

# Annual report 2020

01 October 2019 – 30 September 2020 SameSystem A/S Ballerupvej 62, DK-3500 Værløse Business Registration No. 31 48 79 27 As approved on the Company's Annual General Meeting on 3 March 2021

Henrik Byrial Ritlov

# FEMILET

Part of Groupe Chantelle

"We have experienced a **decrease in labor costs of 20%**. This is mainly because we can now plan each individual shift optimally according to customer flow, so we are never too many or too few working in the shops. Also, our store managers spend less time on administration and more time out in the store."

Nicoline Larsen, Area Manager

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# Management review

# **INTRODUCTION TO SAMESYSTEM**

SameSystem is a Software-as-a-Service (SaaS) company providing a workforce management (WFM) solution.

The SaaS solution fundamentally enables companies to optimise their organisations' performance by ensuring the right people are at the right place at the right time, so managers and employees can create more sales, lower costs and provide better customer service.

SameSystem was founded as a scheduling system by two Danish retailers with more than 20 years of retail management experience, who shared a vision of an effective way to run and optimise retail stores – they wanted retailers to spend time on customers and strategic development, not back-office administration, and SameSystem was launched in 2008.

Today, SameSystem has evolved into a complete data-driven SaaS workforce management solution that features flow planning, scheduling, time and attendance tracking, automatic payroll & Point-of-Sales integration, digital contract management, and budgeting and forecasting based on Artificial Intelligence (AI) and Machine Learning (ML). Despite the strategic focus on the store-based retail industry, SameSystem's complete datadriven SaaS solution has proven applicable to the foodservice industry as well, with several customers from this industry onboarded in late 2020 and early 2021.

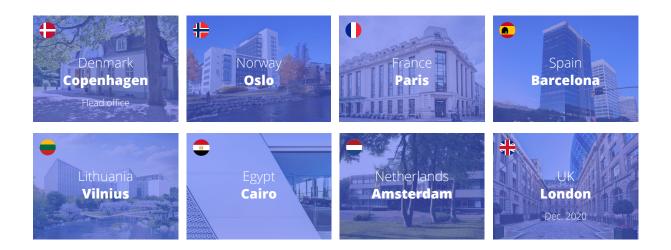
SameSystem has gained speed ever since the first version was launched in 2009, and today the company has more than 646 customers spanning stores, restaurants, cafés, and bars located across 21 countries in Europe.

The impressive customer base includes several international blue-chip customers such as Bestseller, New Yorker, Ikea, Normal, Q8, Matas, Le Creuset, Hugo Boss, Pandora, Profil Optik by Synsam and Søstrene Grene.



For retailers to overcome the challenges they face and capitalize on the opportunities that disruption is creating, we believe they need to start preparing now for the business of the future.

> Retail productivity: shop for tomorrow's workforce, Deloitte



# LETTER FROM THE CEO

For us, 2019/2020 has been both an educational and successful year that has given us a strong foundation for the future. We continue to be a company in fast growth, and it is not without reason that we are optimistic about the future and the opportunities that lie ahead.

Our success in the past year is due to several things:

Firstly, we have a very low churn on our existing customers, which is a significant factor for our continued growth. Happy customers become good ambassadors and help increase awareness of our solution and the SameSystem brand in general. Many new customers come to us from recommendations, both entirely new names as well as new markets from inside the customers' organisation.

Secondly, the year has been challenging due to the closures and restrictions that have followed in the wake of the COVID-19 pandemic that has hit all of Europe. We have seen that retailers have gained an even higher focus on optimising and streamlining their business processes. Through this need, many have opened their eyes to what SameSystem can do for their business. For retailers, it has been a matter of survival, and SameSystem's solution helps them greatly in this regard.

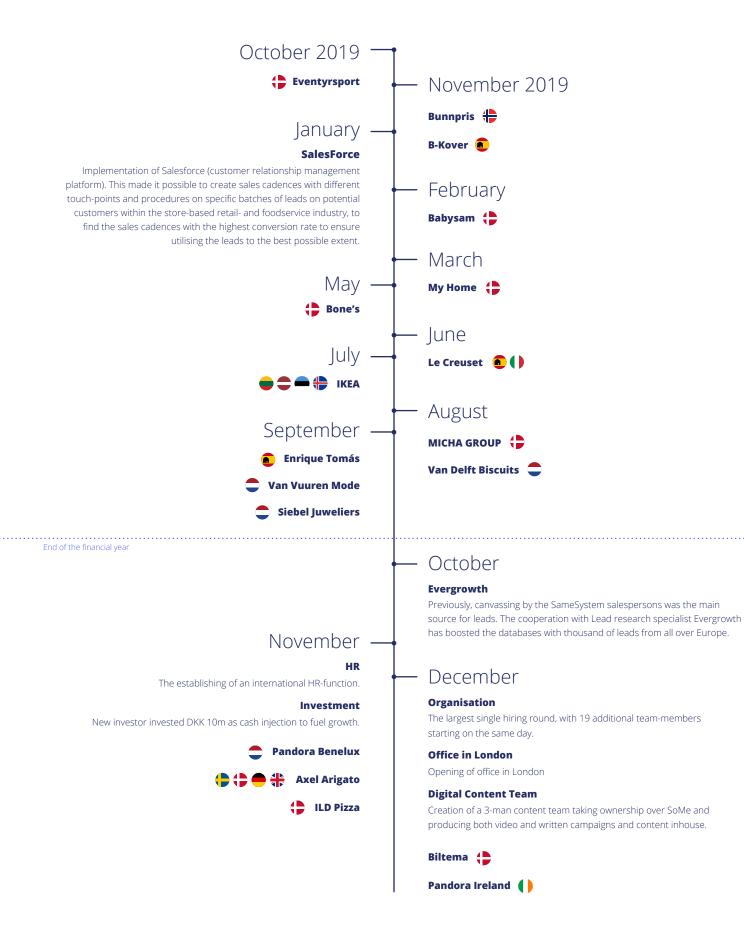
We have seen more and more retailers recognise the need for having a solution that saves them money while increasing revenue, and thereby increasing the bottom line. The COVID-19 pandemic has, so to speak, not created new demands for optimisation, but it has, to that extent, highlighted the need for it.

Thus, it is with good reason that we are optimistic about the future. We expect that the growth of SameSystem will continue in 2020/21 and that we will continue to ramp up our staff base, both in Denmark and the rest of Europe. Our clear expectation is that the entire company will experience a boost and that our customer base will see a significant increase in all the markets we are present in, and in the new markets we will enter.

Henrik Ritlov



# **KEY EVENTS IN 2019/20**



## **HIGHLIGHTS**



# **ANNUAL REPORTING AND HIGHLIGHTS**

2019/20 was again a successful year of growth, increasing revenue by adding new customers and new geographies. SameSystem is particularly proud of the performance during 2019/20 as the growth was achieved during the COVID-19 pandemic that has affected, especially the store-based retail- and the foodservice industry, not only in Europe, but worldwide. We believe that the growth under these conditions underpins the high degree of customer satisfaction in particular and the resilience of our product portfolio in general. The Group realized an all-time high revenue of DKK 30.2m in 2019/20 corresponding to a DKK 3.2m or 12% increase compared to the previous year. More than 90% of the revenue is generated from subscriptions on licenses, the iBeacon add-on feature, and eSignature addon feature, having a churn-rate of 3.1% for the year.

The solid revenue generation amounts to an ARR of DKK 30.1m for 2019/20, which has been growing year-by-year since the foundation

DKK	2019/2020	2018/2019*)
Income statement Revenue Earnings before interest, tax, depreciation and amortisation (EBITDA) Earnings before interest and tax (EBIT) Net profit for the year	30,169,742 9,216,993 4,438,475 3,245,998	26,963,090 8,086,032 3,126,321 2,051,860
Balance sheet Intangible assets Cash and cash equivalents Total assets Equity	20,588,157 411,208 27,341,231 13,240,885	14,098,207 295,058 20,546,822 9,994,887
<b>Cash flow</b> Cash flow from operating activities Cash flow from investing activities Cash flow from financing activities New cash flow for the year	11,673,593 (10,248,641) (1,308,802) 166,150	9,670,967 (8,734,355) (3,307,880) (2,371,268)
Other key figures and ratios Annual recurring revenue Increase in annual recurring revenue EBITDA margin Number of employees	30,056,250 17.3% 30.6% 79	25,626,858 14.4% 30.0% 71

#### Key financial figures and ratios

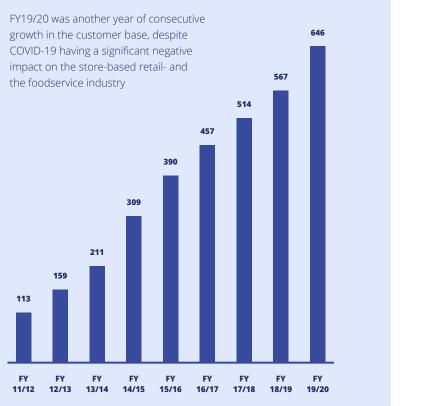
\*) Figures for 2018/2019 have not been subject to audit.

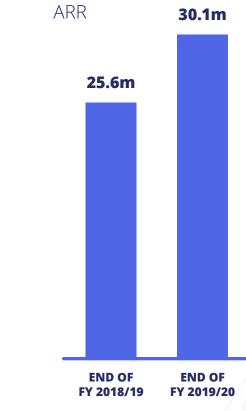
Since there were no group consolidated financial statements for the SameSystem Group prepared prior to these IFRS financial statements there is not included any financial figures from before 2018/2019.

# **ANNUAL REPORTING AND HIGHLIGHTS**

of SameSystem, and based on the current outlook in terms of the market potential and investments made by SameSystem, expectations are that attractive growth rates will continue.

Due to the prospects and demand of the SameSystem solution, the Group has invested increasingly during 2019/20, which has led to an increased cost base. The primary investments have been within development of the solution and increasing the staff base, mainly within the Sales team, and the Customer Success and Support team. Despite these investments strengthening the platform for future growth, SameSystem maintains a solid performance in operating profit and net profit, which are realised at DKK 4.4m and DKK 3.2m, equivalent to profit percentages of 14.6% and 10.6%, respectively.





#### **Unusual events**

Management of the company has stated that errors in the Annual report 2018/19 concerning recognition and amortisation of completed development projects have occurred. Reference to the description in the section Accounting practice is made, including quantifying the effect in the Annual report regarding the adjustment of material mistakes.

# OUTLOOK

Looking from a sales perspective, 2020 has been a really good year. We have onboarded numerous good and interesting customers, we have entered new markets around Europe, and we have not least expanded our sales team considerably in several countries.

In Denmark, we have entered into agreements with large customers such as My Home, Hummel and BabySam, while we internationally entered into agreements with, e.g., IKEA, Le Creuset, Enrique Tomás and Axel Arigato. Therefore, I do not hesitate to say that 2019/20 has been a successful year in which we have not only reached our goals but exceeded them.

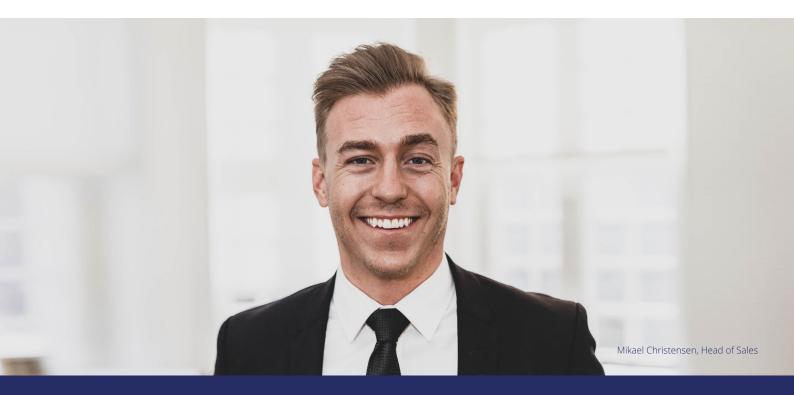
We have a fantastic structure in our outbound sales, where our sales technology is now at the highest possible level. It has given a clear and noticeable effect already, and the full effects give us a solid foundation to build on in the future.

The COVID-19 pandemic hit the store-based retail industry hard in 2020, but for us at SameSystem, a lurking danger was turned into a positive story. Even though everything closed in the shops, we saw an increased demand. It is clear to us that more and more

retailers have opened their eyes to what a professional workforce management system can do for a retail business. The COVID-19 has been a catalyst for many store-based retailers to streamline their businesses. We have also run a number of successful campaigns with our marketing department, and we have been particularly successful in rolling out e-signature and iBeacon all over Europe.

On the whole, the COVID-19 pandemic has been a driver of our system. Store-based retailers who have been through a hard time now want to document hours even more, they want to optimise according to customer flow, and they want to respond at the day level in relation to employees and communication. SameSystem are able to help them with all these focus areas.

Our sales have more than doubled compared to last year, which we are very satisfied with, in such a difficult time. At the same time, it is incredibly positive for SameSystem that our many new customers are spread all over Europe. In many countries, we see an increasing focus on and need for SameSystem's solution. We have held many more sales meetings across Europe, and on the whole, had a very high level of activity. We have sold approximately



# OUTLOOK

4,000 new license-, iBeacon- and eSignature subscription, which exceeded our expectations of 1,200.

The COVID-19 pandemic has not only been an eye-opener for many store-based retailers, but to a large extent also within the foodservice industry, where SameSystem has experienced significant progress, which will undoubtedly continue in 2020/21. Therefore, we have also chosen to scale up our commercial team with new forces directly focused on foodservice providers. We have hired skilled salespeople who know this industry from the inside and see great potential for SameSystem here. For SameSystem, 2020/21 looks to be another really good year, and for many reasons. Across Europe, in 2021, GDPR will be a challenge that every retailer must deal with, in one way or another. Here, SameSystem has a significant advantage, and I am sure we will see an increase in demand and the need for a professional workforce management solution. We expect to double our revenue and further scale up the sales team both in Denmark and the rest of Europe. In January 2021, we will open an office in Karlstad, Sweden, and in April 2021 in Hamburg, Germany.

#### The solution

SameSystem maintains a strict customercentric focus, with many of the features being born by research. Dedicated efforts are put into monitoring and recording user sessions to provide quality of life improvements to the customers in addition to the improvements and new functionalities proposed by customers directly to the Customer Success team, who are in dialogues with the customers daily.

The focus on keeping a class-leading product is documented by the fact that more than half of SameSystem's employees are working in the product development departments. SameSystem is an integral part of the planning of staff within stores, restaurants, cafés, and bars, and the true value comes from how forecasting can help to optimise this crucial task.

Through forecasting based on machine learning and artificial intelligence, a feature that has been developed for years within SameSystem's own retail data science-teams, SameSystem is able to forecast not only the expected traffic of customers in stores or guests in restaurants, cafés and bars, but also the necessary staffing needed to serve these customers or guests successfully without compromising on the service level.

# OUTLOOK

We estimate that only just around 20% of European store-based retailers have a workforce management system implemented, while the rest use homemade pen-andpaper solutions, such as Excel. It leaves a lot of potential in the market, which I am sure SameSystem can exploit.

Throughout Europe, there is a fantastic and untouched potential for our solution. Even more so in Southern Europe, where we see a lot of stores working with a homemade pen-andpaper solution, and I see exciting potential for us. It makes a huge difference that we are now physically present in countries like France and Spain, and in the long run, even more European countries. This enables us to create more awareness about the possibilities and necessity of our solution.

During 2019/20, **56% of our new customers** came from canvassing, while just 28% came from inbound. We have scaled up significantly in our marketing department, where we have hired specialists in video and written content, just as we will see an increased focus on marketing on our digital channels. I am sure this will raise awareness of the SameSystem brand and interest in our solution.

I see 2019/20 as a very successful year for SameSystem, where we have conquered new markets and entered into the foodservice industry. It has been an educational year, where we have created fantastic results from what we have learned. We have scaled up across the business, and we are in a strong position to create an even better result in 2020/21.

I believe SameSystem has many good reasons to be both proud and optimistic.

Mikael Christensen Head of Sales

#### **Partnerships**

The focus on partnerships is larger than ever, and SameSystem is in the process of creating partnerships with the leading providers of complementary services (point-of-sales, payroll, people counting, etc.). The partnerships will provide new channels for leads across the European markets, and the effects from the new lead sources are expected to take full effect in the coming years.

# Financial statements 2019/20

# **COMPANY INFORMATION**

#### **The Company**

SameSystem A/S Ballerupvej 62 DK-3500 Værløse

Business Registration No.: 31 48 79 27 Registered office: Værløse

Date of incorporation: 11.06.2008 Financial year: 01.10.2019 - 30.09.2020

#### **Board of Directors**

Henrik Byrial Ritlov

#### **Executive Board**

Janne Rosendal Boisen Henrik Byrial Ritlov Jess Glad Frandsen

#### **Auditors**

BDO Statsautoriseret Revisionsaktieselskab

# **STATEMENT BY MANAGEMENT** -

The Board of Directors and Executive Board have today considered and approved the annual report for the financial year 01.10.2019 – 30.09.2020 for SameSystem A/S.

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act.

The Parent's financial statements have been prepared in accordance with the Danish Financial statements Act.

In our opinion, the consolidated financial statements and the financial statements for the parent company give a true and fair view of the Group's and parent company's assets, liabilities and financial position as at 30.09.2020 and of the results of the Group's activities and cash flows for the financial year 01.10.2019 – 30.09.2020.

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

The annual report is submitted for adoption at the Annual General Meeting.

Værløse, 3 March 2021

#### **Executive Board**

Henrik Byrial Ritlov CEO

#### **Board of Directors**

Janne Rosendal Boisen Henrik Byrial Ritlov Jess Glad Frandsen Chairman

# **INDEPENDENT AUDITOR'S REPORT**

#### To the Shareholders of SameSystem A/S

#### Opinion

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of SameSystem A/S for the financial year 1 October 2019 - 30 September 2020, which comprise income statement and statement of comprehensive income, balance sheet, statement of changes in equity, cash flow statement, notes and a summary of significant accounting policies, for both the Group and the Parent Company.

The Consolidated Financial Statements are prepared in accordance with the International Financial Reporting Standards as adopted by the EU and additional requirements in the Danish Financial Statements Act, and the Parent Company Financial Statements are prepared under the Danish Financial Statements Act.

In our opinion, the Consolidated Financial Statements give a true and fair view of the financial position of the Group at 30 September 2020, and of the results of the Group operations and cash flows for the financial year 1 October 2019 - 30 September 2020 in accordance with the International Financial Reporting Standards as adopted by the EU and additional requirements in the Danish Financial Statements Act. Further in our opinion the Parent Company Financial Statements give a true and fair view of the financial position of the Parent Company at 30 September 2020 and of the result of the Parent Company's operations for the financial year 1 October 2019 - 30 September 2020 in accordance with the Danish Financial Statements Act.

#### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's Responsibilities for the Audit of the Consolidated Financial Statements and the Parent Company Financial Statements" section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Emphasis of matter relating to the audit

The Company has with effect for the current financial voluntarily become subject to statutory audit. Therefore, the comparative figures of the Financial Statements for both the Group and the Parent Company have not been audited, which is also disclosed in the Financial Statements.

#### **Statement on Management's Review**

Management is responsible for Management's Review.

# **INDEPENDENT AUDITOR'S REPORT** (continued)

Our opinion on the Consolidated Financial Statements and the Parent Company Financial Statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the Consolidated Financial Statements and the Parent Company Financial Statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the Consolidated Financial Statements or the Parent Company Financial Statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

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

Based on the work we have performed, we conclude that Management's Review is in accordance with the Consolidated Financial Statements and the Parent Company 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 Management's Review.

# Management's Responsibilities for the Consolidated Financial Statements and the Parent Company Financial Statements

Management is responsible for the preparation of Consolidated Financial Statements and Parent Company Financial Statements that give a true and fair view in accordance with the International Financial Reporting Standards as adopted by the EU and additional requirements in the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of Consolidated Financial Statements and Parent Company Financial Statements that are free from material misstatement, whether due to fraud or error.

In preparing the Consolidated Financial Statements and the Parent Company Financial Statements, Management is responsible for assessing the Group's and the Parent 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 Consolidated Financial Statements and the Parent Company Financial Statements unless Management either intends to liquidate the Group or the Company or to cease operations, or has no realistic alternative but to do so.

# Auditor's Responsibilities for the Audit of the Consolidated Financial Statements and the Parent Company Financial Statements

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Statements and the Parent Company 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

# **INDEPENDENT AUDITOR'S REPORT (continued)**

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 Consolidated Financial Statements and Parent Company Financial Statements.

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

- Identify and assess the risks of material misstatement of the Consolidated Financial Statements and the Parent Company 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 Group's and the Parent Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting
  in preparing the Consolidated Financial Statements and the Parent Company 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 Group's and the Parent
  Company's ability to continue as a going concern. If we conclude that a material uncertainty
  exists, we are required to draw attention in our auditor's report to the related disclosures in the
  Consolidated Financial Statements and the Parent Company 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 Group and the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the Consolidated Financial Statements and the Parent Company Financial Statements, including the disclosures, and whether the Consolidated Financial Statements and the Parent Company Financial Statements represent the underlying transactions and events in a manner that gives a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the Consolidated Financial Statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

# **INDEPENDENT AUDITOR'S REPORT (continued)**

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.

#### Copenhagen, 3 March 2021

BDO Statsautoriseret revisionsaktieselskab CVR no. 20 22 26 70

Morten Christensen State Authorised Public Accountant MNE no. mne35626

#### Key financial figures and ratios

DKK	2019/2020	2018/2019*)
Income statement		
Revenue	30,169,742	26,963,090
Gross profit	20,069,246	19,109,871
Gross profit margin	66.5%	70.1%
EBITDA	9,216,993	8,086,032
Operating profit	4,438,475	3,126,325
Net financials	(166,513)	(245,139)
Profit before tax	4,271,962	2,881,182
Net profit for the year	3,245,998	2,051,860
Statement of financial position		
Investment in intangible assets	10,121,334	8,210,878
Investments in property, plant and equipment	127,307	523,377
Total assets	27,341,231	20,546,822
Equity	13,240,885	9,994,887

\*) Figures for 2018/2019 have not been subject to audit.

Since there were no group consolidated financial statements for the SameSystem Group prepared prior to these IFRS financial statements there is not included any financial figures from before 2018/2019.

# **CONSOLIDATED STATEMENT OF PROFIT OR LOSS**

DKK	Note	2019/2020	2018/2019*)
Revenue	5	30,169,742	26,963,090
Other external expenses		(10,100,496)	(7,853,219)
Staff costs	6	(12,124,370)	(11,023,839)
Other operating income	7	1,272,116	0
Depreciation, amortisation and impairment	8	(4,778,518)	(4,959,711)
Operating profit/(loss)		4,438,475	3,126,321
Financial income	9	76,963	16,261
Financial expenses	9 10	(243,476)	(261,400)
	10		
Profit/(loss) before tax		4,271,962	2,881,182
Tax for the year	11	(1,025,964)	(829,322)
Profit/(loss) for the year		3,245,998	2,051,860
Attributable to:			
Shareholders of SameSystem A/S			
Earnings per share, basic (DKK)	17	6.28	3.97
Earnings per share, diluted (DKK)	17	6.28	3.97

\*) Figures for 2018/2019 have not been subject to audit.

# CONSOLIDATED STATEMENT OF FINANCIAL -POSITION

ркк	Note	30/09/20	30/09/19	01/10/18*)
Intangible assets	12	20,588,157	14,098,207	9,959,069
Property, plant and equipment	13	453,594	477,875	109,179
Right-of-use assets	14	2,488,328	3,128,195	4,061,242
Deposits		327,176	327,176	327,176
Deferred tax asset	11	502,797	49,909	0
Total non-current assets		24,360,052	18,081,362	14,456,666
Inventory		0	139,784	0
Trade receivables	15	1,859,409	540,286	1,033,814
Receivable from affiliated companies		0	106,654	298,167
Receivables from shareholders and management	21	653,609	964,787	0
Other receivables		12,862	106,644	116,666
Prepayments		44,091	312,247	34,786
Cash		411,208	295,058	2,666,326
Total current assets		2,981,179	2,465,460	4,149,759

#### **Total assets**

27,341,231 20,546,822

18,606,425

\*) Figures for 01/10/18 have not been subject to audit.

# **CONSOLIDATED STATEMENT OF FINANCIAL** - **POSITION**

DKK	Note	30/09/20	30/09/19	01/10/18*)
Share capital	17	516,667	516,667	516,667
Retained earnings		12,724,218	9,478,220	9,426,360
Total equity		13,240,885	9,994,887	9,943,027
Lease liabilities	14	1,535,750	2,335,501	3,147,235
Deferred tax	11	4,515,513	3,081,108	2,176,106
Income tax liabilities		0	0	396,814
Other payables	18	1,454,852	0	0
Total non-current liabilities		7,506,115	5,416,609	5,720,155
Contract liabilities	5	0	210,903	0
Lease liabilities	14	1,096,940	892,567	914,007
Trade payables		917,948	468,191	399,193
Payables to shareholders and management		0	164,735	0
Income tax liabilities		0	405,087	45,474
Other payables		4,579,343	2,993,843	1,757,362
Total current liabilities		6,594,231	5,135,326	2,943,243
Total liabilities		14,100,346	10,551,935	8,663,398
Total equity and liabilities		27,341,231	20,546,822	18,606,425

\*) Figures for 01/10/18 have not been subject to audit.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

DKK	Share	Retained	Retained	Total
2019/2020	capital	earnings	earnings	
Balance at 1 October 2019	516,667	9,478,220	0	9,994,887
Net profit/(loss) for the period	0	3,245,998	0	3,245,998
Balance at 30 September 2020	<b>516,667</b>	<b>12,724,118</b>		13,240,885

DKK	Share	Retained	Proposed	Total
2018/2019	capital	earnings	dividend	
Balance at 1 October 2018*)	516,667	7,426,360	2,000,000	9,943,027
Net profit/(loss) for the period	0	2,051,860	0	2,051,860
Paid dividends Balance at 30 September 2019	0 <b>516,667</b>	0 9,478,220	(2,000,000)	(2,000,000) 9,994,887

\*) Figures for 01/10/18 have not been subject to audit.

# **CASH FLOW STATEMENT** -

DKK	Note	2019/2020	2018/2019*)
Operating profit/loss Depreciation, amortisation and impairment Change in working capital <b>Cash flow from operating activities</b>	16	4,438,475 4,778,518 2,456,600 <b>11,673,593</b>	3,126,321 4,959,711 1,584,935 <b>9,670,967</b>
Investments in intangible assets Investments in property plant and equipment <b>Cash flow from investing activities</b>	12 13	(10,121,334) (127,307) <b>(10,248,641)</b>	(8,210,978) (523,377) <b>(8,734,355)</b>
Payment of principal portion of lease liabilities Interest paid/received Dividends paid <b>Cash flow from financing activities</b>	14	(1,142,289) (166,513) 0 <b>(1,308,802)</b>	(1,062,741) (245,139) (2,000,000) <b>(3,307,880)</b>
<b>Change in cash and cash equivalents</b> Cash, 1 October Net cash flow <b>Cash 30 September</b>		295,058 166,150 <b>411,208</b>	2,666,326 (2,371,268) <b>295,058</b>

\*) Figures for 2018/2019 have not been subject to audit.

- **1.** Accounting policies
- 2. Adoption of new and amended standards
- **3.** Critical accounting judgements and key sources of estimation uncertainty
- **4.** Segment information
- 5. Revenue
- **6.** Staff costs
- **7.** Government grants
- 8. Depreciation, amortisation and impairment
- 9. Financial income
- **10.** Financial expenses
- **11.** Tax for the year
- **12.** Intangible assets
- **13.** Property, plant & equipment
- **14.** Leases
- **15.** Trade receivables
- **16.** Working capital changes
- **17.** Share capital
- **18.** Financial risks
- **19.** Liabilities arising from financing activities
- **20.** Guarantees, contingent liabilities and collateral
- **21.** Related parties
- **22.** Events after the reporting period

#### **1. Accounting policies**

The Group's consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the EU and additional Danish disclosure requirements for the financial statements of of reporting class B enterprises with additions from reporting class C, cf. the Danish Executive Order on Adoption of IFRSs ("IFRSbekendtgørelsen") issued in accordance with the Danish Financial Statements Act ("DFSA").

#### **Basis of preparation**

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

The financial statements have been prepared on a going concern basis and in accordance with the historical cost convention, except where IFRS explicitly requires use of other values.

For the purpose of clarity, the financial statements and the notes to the financial statements are prepared using the concepts of materiality and relevance. This means that line items not considered material in terms of quantitative and qualitative measures or relevant to financial statement users are aggregated and presented together with other items in the financial statements. Similarly, information not considered material is not presented in the notes.

The accounting policies, have been applied consistently during the financial year and for the comparative figures.

#### **Basis of consolidation**

The consolidated financial statements comprise the Financial Statements of SameSystem A/S (the Parent) and subsidiaries which are entities controlled by SameSystem A/S. The Group controls an entity when it directly or indirectly owns more than 50% of the voting rights or may otherwise exercise a controlling influence.

#### **Principles of consolidation**

The consolidated financial statements are prepared on the basis of the financial statements of the parent and its subsidiaries.

The consolidated financial statements are prepared by combining items of a uniform nature and subsequently eliminating intercompany transactions, internal shareholdings and balances and unrealised intercompany gains or losses. The financial statements used for consolidation are prepared in accordance with the Group's accounting policies.

The accounting items of subsidiaries are recognised 100% in the consolidated financial statements. Investments in subsidiaries are offset by the interest's share of subsidiaries' net assets at the acquisition date at fair value.

Accounting policies are described in full in this note below.

#### 1. Accounting policies (continued)

#### **Changes in accounting policies**

As a result of first time adoption of IFRS, the Group has changed its accounting policies for recognition of leases. The Group has adjusted for the changes in accounting policies in the opening balance of equity at 1 October 2018.

#### **Change in accounting estimates**

In 2019/2020 changes in accounting estimates have been applied regarding the Groups determinable useful lives of completed development projects. Since it historically has been established that useful lives are estimated longer than previously assumed. The reassessed useful lives are 5-7 years, previously 5 years. The reassessment impacts a decrease in the amortisation of the year. The reassessed accounting estimate for 2019/20 impact decrease of amortisation of DKK 224k and an increase of the result for the year of DKK 174k.

#### A. Leases

Under DFSA, a lease is classified as a finance lease or an operating lease. Operating lease payments are recognised as an operating expense in the statement of profit or loss on a straight-line basis over the lease term. Under IFRS, a lessee applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets and recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

At the date of transition to IFRS, the Group applied the transitional provision and measured lease liabilities at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate at the date of transition to IFRS. Right-of-use assets were measured at the amount equal to the lease liabilities

adjusted by the amount of any prepaid or accrued lease payments. As a result, the Group recognised an increase of DKK 4,061k (30 September 2019: DKK 3,228k) of lease liabilities and DKK 4,061k (30 September 2019: DKK 3,128k) of right-of-use assets. Additionally, depreciation increased by DKK 933k and finance costs increased by DKK 230k for the year ended 30 September 2019.

#### **Changes as impact of material errors**

A material error has been found for the annual report for 2018/19 regarding recognition and amortisation of completed development projects that have been treated incorrectly previous years.

The error has been adjusted within the comparative figures for 2018/19 and impact the lines other external expenses have increased with DKK 682k. Depreciation, amortisation and impairment have decreased with DKK 1,431k in the income statement and the profit for the year have been increased with DKK 584k. The equity have equally increased with the same amount. Furthermore, the error impact the lines completed development projects which have increased with DKK 749k and deferred tax liabilities that have increased with DKK 165k.

#### 1. Accounting policies (continued)

#### **First-time adoption of IFRS**

The Group' financial statements have for the first time been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish requirements for the presentation of financial statements. In previous years, the financial statements were prepared in accordance with the Danish Financial Statements Act for reporting class B. As a result of the transition to IFRS, IFRS 1 First-time Adoption of International Financial Reporting Standards has been applied.

In accordance with IFRS 1 the statement of financial position at 30 September 2020 and comparative figures for 2019 has been prepared in accordance with IFRS/IAS and IFRIC/ SIC applicable as per 30 September 2020. Statement of financial position at 1 October 2018 has been prepared in accordance with the same principles.

#### **Exemptions applied**

In the preparation of these first IFRS financial statements, the following exemptions has been applied:

#### Leases:

IFRS allows a first-time adopter to determine whether a contract existing at the date of transition to IFRS contains a lease on the basis of facts and circumstances existing at that date. Also IFRS 1 allows a first-time adopter, that is a lessee, to apply a single discount rate to a portfolio of leases with reasonably similar characteristics. We have utilised this exemption to our lease contracts.

#### Cumulative translation differences:

IFRS allows a first-time adopter not to comply with the requirements in IAS 21 to recognise cumulative translation differences on foreign operations. If a first-time adopter uses this exemption then the cumulative translation differences for all foreign operations are deemed to be zero at the date of transition to IFRS. We have utilised this exemption.

#### **Non-IFRS financial measures**

The Group uses certain financial measures that are not defined in IFRS to describe the Group's financial performance. These financial measures may therefore be defined and calculated differently form similar measures in other companies, and thus not be comparable. The definitions of non-IFRS financial measures are included in Definitions of key figures and ratios on page 40.

#### **Changes in accounting policies**

Since the Group has not previously prepared consolidated financial statements, but only the parent financial statements, the transition requirements in IFRS 1 including a reconciliation of equity reported under previous GAAP based on the separate financial statements of the parent.

### **1. Accounting policies (continued)**

#### Impact on income statement and statement of comprehensive income 2018/19\*):

DKK'000	Note	2018/19 Parent as reported under DFSA	Prior year adjustments	Impact from adoption of IFRS	Impact from consolidated figures	IFRS for the year ended 2018/19
Revenue		26,963	-	-	-	26,963
Other external expenses Staff costs	А	(9,462) (9,139)	- (682)	1,063	546 (1,203)	(7,853) (11,024)
Depreciation, amortisation and impairment	А	(5,369)	1,431	(933)	(89)	(4,960)
Operating profit		2,993	749	130	(746)	3,126
Net financials	А	(651)	-	(230)	636	(245)
Profit before tax		2,342	749	(100)	(110)	2,881
Tax for the year		(629)	(165)	-	(35)	(829)
Profit/(loss) for the year		1,713	584	(100)	(145)	2,052
Other comprehensive income		0	-	-	-	0
Total comprehensive income		1,713	584	(100)	(145)	2,052

\*) Figures for 2018/2019 have not been subject to audit.

# NOTES -

# 1. Accounting policies (continued)

#### Impact on statement of financial position 2018/19:

DKK'000	2 Note	2018/19 Parent as reported under DFSA	Prior year adjustments		Impact from consolidated figures	IFRS as at 30 September 2019
Intangible assets		13,349	749	-	-	14,098
Property, plant & equipment		205	-	-	273	478
Right-of-use assets	А	0	-	3,128	-	3,128
Investment in subsidiary		49	-	-	(49)	0
Deposits		168	-	-	159	327
Deferred tax asset		0	50	-	0	500
Total non-current assets		13,772	799	3,128	382	18,082
Inventory		0	-	-	140	140
Trade receivables		503	-	-	37	540
Receivable from affiliated companies		1,011	-	-	(904)	107
Receivables from shareholders		0	60	-	904	964
Other receivables		18	-	-	88	106
Prepayments		280	-	-	32	312
Cash		46	-	-	249	295
Total current assets		1,812	60	-	546	2,417
Total assets		15,631	859	3,128	928	20,546
Share capital		516				516
Retained earnings	А	9,080	584	(100)	(86)	9,478
Total equity	/\	9,597	<b>584</b>	(100)	(86)	9,99 <b>4</b>
Lease liabilities	٨	-		2,336		2,336
Deferred tax liabilities	А	2,806	267	2,330	7	3,080
Total non-current liabilities		2,806	267	2,336	7	5,816
Income tax payable		- 397	8		_	405
Payables to shareholders		595	-	_	(430)	165
Contract liabilities		154	_	_	57	211
Lease liabilities		0	-	893	-	893
Trade payables	А	188	-	-	280	468
Other payables		1,893	-	-	1,100	2,993
Total current liabilities		3,228	8	893	1,007	5,128
Total liabilities		6,034	275	3,228	1,014	10,552
Total equity and liabilities		15,631	859	3,128	928	20,546

#### **1. Accounting policies (continued)**

#### **Foreign currency translation**

Transactions denominated in currencies other than the functional currency are considered transactions in foreign currency.

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

Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rates at the reporting date. The difference between the exchange rates at the reporting date and at the date of transaction or the exchange rate in the latest financial statements is recognised in the income statement under financial income or financial expenses.

#### **Cash flow statement**

The cash flow statement is presented using the indirect method and shows cash flows from operating, investing and financing activities for the year as well as the Group' cash and cash equivalents at the beginning and end of the financial year.

Cash flows from operating activities are calculated based on operating profit/loss, adjusted for the cash flow effect of non-cash operating items, working capital changes, financial expenses paid and income tax paid.

Cash flows from investing activities comprise payments in connection with the acquisition and sale of non-current intangible assets, property, plant and equipment as well as financial assets.

Cash flows from financing activities comprise payments arising from changes in the size or composition of the Group's share capital, payment of principal lease liabilities and dividend paid. Cash and cash equivalents comprise cash at bank and in hand.

#### **1. Accounting policies (continued)**

#### **Income statement**

#### Revenue

The Group recognises revenue from the following major sources being subscriptions of licenses and services supporting the subscription business, e.g. installation and training. Revenue is mainly derived from subscription fees charged for the Group's software licenses. For software contracts, which are comprised of several components, the total contract sum is allocated to the separate performance obligations for the purpose of revenue recognition.

Revenue recognition requires an agreement with the client, which creates enforceable rights and obligations between the parties, has commercial substance, and identifies payment terms. In addition, it must be probable that the consideration determined in the contract will be collected.

Revenue is measured based on the consideration to which the Group expects to be entitled in a contract with a client and exclude amounts collected on behalf of third parties. The Group recognises revenue when it transfers control of the license or service to a client. All revenue is derived from contracts with clients.

#### Subscription fees

Subscription agreements give the right to access the software for a determined period of time, which can be extended at the end of the initial term. The standard perpetual software licenses provide clients with the access the software whilst the contract remains in force and the contract is recognized over time until contract is expired or terminated.

#### Training/Installation

Those two services form part of one performance obligation, they are recognised at a point in time, when the services are performed (normally at the beginning of the contract).

#### Add-ons

The Group is also offering additional add-ons to the basic license (e.g. eSignature, iBeacon, text messages). The user of the add-ons is granted access to the software for a determined period of time, which can be extended at the end of the initial term. Revenue is recognized over time until contract is expired or terminated.

Credit terms offered are 8-30 days.

#### 1. Accounting policies (continued)

#### Cost to obtain a contract

The Group pays sales commission to its employees based on the contracts that they obtain for sales of licenses. The commissions are expensed when incurred as the underlying customer contracts have a duration of less than a year.

#### Other external costs

Other external costs comprise sales and marketing costs, external consultancy costs, other employee related costs, IT and software costs, investor relations costs, rent costs, expected credit losses on doubtful trade receivables and other administrative expenses.

#### Staff costs

Staff costs consist of salaries, sales commissions, bonuses, pensions and social costs, vacation pay, and other benefits. Salaries, bonuses, pensions and social costs, vacation pay, and other benefits are recognised in the year in which the associated services are rendered by the employees. The Group has entered into retirement benefits schemes and similar agreements with employees. Contributions to defined contribution plans are recognised in the income statement in the period to which they relate and any contributions outstanding are recognised in the statement of financial position as other liabilities.

#### Other operating income

Other operating income and other operating expenses comprise income and expenses of a secondary nature relative to the principal activities of the Group.

#### Government grants

Government grants relating to costs are deferred and recognised in profit or loss over the period necessary to match them with the costs that they are intended to compensate. They are included in other operating income.

#### Depreciation, amortisation and impairment

Depreciation, amortisation and impairment losses relating to property, plant and equipment, right of use assets and intangible assets comprise depreciation, amortisation and impairment losses for the financial year, and gains and losses from the sale of intangible assets and property, plant and equipment.

#### Financial income and financial expenses

Financial income and expenses include interest income, interest expense, amortisation of borrowing issue costs and realised and unrealised exchange gains and losses.

#### Тах

Tax on the profit/loss for the year comprises the year's current tax and changes in deferred tax. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to items

#### **1. Accounting policies (continued)**

recognised in other comprehensive income and directly in equity, respectively, is recognised in other comprehensive income or directly in equity. Exchange rate adjustments of deferred tax are recognised as part of the adjustment of deferred tax for the year.

Current tax payable and receivable is recognised in the balance sheet as the expected tax on the taxable income for the year, adjusted for tax paid on account. The current tax charge for the year is calculated based on the tax rates and rules enacted at the balance sheet date.

Deferred tax is calculated using the liability method on all temporary differences between the accounting and taxable values of assets and liabilities.

Deferred tax assets are assessed yearly and only recognised to the extent that it is more likely than not that they can be utilised. Deferred tax assets, including the tax value of tax losses carried forward, are recognised as other non-current assets and measured at the amount at which they are expected to be realised, either by setting off deferred tax liabilities or by setting off tax on future earnings within the same legal entity or a jointly taxed entity.

Deferred tax is measured based on the tax legislation and statutory tax rates in the respective countries that will apply under the legislation in force on the balance sheet date when the deferred tax asset is expected to crystallize as current tax. Changes in deferred tax resulting from changes in tax rates are recognised in the income statement.

The Group recognises deferred tax assets relating to losses carried forward when Management finds that these can be offset against taxable income in the foreseeable future. An assessment is made taking into consideration the effect of restrictions in utilisation in local tax legislation. Future taxable income is assessed based on budgets as well as Management's expectations regarding growth and operating margin in the coming years.

#### **Balance sheet**

#### Intangible assets

Intangible assets with determinable useful lives comprises completed development projects and are measured at cost less accumulated amortisation and impairment losses. Completed development projects by the Group is recognised as an asset if the cost of development is reliably measurable and an analysis shows that future economic benefits from using the software exceed the cost. Cost is defined as development costs incurred to make the software ready for use and consists primarily of direct salaries and other directly attributable development costs.

Once a software application has been developed the cost is amortised over the expected useful life on a straight-line basis, which are 5-7 years.

### **1. Accounting policies (continued)**

Amortisation and impairment charges are recognised in the income statement.

Expected useful lives are reassessed regularly. The Group regularly reviews the carrying amounts of its finite-lived intangible assets to determine whether there is an indication of an impairment loss.

#### Property, plant and equipment

Property, plant and equipment comprises other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and accumulated impairment. Other fixtures and fittings, tools and equipment are depreciated on a straight-line basis over the expected useful lives of the finite-lived assets, which are as follows:

Other fixtures and fittings, tools and equipment: 5 years

Property, plant and equipment are tested for impairment if indications of impairment exist. Property, plant and equipment are written down to its recoverable amount, if the carrying amount exceeds the higher of the fair value less costs to sell and the value in use. Depreciation and impairment charges are recognized in the income statement.

#### Leases

When entering into an agreement, the Group assesses whether an agreement is a lease agreement or contains a lease element.

The right-of-use asset is measured at cost, which is calculated as the present value of the lease obligation plus any direct costs related to the entering into of the lease and prepaid lease payments. The right-of-use asset is depreciated on a straight-line basis over the shorter of the lease term and the useful life of the asset.

The Group leases properties which include a service element in the payments to the lessor. This service is deducted from the lease payment when measuring the lease obligation. Where the Group cannot reliably separate lease and non-lease items, it is considered a single lease payment.

Short leases with a maximum lease term of 12 months and leases where the underlying asset has a low value are not recognised in the statement of financial position.

The lease term is defined as the non-cancellable period of a lease together with periods covered by options to extend the lease if it is reasonably certain that the options will be exercised and periods covered by options to terminate the lease if it is reasonably certain that the options will not be exercised. A number of leases contain extension and termination options in order to guarantee operational flexibility in managing the leases.

### **1. Accounting policies (continued)**

The lease obligation, which is recognised under "Lease liabilities", is measured at the present value of the remaining lease payments, discounted by the Group's incremental loan interest rate, if the implicit interest rate is not stated in the lease agreement or cannot reasonably be determined. The lease obligation is subsequently adjusted if:

- The value of the index or interest rate on which the lease payments are based changes.
- There is a change in the exercise of options to extend or shorten the lease period due to a material event or material change in circumstances which are within the control of the lessee.
- The lease term is changed as a result of exercising an option to extend or shorten the lease term.

Subsequent adjustments of the lease obligation are recognised as a correction to the right-of-use asset. However, if the right-of-use asset has a value of DKK 0, a negative reassessment of the right-of-use asset is recognised in the income statement.

#### **Deposits**

On initial recognition, deposits are measured at fair value and subsequently at amortised cost less impairment losses, if any.

#### Inventory

Inventories are measured at cost according to the retail method or net realization value, if this is lower. The net realization value for inventories is calculated at the amount that is expected to be recovered by sale, less sales and commissioning costs. The cost price for raw materials and consumables includes the purchase price plus addition costs.

#### Trade receivables

Trade receivables are measured at amortised cost less allowance for lifetime expected credit losses.

For trade receivables, the Group applies a simplified approach in calculating expected credit losses (ECLs). Therefore, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date.

Provisions for bad debts are determined on the basis of an individual assessment of each receivable, and in respect of trade receivables, a general provision is also made based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before

### **1. Accounting policies (continued)**

taking into account any credit enhancements held by the Group. Trade receivables are written off when all possible options have been exhausted and there is no reasonable expectation of recovery.

The cost of allowances for expected credit losses and write-offs for trade receivables are recognised in the income statement under other external expenses due to exempting from applying the ECL model.

The maximum exposure to credit risk at the reporting date is the carrying value of trade receivables in note 15. The group does not hold collateral as security.

#### Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

#### Trade payables and other payables

Other payables include bonus and commission accruals, vacation pay obligations, payroll taxes and VAT. Payables are measured at cost.

#### 2. Adoption of new and amended standards

The new and amended Standards and Interpretations that have been issued, but are not yet effective, up to the date of issuance of the Group's financial statements are disclosed below. The Group intends to adopt these new and amended Standards and Interpretations, if applicable, when they become effective.

- Amendments to "References to the Conceptual Framwork in IFRS Standards"
- Amendments to IAS 1 and IAS 8 "Definition of Material"
- Amendments to IFRS 3 "Business Combinations"
- Amendment to IFRS 9, IAS 39 and IFRS 7 "Interest rate benchmark reform"
- Amendment to IFRS 16 "Rent concessions due to impact of COVID-19"

The implementation has not had a significant impact on recognition, measurement or disclosures in the Annual Report 2020 and is not expected to have significant impact on the financial reporting for future periods.

### **Definition of Key Figures and Ratios**

Annual Recurring Revenue = total monthly subscription fee for licenses, iBeacon and digital signatures \* 12  $Gross Churn rate (\%) = \frac{(Loss of ARR from customers churned in 2019/20)}{(ARR in 2018/19)}$   $Uplift (\%) = \frac{(Increase in ARR at existing customers in 2019/20)}{(ARR in 2018/19)}$ 

# **3. Critical accounting judgements and key sources of estimation uncertainty**

As part of the preparation of the financial statements, Management makes a number of accounting estimates and assumptions as a basis for recognising and measuring the Group's assets, liabilities, income and expenses as well as judgements made in applying the entity's accounting policies. The estimates, judgements and assumptions made are based on experience gained and other factors that are considered prudent by Management in the circumstances, but which are inherently subject to uncertainty and volatility.

The assumptions may be incomplete or inaccurate, and unforeseen events or circumstances may occur for which reason the actual results may differ from the estimates and judgements made. The accounting policies are described in detail in note 1 to the financial statements to which we refer.

Management considers the following accounting estimates and judgements to be significant in the preparation of the financial statements.

#### **Development costs**

The Group capitalises costs for software development projects. Initial capitalisation of costs is based on management's judgement that technological and economic feasibility is confirmed, usually when a product development project has reached a defined milestone according to an established project management model. In determining the amounts to be capitalised, management makes assumptions regarding the expected future cash generation of the project and the expected period of benefits. At 30 September 2020, the carrying amount of capitalised development costs was DKK 20,588k (2019: DKK 14,098k).

# Determining the lease term of contracts with renewal and termination options – Group as lessee

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised. The Group applies judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease.

The assumptions may be incomplete or inaccurate, and unforeseen events or circumstances may occur, for which reason the actual results may differ from the estimates and judgements made.

### 4. Segment information

For management purposes and based on internal reporting information, the Group is organised in only one operating segment, as the information reported includes operating results at a consolidated level only. The costs related to the main nature of the business are not attributable to any specific revenue stream or customer type and are therefore borne centrally. The results of the single reporting segment are shown in the statement of comprehensive income.

The Executive Management is the Chief Operating Decision Maker (CODM), which is made up of the senior leadership across the respective functional areas and is responsible for the strategic decision making and for the monitoring of the operating results of the single operating segment for the purpose of performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the financial statements.

5. Revenue		
ОКК	2019/2020	2018/2019
Subcription fees	27,158,036	24,227,358
Other	3,011,706	2,735,732
Total	30,169,742	26,963,090
DKK	2019/2020	2018/2019*)
DKK	2019/2020	2018/2019*)
<b>DKK</b> Denmark	<b>2019/2020</b> 16,033,721	<b>2018/2019*)</b> 15,356,800
Denmark	16,033,721	15,356,800

\*) Figures for 2018/2019 have not been subject to audit.

All revenue is derived from contracts with customers. Revenue from subscriptions fees are derived over time and revenue from other services are recognized when delivery occur.

The following table shows the opening and closing balances of contract liabilities. There was no revenue recognised in the current reporting period that related to performance obligations that were satisfied in a prior year.

### 5. Revenue (continued)

#### **Contract balances (liability)**

ркк	2019/2020	2018/2019*)
Cost as at 1 October	210,903	0
Additions	0	210,903
Performance obligations satisfied	(210,903)	0
Cost as at 30 September	0	210,903

#### 6. Staff costs

DKK	2019/2020	2018/2019*)
Salaries Pensions	18,004,111 441,117	14,465,999 304,015
Other social security costs Other staff costs	60,273 22,971	111,648 217
Capitalized Total	(6,404,102) <b>12,124,370</b>	(3,858,040) <b>11,023,839</b>
Average numbers of employees during the year	62	48

#### **Board of Directors and Key Management Personnel**

Remuneration	3,075,423	1,666,535
Pension	95,560	40,339
	3,170,983	1,706,874

\*) Figures for 2018/2019 have not been subject to audit.

Employment contracts for members of the Key Management Personnel contain terms and conditions that are common to those of their peers in similar companies including terms of notice and non-competitive clauses.

Board of directors have not received any fee.

### 7. Government grants

The Group have as an impact of COVID-19 received aid compensation in 2020 from the government in the amounts of DKK 1,272,116 which is included in the other operating income in accordance with IAS 20 this is presented separately and is not offset in staff costs. The Group have not received any other government grants in 2020.

# 8. Depreciation, amortisation and impairment

DKK	2019/2020	2018/2019*)
Amortisation of intangible assets	3,631,384	3,871,983
Depreciation of property plant and equipment	151,588	154,682
Depreciation of right-of-use assets	995,546	933,046
Total	4,778,518	4,959,711

### 9. Financial income

ркк	2019/2020	2018/2019*)
Interest income	76,857	16,261
Foreign exchange gains	106	0
<b>Total</b>	<b>76,963</b>	<b>16,261</b>

# **10. Financial expenses**

DKK	2019/2020	2018/2019*)
Interest expenses	221,936	239,976
Foreign exchange losses	21,540	21,424
<b>Total</b>	<b>243,476</b>	<b>261,400</b>

# **11.** Tax for the year

DKK	2019/2020	2018/2019*)
Current tax for the year income Deferred tax for the year income	44,447 981,517 <b>1,025,964</b>	(25,771) 855,093 <b>829,322</b>

\*) Figures for 2018/2019 have not been subject to audit.

# 11. Tax for the year (continued)

DKK	2019/2020	2018/2019*)
Tax calculated as 22% of profit/loss before tax	939,832	716,606
Non-capitalised tax assets	0	0
Non-deductible expenses Effective tax	86,132	112,716
Effective tax	1,025,964	829,322
Tax rate for the year (%)	24.0%	25.5%
DKK	2019/2020	2018/2019*)
Deferred tax liabilities, net		
Deferred tax at 1 October	3,081,108	2,176,106
Deferred tax for the year recognised in the income statement	981,517	855,093
Reclassified to deferred tax assets	452,888	49,909
Deferred tax at 30 September	4,515,513	3,081,108
ркк	2019/2020	2018/2019*)
DKK Deferred tax is recognized in the statement of financial position as follows:	2019/2020	2018/2019*)
Deferred tax is recognized in the statement	<b>2019/2020</b> 502,797	<b>2018/2019*)</b> 49,909
Deferred tax is recognized in the statement of financial position as follows:		
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset)	502,797	49,909
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability)	502,797 4,515,513	49,909 3,081,108
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability)	502,797 4,515,513	49,909 3,081,108
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total	502,797 4,515,513 <b>4,012,716</b>	49,909 3,081,108 <b>3,031,199</b>
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total	502,797 4,515,513 <b>4,012,716</b>	49,909 3,081,108 <b>3,031,199</b>
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total DKK Deferred tax concerns:	502,797 4,515,513 <b>4,012,716</b> 2019/2020	49,909 3,081,108 <b>3,031,199</b> 2018/2019*)
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total DKK Deferred tax concerns: Intangible assets Other fixtures and fittings, tools and equipment Prepayments	502,797 4,515,513 <b>4,012,716</b> <b>2019/2020</b> 20,588,157 (50,210) 0	49,909 3,081,108 <b>3,031,199</b> <b>2018/2019*)</b> 14,098,207 (58,169) (35,000)
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total <b>DKK</b> Deferred tax concerns: Intangible assets Other fixtures and fittings, tools and equipment Prepayments Tax loss carried forward	502,797 4,515,513 <b>4,012,716</b> <b>2019/2020</b> 20,588,157 (50,210) 0 (2,285,443)	49,909 3,081,108 <b>3,031,199</b> <b>2018/2019*)</b> 14,098,207 (58,169) (35,000) (226,861)
Deferred tax is recognized in the statement of financial position as follows: Deferred tax (asset) Deferred tax (liability) Total	502,797 4,515,513 <b>4,012,716</b> <b>2019/2020</b> 20,588,157 (50,210) 0	49,909 3,081,108 <b>3,031,199</b> <b>2018/2019*)</b> 14,098,207 (58,169) (35,000)

\*) Figures for 2018/2019 have not been subject to audit.

<b>12. Intangible assets</b> DKK	Completed development projects	Development projects in progress	Total
2019/2020			
Cost as at 1 October	15,999,934	4,338,995	20,338,929
Additions	0	10,121,334	10,121,334
Transfer	4,547,785	(4,547,785)	0
Cost as at 30 September	20,547,719	9,912,544	30,460,263
Amortisation and impairment as at 1 October	6,240,722	0	6,240,722
Amortisation during the year	3,631,384	0	3,631,384
Amortisation and impairment as at 30 September	9,872,106	0	9,872,106
Carrying amount as at 30 September	10,675,613	9,912,544	20,588,157

DKK	Completed development projects	Development projects in progress	Total
2018/2019*)			
Cost as at 1 October	15,073,547	0	15,073,547
Additions	3,672,126	4,338,995	8,011,121
Disposal	(2,745,739)	0	(2,745,739)
Cost as at 30 September	15,999,934	4,338,995	20,338,929
Amortisation and impairment as at 1 October	5,114,478	0	5,114,478
Amortisation during the year	3,871,983	0	3,871,983
Disposal	(2,745,739)	0	(2,745,739)
Amortisation and impairment as at 30 September	6,240,722	0	6,240,722
Carrying amount as at 30 September	9,759,212	4,338,995	14,098,207

\*) Figures for 2018/2019 have not been subject to audit.

Completed development projects comprise software development costs relate to development of the existing software platform. The software is under continuous development for the use of clients and is sold as a license to access the software for a given period. The user has access to upgrades and new functionalities during the contract period.

Development costs for the year cover both development of the front-end and the back-end part of the software solution. Both parts to increase the user experience and functionalities within the software in order to increase the Group's revenue by maintaining existing clients and acquire new clients.

# 12. Intangible assets (continued)

It is Management's assessment that the expected useful lives of the finite-lived assets, as well as the expected future revenue streams from the assets are sufficient to cover the value of recognised developed software at the reporting date.

# 13. Property, plant and equipment

DKK	Other fixtures and fittings, tools and equipment
2019/2020	
Cost as at 1 October Additions	987,007 127,307
Cost as at 30 September	1,114,314
Depreciation as at 1 October	509,132
Depreciation during the year Depreciation as at 30 September	151,588 <b>660,720</b>
Carrying amount as at 30 September	453,594
ркк	Other fixtures and fittings, tools and equipment
2018/2019*)	
<b>2018/2019*)</b> Cost as at 1 October	591,663
Cost as at 1 October Additions	591,663 523,377 (128,033)
Cost as at 1 October	523,377
Cost as at 1 October Additions Disposals	523,377 (128,033)
Cost as at 1 October Additions Disposals Cost as at 30 September Depreciation as at 1 October	523,377 (128,033) <b>987,007</b> 482,482
Cost as at 1 October Additions Disposals Cost as at 30 September Depreciation as at 1 October Depreciation during the year	523,377 (128,033) <b>987,007</b> 482,482 154,682
Cost as at 1 October Additions Disposals Cost as at 30 September Depreciation as at 1 October	523,377 (128,033) <b>987,007</b> 482,482

\*) Figures for 2018/2019 have not been subject to audit.

### 14. Leases

DKK	Properties	Equipment	Total
2019/2020			
Cost as at 1 October	4,048,445	12,797	4,061,242
Additions	307,289	48,389	355,678
Cost as at 30 September	4,355,734	61,186	4,416,920
Amortisation and impairment as at 1 October	927,359	5,688	933,047
Amortisation during the year	983,229	12,316	995,545
Depreciation as at 30 September	1,910,588	18,004	1,928,592
Carrying amount as at 30 September	2,445,146	43,182	2,488,328

DKK	Properties	Equipment	Total
2018/2019*)			
Cost as at 1 October	4,048,445	12,797	4,061,242
Cost as at 30 September	4,048,445	12,797	4,061,242
Depreciation as at 1 October	0	0	0
Depreciation during the year	927,359	5,688	933,047
Depreciation as at 30 September	927,359	5,688	933,047
Carrying amount as at 30 September	3,121,086	7,109	3,128,195

Carrying amounts of lease liabilities and movements during the period:

ркк	2019/2020	2018/2019*)
At 1 October	3,228,069	4,061,242
Additions	355,677	0
Accrual of interest	191,233	229,568
Payments	(1,142,289)	(1,062,741)
At 30 September	2,632,690	3,228,069
Non-Current	1,096,940	892,568
Current	1,535,750	2,335,501

\*) Figures for 2018/2019 have not been subject to audit.

### 14. Leases (continued)

Lease liabilities are due as follows

	Properties	Equipment	Total
Within one year	1,062,235	6,600	1,068,835
Between one and five years	2,507,476	0	2,507,476
Within more than five year	0	0	0
Total liabilities	3,569,711	6,600	3,576,311

The following amounts have been recognized in the income statement:

DKK	2019/2020	2018/2019*)
Depreciation expense of right-of-use assets Interest expense on lease liabilities	995,546 183,854	933,046 226,869
Expense relating to short term leases (included in other external expenses)	0	0
Total amount recognised in the income statement	1,179,400	1,159,915

\*) Figures for 2018/2019 have not been subject to audit.

The Group had total outflow for leases of DKK 1,142,289 (2019: DKK 1,062,741).

The Group leases offices and lease terms are negotiated on an individual basis and contain different terms and conditions. As part of COVID-19 no rent concession has been received.

### 15. Trade receivables

DKK	30 September 2020	30 September 2019	1 October 2018*)
Trade receiveables Write-downs	2,153,932 (294,523)	666,981 (126,695)	1,033,814 0
Total	1,859,409	540,286	1,033,814

The carrying amounts are equivalent to the fair value of the assets.

#### **Expected credit loss**

The following table details the risk profile of trade receivables based on the Group's expected loss on trade receivables.

DKK	Not past due	Overdue by 0-30 days	Overdue by 31-60 days	Overdue by >60 days	Write downs	Carrying amount of receivables
30 September 2020 Trade receivables	757,951	123,262	186,963	1,085,755	(294,523)	1,859,409
30 September 2019 Trade receivables	407,301	56,600	24,510	178,570	(126,695)	540,286
01 October 2018*) Trade receivables	796,870	128,494	6,027	102,423	0	1,033,814

\*) Figures for 01/10/18 have not been subject to audit.

Due to the nature of the services provided the Group has historically had very low losses on accounts receivables. An assessment has been made for the 2019/20 losses which are due to COVID-19 and as such are expected to return to normal levels post COVID-19.

# 16. Working capital changes

DKK	2019/2020	2018/2019
Change in receivables and prepayments Change in trade payables and other debt etc	399,569 2,057,031	(242,238) 1,830,173
	2,456,600	1,584,935

### **17. Share capital and Earnings per share**

As at 30 September 2020, the share capital consisted of 516.677 (2019: 516.677) shares with a nominal value of DKK 1.

The shares are not divided into classes and carry no right to fixed income.

	DKK
Issued and fully paid shares:	
As at 1 October 2018, 516.677 shares of DKK 1 each	516,677
Capital increase	0
As at 30 September 2019	516,677
Capital increase	0
Share capital as at 30 September 2020	516,677

DKK	2019/2020	2018/2019
Earnings per share		
The calculation of earnings per share is based on the following: Profit/(loss) for the year	3,245,998	2,051,860
Weighted average number of ordinary shares for calculation of earnings per share:	516,667	516,667
Average diluted effect of outstanding share options	-	-
Weighted average number of shares for calculation of diluted earnings per share:	516,667	516,667
Earnings per share, (EPS) Earnings per share, diluted (DEPS)	6.28 6.28	3.97 3.97

### 18. Financial Risks

#### **Capital Management**

The Group manages its capital to ensure that the Company will be able to continue as going concern while maximising the return to shareholders through the optimisation of the debt and equity balances.

Management reviews the capital structure continually to consider if the current capital structure is in accordance with the Company's and shareholders' interests.

#### **Financial risk management**

Due to the nature of its operations, investments, and financing, the Group is exposed to a number of financial risks. It is Group policy to operate with a low risk profile, so that currency risk and credit risk only occur in commercial relations. The scope and nature of the Group's financial instruments appear from the income statement and statement of financial position in accordance with the accounting policies applied. Provided below is information about factors that may influence amounts, time of payment, or reliability of future payments, where such information is not provided directly in the financial statements.

#### **Credit risk**

Credit risk is the risk that a counterparty will not meet its obligations towards the Group, leading to a financial loss. The Group is exposed to credit risk primarily related to its trade and other receivables, contract assets and cash held at financial institutions.

For the Group to assesses credit risk, all accounts receivables' financial position and business prospects are examined on a continuous basis. Customers are invoiced for a three-month period or less, offering a short timeperiod of credit exposure, and in combination with the integral nature of the SameSystem product, it facilitates a flexible response, even when significant occurrences such as COVID-19 affects the economy as a whole. The Group assesses default in particular when the accounts receivables are due more than 90 days and the outstanding amount is written off, when there is a court order of bankruptcy from the counterparty. The maximum exposure to credit risk at the reporting date is the carrying value of each class of financial assets.

#### **Foreign currency risk**

Currency risk is the risk that arises from changes in exchange rates and affects the Group's result.

The general objective of the Group's currency risk management is to limit and delay any adverse impact of exchange rate fluctuations on earnings and cash flows and thus increase the predictability of the financial results. The Group also aims at balancing incoming and outgoing payments in local currency as much as possible as well as monitoring the development in exchange rates and adjust price lists when required.

The greatest exposure in foreign currency is to EUR and in 2020, 26% (2019: 24%) of the Group's revenue was denominated in EUR. In order to minimise the currency risk related to transactions in EUR, The Group holds cash deposits in EUR.

Revenue in other currencies than DKK and EUR, totaled 5% in 2020 (2019: 1%).

### **18. Financial Risks (continued)**

#### Liquidity risk

The Group ensures sufficient liquidity resources by liquidity management.

In order to limit the Group's counterparty risk, deposits are only made in well-reputed banks.

At 30 September 2020, the Group's cash and cash equivalents including net of accounts receivables and accounts payables amounted to DKK 1,270k (2019: DKK -365k). In addition, liquidity increases substantially during the first and second month of a calendar quarter as more than DKK 7,500k of revenue, is invoiced at the beginning of each calendar quarter.

The cash reserve and expected cash flow for 2021 are considered to be adequate to meet the obligations of the Group as they fall due.

The table below summarises the maturity profile of the Group's financial liabilities based on contractual undiscounted payments which include estimated interest payments:

DKK	On demand	Less than 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Year ended 30 September 2020						
Lease liabilities Trade and other payables	0 0	0 0	1,096,940 5,497,291	1,567,044 0	0 1,454,852	2,663,984 6,952,143

DKK	On demand	Less than 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
Year ended 30 September 2019						
Lease liabilities	0	0	892,868	2,324,560	0	3,217,129
Trade and other payables	0	0	3,462,034	0	0	3,462,034

# **18. Financial Risks (continued)**

#### **Financial instruments:**

DKK	2019/2020	2018/2019
Financial assets measured at amortised cost		
Trade receivables	1,859,409	540,286
Deposits	327,176	327,176
Other receivables	12,862	106,644
Cash	411,208	295,058
Total	2,610,655	1,269,164
Financial liabilities measured at amortised cost		
Trade payables	917,948	468,191
Other payables	5,830,868	2,993,843
Total	6,748,816	3,462,034

#### Classification of financial assets measured at amortised cost

Since the Group's financial instruments measured at amortised cost are either short-term and/ or exposed to floating interest rates, Management has assessed that the carrying amount is a reasonable approximation of fair value.

### 19. Liabilities arising from financing activities

Management reviews the capital structure continually to consider if the current capital structure is in accordance with the Company's and shareholders' interests.

DKK	Lease liabilities
2019/2020	
Liabilities at 1 October Additions Repayments	3,228,069 355,677 (1,142,289)
Other Liabilities at 30 September	191,233 <b>2,632,690</b>
DKK	Lease liabilities
2018/2019*)	
Liabilities at 1 October Additions Repayments Other <b>Liabilities at 30 September</b>	4,061,242 0 (1,062,741) 229,568 <b>3,228,069</b>

\*) Figures for 2018/2019 have not been subject to audit.

### 20. Guarantees, contingent liabilities and collateral

#### **Contingent liabilities**

The Parent Company participates in a Danish joint taxation arrangement where Ritlov ApS serves as the administration company.

According to the joint taxation provisions of the Danish Corporation Tax Act, the Parent Company is therefore liable for income taxes etc. for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The jointly taxed entities' total known net liability under the joint taxation arrangement is disclosed in the administration company's financial statements.

### **21. Related parties**

Shareholders	<b>Registered office</b>	<b>Basis of influence</b>
Ritlov ApS	Denmark	70%
Ritlov Invest IVS	Denmark	10%
Same System Invest ApS	Denmark	10%
Lucas Ritlov Investments IVS	Denmark	10%

Ultimate parent company is Ritlov ApS.

#### **Other related parties**

SameSystem A/S' related parties exercising a significant influence comprise of the Companys Board of Directors and Board of Management as well as relatives to these persons.

Related parties also comprise companies in which the individuals mentioned above have matrial interests.

All agreements relating to these transactions are based on market price (arm's length). The Company has had the transactions/outstanding balances with related parties as per the below table:

DKK	2019/2020	2018/2019
Parent ApS		
Interest bearing receivables Sales from Samesystem A/S to Parent ApS	85,636 882,584	0 267,713
Ritlov ApS Interest bearing receivables Interest bearing liabilities	653,609 0	903,872 161,977

There has not been any transactions with related parties other than the transactions described above, and normal remuneration of the Board of Directors, Board of Management and other Key Management Personnel. Key Management Personnel consists of parties with significant influence not already disclosed as part of the Board of Directors and the Board of Management.

Members of the Board of Directors are elected by the shareholders at the Annual General Meeting for terms of one year.

### 22. Events after the reporting period

SameSystem A/S has increased the share capital by cash injection from a new investor. The purpose of the capital injection is to expand operations into new geographies and winning new customers as well as increasing revenue from the existing customer base. In order to achieve these ambitions, more sales staff and initiatives have been introduced, and these are supported by more technology staff and development.

# NOTES -

# **Parent Income statement**

ркк	Note	2019/2020	2018/2019*)
Gross profit	2	18,927,259	16,471,773
Staff costs	3	(10,826,728)	(8,791,267)
Depreciation, amortisation and impairment		(3,654,353)	(3,938,711)
<b>Operating profit/(loss)</b>		<b>4,446,178</b>	<b>3,741,745</b>
Financial income		76,857	16,261
Financial expenses		(52,214)	(31,832)
Income/loss from investment in subsidiaries		0	(635,396)
<b>Loss before tax</b>		<b>4,470,821</b>	<b>3,090,828</b>
Tax for the year		(984,352)	(749,178)
Loss for the year		<b>3,486,469</b>	<b>2,296,650</b>
Proposed distribution of profit and loss:			
Retained earnings		3,486,469	2,296,650
Profit/loss for the year		<b>3,486,469</b>	<b>2,296,650</b>

\*) Figures for 2018/2019 have not been subject to audit.

# Parent Statement of financial position

DKK	Note	30/09/20	30/09/19
Intangible assets	4	20,588,157	14,098,207
Property, plant, and equipments	5	42,572	65,541
Investment in subsidiaries	6	49,295	49,295
Deposits	7	168,243	168,243
Total non-current assets		20,805,695	14,315,745
Inventory Trade receivables		0 1,859,409	139,784 503,094
Receivable from group enterprises		376,120	1,010,526
Receivables from shareholders and management Other receivables		653,609	0 18,291
Prepayments		0	280,136
Cash		198,331	46,313
Total current assets		3,087,469	2,063,685
Total accests			
Total assets		23,935,736	16,379,430

# Parent Statement of financial position

DKK	Note	30/09/20	30/09/19
Share capital Retained earnings	8	516,667 (2,907,908)	516,667 (98,270)
Other reserves		16,058,742	9,762,636
Total equity		13,667,502	10,181,033
Deferred tax	9	4,015,551	2,970,284
Provisions		4,015,551	2,970,284
Other payables		1,454,852	0
Non-current liabilities		1,454,852	0
Income tax payable		0	396,814
Trade payables		1,438,164	188,147
Payable to group enterprises		0	430,751
Payable to shareholders and management		0	164,735
Prepayments received from customers		0	154,435
Other payables		3,359,667	1,893,232
Total current liabilities		4,797,831	3,228,114
Total liabilities		10,268,234	6,198,398
Total equity and liabilities		23,935,736	16,214,711

# Statement of changes in equity

DKK	Share capital	Reserve for capitalized development costs	Retained earnings	Total
<b>Equity beginning of year</b>	516,667	9,762,636	(682,277)	9,597,026
Correction of material errors previous years	0	584,006	0	584,006
Equity at October 1	516,667	10,346,642	(682,277)	10,181,032
Transfer of reserves	0	5,712,120	(5,712,120)	0
Profit/loss for the year	0	0	3,486,469	3,486,469
<b>Equity end of year</b>	<b>516,667</b>	<b>16,058,762</b>	<b>(2,907,928)</b>	13,667,501

- **1.** Accounting policies
- **2.** Government grants
- **3.** Staff costs
- **4.** Intangible assets
- **5.** Property, plant and equipment
- **6.** Investment in subsidiaries
- **7.** Deposits
- 8. Share capital
- 9. Deferred tax
- **10.** Guarantees, contingent liabilities and collateral
- **11.** Related parties

### **1. Accounting policies**

The separate parent financial statements have been incorporated in the annual report because a separate set of financial statements is required for the Parent under the Danish Financial Statements Act requirements for annual reports of reporting class B enterprises with additions from reporting class C.

The accounting policies applied for these financial statements are consistent with those applied last year and for the group except for differences explained in Note 1 in the Group Financial Statements explaining about changes in accounting policies section see page 28.

#### Changes as impact of material errors

A material error has been found for the annual report for 2018/19 regarding recognition and amortisation of completed development projects that have been treated incorrectly previous years.

The error has been adjusted within the comparative figures for 2018/19 and impact the lines gross profit have increased with DKK 682k. Depreciation, amortisation and impairment have decreased with DKK 1,431k. The tax for the year has increased with DKK 165k in the income statement and the profit for the year have been increased with DKK 584k. The equity has equally increased with the same amount. Furthermore, the error impact the lines completed development projects which have increased with DKK 749k and deferred tax liabilities that have increased with DKK 165k.

The impact of the error is recognised directly in the equity, at balance at 1 October 2019 in the line correction of errors from previous years related to reserve for capitalized development costs and comparative figures for 2018/19 have been adjusted.

#### **Income statement**

#### Gross profit

Gross profit or loss comprise revenue, own work capitalised, other operating income, cost of sales and external expenses with reference to section 32 of the Danish Financial Statements Act.

#### **Balance sheet**

#### Investments in subsidiaries

Investments in subsidiaries are measured at cost. In cases where the cost price exceeds the net realizable value, is written down to this lower value.

#### Reserve for development cost

Reserve for development cost comprise of recognised development costs deducted associated deferred tax liabilities. The reserve cannot be used to pay out as dividend or cover losses. The reserve is reduced or dissolved, as recognised development costs are amortisedor dissolved from the company's operations. This is done by transferring directly to the free reserve on equity.

### 2. Government grants

The entity have as an impact of COVID-19 received aid compensation in 2020 from the government in the amounts of DKK 1,272,116 which is included in the other operating income in accordance with IAS 20 this is presented separately and is not offset in staff costs. The Group have not received any other government grants in 2020.

### 3. Staff costs

DKK	2019/2020	2018/2019*)
Salaries	12,439,399	8,375,388
Pensions	441,117	304,015
Other social security costs	60,273	111,648
Other staff costs	22,971	217
Capitalized staff costs	(2,341,565)	(1,742,092)
Total	10,826,728	8,791,267
Average numbers of employees during the year	32	21

\*) Figures for 2018/2019 have not been subject to audit.

### 4. Intangible assets

DKK 2019/2020	Completed development projects	Development projects in progress	Total
Cost as at 1 October	15,999,934	4,338,995	20,338,929
Additions	0	10,121,334	10,121,334
Transfer	4,547,785	(4,547,785)	0
Cost as at 30 September	20,547,719	9,912,544	30,460,263
Amortisation and impairment as at 1 October	6,240,722	0	6,240,722
Amortisation during the year	3,631,384	0	3,631,384
Amortisation and impairment as at 30 September	9,872,106	0	9,872,106
Carrying amount as at 30 September	10,675,613	9,912,544	20,588,157

For description of Completed development projects and Development project in progress please refer to note 12 in the consolidated financial statement.

# 5. Property, plant and equipment

DKK	Other fixtures and fittings, tools
2019/2020	and equipment
Cost as at 1 October	439,084
Cost as at 30 September	<b>439,084</b>
Depreciation as at 1 October	373,543
Depreciation during the year	22,969
<b>Depreciation as at 30 September</b>	<b>396,512</b>
Carrying amount as at 30 September	42,572

### 6. Investment in subsidiaries

DKK		2019/2020	2018/2019*)
Cost as at 1 October Disposal <b>Cost as at 30 September</b>		49,295 0 <b>49,295</b>	684,691 (635,396) <b>49,295</b>
Investment in subsidiaries	Registered in	Corporate form	Equity interest %
SameSystem Lithuania	Lithuania	UAB	100

\*) Figures for 2018/2019 have not been subject to audit.

### 7. Deposits

DKK	2019/2020	2018/2019
Cost as at 1 October	168,243	168,243
Cost as at 30 September	168,243	168,243

# 8. Share capital

DKK	Number	Nominal value	Nominal value in total
A-shares	516.667	1 DKK	516,667

None of the shares in SameSystem A/S hold special rights.

### 9. Deferred tax

DKK	2019/2020	2018/2019*)
Deferred tax liabilities, net		
Deferred tax 1 October	2,970,284	2,176,106
Deferred tax for the year recognised in the income statement	984,352	794,178
Adjustment to previous periods	60,915	0
Deferred tax 30 September	4,015,551	2,970,284

\*) Figures for 2018/2019 have not been subject to audit.

### 10. Guarantees, contingent liabilities and collateral

#### **Contingent liabilities**

The Parent Company participates in a Danish joint taxation arrangement where Ritlov ApS serves as the administration company.

According to the joint taxation provisions of the Danish Corporation Tax Act, the Parent Company is therefore liable for income taxes etc. for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The jointly taxed entities' total known net liability under the joint taxation arrangement is disclosed in the administration company's financial statements.

### **11. Related parties**

#### **Related parties with controlling interest**

SameSystem A/S, Ballerupvej 62, DK-3500 Værløse, owns the majority of the shares within the company, thus have controlling influence on this.

#### **Related party transactions**

Please refer consolidated financial statement note 21.

# SameSystem A/S

Ballerupvej 62 DK-3500 Værløse Business Registration No. 31 48 79 27

# **Annual report**

01 October 2019 – 30 September 2020