

# ANNUAL REPORT 2018

**Intelligent**banker

**Intelligent Banker ApS**

Brandts Passage 29, 2. 5000 Odense C  
CVR.no. 32 26 00 55

**ANNUAL REPORT 2018**

Approved at the Company's annual general meeting on 8<sup>th</sup> May 2019.

Executive:



Torben Kopp Kristensen

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## Statement by the Executive Board

Today, the Executive Board has discussed and approved the annual report of Intelligent Banker ApS for the financial year 1 January - 31 December 2018.

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

In my opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2018 and of the results of the Company's operations for the financial year 1 January - 31 December 2018.

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

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

Odense, 8<sup>th</sup> May 2019

Executive Board:



Torben Kopp Kristensen



Torben Kopp Kristensen,  
Partner and CEO



Tommy Hummellose,  
Partner and Director

## Further Growth in Revenue and Profit

2018 has been a satisfying year for Intelligent Banker. We have managed to grow our revenue for the 9th consecutive year and been able to grow profit as well. We have proudly received a Børsen Gazelle Award for the 5th time in a row.

Our highly skilled employees have created cutting edge technological solutions within automated bidding and algorithm-based marketing, which further positioned Intelligent Banker as market leader.

Looking into the future of the company, we will implement further automation of all operations and nurture our business model for the intensified competition in the market.

## Independent auditors' report

### TO THE SHAREHOLDERS OF INTELLIGENT BANKER APS

#### OPINION

We have audited the financial statements of Intelligent Banker ApS for the financial year 1 January - 31 December 2018, which comprise income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2018 and of the results of the Company's operations for the financial year 1 January - 31 December 2018 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 de-

scribed in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### INDEPENDENCE

We are independent of the Company 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 rules and requirements.

#### MANAGEMENT'S RESPONSIBILITIES FOR THE FINANCIAL STATEMENTS

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

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related

to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

#### AUDITOR'S RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS

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

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

/ Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.

/ Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the 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 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 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 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 Company to cease to continue as a going concern.

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

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

#### STATEMENT ON THE MANAGEMENT'S REVIEW

Management is responsible for the Management's review.

Our opinion on the financial statements does not cover the Management's review, and we do not express any form of assurance conclusion thereon.

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

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

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

Odense, 8<sup>th</sup> May 2019

#### ERNST & YOUNG

Godkendt Revisionspartnerselskab  
CVR no. 30 70 02 28



Søren Smedegaard Hvid  
State Authorised Public Accountant  
MNE-nr. 31450

## Company details

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Name	Intelligent Banker ApS
Address, zip code, city	Brandts Passage 29, 2. 5000 Odense C
CVR no.	32 26 00 55
Established	11 June 2009
Registered office	Odense
Financial year	1 January – 31 December
Websites	<a href="http://www.intelligentbanker.com">www.intelligentbanker.com</a>
Executive Board	Torben Kopp Kristensen
Auditors	Ernst & Young Godkendt Revisionspartnerselskab Englandsgade 25, 5000 Odense C

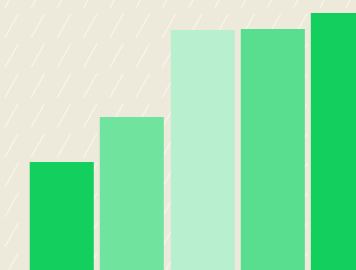
## Financial highlights for the Group

In DKK thousands

	2018	2017	2016	2015	2014
<b>KEY FIGURES</b>					
Revenue	58,688	55,134	54,901	35,325	25,120
Gross margin	8,752	8,018	13,353	11,708	7,380
Profit/loss from ordinary activities	3,315	3,264	7,936	6,433	3,356
Profit/loss for the year	2,739	2,259	6,150	4,917	2,546
EBITDA	4,261	3,701	7,963	6,458	3,398
Normalised EBITDA	4,835	3,938	8,328	6,524	3,398
<b>FINANCIAL RATIOS</b>					
Operating margin	5.6%	5.90%	14.50%	18.2%	13.4%
Gross margin	14.9%	14.5%	24.3%	33.1%	29.4%
Rate of return/return of investment	18.2%	18.9%	62.7%	94.2%	85.0%
Equity ratio	35.6%	28.6%	45.4%	13.5%	43.7%
Average number of full-time employees	10	12	13	10	7

Financial ratios are calculated in accordance with the Danish Finance Society's recommendations on the calculation of financial ratios. Further EBITDA and normalised EBITDA are added.

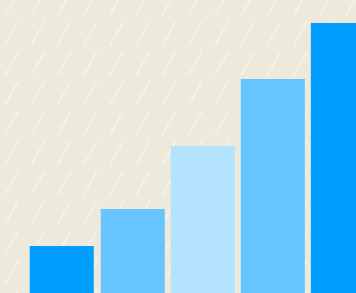
Revenue



Registered customers



Mobile user ratio



Full-time employees



## Financial highlights for the Group

The financial ratios stated under "Financial highlights" have been calculated as follows:

### Profit margin

$$\frac{\text{Operating Profit (EBIT)} \times 100}{\text{Revenue}}$$

### Gross margin

$$\frac{\text{Gross Profit} \times 100}{\text{Revenue}}$$

### Rate of return/return on investment

$$\frac{\text{Operating Profit (EBIT)} \times 100}{\text{Total assets}}$$

### Equity ratio

$$\frac{\text{Equity excl. non controlling interests, year end} \times 100}{\text{Total equity and liabilities, year end}}$$

### EBITDA

Earnings Before Interest, Taxes, Depreciation and Amortisation

### Normalised EBITDA

EBITDA cleaned for non-recurring expenses or revenue

So far Intelligent Banker have marketing activities in 6 European countries





## Management commentary

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1. Intelligent Banker
2. Management reporting
3. Financial highlights for 2018
4. Business review 2018
5. Robotics/Automation
6. Automated Bidding
7. Algorithm-Based Marketing
8. Re-marketing
7. Outlook 2019

### INTELLIGENT BANKER

Intelligent Banker is an AdTech provider focusing on Lead Generation and pay-per-click advertising for personal finance products. We use Machine Learning and data analytics to increase customer conversion rates through a number of websites across the Nordics, Spain and Poland with more than 300,000 leads generated in 2018.

Intelligent Banker holds a dominant position in its current markets and is looking to further accelerate the company through geographical expansion across Europe.

Lead generation through comparison sites is a market in rapid growth. Intelligent and high-tech use of data through which the processing of data is translated into business knowledge, form the basis of Intelligent Banker's market and competitive advantage.

### MANAGEMENT REPORTING

2018 has been a satisfying year for Intelligent Banker. In a highly competitive market we have created growth for the 9th consecutive year.

We generated a revenue of DKK 58.7 million, which is a 6.4 % increase from the previous year. Our technological investments have created more efficient operations and accordingly our result in 2018 have improved further with a profit from ordinary activities of DKK 3.315 million (up from DKK 3.264 million in 2017).

We have strengthened our leading position in the Nordics and in Spain through our technological investments in automated bidding, algorithm-based marketing, Machine Learning and advanced analytics tools. Throughout 2018, we effectively built databases of users looking for financial products and are now successfully distributing offers within financial products to registered users via email, SMS and mobile app.

Throughout 2018, we strengthened our "Mobile First" concept and now 75 % of all our users visit our comparison sites from their smart phones searching for financial products.

Normalized EBITDA ended at DKK 4.8 million, which is a 23% increase from the previous year (up from DKK 3.9 million in 2017) – a very satisfying development.

In 2018, we made further investments to sustain an inviting and dynamic workplace in order to attract best-in-class employees. Competition is fierce for highly skilled employees with competences within the leading-edge technologies we work with. Our open-minded culture towards new and agile ways of working is key and empowers our technological frontrunners. Their innovative solutions have won us the Børsen Gazelle Award for the 5th time in a row. Furthermore, we received the Digital Growth Award 2018.

### FINANCIAL HIGHLIGHTS FOR 2018

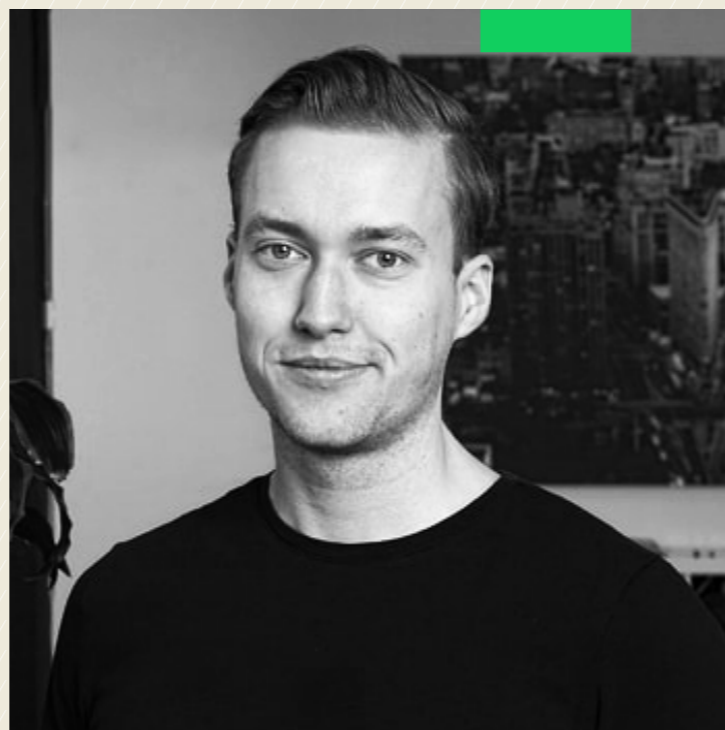
In 2018, we generated revenue of DKK 58.7 million, corresponding to an increase in revenue for the 9th year in a row. Compared to the previous year revenue grew 6.4 %. At the same time we have been able to grow our profit from DKK 3.264 million in 2017 to DKK 3.315 million this year. Intelligent Banker has attracted more than 7 million users to the company's comparison sites and generated more than 300,000 leads to our customers. In 2018, Intelligent Banker reported normalized EBITDA of DKK 4.8 million, which is 23% better than the year before.

### BUSINESS REVIEW 2018

The year under review has been characterized

by further technical consolidation and automation. The recent commercial breakthrough of Amazon Serverless architecture made it the preferred technology in the online business, thus our 2-year headstart with this technology has given us a significant competitive edge. Mobile-first is everyday practice - 75 % of our users access our services from mobile devices.

In 2018, algorithm-driven targeting in advertising has been executed in every sales channel, both PUSH and PULL channels. Correspondingly, the PUSH channels (re-marketing) have been expanded with a mobile app and



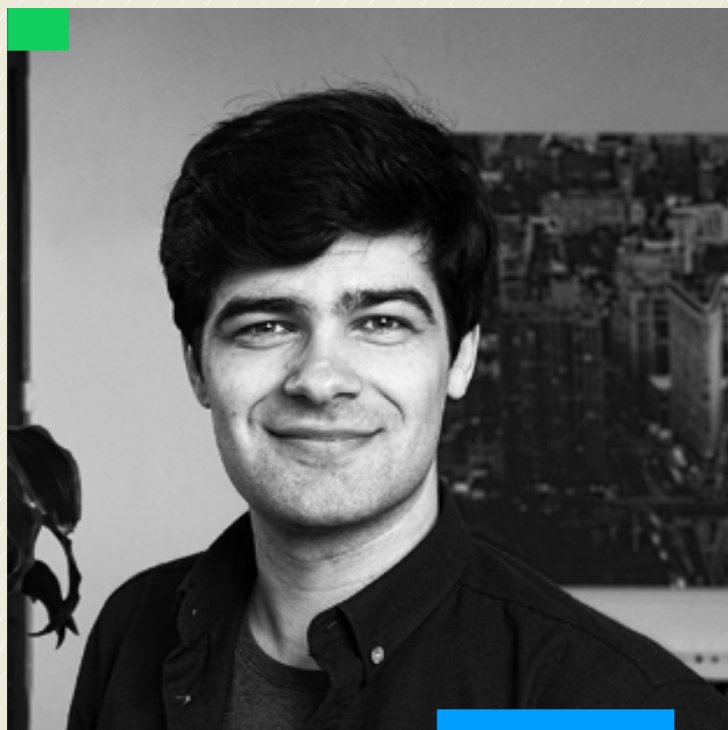
Dan Olsen  
Software Engineer



Emil Steinberg  
General Manager

early chat-bot testing. Our focus on cutting-edge technology means that the company managed to maintain the position as market leader. This led to a 5th Børsen Gazelle Award and the Digital Growth Award 2018.

Our extremely well-educated and skilled staff has been expanded steadily. Similarly, collaborations with the leading educational institutions continue to run at a very high level. This has had a significant effect on the company's growth and results and has been subject to management attention throughout the year.



Rune Mark Rasmussen  
Full Stack Developer

### ROBOTICS/AUTOMATION

The year under review year has been characterized by further massive automation of the company's operations. Intelligent Banker operates in an extremely competitive market. Thus, automated work processes must be ensured in order to reduce costs, but especially to be able to react agilely and swiftly to constant changes in the market. During 2018, Intelligent Banker has taken advantage of the company's solid technological base for further expansion and automation. At the end of the year the company's operations have reached an automation degree of ap-

proximately 90 %. The automation of operations has been focused on two areas: Automated bidding when buying online traffic through the dominating marketing channels and algorithm-based optimization of the product range presented to consumers.

### AUTOMATED BIDDING

Using automated bidding when buying clicks through the dominating marketing channels has been significant for Intelligent Banker's financial results. Setting an optimal bid is extremely difficult when buying large amounts of traffic. The fact that bidding has been automated and excluded from human intervention has been of great influence in terms of competitiveness. Intelligent Banker has developed automated bidding routines to predict and ongoing adjust the maximum bidding price per click. The calculations run continuously throughout the 24 hours of the day based on the underlying revenue and cost parameters. Besides automated bidding, routines for automated decision-making have been developed to exclude non-profitable buying.

### ALGORITHM-BASED MARKETING

By using Machine Learning techniques to calculate algorithms, consumers' expectations of the presented product range are predicted.

Using more than 3,000 clusters to define the individual consumer, the consumer is presented with products adapted to their needs. This has caused a far higher quality of leads and a higher ROI per consumer. Algorithms are feeding the many comparison sites as well as all remarketing channels, such as mobile app, text message and e-mail. The fact that IT-systems for operating all sales channels are developed in-house has secured a consistent handling of all transactions, which

Average age



Nationalities



has increased precision and effectiveness of the marketing. Concurrently, the effect of split-testing when adjusting and improving the algorithm has increased.

### RE-MARKETING

In the year under review, Intelligent Banker has focused on expanding the range of marketing channels and on further targeting. Especially channels targeting consumers, who demonstrated an interest for Intelligent Banker's services at an earlier point has been the focus of attention.

**TEXT MESSAGE** – All comparison sites enable the consumer to sign up for Intelligent Banker's text message service. Like the other services, this service is based on algorithms and offers targeted and personalized options to the consumer.

**APP** – At the end of the year, Intelligent Banker's app-service "Moneezy" has been live for three months. During these months, thousands of consumers downloaded the app-based comparison service, which – just as the other marketing channels – is controlled by inhouse algorithms.

**EMAIL** – Intelligent Banker's email service was introduced in 2016 and has been completely revitalized in 2018. This means that the company's email-service is now completely based on algorithms and running on the same technological platform as the remaining re-marketing channels. During the year, further resources have been allocated for management of written email marketing communication.

**CHATBOT** – At the end of the period, automated chatbot tests have been initialized. This will eventually increase the consumers' interaction with the company and add a more interactive real-time buying experience. Just like the remaining channels, the chatbot is fully automated and algorithm-controlled.

### OUTLOOK 2019

Entering 2019, Intelligent Banker has a highly profitable ecosystem in the market attracting users via multiple marketing channels and generating leads using algorithms and machine learning technologies.

We expect smart, technological and automated solutions to continue to expand on a



Gitte Bach Orloff  
Communication Manager

market where competition is fierce and the ability to exploit new technology is essential.

We will keep focusing on improving our auto-bidding and algorithm-based marketing solutions and further strengthen our distribution channels within email, SMS, app and chatbot, as we have identified that those elements are key to maintaining our competitive advantage in the market.

## Income statement

Note	DKK	2018	2017
	Revenue	58,688,365	55,133,862
	Cost of sales	-47,674,886	-45,465,710
	Other external expenses	-2,261,609	-1,650,202
	<b>Gross margin</b>	<b>8,751,870</b>	<b>8,017,950</b>
2	Staff costs	-4,491,012	-4,316,452
	Amortisation, depreciation and impairment losses	-946,334	-437,091
	<b>Profit before net financials</b>	<b>3,314,524</b>	<b>3,264,407</b>
	Income from investments in group enterprises	384,729	0
3	Financial income	174,612	72,203
4	Financial expenses	-467,374	-437,941
	<b>Profit/loss before tax</b>	<b>3,406,491</b>	<b>2,898,669</b>
5	Tax for the year	-667,664	-639,310
	<b>Profit/loss for the year</b>	<b>2,738,827</b>	<b>2,259,359</b>
	<b>Recommended appropriation of profit</b>		
	Proposed dividend recognised under equity	2,200,000	1,500,000
	Net revaluation reserve according to the equity method	384,729	0
	Other statutory reserves	85,455	1,575,453
	Retained earnings/accumulated loss	68,643	-816,094
		<b>2,738,827</b>	<b>2,259,359</b>

## Balance sheet

Note	DKK	2018	2017
	ASSETS		
	Fixed assets		
	Intangible assets		
6	Completed development projects	4,718,664	4,155,954
		4,718,664	4,155,954
	Non-current assets		
7	Property, plant and equipment		
	Fixtures and fittings, plant and equipment	11,575	16,575
	Leasehold improvements	82,791	112,148
		94,366	128,723
	Financial assets		
8	Investments in subsidiaries	699,193	314,464
		699,193	314,464
	Total fixed assets	5,512,223	4,599,141
	Non-fixed assets		
	Receivables		
	Trade receivables	8,951,901	11,011,695
	Receivables from group enterprises	0	29,193
	Corporation tax receivable	322,000	0
	Other receivables	373,868	45,598
		9,647,769	11,086,486
	Cash	3,028,803	2,627,828
	Total non-fixed assets	12,676,572	13,714,314
	TOTAL ASSETS	18,188,795	18,313,455

## Balance sheet

Note	DKK	2018	2017
	<b>EQUITY AND LIABILITIES</b>		
	Equity		
9	Share capital	125,000	125,000
	Net revaluation reserve according to the equity method	384,729	0
	Reserve for development costs	3,680,558	3,595,103
	Retained earnings	84,593	15,950
	Dividend proposed for the year	2,200,000	1,500,000
	<b>Total equity</b>	<b>6,474,880</b>	<b>5,236,053</b>
	Provisions		
	Deferred tax	2,926,455	2,257,461
	<b>Total provisions</b>	<b>2,926,455</b>	<b>2,257,461</b>
	Liabilities other than provisions		
	Current liabilities other than provisions		
	Trade payables	2,597,324	1,822,451
	Payables to group enterprises	5,773,505	5,642,574
	Payables to associates	0	999,937
	Corporation tax payable	0	353,816
	Other payables	416,631	2,001,163
		<b>8,787,460</b>	<b>10,819,941</b>
	<b>Total liabilities other than provisions</b>	<b>8,787,460</b>	<b>10,819,941</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>18,188,795</b>	<b>18,313,455</b>
1			
10	Accounting policies		
11	Contractual obligations and contingencies, etc.		
12	Collateral		
	Related parties		

## Statement of changes in equity

DKK	Share capital	Net revaluation reserve according to the equity method	Reserve for development costs	Retained earnings	Dividend proposed	Total
Equity at 1 January 2017	125,000	0	2,019,650	832,044	4,400,000	7,376,694
Transfer through appropriation of profit	0	0	1,575,453	-816,094	1,500,000	2,259,359
Dividend distributed	0	0	0	0	-4,400,000	-4,400,000
Equity at 1 January 2018	125,000	0	3,595,103	15,950	1,500,000	5,236,053
Transfer through appropriation of profit	0	384,729	85,455	68,643	2,200,000	2,738,827
Dividend distributed	0	0	0	0	-1,500,000	-1,500,000
Equity at 31 December 2018	125,000	384,729	3,680,558	84,593	2,200,000	6,474,880



## Notes

### 1 Accounting policies

The annual report of Intelligent Banker ApS for 2018 has been prepared in accordance with the provisions in the Danish Financial Statements Act applying to reporting class B entities and elective choice of certain provisions applying to reporting class C entities.

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

#### REPORTING CURRENCY

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

#### INCOME STATEMENT REVENUE

Income from the rendering of services is recognised as revenue as the services are rendered. Accordingly, revenue corresponds to the market value of the services rendered during the year (percentage-of-completion method).

#### COST OF SALES

Cost of sales includes the cost of goods used in generating the year's revenue.

#### OTHER EXTERNAL EXPENSES

Other external expenses include the year's ex-

penses relating to the Company's core activities, including expenses relating to distribution, sale, advertising, administration, premises, bad debts, payments under operating leases, etc.

#### STAFF COSTS

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

#### AMORTISATION/DEPRECIATION

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

#### PROFIT FROM INVESTMENTS IN SUBSIDIARIES

The item includes dividend received from subsidiaries in so far as the dividend does not exceed the accumulated earnings in the subsidiary in the period of ownership.

#### FINANCIAL INCOME AND EXPENSES

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



Desislave Chalakova  
Marketing Coordinator

#### TAX

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

#### BALANCE SHEET INTANGIBLE ASSETS

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

## Notes



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

Development costs that are recognised in the balance sheet are measured at cost less accumulated amortisation and impairment losses. On completion of a development project, development costs are amortised on a straight-line basis over the estimated useful life. The amortisation period is usually 3-5 years.

Patents and licences are measured at cost less accumulated amortisation and impairment losses.

### PROPERTY, PLANT AND EQUIPMENT

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

### INVESTMENTS IN SUBSIDIARIES

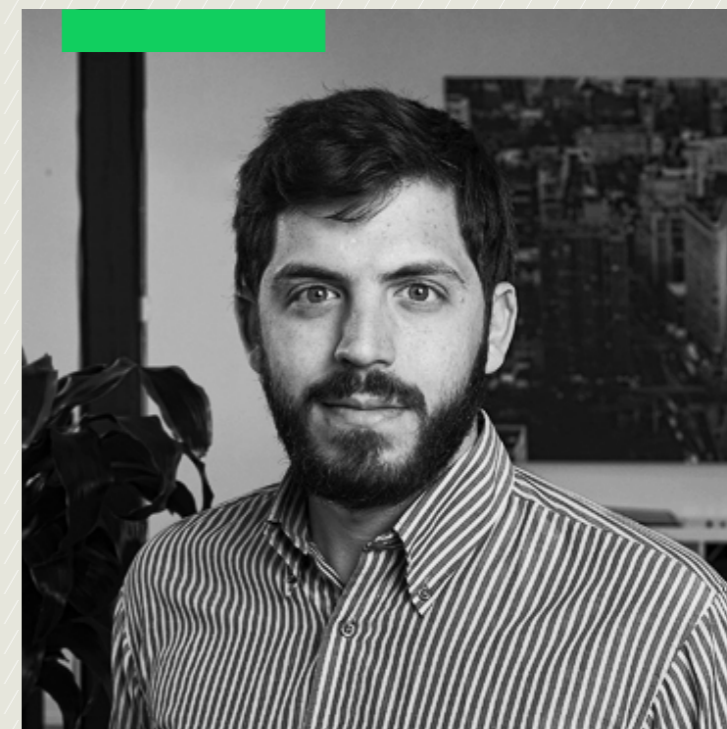
Equity investments in subsidiaries and associates are measured according to the equity method.

On initial recognition, equity investments in subsidiaries are measured at cost, i.e. plus transaction costs. The cost is allocated in ac-

cordance with the acquisition method; see the accounting policies regarding business combinations.

The cost is adjusted by shares of profit/loss after tax calculated in accordance with the Group's accounting policies less or plus unrealised intra-group gains/losses.

Identified increases in value and goodwill, if any, compared to the underlying entity's net asset value are amortised in accordance with the accounting policies for the assets and liabilities to which they can be attributed. Negative goodwill is recognised in the income statement.



Victor Ciappina  
Software Developer

## Notes

Dividend received is deduced from the carrying amount.

Equity investments in subsidiaries measured at net asset value are subject to impairment test requirements if there is any indication of impairment.

### RECEIVABLES

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

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

Impairment losses are calculated as the difference between the carrying amount of the re-

ceivables and the present value of the expected cash flows, including the realisable value of any collateral received.

The effective interest rate for the individual receivable or portfolio is used as discount rate.

### CASH

Cash comprise cash and short term securities which are readily convertible into cash and subject only to minor risks of changes in value.

### EQUITY

#### RESERVE FOR DEVELOPMENT COSTS

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



## Notes



### PROPOSED DIVIDENDS

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

### LIABILITIES

Financial liabilities are recognised at the date of borrowing at the net proceeds received less transaction costs paid. On subsequent recognition, financial liabilities are measured at amortised cost, corresponding to the capita-

lised value, using the effective interest rate. Accordingly, the difference between the proceeds and the nominal value is recognised in the income statement over the term of the loan. Financial liabilities also include the capitalised residual lease liability in respect of finance leases.

Other liabilities are measured at net realisable value.



Peter Bork Nielsen  
System Developer



## Notes

DKK	2018	2017
<b>2 Staff costs</b>		
Wages and salaries	5,456,932	6,450,723
Other social security costs	75,779	99,915
Other staff cost	194,676	232,314
Staff cost transferred to non-current assets	-1,236,375	-2,466,500
	4,491,012	4,316,452
Average number of full-time employees	10	12
<b>3 Financial income</b>		
Foreign exchange adjustments	174,612	72,203
	174,612	72,203
<b>4 Financial expenses</b>		
Value adjustment of other securities and investments	446,717	436,694
Other interest expenses	20,657	1,246
	467,374	437,941
<b>5 Tax for the year</b>		
Estimated tax on the taxable income for the year	0	651,816
Deferred tax adjustments in the year	668,994	-12,506
Tax adjustments, prior years	-1,330	0
	667,664	639,310

## Notes

### 6 Intangible assets

DKK	Completed development projects
Cost at 1 January 2018	4,559,884
Additions	1,474,687
Cost at 31 December 2018	6,034,571
Impairment losses and amortisation at 1 January 2018	403,930
Amortisation for the year	911,977
Impairment losses and amortisation at 31 December 2018	1,315,907
Carrying amount at 31 December 2018	4,718,664
Amortised over	5 years

### 7 Property, plant and equipment

DKK	Fixtures and fittings, plant and equipment	Leasehold improvements	Total
Cost at 1 January 2018	54,800	320,429	375,229
Cost at 31 December 2018	54,800	320,429	375,229
Depreciation and impairment losses at 31 December 2018	38,225	208,281	246,506
Depreciation	5,000	29,357	34,357
Impairment losses and depreciation at 31 December 2018	43,225	237,638	280,863
Carrying amount at 31 December 2018	11,575	82,791	94,366
Depreciated over	5 years		

## Notes

### 8 Investments in group enterprises

	2018
Cost at 1 January 2018	314,464
Cost at 31 December 2018	<u>314,464</u>
Profit/loss for the year	<u>384,729</u>
Value adjustments at 31 December 2018	<u>384,729</u>
Carrying amount at 31 December 2018	<u>699,193</u>

Name	Domicile	Interest	Equity DKK	Profit/loss DKK
<b>Subsidiaries</b>				
Moore Credit Ltd	Great Britain	100.00%	98,456	87,524
Taylor Finance Ltd	Great Britain	100.00%	257,264	233,941
Worsan	Denmark	100.00%	79,696	20,540
Nordic Banker GmbH	Germany	100.00%	214,065	59,186
Nordic Global Commerce AB	Sweden	100.00%	49,712	24,432

## Notes

### 9 Share capital

The Company's share capital has remained DKK 125,000 in the past year.

Analysis of changes in the share capital over the past five years:

DKK	2018	2017	2016	2015	2014
Balance at 1 January	125,000	125,000	125,000	125,000	125,000
Balance at 31 December	125,000	125,000	125,000	125,000	125,000

### 10 Contractual obligations and contingencies, etc.

#### Contingent liabilities

Rent liabilities include a rent obligation totalling DKK 203 TDK.

The Company is jointly taxed with its subsidiary, Worsan ApS. As management company, the Company has joint and several unlimited liability with Worsan ApS for payment of Danish income taxes. The jointly taxed entities' known net income tax liability at 31 December 2018. Any subsequent corrections of the joint taxation income may entail that the Company's liability will increase.

### 11 Collateral

The Company has not provided any security or other collateral in assets at 31 December 2018.

### 12 Related parties

#### Ownership

The following shareholders are registered in the Company's register of shareholders as holding minimum 5% of the share capital:

Tk Management ApS, Carl Nielsens Kvarter 25, 3, 5000 Odense C. Danmark, 50%

Nordisk Invest ApS, Lahmsgade 78, 5000 Odense C, Danmark, 50%



# Staff

