



Orbit Online A/S

Åbogade 25, 8200 Aarhus N

CVR no. 30 80 09 82

Annual report 2023

Approved at the Company's annual general meeting on 11 June 2024

Chair of the meeting:

.....
René Dalsgaard Larsen

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Statement by the Board of Directors and the Executive Board

Today, the Board of Directors and the Executive Board have discussed and approved the annual report of Orbit Online A/S for the financial year 1 January - 31 December 2023.

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

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations for the financial year 1 January - 31 December 2023.

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.

Aarhus, 11 June 2024
Executive Board:

.....
René Dalsgaard Larsen

Board of Directors:

.....
Kim Geisler Palvig
Chairman

.....
Torben Høeg Bonde

.....
René Dalsgaard Larsen

.....
Morten Aaberg Sørensen

Independent auditor's report

To the shareholders of Orbit Online A/S

Conclusion

We have conducted an extended review of the financial statements of Orbit Online A/S for the financial year 1 January - 31 December 2023, which comprise income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

Based on the work we have performed, in our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations for the financial year 1 January - 31 December 2023 in accordance with the Danish Financial Statements Act.

Basis for conclusion

We conducted our extended review in accordance with the Danish Business Authority's standard on extended review for Small entities and FSR - Danish Auditors' standard on extended review of financial statements prepared in accordance with the Danish Financial Statements Act. 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 believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion.

Independence

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

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

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

Auditor's responsibilities for the 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 for our conclusion on the financial statements and perform specifically required supplementary procedures to obtain additional assurance for our conclusion.

An extended review comprises procedures that primarily consist of making enquiries of Management and others within the Company, as appropriate, analytical procedures and the specifically required supplementary procedures as well as evaluation of the evidence obtained.

The procedures performed in an extended review are less than those performed in an audit, and accordingly, we do not express an audit opinion on the financial statements.

Independent auditor's report

Statement on the Management's review

Management is responsible for the Management's review.

Our conclusion on the financial statements does not cover the Management's review, 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's review and, in doing so, consider whether the Management's review is materially inconsistent with the financial statements or our knowledge obtained during the extended review, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the Management's review provides the information required under the Danish Financial Statements Act.

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

Aarhus, 11 June 2024
EY Godkendt Revisionspartnerselskab
CVR no. 30 70 02 28

Peter U. Faurshou
State Authorised Public Accountant
mne34502

Steffen Michael Bach
State Authorised Public Accountant
mne45892

Management's review

Company details

Name	Orbit Online A/S
Address, Postal code, City	Åbogade 25, 8200 Aarhus N
CVR no.	30 80 09 82
Registered office	Aarhus
Financial year	1 January - 31 December
E-mail	contact@orbit.online
Board of Directors	Kim Geisler Palvig, Chairman Torben Høeg Bonde René Dalsgaard Larsen Morten Aaberg Sørensen
Executive Board	René Dalsgaard Larsen

Management's review

Business review

The Company is primarily engaged in development and sale of web-based it-solutions and consulting services.

Financial review

The income statement for 2023 shows a loss of DKK 36 thousand against a loss of DKK 128 thousand last year, and the balance sheet at 31 December 2023 shows equity of DKK 3,495 thousand.

Orbit Online has once again demonstrated resilience and innovation, underscoring our commitment to delivering value to our customers and stakeholders.

2024 and beyond:

As we look to the future, we remain steadfast in our commitment to our strategic objectives: to deliver exceptional value and customer satisfaction while continuously evolving Orbit to meet the changing needs of our customers. We aim to ensure that Orbit remains a cutting-edge, modern solution for our target groups, who operate in an increasingly dynamic and complex environment.

Agility and innovation will continue to be key strategic drivers in 2024, helping us maintain our market presence and reach new customers. We are also excited about the opportunities presented by the introduction of new product offerings and the acquisition of significant new customers.

In conclusion, we are immensely proud of what we have achieved in 2023, and we look forward to driving continued growth and success in 2024 and beyond.

Strategy

In 2023, our strategic initiatives were centered around scaling our Annual Recurring Revenue (ARR) through a focused product and go-to-market strategy. We streamlined our product offerings to align closely with market demands, ensuring that each solution addresses specific customer needs. This approach not only enhanced our market fit but also attracted a diverse and loyal customer base.

A critical component of our strategy was the development and nurturing of the Orbit community. By fostering a vibrant ecosystem of users, partners, and other interested parties, we created a collaborative environment that promotes innovation and customer success.

Through these combined efforts, Orbit Online has solidified its position as a leading SaaS platform, poised for continued growth and success.

Economy

Economically, 2023 has been a year of significant growth and financial strength. Our customer churn remains low, highlighting the success of our strategic focus on customer satisfaction and digital transformation. Moreover, our dedicated pursuit of new customers - particularly large organizations with strategic alignment - has yielded substantial results, contributing to a significant increase in our annual recurring revenue (ARR).

Additionally, our ongoing emphasis on digitalization among our existing customers has not only strengthened our customer relationships but also ensured a steady increase in ARR. Our efforts in securing several large clients have been particularly fruitful, enhancing our revenue streams and market presence.

New Product Launch - MARS

One of the most noteworthy milestones of the year was the preparation, development and launch of our new product, MARS (Mail Archive And Recovery System). MARS is a groundbreaking solution designed on top of the Orbit platform, to meet the evolving documentation needs of our customers. The product has received overwhelmingly positive feedback since its launch, and we are rolling out the solution in 2024, a solution we expect to significantly contribute to your financial and market success.

Management's review

Acknowledgements

We would like to extend our gratitude to our dedicated team, whose hard work and commitment have been instrumental in our success. We also thank our customers and stakeholders for their continued support and trust in Orbit Online.

Summary

Orbit Online is well-positioned for future growth and success. With our robust strategy, strong financial performance, and innovative product offerings, we are confident in our ability to continue delivering exceptional value to our customers and stakeholders.

Events after the balance sheet date

No events materially affecting the Company's financial position have occurred subsequent to the financial year-end.

Financial statements 1 January - 31 December

Income statement

Note	DKK	2023	2022
	Gross profit	8,726,802	8,395,212
2	Staff costs	-7,279,843	-7,394,336
	Amortisation/depreciation and impairment of intangible assets and property, plant and equipment	-1,452,354	-1,229,470
	Profit/loss before net financials	-5,395	-228,594
	Financial income	9,197	0
	Financial expenses	-46,127	-130,116
	Profit/loss before tax	-42,325	-358,710
3	Tax for the year	5,900	231,100
	Profit/loss for the year	-36,425	-127,610
	Recommended appropriation of profit/loss		
	Retained earnings/accumulated loss	-36,425	-127,610
		-36,425	-127,610

Financial statements 1 January - 31 December

Balance sheet

Note	DKK	<u>2023</u>	<u>2022</u>
	ASSETS		
	Fixed assets		
4	Intangible assets		
	Completed development projects	3,217,765	2,992,395
		<u>3,217,765</u>	<u>2,992,395</u>
	Investments		
	Other receivables	143,466	131,337
		<u>143,466</u>	<u>131,337</u>
	Total fixed assets	<u>3,361,231</u>	<u>3,123,732</u>
	Non-fixed assets		
	Receivables		
	Trade receivables	2,061,537	2,305,235
	Receivables from group entities	353,253	3,313
	Deferred tax assets	257,000	251,100
	Prepayments	113,888	158,660
		<u>2,785,678</u>	<u>2,718,308</u>
	Cash	<u>2,592,291</u>	<u>2,305,660</u>
	Total non-fixed assets	<u>5,377,969</u>	<u>5,023,968</u>
	TOTAL ASSETS	<u><u>8,739,200</u></u>	<u><u>8,147,700</u></u>

Financial statements 1 January - 31 December

Balance sheet

Note	DKK	2023	2022
	EQUITY AND LIABILITIES		
	Equity		
	Share capital	500,000	500,000
	Reserve for development costs	2,509,855	2,334,068
	Retained earnings	484,652	696,864
	Total equity	<u>3,494,507</u>	<u>3,530,932</u>
	Liabilities other than provisions		
5	Non-current liabilities other than provisions		
	Other payables	727,337	702,230
		<u>727,337</u>	<u>702,230</u>
	Current liabilities other than provisions		
	Trade payables	251,468	306,654
	Payables to group entities	0	161,672
	Other payables	669,175	417,920
	Deferred income	3,596,713	3,028,292
		<u>4,517,356</u>	<u>3,914,538</u>
	Total liabilities other than provisions	<u>5,244,693</u>	<u>4,616,768</u>
	TOTAL EQUITY AND LIABILITIES	<u><u>8,739,200</u></u>	<u><u>8,147,700</u></u>

- 1 Accounting policies
6 Contractual obligations and contingencies, etc.
7 Security and collateral

Financial statements 1 January - 31 December

Statement of changes in equity

DKK	<u>Share capital</u>	<u>Reserve for development costs</u>	<u>Retained earnings</u>	<u>Total</u>
Equity at 1 January 2023	500,000	2,334,068	696,864	3,530,932
Transfer through appropriation of loss	0	0	-36,425	-36,425
Capitalized development costs	0	1,677,722	-1,677,722	0
Amortisation of development costs	0	-1,452,354	1,452,354	0
Tax on equity transactions	0	-49,581	49,581	0
Equity at 31 December 2023	<u>500,000</u>	<u>2,509,855</u>	<u>484,652</u>	<u>3,494,507</u>

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies

The annual report of Orbit Online A/S for 2023 has been prepared in accordance with the provisions in the Danish Financial Statements Act applying to reporting class B entities and elective choice of certain provisions applying to reporting class C entities.

Compared to the previous financial year, the accounting policies used have changed as follows: Capitalized wages and salaries in the cost of fixed assets are presented going forward as "Work performed for own account and capitalised" in the income statement. Previous years' presentation has been made by offsetting the accounting item "staff cost" on a separate line in the note for staff cost. Comparative figures have been corrected as a result of the changed presentation.

The change has no effect on profit/loss of the year, equity, assets or liabilities for the financial years 2022 and 2023. The changes are not considered as change in accounting policies but only presentation.

"Work performed for own account and capitalised" amounts to 1,678 t.DKK in 2023 (2022: 1,390 t.DKK).

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

Reporting currency

The financial statements are presented in Danish kroner (DKK).

Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the exchange rate at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and the date of payment are recognised in the income statement as financial income or financial expenses.

Receivables and payables and other monetary items denominated in foreign currencies are translated at the exchange rate at the balance sheet date. The difference between the exchange rates at the balance sheet date and the date at which the receivable or payable arose or was recognised in the most recent financial statements is recognised in the income statement as financial income or financial expenses.

Income statement

Revenue

The Company has chosen IAS 11/IAS 18 as interpretation for revenue recognition.

Income from the sale of web-based it solutions and consulting services is recognised as revenue at the time of delivery and the transfer of the risk to the buyer.

Revenue is measured at the fair value of the agreed consideration excluding VAT and taxes charged on behalf of third parties. All discounts and rebates granted are recognised in revenue.

Gross profit

The items revenue, other operating income and external expenses have been aggregated into one item in the income statement called gross margin in accordance with section 32 of the Danish Financial Statements Act.

External expenses

Other 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.

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Staff costs

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

Amortisation/depreciation and impairment

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

The cost net of the expected residual value for completed development projects and acquired IP rights is amortised over the expected useful life. Acquired IP rights include patents, rights and licences.

Financial income and expenses

Financial income and expenses are recognised in the income statements at the amounts that concern the financial year. Net financials include interest income and expenses as well as allowances and surcharges under the advance-payment-of-tax scheme, etc.

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.

The entity is jointly taxed with other group entities. The total Danish income tax charge is allocated between profit/loss-making Danish entities in proportion to their taxable income (full absorption).

Jointly taxed entities entitled to a tax refund are reimbursed by the management company based on the rates applicable to interest allowances, and jointly taxed entities which have paid too little tax pay a surcharge according to the rates applicable to interest surcharges to the management company.

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Balance sheet

Intangible assets

Development costs comprise expenses, salaries and amortisation directly or indirectly attributable to development activities.

Development projects that are clearly defined and identifiable, where the technical feasibility, sufficient resources and a potential future market or development opportunities are identifiable and where the Company intends to produce, market or use the project, are recognised as intangible assets provided that the cost can be measured reliably and that there is sufficient assurance that future earnings can cover production costs, selling costs and administrative expenses and development costs. Other development costs are recognised in the income statement as incurred.

Development costs that are recognised in the balance sheet are measured at cost less accumulated amortisation and impairment losses.

On completion of a development project, development costs are amortised on a straight-line basis over the estimated useful life. The amortisation period is usually 4-5 years.

Receivables

The Company has chosen IAS 39 as interpretation for impairment write-down of financial receivables.

Receivables are measured at amortised cost.

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

Receivables in respect of which there is no objective evidence of individual impairment are tested for objective evidence of impairment on a portfolio basis. The portfolios are primarily based on the debtors' domicile and credit ratings in line with the Company's risk management policy. The objective evidence applied to portfolios is determined based on historical loss experience.

Impairment losses 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.

Prepayments

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

Equity

Reserve for development costs

The reserve for development costs comprises recognised development costs. The reserve cannot be used to distribute dividend or cover losses. The reserve will be reduced or dissolved if the recognised development costs are amortised or are no longer part of the Company's operations by a transfer directly to the distributable reserves under equity.

Proposed dividends

Dividend proposed for the year is recognised as a liability once adopted at the annual general meeting (declaration date). Dividends expected to be distributed for the financial year are presented as a separate item under "Equity".

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Income taxes

Current tax payables and receivables are recognised in the balance sheet as the estimated income tax charge for the year, adjusted for prior-year taxes and tax paid on account.

Deferred tax is measured according to the liability method on all temporary differences between the carrying amount and the tax base 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 is measured according to the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Deferred tax assets are recognised at the expected value of their utilisation; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Changes in deferred tax due to changes in the tax rate are recognised in the income statement.

Other payables

Other payables are measured at net realisable value.

Deferred income

Deferred income recognised as a liability comprises payments received concerning income in subsequent financial reporting years.

DKK	2023	2022
2 Staff costs		
Wages/salaries	6,230,697	6,253,868
Pensions	755,868	803,815
Other social security costs	89,186	96,793
Other staff costs	204,092	239,860
	<u>7,279,843</u>	<u>7,394,336</u>
Average number of full-time employees	<u>11</u>	<u>11</u>
3 Tax for the year		
Deferred tax adjustments in the year	-5,900	-231,100
	<u>-5,900</u>	<u>-231,100</u>

Financial statements 1 January - 31 December

Notes to the financial statements

4 Intangible assets

DKK	Completed development projects
Cost at 1 January 2023	6,225,121
Additions in the year	1,677,724
Cost at 31 December 2023	7,902,845
Impairment losses and amortisation at 1 January 2023	3,232,726
Amortisation/depreciation in the year	1,452,354
Impairment losses and amortisation at 31 December 2023	4,685,080
Carrying amount at 31 December 2023	3,217,765
Amortised over	4 years

Completed development projects

Completed development projects include development of Orbit, so that it is ensured that Orbit remains relevant and modern in relation to the market, as well as to target Orbit to the industries that are strategically focused on. The costs incurred are capitalized labor costs. Completed development projects will be amortised over 4 years.

Management has high expectations of the use of the system and has not identified any indication of impairment in relation to the carrying amount of the system.

Management has not identified any indication of impairment in relation to the carrying amount of the system.

5 Non-current liabilities other than provisions

Of the long-term liabilities, DKK 727 thousand falls due for payment after more than 5 years after the balance sheet date.

6 Contractual obligations and contingencies, etc.

Contingent liabilities

Other contingent liabilities

The Company is jointly taxed with its parent company, René Dalsgaard Holding ApS, which acts as management company, and has limited and alternative liability together with other jointly taxed group entities for payment of income taxes for income year 2014 onwards as well as withholding taxes on interest, royalties and dividends.

Other financial obligations

Rent and lease liabilities include a rent obligation totalling DKK 243 thousand in interminable rent agreements with remaining contract terms of 6 months.

7 Security and collateral

The Company has granted a company charge of DKK 500 thousand for the Company's bank debt, secured upon debtors, inventories, other fixtures and fittings, tools and equipment and goodwill etc. with a carrying amount of DKK 2,062 thousand.

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René Dalsgaard Larsen

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René Dalsgaard Larsen

Dirigent

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Morten Aaberg Sørensen

Bestyrelse

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Peter Ulrik Faurschou

EY Godkendt Revisionspartnerselskab CVR: 30700228

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Steffen Michael Bach

EY Godkendt Revisionspartnerselskab CVR: 30700228

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