



## Learningbank A/S

Holmbladsgade 133, 3.  
2300 Copenhagen SV  
CVR No. 32353606

## Annual report 2023

The Annual General Meeting adopted the annual report on 04.04.2024

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**Lars Henning Brammer**

Chairman of the General Meeting

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# Entity details

## Entity

Learningbank A/S  
Holmbladsgade 133, 3.  
2300 Copenhagen SV

Business Registration No.: 32353606  
Registered office: Copenhagen  
Financial year: 01.01.2023 - 31.12.2023

## Board of Directors

Jens Schrøder, Chairman  
Lars Henning Brammer  
Jens-Erik Arenfeldt  
Katrine Schelbli

## Executive Board

Stine Schulz  
John Risør Hansen

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab  
Weidekampsgade 6  
2300 Copenhagen S

# Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of Learningbank A/S for the financial year 01.01.2023 - 31.12.2023.

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

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2023 and of the results of its operations for the financial year 01.01.2023 - 31.12.2023.

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

We recommend the annual report for adoption at the Annual General Meeting.

Copenhagen, 04.04.2024

## Executive Board

**Stine Schulz**

**John Risør Hansen**

## Board of Directors

**Jens Schrøder**  
Chairman

**Lars Henning Brammer**

**Jens-Erik Arenfeldt**

**Katrine Schelbli**

# Independent auditor's report

## To the shareholders of Learningbank A/S

### Opinion

We have audited the financial statements of Learningbank A/S for the financial year 01.01.2023 - 31.12.2023, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2023 and of the results of its operations for the financial year 01.01.2023 - 31.12.2023 in accordance with the Danish Financial Statements Act.

### Basis for opinion

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

### Management's responsibilities for the financial statements

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

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

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

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

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

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

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

### **Statement on the management commentary**

Management is responsible for the management commentary.

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

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

Moreover, it is our responsibility to consider whether the management commentary provides the information required by relevant law and regulations.

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

København, 04.04.2024

#### **Deloitte**

Statsautoriseret Revisionspartnerselskab

CVR No. 33963556

#### **Claus Jorch Andersen**

State Authorised Public Accountant

Identification No (MNE) mne33712

# Management commentary

## Primary activities

Learningbank's main activity is developing and bringing to market the Company's digital learning solutions, which comprise Learningbank's proprietary learning lifecycle platform and learning modules for the platform's learning store. Learningbank's business model is based on a SaaS-model for both the learning lifecycle platform and learning modules. Further, Learningbank offers selected professional services around digital learning solutions to customers. All solutions and the business model are developed and centered around our purpose.

**Vision:** We want to make people happier by making them better.

**Mission:** By creating the world's best Digital Learning Enabler, we will enable companies to provide the best learning experiences that make real impact on people and businesses.

Our ambition is to make learning relevant, fun, accessible and highly effective. We work to achieve this by creating learning journeys that increase user motivation and enhance transfer of knowledge. Learningbank supports the employee's entire learning lifecycle.

## Development in activities and finances

Learningbank is happy to report a satisfactory performance in 2023 according to plans and with continued progress on our ambition to become cash flow positive. The company experienced progress on most parameters and delivered on important KPIs and milestones to ensure a healthy business.

The product underwent a transformative journey as well, marked by the rollout of substantial and innovative new features aimed at delivering enhanced value to our customers and establishing a unique position in the market. Key releases such as Learner Journey, Intelligent Content Creator (with AI) and Skill Development along with robust Analytics to substantiate the learning's value, will provide a solid foundation as we move into 2024.

As a result of significant investments in new product development, the company ended the year with a negative equity of -5.9 MDKK financed by external growth capital, that being an issuance of convertible notes of 14 MDKK in total. It is the plan to reestablish the shareholders' equity by conversion of the convertible notes into share capital and from improved net results going forward. On the liquidity side, the management has implemented initiatives to improve the working capital and it is expected that this combined with prudent spending and healthy growth will ensure Learningbank becomes a cash flow positive company in 2024.

## Uncertainty relating to recognition and measurement

Learningbank is a development company. Hence, there is a natural uncertainty associated with the measurement of the Group's development activities and future earnings. At 31 December 2023, the company has recognised DKK 43,924 thousand regarding completed developments projects. The value of the development projects depends on Learningbank's ability to develop, market and attracting enough customers who, through the product, generate positive earnings that could yield the total investment. Accordingly, Management has deemed the valuation sound. If sales and growth deviate significantly from the current plans, there may be uncertainty associated with the valuation.



**Outlook**

Learningbank is expecting 2024 to be a year where the company becomes self-financing and cash flow positive, however, without compromising our ambitions for the product since we will continue investing in new product development.

The company has been active in the market since 2015 and has experienced consistent growth over the years. With +200 clients, of which 60% are larger enterprises, Learningbank has a great foundation for continuous growth, and is expecting positive cash flows at the end of the year.

The long-term perspective is to continue this journey of healthy growth and to further develop our position and product as one of the best learning platforms.

**Events after the balance sheet date**

No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.

# Income statement for 2023

	Notes	2023 DKK	2022 DKK
<b>Gross profit/loss</b>	2	<b>22,226,248</b>	<b>19,050,620</b>
Staff costs	3	(23,752,144)	(29,168,013)
Depreciation, amortisation and impairment losses	4	(7,928,182)	(7,042,746)
<b>Operating profit/loss</b>		<b>(9,454,078)</b>	<b>(17,160,139)</b>
Other financial income		9,195	100
Other financial expenses		(4,062,243)	(1,770,199)
<b>Profit/loss before tax</b>		<b>(13,507,126)</b>	<b>(18,930,238)</b>
Tax on profit/loss for the year	5	2,897,147	4,834,252
<b>Profit/loss for the year</b>		<b>(10,609,979)</b>	<b>(14,095,986)</b>
<b>Proposed distribution of profit and loss</b>			
Retained earnings		(10,609,979)	(14,095,986)
<b>Proposed distribution of profit and loss</b>		<b>(10,609,979)</b>	<b>(14,095,986)</b>

# Balance sheet at 31.12.2023

## Assets

	Notes	2023 DKK	2022 DKK
Completed development projects	7	43,924,438	43,152,133
<b>Intangible assets</b>	6	<b>43,924,438</b>	<b>43,152,133</b>
Other fixtures and fittings, tools and equipment		60,512	20,756
Leasehold improvements		310,835	0
<b>Property, plant and equipment</b>	8	<b>371,347</b>	<b>20,756</b>
Deposits		500,205	1,202,906
<b>Financial assets</b>	9	<b>500,205</b>	<b>1,202,906</b>
<b>Fixed assets</b>		<b>44,795,990</b>	<b>44,375,795</b>
Trade receivables		1,144,606	1,315,167
Other receivables		144,000	18,750
Income tax receivable		1,894,953	2,385,364
Prepayments		340,014	219,045
<b>Receivables</b>		<b>3,523,573</b>	<b>3,938,326</b>
<b>Cash</b>		<b>18,346</b>	<b>110,277</b>
<b>Current assets</b>		<b>3,541,919</b>	<b>4,048,603</b>
<b>Assets</b>		<b>48,337,909</b>	<b>48,424,398</b>

**Equity and liabilities**

	<b>Notes</b>	<b>2023 DKK</b>	<b>2022 DKK</b>
Contributed capital		948,455	948,455
Reserve for development expenditure		34,261,062	33,658,664
Retained earnings		(41,141,225)	(29,928,848)
<b>Equity</b>		<b>(5,931,708)</b>	<b>4,678,271</b>
Deferred tax		809,917	2,566,829
<b>Provisions</b>		<b>809,917</b>	<b>2,566,829</b>
Bank loans		4,000,000	0
Convertible and dividend-yielding debt instruments	10	15,491,468	0
Other payables		15,917,957	14,311,347
<b>Non-current liabilities other than provisions</b>	<b>11</b>	<b>35,409,425</b>	<b>14,311,347</b>
Current portion of non-current liabilities other than provisions	11	483,908	2,557,273
Bank loans		1,652,448	8,201,363
Prepayments received from customers		12,062,564	8,202,894
Trade payables		1,081,999	2,242,201
Other payables	12	2,769,356	4,914,220
Deferred income		0	750,000
<b>Current liabilities other than provisions</b>		<b>18,050,275</b>	<b>26,867,951</b>
<b>Liabilities other than provisions</b>		<b>53,459,700</b>	<b>41,179,298</b>
<b>Equity and liabilities</b>		<b>48,337,909</b>	<b>48,424,398</b>
Uncertainty relating to recognition and measurement	1		
Unrecognised rental and lease commitments	13		
Contingent liabilities	14		
Assets charged and collateral	15		

# Statement of changes in equity for 2023

	Contributed capital DKK	Reserve for development expenditure DKK	Retained earnings DKK	Total DKK
Equity beginning of year	948,455	33,658,664	(29,928,848)	4,678,271
Transfer to reserves	0	602,398	(602,398)	0
Profit/loss for the year	0	0	(10,609,979)	(10,609,979)
<b>Equity end of year</b>	<b>948,455</b>	<b>34,261,062</b>	<b>(41,141,225)</b>	<b>(5,931,708)</b>

At the end of the year, the equity of Learningbank was negative at -5.9 MDKK. However, if the convertible notes are included as equity, it would be positive at 9.6 MDKK resulting in positive capital for the company.

# Notes

## 1 Uncertainty relating to recognition and measurement

Learningbank is a development company. Hence, there is a natural uncertainty associated with the measurement of the Group's development activities and future earnings. At 31 December 2023, the company has recognised DKK 43,924 thousand regarding completed developments projects. The value of the development projects depends on Learningbank's ability to develop, market and attracting enough customers who, through the product, generate positive earnings that could yield the total investment. Accordingly, Management has deemed the valuation sound. If sales and growth deviate significantly from the current plans, there may be uncertainty associated with the valuation.

## 2 Gross profit/loss

Gross profit includes own work capitalised for DKK 5,622,113 (2022: TDKK 6,967) and wage reimbursement off DKK 325 thousands (2022: TDKK 495).

Gross profit includes other income related to reassignment of lease DKK 1.500.000 (2022: TDKK 0)

## 3 Staff costs

	<b>2023</b>	<b>2022</b>
	<b>DKK</b>	<b>DKK</b>
Wages and salaries	21,114,314	26,154,536
Pension costs	2,315,989	2,586,032
Other social security costs	130,360	161,602
Other staff costs	191,481	265,843
	<b>23,752,144</b>	<b>29,168,013</b>
Average number of full-time employees	<b>38</b>	<b>47</b>

## 4 Depreciation, amortisation and impairment losses

	<b>2023</b>	<b>2022</b>
	<b>DKK</b>	<b>DKK</b>
Amortisation of intangible assets	7,841,118	6,789,849
Depreciation of property, plant and equipment	66,308	73,936
Impairment losses on property, plant and equipment	0	178,961
Profit/loss from sale of intangible assets and property, plant and equipment	20,756	0
	<b>7,928,182</b>	<b>7,042,746</b>

## 5 Tax on profit/loss for the year

	<b>2023</b>	<b>2022</b>
	<b>DKK</b>	<b>DKK</b>
Current tax	(1,894,953)	(2,385,364)
Change in deferred tax	(1,756,912)	(2,448,888)
Adjustment concerning previous years	754,718	0
	<b>(2,897,147)</b>	<b>(4,834,252)</b>

Tax receivables recognized in the balance sheet as the total amount of DKK 1,894 thousand relate to the use of the tax credit scheme under section 8x of the Danish Tax Assessment Act, whereby the company can be paid the tax value of tax losses deriving from costs for research and development.

After reviewing the criteria for using the scheme, it is the management's opinion that the company is entitled to use the scheme. The recognition has been made based on this assessment. Whether the criteria for applying the scheme are met is based on a discretionary review. Consequently, there may be a risk that the tax authorities assess that the criteria are unmet. If that happens, the receivable will have to be reversed in whole or part via the income statement in subsequent financial years.

## 6 Intangible assets

	<b>Completed development projects DKK</b>
Cost beginning of year	63,034,901
Additions	8,613,423
<b>Cost end of year</b>	<b>71,648,324</b>
Amortisation and impairment losses beginning of year	(19,882,768)
Amortisation for the year	(7,841,118)
<b>Amortisation and impairment losses end of year</b>	<b>(27,723,886)</b>
<b>Carrying amount end of year</b>	<b>43,924,438</b>

## 7 Development projects

The development projects comprise digital development of a digital learning lifecycle platform and learning modules with training courses which the company uses in its operations. The platform is used by the company's customers. The learning lifecycle platform and learning modules are continuously further developed, and the projects are continuously completed and put to use, after which amortization is commenced.

In 2023 Learningbank has invested heavily in new product development of the Learningbank Platform. Numerous new and innovative features have been released, including Automatic Translations, Push Notifications for iOS and Android, Learner and Content Insights, Intelligent Content Creator (with AI), Skill Assignment and Schedule Recurring Content. The company has only capitalized new product development that has been commercially released to the market. New development projects in progress are currently not being capitalized.

With reference to section 83(2) of the Danish Financial Statement Act, deferred tax is set off against the capitalized costs for development projects in the reserve for development costs under equity.

## 8 Property, plant and equipment

	<b>Other fixtures and fittings, tools and equipment DKK</b>	<b>Leasehold improvements DKK</b>
Cost beginning of year	148,814	211,186
Additions	72,197	365,458
Disposals	(148,814)	(211,186)
<b>Cost end of year</b>	<b>72,197</b>	<b>365,458</b>
Depreciation and impairment losses beginning of year	(128,058)	(211,186)
Depreciation for the year	(11,685)	(54,623)
Reversal regarding disposals	128,058	211,186
<b>Depreciation and impairment losses end of year</b>	<b>(11,685)</b>	<b>(54,623)</b>
<b>Carrying amount end of year</b>	<b>60,512</b>	<b>310,835</b>

## 9 Financial assets

	<b>Deposits DKK</b>
Cost beginning of year	1,202,906
Additions	213,556
Disposals	(916,257)
<b>Cost end of year</b>	<b>500,205</b>
<b>Carrying amount end of year</b>	<b>500,205</b>

## 10 Convertible and dividend-yielding debt instruments

	<b>Amounts outstanding DKK</b>	<b>Interest rate agreed %</b>	<b>Deadline for conversion to equity interests</b>
Convertible debt instruments	15,491,468	15.00	14.03.2025
	<b>15,491,468</b>		

As per 31. December 2023 DKK 0 of the convertible long-term debt is due 5 years after the balance sheet date. Any conversion must be made for the entire Loan (including accrued interest of app. 15 %) and must be made for all Investors at the same time and is expected to be performed prior to 14. March 2025. The Investors are not entitled to convert the Loan excluding in an Exit scenario. The terms and conditions for conversion of the loan depends on various clauses of target revenues, potential new rounds of financing etc. velse



### 11 Non-current liabilities other than provisions

	Due within 12 months 2023 DKK	Due within 12 months 2022 DKK	Due after more than 12 months 2023 DKK	Outstanding after 5 years 2023 DKK
Bank loans	0	0	4,000,000	0
Convertible and dividend-yielding debt instruments	0	0	15,491,468	0
Other payables	483,908	2,557,273	15,917,957	117,223
	<b>483,908</b>	<b>2,557,273</b>	<b>35,409,425</b>	<b>117,223</b>

### 12 Other payables

	2023 DKK	2022 DKK
VAT and duties	1,078,537	1,026,098
Wages and salaries, personal income taxes, social security costs, etc. payable	976,949	1,122,162
Holiday pay obligation	496,266	557,343
Other costs payable	217,604	2,208,617
	<b>2,769,356</b>	<b>4,914,220</b>

### 13 Unrecognised rental and lease commitments

	2023 DKK	2022 DKK
Liabilities under rental or lease agreements until maturity in total	1,799,051	2,815,457

### 14 Contingent liabilities

Other payables contain loans where the loan provider are entitled to receive extra payments based on a performance scheme and/or an exit-scheme defined in the loan agreements. The exit scheme payments consist of an amount equal to 5% of the added value of the Company, however capped at 20% of the principal amount of each loan. All exit and performance scheme payments in aggregate are covered by the cap maxed at 3,0 million.

### 15 Assets charged and collateral

As security for debt, a company charge amounting to DKK 14,900 thousand has been provided. The security includes goodwill, intangible assets, operating equipment and fixtures and trade receivables. The carrying amount is DKK 47,131 thousand (2022: 44,645 thousand).

# Accounting policies

## Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of a few provisions for reporting class C.

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

## Material uncertainty related to recognition and measurement

Learningbank is a development company. Hence, there is a natural uncertainty associated with the measurement of the Group's development activities and future earnings. At 31 December 2023, the company has recognised DKK 43,924 thousand regarding completed developments projects. The value of the development projects depends on Learningbank's ability to develop, market and attracting enough customers who, through the product, generate positive earnings that could yield the total investment. Accordingly, Management has deemed the valuation sound. If sales and growth deviate significantly from the current plans, there may be uncertainty associated with the valuation.

## Recognition and measurement

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

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

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

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

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

## Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the rate in effect at the payment date, or the rate at the balance sheet date, are recognised in the income statement as financial income or financial expenses. Property, plant and equipment, intangible assets, inventories and other non-monetary assets that have been purchased in foreign currencies are translated using historical rates.

## Income statement

### Gross profit or loss

Gross profit or loss comprises revenue, other operating income, cost of sales and external expenses.

### Revenue

Revenue from the sale of services is recognised in the income statement when delivery is made to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

### Own work capitalised

Own work capitalised comprises other costs incurred in the financial year and recognised in cost for proprietary intangible assets and property, plant and equipment.

### Other operating income

Other operating income comprises income of a secondary nature as viewed in relation to the Entity's primary activities.

### Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost, adjusted for normal inventory writedowns.

### Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognised in current assets.

### Staff costs

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

### Depreciation, amortisation and impairment losses

Depreciation, amortisation and impairment losses relating to property, plant and equipment 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.

### Other financial income

Other financial income comprises interest income.

### Other financial expenses

Other financial expenses comprise interest expenses, including payables and transactions in foreign currencies.

### Tax on profit/loss for the year

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

## Balance sheet

### Intellectual property rights etc.

Intellectual property rights etc comprise development projects completed and in progress with related

intellectual property rights, acquired intellectual property rights and prepayments for intangible assets.

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilisation, adequate resources and a potential future market or development opportunity in the enterprise can be established, and where the intention is to manufacture, market or apply the product or process in question, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred. When recognising development projects as intangible assets, an amount equalling the costs incurred less deferred tax is taken to equity in the reserve for development costs that is reduced as the development projects are amortised and written down.

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

Indirect production costs in the form of indirectly attributable staff costs and amortisation of intangible assets and depreciation of property, plant and equipment used in the development process are recognised in cost based on time spent on each project.

Completed development projects are amortised on a straight-line basis using their estimated useful lives which are determined based on a specific assessment of each development project. If the useful life cannot be estimated reliably, it is fixed at 10 years. For development projects protected by intellectual property rights, the maximum period of amortisation is the remaining duration of the relevant rights. The amortisation periods used are 5 years for the learning modules and 10 years for the learning lifecycle platform.

Intellectual property rights etc. are written down to the lower of recoverable amount and carrying amount.

### **Property, plant and equipment**

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation. For assets held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

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

	<b>Useful life</b>
Other fixtures and fittings, tools and equipment	5 years
Leasehold improvements	3-5 years

For leasehold improvements and assets subject to finance leases, the depreciation period cannot exceed the contract period.

Estimated useful lives and residual values are reassessed annually.

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

### **Receivables**

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.

**Tax payable or receivable**

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

**Prepayments**

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

**Cash**

Cash comprises cash in hand and bank deposits.

**Deferred tax**

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

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

Deferred tax relating to retaxation of previously deducted losses in foreign subsidiaries is recognised on the basis of an actual assessment of the purpose of each subsidiary.

**Other financial liabilities**

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

**Prepayments received from customers**

Prepayments received from customers comprise amounts received from customers prior to delivery of the goods agreed or completion of the service agreed.

**Deferred income**

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