

# Explorius Education ApS

Hørkær 24, 3 sal  
2730 Herlev

CVR no. 32 55 22 18

**Annual report for the period 1 September 2018 – 31 August  
2019**

The annual report was presented and approved at the  
Company's annual general meeting on

12 February 2020

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Tom Oluf Ericsson

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**Explorius Education ApS**  
Annual report 2018/19  
CVR no. 32 55 22 18

## **Statement by the Executive Board**

The Executive Board has today discussed and approved the annual report of Explorius Education ApS for the financial year 1 September 2018 – 31 August 2019.

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

In my opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 August 2019 and of the results of the Company's operations for the financial year 1 September 2018 – 31 August 2019.

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.

Herlev, 12 February 2020  
Executive Board:

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Tom Oluf Ericsson

## Independent auditor's report

### To the shareholder of Explorius Education ApS

#### Opinion

We have audited the financial statements of Explorius Education ApS for the financial year 1 September 2018 – 31 August 2019 comprising income statement, balance sheet 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 Company's assets, liabilities and financial position at 31 August 2019 and of the results of the Company's operations for the financial year 1 September 2018 – 31 August 2019 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 financial statements" section of our report. 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. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Uncertainty related to going concern

We draw attention to note 2 in the financial statements which states that the Company has suffered a loss in the financial year ended 31 August 2019, and the self-sustainability of the Company is uncertain if the Company does not realise the planned activities for the coming financial year. These aspects, along with other matters as set forth in note 2, indicate that a uncertainty exists that could threaten the Company's ability to continue as going concern. We have not qualified our opinion for this matter.

#### Management's responsibility for the financial statements

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

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 in Denmark will always detect a material misstatement when it exists. Misstatements may 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 made 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 company financial statements, whether

## Independent auditor's report

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 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.



## Independent auditor's report

### 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 Statements Act. We did not identify any material misstatement of the Management's review.

Copenhagen, 12 February 2020

**KPMG**

Statsautoriseret Revisionspartnerselskab  
CVR no. 25 57 81 98

Morten Høgh-Petersen  
State Authorised  
Public Accountant  
mne34283

**Explorius Education ApS**  
Annual report 2018/19  
CVR no. 32 55 22 18

## **Management's review**

### **Company details**

Explorius Education ApS  
Hørkær 24  
3 sal  
2730 Herlev

CVR no.:	32 55 22 18
Established:	14 October 2009
Registered office:	Herlev
Financial year:	1 September – 31 August

### **Executive Board**

Tom Oluf Ericsson

### **Auditor**

KPMG  
Statsautoriseret Revisionspartnerselskab  
Dampfærgevej 28  
DK-2100 Copenhagen

## **Management's review**

### **Operating review**

#### **Principal activities**

The company's business consists of marketing and selling educational experiences and semesters in various countries.

#### **Development in activities and financial position**

The Company has realised a loss in 2019, due to lower sales in the financial year. The market has been more competitive and especially the US market has been challenging. The Company is focusing on minimizing its costs based optimizations and on centralizations within the group.

The Management expects the same level of sales in the coming year 2019/2020, however a better result is expected due to focus on the cost level.

The Management refers to note 2 in the annual report for further information about going-concern.

#### **Events after the balance sheet date**

There are no significant subsequent events.



## Financial statements 1 September – 31 August

### Income statement

DKK	Note	2018/19	2017/18
<b>Gross profit</b>		3,547,483	6,080,935
Staff costs	3	<u>-5,364,750</u>	<u>-4,814,421</u>
<b>Operating profit/loss</b>		-1,817,267	1,266,514
Financial income		7,279	11,477
Financial expenses	4	<u>-101,640</u>	<u>-96,078</u>
<b>Profit/loss before tax</b>		-1,911,628	1,181,913
Tax on profit/loss for the year	5	<u>416,667</u>	<u>-263,904</u>
<b>Profit/loss for the year</b>		<u><u>-1,494,961</u></u>	<u><u>918,009</u></u>
<b>Proposed profit appropriation/distribution of loss</b>			
Retained earnings		<u>-1,494,961</u>	<u>918,009</u>
		<u><u>-1,494,961</u></u>	<u><u>918,009</u></u>

## Financial statements 1 September – 31 August

### Balance sheet

DKK	Note	<u>31/8 2019</u>	<u>31/8 2018</u>
<b>ASSETS</b>			
<b>Current assets</b>			
<b>Receivables</b>			
Trade receivables		3,034,534	3,974,112
Receivables from group entities		9,591	145,589
Other receivables		461,234	492,537
Deferred tax asset		422,548	5,881
Prepayments		<u>35,036</u>	<u>82,790</u>
		<u>3,962,943</u>	<u>4,700,909</u>
<b>Cash at bank and in hand</b>		<u>3,550,567</u>	<u>6,049,032</u>
<b>Total current assets</b>		<u>7,513,510</u>	<u>10,749,941</u>
<b>TOTAL ASSETS</b>		<u><u>7,513,510</u></u>	<u><u>10,749,941</u></u>

## Financial statements 1 September – 31 August

### Balance sheet

DKK	Note	31/8 2019	31/8 2018
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Contributed capital	6	125,000	125,000
Retained earnings		<u>380,575</u>	<u>1,875,536</u>
<b>Total equity</b>		<u>505,575</u>	<u>2,000,536</u>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Prepayments received from customers		3,657,980	4,822,433
Trade payables		926,524	1,239,990
Payables to group entities		0	90,313
Corporation tax		0	249,655
Other payables		371,697	168,671
Accrued costs		<u>2,051,734</u>	<u>2,178,343</u>
		<u>7,007,935</u>	<u>8,749,405</u>
<b>Total liabilities</b>		<u>7,007,935</u>	<u>8,749,405</u>
<b>TOTAL EQUITY AND LIABILITIES</b>		<u>7,513,510</u>	<u>10,749,941</u>
<b>Disclosure of uncertainties regarding going concern</b>	2		
<b>Contractual obligations, contingencies, etc.</b>	7		
<b>Contingent liabilities</b>	8		
<b>Related party disclosures</b>	9		

## Financial statements 1 September – 31 August

### Notes

#### 1 Accounting policies

The annual report of Explorius Education ApS for 2018/19 has been prepared in accordance with the provisions applying to reporting class B entities under the Danish Financial Statements Act.

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

### Income statement

#### Gross profit

Pursuant to Section 32 of the Danish Financial Statements Act, the Company has decided only to disclose gross profit.

#### Revenue

Revenue from the sale of services is recognised on a straight-line basis in the income statement as the services are provided.

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

Without changing in the accounting principles for recognition of revenue and expenses, there has been a change in the presentation in the balance sheet, thus the assets and liabilities related to revenue and variable costs are shown on a gross basis from 2017/2018.

#### Other operating costs

Other operating costs comprise items secondary to the activities of the entity, including losses on the disposal of intangible assets and property, plant and equipment.

#### Other external costs

Other external costs comprise distribution costs and costs related to sales, sales campaigns, administration, office premises, operating leases, etc.

#### Staff costs

Staff costs comprise wages and salaries, including holiday allowance, pension and other social security costs, etc., to the Company's employees, excluding reimbursements from public authorities.

#### Financial income and expenses

Financial income and expenses comprise interest income and expense, financial costs regarding finance leases, gains and losses on securities, payables and transactions denominated in foreign currencies, amortisation of financial assets and liabilities as well as surcharges and refunds under the on-account tax scheme, etc.

Dividends from equity investments measured at cost are recognised as income in the Parent Company's income statement in the financial year when the dividends are declared.

## Financial statements 1 September – 31 August

### Notes

#### 1 Accounting policies (continued)

##### Tax on profit/loss for the year

Tax for the year comprises current corporation tax for the year and changes in deferred tax, including changes in tax rates. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to amounts directly recognised in equity is recognised directly in equity.

##### Receivables

Receivables are measured at amortised cost.

Write-down is made for bad debt losses where there is an objective indication that a receivable or a portfolio of receivables has been impaired. If there is an objective indication that an individual receivable has been impaired, write-down is made on an individual basis.

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

##### Prepayments and deferred income

Prepayments comprise prepayment of costs incurred relating to subsequent financial years.

##### Corporation tax and deferred tax

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

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities based on the planned use of the asset or settlement of the liability. However, deferred tax is not recognised on temporary differences relating to goodwill non-deductible for tax purposes and on office premises and other items where the temporary differences arise at the date of acquisition without affecting either profit/loss or taxable income.

Deferred tax assets, including the tax value of tax loss carryforwards, are recognised at the expected value of their utilisation within the foreseeable future; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Any deferred net assets are measured at net realisable value.

Deferred tax is measured in accordance with the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax as a result of changes in tax rates are recognised in the income statement or equity, respectively.

##### Equity

###### *Dividends*

The expected dividends payment for the year is disclosed as a separate item under equity.

## Financial statements 1 September – 31 August

### Notes

#### 1 Accounting policies (continued)

##### Liabilities

Financial liabilities are recognised at cost at the date of borrowing, corresponding to the proceeds received less transaction costs paid. In subsequent periods, the financial liabilities are measured at amortised cost using the effective interest method. Accordingly, the difference between cost and the nominal value is recognised in the income statement over the term of the loan together with interest expenses.

Finance lease obligation comprise the capitalised residual lease obligation of finance leases.

Other liabilities are measured at net realisable value.

##### Prepayments and deferred income

Deferred income comprises advance invoicing regarding income in subsequent years.

##### Cash at bank and in hand

Cash and cash equivalents comprise cash and short-term marketable securities with a term of three months or less which are easily convertible into cash and which are subject to only an insignificant risk of changes in value.

#### 2 Disclosure of uncertainties regarding going concern

The financial statements for 2018/19, realised negative results that reduced the company's equity. Equity remains positive but at a low level.

The budget for 2019/2020 for Explorius Education ApS shows a positive result for the coming year and anticipates a positive outlook for the future. Management has further made an action plan where cost reduction is expected to improve profitability, and release future liquidity for the payment of the Company's liabilities.

In this connection, a letter of support has been received from the Parent Company confirming that it will cover any liquidity needs in the Danish company for the coming financial year.

The Managements assess that the plans are realistic but that the Group navigates in a difficult external environment where current external market factors may put pressure on the Group.

## Financial statements 1 September – 31 August

### Notes

#### 3 Staff costs

DKK	2018/19	2017/18
Wages and salaries	4,799,766	4,227,723
Pensions	331,948	504,225
Other social security costs	216,928	74,141
Other staff costs	16,108	8,332
	<u>5,364,750</u>	<u>4,814,421</u>
Average number of full-time employees	<u>8</u>	<u>10</u>

#### 4 Financial expenses

DKK	2018/19	2017/18
Other financial costs	21,868	22,015
Exchange losses	79,772	74,063
	<u>101,640</u>	<u>96,078</u>

#### 5 Tax on profit/loss for the year

DKK	2018/19	2017/18
Current tax for the year	0	249,656
Adjustment of deferred tax	-416,667	14,248
	<u>-416,667</u>	<u>263,904</u>

#### 6 Equity

DKK	Contributed capital	Retained earnings	Total
<b>Equity at 1 September 2018</b>	125,000	1,875,536	2,000,536
Transferred over the distribution of loss	0	-1,494,961	-1,494,961
<b>Equity at 31 August 2019</b>	<u>125,000</u>	<u>380,575</u>	<u>505,575</u>

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

The company has signed a rental agreement with an obligation of 6 months rental after termination . The contingent obligation until this date is for DKK 132 thousand.

## **Financial statements 1 September – 31 August**

### **Notes**

#### **8 Contingent liabilities**

The company is a member of Rejsegarantifonden and Explorius Education ApS has issued a bank guarantee of DKK 1.000 thousand as security.

#### **9 Related party disclosures**

##### **Ownership**

The following shareholders are registered in the Company's register of shareholders as holding a minimum of 5% of the votes or a minimum of 5% of the contributed capital:

Explorius Group AB, Sweden, 100%