>64.167.367</b>	<b>58.616.571</b>

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>5. Other financial income</b>		
Financial income arising from group enterprises	7.584.268	3.834.682
Other financial income	1.043.154	2.921.272
	<b>8.627.422</b>	<b>6.755.954</b>

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>6. Other financial expenses</b>		
Financial expenses from group enterprises	2.092	8.976
Interest expenses	293.197	287.387
Other financial expenses	5.136.320	3.291.452
	<b>5.431.609</b>	<b>3.587.815</b>

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>7. Tax on profit/loss for the year</b>		
Tax on current year taxable income	32.810.492	28.314.330
Change in deferred tax for the year	-1.341.067	-485.279
Adjustments concerning previous years	-607.484	-
	<b>30.861.941</b>	<b>27.829.051</b>

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>8. Proposed distribution of profit/loss</b>		
Retained earnings	106.132.607	33.243.168
Extraordinary dividend	-	60.000.000
Reserve for development expenditures	1.273.600	2.157.402
	<b>107.406.207</b>	<b>95.400.570</b>

DKK	Acquired intangible assets	Goodwil
<b>9. Intangible assets</b>		
Cost beginning of year	18.194.948	41.823.322
Additions	368.893	-
Disposals	-6.714.530	-8.742.923
<b>Cost end of year</b>	<b>11.849.311</b>	<b>33.080.399</b>
Amortisation and impairment losses beginning of year	-12.031.540	-21.940.933
Amortisation for the year	-3.277.063	-3.256.891
Reversals regarding disposals	6.714.530	8.742.923
<b>Amortisation and impairment losses end of year</b>	<b>-8.594.073</b>	<b>-16.454.901</b>
<b>Carrying amount end of year</b>	<b>3.255.238</b>	<b>16.625.498</b>

Goodwill is recognized when acquisitions are made. Management has estimated the useful life and the amortization period regarding the goodwill. Based on the acquired company's business activity, customer base, customer mix and synergy possibilities Management has estimated the useful life to 5-10 years. Useful life is reassessed continuously by Management.

DKK	Completed development projects	Development projects in progress
<b>9. Intangible assets, continued</b>		
Cost beginning of year	97.943.123	905.856
Additions	14.196.425	1.061.260
Transfers	905.856	-905.856
<b>Cost end of year</b>	<b>113.045.404</b>	<b>1.061.260</b>
Amortisation and impairment losses beginning of year	-77.416.181	-
Amortisation for the year	-13.624.864	-
<b>Amortisation and impairment losses end of year</b>	<b>-91.041.045</b>	<b>-</b>
<b>Carrying amount end of year</b>	<b>22.004.359</b>	<b>1.061.260</b>

### Development projects

Development projects in progress amounts to t.dkk. 1.061 as of 31 December 2021 and is to be finalized in Q1 2022.

Development projects comprise software, including control panels, payment systems and internal systems developed to create more efficiency and simplified processes and also to sell solutions to customers all together to create a better customer experience. Software and solutions are developed with base in market and customer demands and therefore has proven potential already prior to the development of the project.



## Development projects, continued

The developed software is divided into separate projects where the individual projects are identifiable and follow their own course, including start-up, progress and completion.

The developed software must be seen as an integrated part of the company's DNA, whereby revenue and earnings follow the company's overall budgets and forecasts. Due to the financial performance there are no identified indicators of a need for impairment.

DKK	Other fixtures and fittings, tools and equipment	Leasehold improvements
<b>10. Property, plant and equipment</b>		
Cost beginning of year	247.944.102	15.373.169
Additions	46.657.980	57.372
Disposals	-114.813.957	-7.920.915
<b>Cost end of year</b>	<b>179.788.125</b>	<b>7.509.626</b>
Depreciation and impairment losses beginning of year	-185.579.844	-10.572.650
Depreciation for the year	-42.833.413	-1.441.788
Reversals regarding disposals	114.813.957	7.920.915
<b>Depreciation and impairment losses end of year</b>	<b>-113.599.300</b>	<b>-4.093.523</b>
<b>Carrying amount end of year</b>	<b>66.188.825</b>	<b>3.416.103</b>
<b>Recognised assets not owned by entity</b>	<b>23.771.232</b>	<b>-</b>
<b>11. Fixed asset investments</b>		
Cost beginning of year	10.000	2.281.230
Additions	-	153.522
<b>Cost end of year</b>	<b>10.000</b>	<b>2.434.752</b>
<b>Carrying amount end of year</b>	<b>10.000</b>	<b>2.434.752</b>

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>12. Deferred tax</b>		
Intangible assets	4.446.978	4.495.277
Property, plant and equipment	-5.899.169	-4.291.473
Leasehold improvements	-198.873	-41.433
Other deductible temporary differences	1.282.359	809.991
	<b>-368.705</b>	<b>972.362</b>

### 13. Prepayments

Prepayments comprise incurred costs relating to subsequent financial years.

Prepayments are measured at cost.

<b>DKK</b>	<b>Instalments within 12 months 2020</b>	<b>Instalments within 12 months 2021</b>	<b>Instalments beyond 12 months 2021</b>
<b>14. Long-term liabilities other than provision</b>			
Other payables (Holiday pay obligation)	8.358.079	-	8.452.107
Other loans	10.706.724	1.035.997	301.338
Finance lease liabilities	10.100.298	13.198.753	16.174.511
	<b>29.165.101</b>	<b>14.234.750</b>	<b>24.927.956</b>

No long-term liabilities beyond 5 years.

<b>DKK</b>	<b>2021</b>	<b>2020</b>
<b>15. Other payables</b>		
VAT and duties	8.571.494	7.802.842
Wages and salaries, personal income taxes, social security costs, etc payable	8.507.032	13.501.415
	<b>17.078.526</b>	<b>21.304.257</b>

## 16. Deferred income

Deferred income comprise received income for recognition in subsequent financial years.

Deferred income are measured at cost.

DKK	2021	2020
<b>17. Unrecognised rental and lease commitments</b>		
Commitments under rental or leases until expiry	42.283.207	52.584.663

## 18. Contingent liabilities

The Company is part of a Danish joint taxation which Combell Holding ApS as the tax principal. 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 for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed companies. The total net tax liability is incorporated in the accounts for Combell Holding ApS.

## 19. Assets charged and collateral

Material Bank accounts are pledged to the benefit of Lucid Trustee Services Limited acting as security agent.

## 20. Related parties with control

Related parties with a controlling interest:

team.blue Nordic ApS, Højvangen 4, 8660 Skanderborg (mother)

Combelle N.V., Skaldenstraat 121, 9042 Gent, Belgium (mother)

Combelle Holding ApS, Højvangen 4, 8660 Skanderborg, Denmark (mother)

Combelle Group B.V., Watertorenplein 4 A, 1051PA Amsterdam, Netherlands (mother)

team.blue N.V., Skaldenstraat 121, 9042 Ghent, Belgium (mother)

team.blue Finco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (mother)

team.blue Midco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (mother)

team.blue Holdco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (mother)

team.blue Mezzco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (mother)

team.blue PIKco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (mother)

team.blue Topco Sarl, 1, rue Hildegard von Bingen, L-1282, Luxembourg (ultimate mother)

## 21. Consolidation

Name and registered office of the Parent preparing consolidated financial statements for the largest group:

team.blue Nordic ApS, Højvangen 4, 8660 Skanderborg.

## **22. Transactions with related parties**

Information about transactions with related parties are only listed in the annual report if these transactions have not been carried out on a market term basis. There have not been conducted such transactions in the financial year.

# • Accounting policies

## Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class C enterprises (large).

## Change in accounting principles

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

## Recognition and measurement

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

Liabilities are recognized in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is

probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

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

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

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

## Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date.

Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the one in effect at the payment date, or the rate at the balance sheet date are recognized in the income statement as financial income or financial expenses.

Property, plant and equipment, intangible assets, inventories and other non-monetary assets that have been purchased in foreign currencies are translated using historical rates.

## Business combinations

Newly acquired or newly established enterprises are recognized in the consolidated financial statements from the time of acquiring or establishing such enterprises. Divested or wound-up enterprises are recognized in the consolidated income statement up to the time of their divestment or winding-up.

The purchase method is applied at the acquisition of new enterprises, under which identifiable assets and liabilities of these enterprises are measured at fair value at the acquisition date. On acquisition of enterprises, provisions are made for costs relating to decided and published restructurings in the acquired enterprise. Allowance is made for the tax effect of restatements.

Positive differences in amount (goodwill) between cost of the acquired share and fair value of the assets and liabilities taken over are recognized under intangible assets, and

they are amortized systematically over the income statement based on an individual assessment of their useful life. Negative balances (negative goodwill) are recognized as income in the income statement.

When acquisitions, mergers, demergers, asset transfers etc. are made, where the participating companies are controlled by the parent company the consolidation method is used, where the consolidation is considered carried out at the acquisition time without adjusting comparative figures. When using the consolidation method, the acquired companies' assets and liabilities are recognized at book value, adjusted for differences in accounting policies and accounting estimates. The difference between the agreed purchase price and the acquired companies' book value is booked in the equity.

## Income statement

### Revenue

Revenue from the sale of services is recognized in the income statement when delivery is made to the buyer.

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

### Cost of sales

Costs of raw materials and consumables comprise domains, internet access, software, etc. as well as costs directly attributable to realization of revenue for the year. Costs of sales also include write-down for bad debt recognized under current assets.

### 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.

### Staff costs

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

### Depreciation, amortization and impairment losses

Depreciation, amortization and impairment losses relating to intangible assets and property, plant and equipment comprise depreciation and amortization for the financial year, calculated on the basis of the useful lives of the individual assets as well as gains and losses from the sale of property, plant and equipment.

### Other financial income

Other financial income comprises interest income, including interest income on receivables from group enterprises, payables and transactions in foreign currencies, etc.

### Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, payables and 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 recognized in the income statement by the portion attributable to the profit for the year and recognized 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

### Acquired intangible assets

Acquired rights are measured at cost less accumulated amortization. Rights are amortized on a straight-line basis over the estimated useful life of 3 years. Goodwill related to purchase price allocations is amortized over 10 years.

Acquired intangible assets is written down to the lower of recoverable amount and carrying amount.

## Goodwill

Goodwill is amortized straight-line over its estimated useful life which is fixed based on the experience gained by Management for each business area. The useful life is determined based on an assessment of whether the strategically acquired enterprises with a strong market position and a long-term earnings profile and whether the amount of goodwill includes intangible resources of a temporary nature that cannot be separated and recognized as separate assets. Useful lives are reassessed annually. The amortization periods used are 5-10 years.

Goodwill is written down to the lower of recoverable amount and carrying amount.

## Development projects

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilization, 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 recognized as intangible assets. Other development costs are recognized as costs in the income statement as incurred. When recognizing development projects as intangible assets, an amount equaling the costs incurred is taken to equity under Reserve for development costs that is reduced as the development projects are amortized and written down.

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

Completed development projects are amortized on a straight-line basis using their

estimated useful lives which are determined based on a specific assessment of each development project. For development projects protected by intellectual property rights, the maximum amortization period is the remaining duration of the relevant rights. The amortization period used are 3 years.

## Property, plant and equipment

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

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



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

Other fixtures and fittings, tools and equipment	3-5 years
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Leasehold improvements	3-5 years
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For leasehold improvements and assets subject to finance leases, the depreciation period cannot exceed the contract period. Estimated useful lives and residual values are reassessed annually.

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

### Receivables

Receivables are measured at amortized cost, usually equaling nominal value less write-downs for bad and doubtful debts.

### Deferred tax

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

Deferred tax assets, including the tax base of tax loss carryforwards, are recognized in the balance sheet at their estimated realizable 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 bank deposits and cash.

### Dividend

Dividend is recognized as a liability at the time of adoption at the general meeting. The proposed dividend for the financial year is disclosed as a separate item in equity.

### Finance lease commitments

Lease commitments relating to assets held under finance leases are recognized 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 amortized cost. The difference between present value and nominal amount of the lease payments is recognized in the income statement as a financial expense over the term of the leases.

### Operating leases

Lease payments on operating leases are recognized on a straight-line basis in the income statement over the term of the lease.

### Other financial liabilities

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

### **Income tax receivable or payable**

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

### **Deferred income**

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

### **Cash flow statement**

No cash flow statement has been included in the annual report as it is included in the cash flow statement in the consolidated financial statements of the parent team.blue Nordic ApS.