# Intrasoft International Scandinavia A/S

Bregnerødvej 127, 3460 Birkerød CVR no. 30 71 59 93

# Annual report 2015

Approved at the annual general meeting of shareholders on 20 June 2016

Chairman:

Albert Menashe

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## Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today discussed and approved the annual report of Intrasoft International Scandinavia A/S for the financial year 1 January - 31 December 2015.

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 Company's financial position at 31 December 2015 and of the results of the Company's operations for the financial year 1 January - 31 December 2015.

Further, in our opinion, the Management's review gives a fair review of the matters discussed in the Management's review.

We recommend that the annual report be approved at the annual general meeting.

Birkerød, 20 June 2016 Executive Board:

Albert Menashe

Board of Directors:

Athanassios Kotsis

Chairman

Spyrigion Pomonis

Albert Menashe

Alexandros Stergios Manos

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### Independent auditors' report

To the shareholders of Intrasoft International Scandinavia A/S

Independent auditors' report on the financial statements

We have audited the financial statements of Intrasoft International Scandinavia A/S for the financial year 1 January - 31 December 2015, which comprise an 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.

#### Management's responsibility 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 that Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing and additional requirements under Danish audit regulations. This requires that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance as to whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Company's preparation of financial statements that give a true and fair view 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by Management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our audit has not resulted in any qualification.

#### Opinion

In our opinion, the financial statements give a true and fair view of the Company's financial position at 31 December 2015 and of the results of its operations for the financial year 1 January - 31 December 2015 in accordance with the Danish Financial Statements Act.

#### Statement on the Management's review

Pursuant to the Danish Financial Statements Act, we have read the Management's review. We have not performed any other procedures in addition to the audit of the financial statements. On this basis, it is our opinion that the information provided in the Management's review is consistent with the financial statements.

Copenhagen, 20 June 2016 ERNST & YOUNG Godkendt Revisionspartnerselskab CVR No. 30 70 02 28

Alex Petersen State Authorised Public Accountant

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## Management's review

Company details

Name

Address, Postal code, City

Intrasoft International Scandinavia A/S

Bregnerødvej 127, 3460 Birkerød

CVR No.

Registered office Financial year

30 71 59 93 Birkerød

1 January - 31 December

Board of Directors

Athanassios Kotsis, Chairman

Albert Menashe Manolis Terrovitis Spyridon Pomonis

Alexandros Stergios Manos

**Executive Board** 

Albert Menashe

**Auditors** 

Ernst & Young Godkendt Revisionspartnerselskab

Osvald Helmuths Vej 4, P O Box 250, 2000 Frederiksberg,

Denmark

Bankers

Danske Bank

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## Management's review

#### Operating review

#### The Company's business review

Provision of solutions and services to the public revenue (tax and customs) segment globally remains a key focus area for the Intrasoft International S.A. group. Intrasoft International Scandinavia plays an important role in this regard by being responsible for the development, maintenance and ongoing enhancement of the Company's internationally acclaimed ESKORT Compliance and Enforcement Solution, which is used as the basis of a number of the group's projects internationally.

#### Financial review

The income statement for 2015 shows a loss of DKK 2,843,254 against a loss of DKK 5,325,000 last year, and the balance sheet at 31 December 2015 shows a negative equity of DKK 598,446.

The Company has lost more than 50% of the share capital. The management will explain the loss on the annual general meeting and propose measures to restore the share capital.

The Company has received a capital increase of DKK 3,879,810 in 2015.

#### Post balance sheet events

No events have occurred after the financial year end which could significantly affect the company's financial position.

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## Income statement

Note	DKK	(6):	2015	2014
2	Gross profit Staff costs Amortisation/depreciation and impairment of intangible		11,224,822 -9,431,476	9,719,467 -9,553,230
	assets and property, plant and equipment		-3,843,851	-4,615,532
3	Operating profit/loss Financial income Financial expenses		-2,050,505 41,182 -833,931	-4,449,295 48,383 -924,088
	Profit/loss before tax Tax for the year	ě	-2,843,254 0	-5,325,000 0
	Profit/loss for the year		-2,843,254	-5,325,000
	Proposed profit appropriation/distribution of loss			
	Retained earnings/accumulated loss		-2,843,254	-5,325,000
			-2,843,254,	-5,325,000

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### Balance sheet

Note	DKK	2015	2014
	ASSETS Non-current assets Intangible assets		•
	Completed development projects Acquired intangible assets Goodwill	3,302,740 821,500 3,029,864	4,827,090 1,314,400 4,847,974
		7,154,104	10,989,464
	Property, plant and equipment Other fixtures and fittings, tools and equipment	27,843	0
		27,843	0
	Investments Other receivables	120,000	225,000
		120,000	225,000
	Total non-current assets	7,301,947	11,214,464
	Current assets Receivables		
4	Trade receivables Work in progress for third parties Receivables from group entities Other receivables Deferred income	4,790,798 1,417,125 1,180,963 79,508 160,198	1,997,079 3,454,017 429,270 111,055 162,130
		7,628,592	6,153,551
	Cash	339,148	1,203,209
	Total current assets	7,967,740	7,356,760
	TOTAL ASSETS	15,269,687	18,571,224

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## Balance sheet

Note	DKK	2015	2014
5	EQUITY AND LIABILITIES Equity Share capital Share premium account Retained earnings	2,301,000 47,453,400 -50,352,846	2,001,000 43,873,590 -47,509,592
	Total equity	-598,446	-1,635,002
6	Liabilities other than provisions Non-current liabilities other than provisions Payables to group entities	8,044,670	11,924,480
		8,044,670	11,924,480
4	Current liabilities other than provisions Work in progress for third parties Trade payables Payables to group entities Other payables	3,383,417 1,247,065 1,736,810 1,456,171	3,394,738 1,941,802 1,347,195 1,598,011
		7,823,463	8,281,746
	Total liabilities other than provisions	15,868,133	20,206,226
	TOTAL EQUITY AND LIABILITIES	15,269,687	18,571,224

<sup>Accounting policies
Contractual obligations and contingencies, etc.
Related parties</sup> 

### Statement of changes in equity

DKK	Share capital	Share premium account	Retained earnings	Total
Equity at 1 January 2015 Capital increase Profit/loss for the year	2,001,000 300,000 0	43,873,590 3,579,810 0	-47,509,592 0 -2,843,254	-1,635,002 3,879,810 -2,843,254
Equity at 31 December 2015	2,301,000	47,453,400	-50,352,846	-598,446

The company has lost more than 50% of the share capital. The management will explain the loss on the annualgeneral meeting and propose measures to restore the share capital.

The ultimate parent company has issued a letter of support in which the ultimate parent company confirm that it will support the company financially to ensure that the company can discharge its obligations as they fall due.

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#### Notes to the financial statements

#### 1 Accounting policies

The annual report of Intrasoft International Scandinavia A/S for 2015 has been prepared in accordance with the provisions applying to reporting class B enterprises under the Danish Financial Statements Act

The accounting policies used in the preparation of the financial statements are consistent with those of last year.

#### Income statement

#### Revenue

Revenue is measured net of all types of discounts/rebates granted. Also, revenue is measured net of VAT and other indirect taxes charged on behalf of third parties.

Income from contract work is recognised as revenue as the production is carried out, meaning that the revenue corresponds to the market value of contracts completed in the year.

#### Gross profit

With reference to section 32 of the Danish Financial Statements Act, the items 'Revenue', 'Costs of sale', 'Other external expenses' and 'Other operating income' are consolidated into one item designated 'Gross profit'.

#### External expenses

External expenses include the year's expenses relating to the entity's core activities, including expenses relating to distribution, sale, advertising, administration, premises, bad debts, payments under operating leases, etc.

#### Staff costs

Staff costs include wages and salaries, including compensated absence and pensions, as well as other social security contributions, etc. made to the entity's employees. The item is net of refunds made by public authorities.

Amortisation/depreciation and impairment of intangible assets and property, plant and equipment. The item comprises amortisation/depreciation of intangible assets and property, plant and equipment.

The basis of amortisation, which is calculated as cost less any residual value, is amortised on a straight-line basis over the expected useful life. The expected useful lives are as follows:

Completed development projects 7 years
Acquired IP rights 5-10 years
Goodwill 10 years

Amortisation on intangibles exceeds 5 year, as these relate to acquisition and development of activities.

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#### Notes to the financial statements

#### 1 Accounting policies (continued)

The basis of depreciation, which is calculated as cost less any residual value, is depreciated on a straight-line basis over the expected useful life. The expected useful lives are as follows:

Other fixtures and fittings, tools and equipment

3-5 years

#### Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts that relate to the reporting period. Net financials include interest income and expenses and realised and unrealised exchange gains and losses on foreign currency transactions.

#### Tax

Tax for the year includes current tax on the year's expected taxable income and the year's deferred tax adjustments. The portion of the tax for the year that relates to the profit/loss for the year is recognised in the income statement, whereas the portion that relates to transactions taken to equity is recognised in equity.

#### Balance sheet

#### Intangible assets

development costs are expensed in the income statement as incurred.

Development projects that are clearly defined and identifiable and in respect of which the technological feasibility, sufficient resources and a potential future market or development potential in the enterprise can be demonstrated, and where the intention is to produce, market or use the product or the process, are recognised as intangible assets provided that it is sufficiently certain that future earnings will be adequate to cover the production, sales and administrative expenses and the aggregate development costs. Other development costs are expensed in the income statement as incurred.

Development costs are measured at direct costs and a portion of the costs that can be related indirectly to the individual development projects.

Acquired intangible assets are tested for impairment whenever there is an indication that an asset might be impaired. Furthermore, development projects in progress are tested for impairment on an annual basis. The impairment test is performed for each individual asset or group of assets, respectively. The carrying amount of impaired assets is reduced to the higher of the value in use and the net selling price (recoverable amount) of the asset or group of assets.

#### Property, plant and equipment

Items of property, plant and equipment are measured at cost less accumulated depreciation and impairment losses. Cost includes the acquisition price and costs directly related to the acquisition until the time at which the asset is ready for use.

Items of property, plant and equipment are tested for impairment whenever there is an indication that an asset might be impaired. The impairment test is performed for each individual asset or group of assets, respectively. The carrying amount of impaired assets is reduced to the higher of the value in use and the net selling price (recoverable amount) of the asset or group of assets.

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Notes to the financial statements

#### Accounting policies (continued)

#### Receivables

Receivables are measured at amortised cost.

An impairment loss is recognised if there is objective indication that a receivable or a group of receivables is impaired. If there is objective indication that an individual receivable has been impaired, write-down is made on an individual basis.

Receivables with no objective indication of individual impairment are tested for objective indication of impairment on a portfolio basis. The portfolios are primarily composed on the basis of debtors' domicile and credit ratings in accordance with the Company's risk management policy. The objective indicators used for portfolios are determined based on historical loss experience.

Write-downs are calculated as the difference between the carrying amount of the receivables and the present value of the expected cash flows, including the realisable value of any collateral received. The effective interest rate for the individual receivable or portfolio is used as discount rate.

#### Work in progress for third parties

Work-in-progress are measured by reference to the stage of completion. The stage of completion is calculated on the basis of the direct and indirect costs incurred relative to the expected total expenses.

The value of the individual contracts, less prepayments, is classified under 'Receivables' if the amounts are positive and under 'Payables' if the amounts are negative.

Write-downs for losses are made up as the total expected loss on the contract irrespective of the stage of completion.

#### Prepayments

Prepayments recognised under 'Assets' comprise prepaid expenses regarding subsequent financial reporting years.

### Corporation tax

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

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities. However, deferred tax is not recognised on temporary differences relating to goodwill which is not deductible for tax purposes and on office premises and other items where temporary differences, apart from business combinations, arise at the date of acquisition without affecting either profit/loss for the year or taxable income. Where alternative tax rules can be applied to determine the tax base, deferred tax is measured based on Management's intended use of the asset or settlement of the liability, respectively.

Deferred tax assets are recognised at the value at which they are expected to be utilised, either through elimination against tax on future earnings or a set off against deferred tax liabilities.

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Notes to the financial statements

1 Accounting policies (continued)

#### Liabilities

Financial liabilities are recognised at the date of borrowing at the net proceeds received less transaction costs paid. In subsequent periods, the financial liabilities are measured at amortised cost, corresponding to the capitalised value using the effective interest rate. Accordingly, the difference between the proceeds and the nominal value is recognised in the income statement over the term of the loan. Financial liabilities also include the capitalised residual liability in respect of finance leases.

Other liabilities are measured at net realisable value.

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2,301,000

## Financial statements for the period 1 January - 31 December

#### Notes to the financial statements

	DKK	2015	2014
2	Staff costs		
	Wages/salaries	8,367,401	8,405,997
	Pensions	770,164	802,855
	Other social security costs	115,717	82,855
	Other staff costs	178,194	261,523
		9,431,476	9,553,230
		-	
3	Financial expenses		
	Interest expenses, group entitles	734,036	850,726
	Other financial expenses	99,895	73,362
		833,931	924,088
4	Work in progress for third parties	10.005.014	
	Work in progress at sales price	18,895,811	14,655,252
	On-account invoicing, work in progress	-20,862,103	-14,595,973
	5 18	-1,966,292	59,279

Work in progress is classified in the balance sheet at DKK 1,417,125 (2014: DKK 3,454,017) as net receivables and DKK 3,383,417 (2014: DKK 3,394,738) as net liabilities.

## 5 Share capital

The share capital consists of the following:

23,010 shares of DKK 100.00 each

			2,	301,000	2,001,000
Analysis of changes in the sh	are capital over the past 5	years:			
DKK	2015	2014	2013	2012	2011
Opening balance Capital increase	2,001,000	2,001,000 0	2,001,000	1,900,000 101,000	1,900,000 0
	2,301,000	2,001,000	2,001,000	2,001,000	1,900,000

#### 6 Long-term liabilities

None of the long-term liabilities falls due for payment after more than 5 years after the balance sheet date.

#### 7 Contractual obligations and contingencies, etc.

Other financial obligations

Other rent and lease liabilities:

DKK	2015	2014
Rent and lease liabilities	144,219	268,595

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Notes to the financial statements

## 8 Related parties

Intrasoft International Scandinavia A/S' related parties comprise the following:

Information about consolidated financial statements

Parent	Domicile	Requisitioning of the parent's consolidated financial statements
Intrasoft International S.A. (Direct parent)	2b rue Nicola Bove, L 1253, Luxembourg	2b rue Nicola Bove, L 1253, Luxembourg
Intracom Holdings S.A. (Ultimate parent)	19th km Markopoulou ave. Peania, Athens, Greece	19th km Markopoulou ave. Peania. Athens, Greece

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