



CVR-nr. 33245564

## ViaBill A/S

# ANNUAL REPORT

# 2015/2016

Adopted at the Annual General Meeting, 28.02.2017

**Chairman of the Annual General Meeting**

Name: Jan Lytje-Hansen

ViaBill A/S  
Søndergade 2, 2. sal  
8000 Aarhus C

CVR-nr.: 33245564

Phone: 88 826 826

# GENERAL INFORMATION

## GENERAL INFORMATION

ViaBill A/S  
Søndergade 2, 2. floor  
8000 Aarhus C

CVR-nr.: 33 245 564

Headquarters: Aarhus

Financial year: 01.10.2015 – 30.09.2016

Phone: 88 826 826

## BOARD MEMBERS

Ib Nørholm, Chairman of the board  
Claus Jørgen Jørgensen  
Jan Lytje-Hansen

## DIRECTOR

Jan Lytje-Hansen, CEO

## ACCOUNTANT

Deloitte Statsautoriseret Revisionspartnerselskab  
City Tower, Værkmestergade 2  
8000 Aarhus C

## LAWYER:

Gorrissen Federspiel Advokatpartnerselskab  
Silkeborgvej 2  
8000 Aarhus C

## BANK:

Saxo Privatbank  
Finlandgade 1, 2. floor  
5000 Odense C



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## STATEMENT BY MANAGEMENT ON THE ANNUAL REPORT

The Board of Directors and the Director have today considered and approved the annual report of ViaBill A/S for the financial year 1 October 2015 – 30 September 2016.

The financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the EU and additional disclosure requirements in the Danish Financial Statements Act applying to entities of reporting class B with additional choices from reporting class C and D.

In our opinion, the financial statements give a true and fair view of the Company's assets, equity, liabilities and financial position at 30 September 2016 and of its financial

performance and cash flows for the financial year 1 October 2015 – 30 September 2016.

In our opinion the management commentary includes a fair review of the affairs and conditions referred to therein.

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

Aarhus 28.02.2017

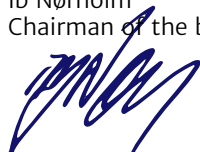
### Director

Jan Lytje-Hansen  
CEO

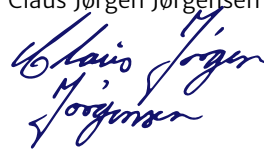


### Board of Directors

Ib Nørholm  
Chairman of the board



Claus Jørgen Jørgensen



Jan Lytje-Hansen



# INDEPENDENT AUDITOR'S REPORT

## TO THE SHAREHOLDERS OF VIABILL A/S

### Opinion

We have audited the financial statements of Viabill A/S for the financial year 01.10.2015 – 30.09.2016, which comprise the statement of comprehensive income, statement of financial position, statement of changes in equity, cash flow statement and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the company's financial position at 30.09.2016, and of the results of their operations and cash flows for the financial year 01.10.2015 – 30.09.2016 in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of 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 this auditor's report. We are independent of the Company in accordance with the International Ethics Standards Board of 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.

### 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 under the Danish Financial Statements Act.

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 of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

### 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 International Financial Reporting Standards as adopted by the EU and additional requirements of 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, 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 Company or to cease operations, or has no realistic alternative but to do so.

### Auditor's responsibilities for 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 consolidated financial statements and the parent financial statements.



## INDEPENDENT AUDITOR'S REPORT (CONTINUED)

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 consolidated financial statements and the parent 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 content of the financial statements, including the disclosures in the notes, and whether the consolidated financial statements and the parent 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.

Aarhus, 28.02.2017

### Deloitte

Statsautoriseret Revisionspartnerselskab  
Business Registration No 33 96 35 56



**Jakob Boutrup Ditlevsen**  
State-Authorised  
Public Accountant



**Søren Alsen Lauridsen**  
State-Authorised  
Public Accountant



# MANAGEMENT REPORT

## BUSINESS CONCEPT AND MAIN ACTIVITY

### Main activity

The main activity of ViaBill A/S is to deliver a convenient, flexible and competitive payment option to end customers when shopping. A widely distributed payment option, which offers unique attributes contrary to other payment options.

### Business concept

Since 2013, ViaBill A/S has focused only on being a payment option at the Danish e-commerce market. The past three years have mainly been spent on:

- developing the service in order to make it fit the needs and wishes of the end customer, and
- developing and magnifying the infrastructure amongst merchants where the ViaBill service can be used

Our main focus is to provide the end customer with a payment option and service, which leads to a long-term and profitable customer relationship. This can only be obtained if the ViaBill service is transparent and competitive. The idea and value of the ViaBill service is to turn our customers into returning customers. Hence, it's important, that our service is convenient to use, and the shopping opportunities where our payment option can be used, are vast and satisfy the needs of our customers.

Foreign competitors, e.g. SVEA Ekonomi AB, have over the past 5 years tried to enter the Danish e-commerce market, but have left the market again. The main reason is huge losses from debtors. Fraud has become an increasing problem in e-commerce – also in Denmark. It goes without saying, that it is important for ViaBill A/S to avoid unacceptable losses from debtors. Hence, our strategy is initially to offer our customers a small credit, and monitor the payment behaviour of our customer before we increase our credit risk with the individual customer. If a customer initially wishes to obtain a large credit (at present above DKK 2,000), this customer is positioned outside our field of business. Such customers are politely guided to an expanded checkout flow, and we immediately send this loan application to our cooperating bank, Spar Nord Bank, who then evaluates the customer according to their credit policies. If the customer is approved by the bank, the customer becomes a customer of the bank (not with ViaBill A/S), and ViaBill A/S receives a commission from the bank. We are quite comfortable with this setup, especially because approx. 90% of all transactions on the e-commerce market are within our own credit limit.

### Long-term goals

Our long-term goal is to be an internationally significant payment option, which is to be achieved through offering strong value propositions to the end customers. This leads to long-term relationships with our customers and multiple purchases with ViaBill. It's ViaBill's belief that more happy returning customers lead to more transactions through ViaBill. And the higher percentage of a merchant's total transactions created through ViaBill, the more significant and indispensable the ViaBill service is. Often, merchants who offer the ViaBill payment option as a supplement to other instant payment options experience increased conversion, a significant increase in basket size, hence an increase in revenue and net profit.

There is no doubt, the competition amongst payment options will intensify over the next years. New solutions, which contain smarter features and new levels of convenience, are being introduced to the international market on a regular basis and fights for the attention of the customers. It's extremely important to make a breakthrough swiftly and heavily in order to survive. In Denmark, we've seen MobilePay attract a lot of attention and users, while the competitor Swipp suffers from inattention from especially customers, secondly from merchants.

It's our goal to continue to provide the market with an outstanding payment option containing smart features and services. Not just when shopping, but also after shopping, where our customers are introduced to our "World's Biggest Virtual Shopping Mall", containing extraordinary discounts, services, opportunities, and experiences. There should be no reason for a merchant not to offer ViaBill as a payment option, hence, we wish and expect our infrastructure to be as comprehensive as possible for the benefit of our customers and merchants.

Internationalisation is therefore highly prioritized on our agenda and we expect to launch in at least three new countries outside of Denmark in 2017.

We expect to be a payment option in physical retail stores through integrations with several providers of BLE enabled payment terminals, which will communicate with our ViaBill App, no later than 2018.

### Financial goals

ViaBill A/S' financial goals for the coming three years are:

- A revenue growth of minimum 85% annually over the next three years
- Our EBITDA margin shall represent a minimum of 49%
- The return on assets, excluding goodwill, shall represent a minimum of 12%
- The ROE shall represent a minimum of 50%

## THE YEAR IN BRIEF

### Operations

ViaBill A/S delivered in the reporting period 2015/2016 a net profit of DKK 9,696,131 after taxes, which is better than the management predicted upon submission of the previous annual report. By the end of 2014/2015, we expected a slight increase in the net profit, but recognized an increase of approx. 280%, which management finds very satisfactory.

This year's income taxes are positively affected by the merger, because the company in previous years has been taxable of the profit of sales of receivables, and because of the merger this profit has been eliminated and replaced by a fair value adjustment of which there has been calculated deferred tax.

The main focus of 2015/2016 was to enlarge the ViaBill infrastructure, in order to make it possible for end customers to find ViaBill as a payment option in as many webshops as possible. By the end of the last reporting period 2014/2015, the number of ViaBill merchants was roughly 1.000. By 30.9.2016 this number reached more than 1,700 onboard and active merchants and we expect this number to be approx. 2,000 by 31.12.2016. This number of approx. 2,000 merchants have been a milestone for ViaBill A/S, as our aim is to start marketing towards the end customer, when this number of merchants was reached. The reasoning behind this strategy is that there is no point in marketing our service, if it's not possible for the customers to find us in their favourite webshops. Hence, focus this year has not been on the quantitative number of merchants, but also acquiring as many "opinion leading merchants" as possible. This aim has also been reached.

In the last three months of the reporting period 2015/2016, ViaBill A/S was integrated into several very large merchants, e.g. Stylepit.com, Hungry.dk, Saxo.com, Dealhunter.dk etc. who all are amongst the largest webshops in the country. The effects from these new customers are not fully reflected in the revenue included in this reporting period, and they will, going forward, have a very positive influence on volume in the annual report for 2016/2017.

ViaBill A/S is a pure FinTech company. Hence, our technological solutions should – and must – be of a leading quality, ingenuity, and convenience for our merchants and end customers. Our business development and IT departments continuously monitor the latest trends and opportunities in the market. They constantly test and invent new breath-taking features, e.g. the unique ViaBill PriceTags and smooth checkout flow.

An interesting and important feature of the ViaBill service was launched in September 2016: the instant reply to applications above DKK 2,000 through our bank cooperation with Spar Nord Bank. Most of 2016, ViaBill A/S could only give instant replies upon checkout to transactions below DKK 2,000 (The ViaBill Free product). All larger applications were given a "waiting status", because Spar Nord Bank needed to personally review all applications, which only happened in the bank's opening hours. Hence, in such transactions, our customers were informed "maybe, you are approved", and 1-2 days later, the final verdict (approval / rejection) was sent to the customer. This was not a seamless solution, and ViaBill A/S has worked hard on helping the bank being able to approve all applications instantly. Partly due to the fact, that approx. 40% of our merchants declined to offer our solution on applications above DKK 2,000, and partly because this solution was not a convenient solution for our end customers. And finally, in September 2016, the new feature of instant replies on all applications above DKK 2,000 was launched, and not only that; because our credit limit was simultaneously increased from

DKK 10,000 to DKK 20,000. These new features have been very important for ViaBill A/S, primarily because our financial infrastructure was enlarged, and secondly because our income from such large transactions has increased significantly.

It was our goal that ViaBill A/S would have made our first transactions in a few new markets during this reporting period. We did not succeed in fulfilling this goal, yet. The main reason for this is, that the company's co-founder, Per Mønsted, in the spring of 2016 decided, that he wished to sell all of his shares of ViaBill A/S and move abroad with his family. The result of this exit was, that Metier Holding ApS, TIN Holding ApS, and LRJ 1947 ApS all bought the shares of Per Mønsted's investment company. Per Mønsted acted as co-director with CEO, Jan Lytje-Hansen, which led to a reorganization process during the year, and the development focus was slightly affected by this process. Internationalisation is still a main priority, and we expect to launch the ViaBill service in at least three new countries within 12 months.

### Investments

ViaBill A/S has in this reporting period mainly invested in our intangible asset; the development of our software. The investment in our software represents DKK 3,769,587.

### Financing

ViaBill A/S is delivering a service to the end customers, which is often delivered by banks. Banks have access to liquidity at very low costs.

ViaBill A/S is not a bank, and it has since the launch of our service been a significant recurring challenge for the company to attract the needed funding for the loans to our end customers. We have always managed to attract the needed funding, however:

- it has been difficult to attract the large sums with our growth permits, and
- it has been difficult to attract the funding at an attractive price

The annual report shows, that the structure of our capital resources of DKK 98,988,833 per 30.9.2016 has resulted in a financing cost of DKK 8,374,736.

It is the management's goal for the coming reporting period to optimize the process of attracting funding and attracting this at lower costs. The board of directors has in September 2016 decided to hire Deloitte in the assistance of acquiring a single long-term funding partner in order to refinance the present loans at lower costs. Deloitte expects that this partner is found during January 2017.

ViaBill A/S expects to invest approx. DKKm 10 in the development of our software, in the coming two years, which will be financed from the operating profits. Furthermore, ViaBill A/S expects that the balance of receivables from our customers increases to approx. DKKm 500, in the same period. It is our goal, that the future funding partner provides the funding single-handedly.

### Knowledge resources

ViaBill A/S' knowledge resources can be divided into four categories: Customers, technology / development, employees and external partners



# MANAGEMENT REPORT

## Customers

It is ViaBill A/S' aim to create value for our customers through delivering intelligent services, which are considered convenient and competitive by our customers. In order to evaluate our performance in this sphere, we constantly monitor the many comments and remarks stated on diverse internet forums created for this purpose, e.g. Amino and TrustPilot. And it's with great satisfaction, we can conclude, that our customers, in general, are very satisfied with the ViaBill service. On TrustPilot, ViaBill A/S, has the highest rating possible, which is "Excellent", and a score of 9,4 out of 10 possible points, based on 5.200+ reviews.

Also, in order to make sure, that our customers are properly informed through our checkout flow, FAQ, service e-mails etc., ViaBill A/S has asked the official "e-mærket" (a non-profit organisation of legal advisers) to scrutiny every aspect of the ViaBill service. This led to the fact that ViaBill A/S is "e-mærket certified" today, which we consider an important seal of approval.

ViaBill A/S has, during 2015/2016, intensified the focus on delivering an outstanding customer service and customer experience. Hence, we have expanded our customers' opportunity to initiate a dialogue with ViaBill A/S no matter the issue. Our opening hours for phone calls are expanded to 09:00 - 16:00, and our chat function is open until 18:00. We also communicate through SMS to our customers, if we experience problems with accessing the payment card.

## Technology / development

It is crucial for ViaBill A/S - both short- and long-term - to deliver a portfolio of excellent technologies, which generate a perception among our customers, that the ViaBill service is of great importance, quality, and convenience. Hence, it is important for management, that ViaBill A/S constantly delivers new excellent features to our customers.

In 2015/2016, we have delivered the following new important features:

- New interactive PriceTags with modal views launched on all webshops
- Instant replies on all transactions above DKK 2,000
- Increased credit limit through Spar Nord Bank from DKK 10,000 to DKK 20,000
- A new designed "My ViaBill" with better User Experience
- Development of Big Data reports
- Integrations to new large merchants and to the large PSP, AltaPay

## Employees

The competence and knowledge level of our employees are of crucial importance in our constant wish to deliver excellent services. Through the year, ViaBill A/S has been able to attract highly skilled employees, especially in the software development department, where four highly skilled employees work out of Poland and Greece. They have substituted our former Indian development team, which was of too poor quality.

We have in the end of the reporting period attracted a keen Sales Manager from the software industry to cover the district of Sjælland and we expect much from this recruitment, which next annual report hopefully will display.

## External partners

An important resource for ViaBill A/S is the relationship and cooperation with our many external partners, e.g. Payment Service Providers, shop systems, web bureaus, acquirers and public opinion leaders such as e-mærket and FDIH. All these external partners each have a lot of interfaces with merchants and customers, and it is important for ViaBill A/S that these partners communicate a positive message out in regards to ViaBill A/S and our services to their customers, partners, and other diverse interfaces.

So far, it has mainly been our CEO, who has developed the relationship with these important partners. However, management has concluded, that due to the impressive growth of the company, that too little time is dedicated to developing these partnerships. Therefore, we have hired a highly skilled employee from the payment industry, in November 2016, who will get the title Nordic Partner Executive. His primary task will be to maintain, develop and expand this partner network in all of Scandinavia.



# MANAGEMENT REPORT

## UNCERTAINTIES IN RECOGNITION AND MEASUREMENT

ViaBill's receivables are recognized in the annual report at a fair market value.

The fair value is estimated and recognized in accordance with IFRS 13. All relevant factors included in the fair value model are continuously assessed. Changes continuously adjusted in consideration to the change in observable and non-observable market data. The financial year 2015/16 is the first financial statement using the fair value model.

As a result of that, there are no observable market data for all factors, ViaBill has, therefore, determined factors based on analyses of historical data and expectations for future developments.

## TRANSITION TO INTERNATIONAL FINANCIAL REPORTING STANDARDS (IFRS)

As a consequence of the companies in ViaBill Group merged at 01/10/2015, and the company's expectation of expansion abroad, the company has chosen to present an annual report in accordance with the International Financial Reporting Standards (IFRS). IFRS is implemented so that the annual report is following the accounting standards adopted by the European Union.

The transition to the presentation of the annual report according to IFRS has made it necessary to change the accounting practice in a few areas regarding to recognition and measurement:

- Trade receivables

For a detailed description of the changes and their effect on the financial statements, see note 1.

### Events in the new reporting period

ViaBill A/S has in October 2016 started a marketing campaign with Stylepit.com, from which results are very satisfactory. It is our plan to launch a massive ViaBill marketing campaign in January / February 2017, in order to create further awareness of ViaBill A/S among the general Danish population. We expect an increase of minimum 25% in our volume and revenue. ViaBill A/S has in November 2016 with an effective date of January 1, 2016, hired a highly skilled employee from the payment industry, who will get the title Nordic Partner Executive. His primary task will be to maintain, develop and expand our partner network in all Scandinavia.

The development team is to be strengthened further with a new PO (Product Owner), in order to relieve our valuable architect. The search launched in November 2016, and we expect the new PO to work out of our Hørsholm department by January 1, 2017.

### Events after the end of the reporting period

From the end of the reporting date, 30.9.2016 and until today, no events have occurred, which significantly will affect the evaluation of this annual report.

### Expectations and other comments on the future

The significant growth of both the e-commerce market and the ViaBill service are expected to continue in the coming years.

Management has the following specific expectations to the upcoming year:

- Revenue and net profit: Increase of min. 80%
- Loans (to customers): Increase of min. 100% (to min. 200 MDKK)
- Number of active customers: Increase of min. 100% (to approx. 150.000 customers)
- Number of merchants offering ViaBill: Increase of min. 100% (to a min. 3.500 merchants).
- ViaBill A/S is a payment option in at least two new countries.

### The Board's work

The Board of ViaBill ensure that the executive is specified by the Board adopted targets and objectives, strategies and business procedures. Orientation from Management happens systematically at meetings and through written and oral reports. These reports cover such areas as external business development and profitability and the financial position.

## INFORMATION ABOUT MEMBERS OF THE BOARD AND DIRECTORS

The Board consists of three members of which the company director is included.

### IB NØRHOLM (CHAIRMAN OF THE BOARD)

Share of the share capital is 28% September 30, 2016

#### Chairman of the Board:

Whiteaway A/S  
Danske Faktura ApS  
Joblicate A/S  
Gaest.com A/S  
Skousen Online Service A/S  
Thermoo ApS  
Webike Group ApS

#### Member of the Board:

Nordjyske Medier A/S

#### Director:

Campodian ApS  
Sumopix ApS

### CLAUS JØRGEN JØRGENSEN (MEMBER OF THE BOARD)

Share of the share capital is 17% September 30, 2016

#### Chairman of the Board:

Danagri Invest A/S  
  
  
  
  
  
  
  
  
  
Member of the Board:  
Danske Faktura ApS,  
FH Asset Management ApS  
Nørrebro 2019 ApS

#### Director:

CC Mos Invest ApS  
Hundelev Invest ApS  
Limaro 1 ApS  
Limaro 2 ApS

### JAN LYTJE-HANSEN (MEMBER OF THE BOARD AND DIRECTOR)

Share of the share capital is 52% September 30, 2016

#### Member of the Board:

Real Metier A/S  
Danske Faktura ApS

#### Director:

Danske Faktura ApS  
Metier Holding ApS  
Real Metier A/S

## INCOME STATEMENT FOR THE PERIOD 01.10.15-30.09.16

DKK	Notes	2015/16	2014/15
Revenue	2	28.066.287	10.925.045
Fair market value adjustments	3	7.769.697	6.881.506
<b>Total income</b>		<b>35.835.984</b>	<b>17.806.552</b>
Employee costs	4	(6.337.166)	(3.830.813)
Other external costs	5	(9.422.195)	(3.475.238)
Depreciation, amortisation and impairment losses	6	(2.264.592)	(1.872.049)
<b>Operating profit</b>		<b>17.812.031</b>	<b>8.628.452</b>
Financial income	7	140	1.322
Financial expenses	8	(8.374.736)	(4.752.228)
<b>Profit before income taxes</b>		<b>9.437.435</b>	<b>3.877.546</b>
Income taxes	9	258.696	(2.758.147)
<b>Net profit</b>		<b>9.696.131</b>	<b>1.119.399</b>
Other comprehensive income		0	0
<b>Total comprehensive income</b>		<b>9.696.131</b>	<b>1.119.399</b>



## STATEMENT OF FINANCIAL POSITION

### ASSETS

DKK	Notes	30.09.2016	30.09.2015	01.10.2014
In-process and developed software	9	11.309.298	9.790.400	7.610.277
<b>Intangible assets</b>		<b>11.309.298</b>	<b>9.790.400</b>	<b>7.610.277</b>
Property, plant and equipment	10	66.822	61.865	66.885
<b>Tangible assets</b>		<b>66.822</b>	<b>61.865</b>	<b>66.885</b>
Deferred income tax assets		0	0	766.880
<b>Other non-current assets</b>		<b>0</b>	<b>0</b>	<b>766.880</b>
<b>Total non-current assets</b>		<b>11.376.121</b>	<b>9.852.265</b>	<b>8.444.042</b>
Trade receivables measured at fair value	11, 12, 15	112.271.486	53.719.019	7.900.617
Other receivables		2.881.137	4.051.062	4.976.269
<b>Receivables</b>		<b>115.152.622</b>	<b>57.770.082</b>	<b>12.876.886</b>
<b>Cash and bank balances</b>		<b>840.504</b>	<b>1.651.519</b>	<b>75.719</b>
<b>Total current assets</b>		<b>115.993.126</b>	<b>59.421.600</b>	<b>12.952.605</b>
<b>Total assets</b>		<b>127.369.247</b>	<b>69.273.865</b>	<b>21.396.647</b>

# STATEMENT OF FINANCIAL POSITION

## EQUITY AND LIABILITIES

DKK	Notes	30.09.2016	30.09.2015	01.10.2014
Share capital		539.034	539.034	500.000
Retained earnings		16.505.117	6.808.986	5.689.587
<b>Equity</b>		<b>17.044.151</b>	<b>7.348.020</b>	<b>6.189.587</b>
Subordinated loan capital	13	19.580.691	18.478.532	7.350.977
Loans	13	62.158.143	10.756.356	0
Other non-current liabilities	13	17.249.999	23.000.000	0
<b>Total non-current liabilities</b>		<b>98.988.833</b>	<b>52.234.888</b>	<b>7.350.977</b>
Current loans	13	623.815	793.268	5.409.323
Debt		0	240.860	0
Trade payables		7.850.011	5.829.954	1.503.620
Deferred income tax liability		1.500.000	1.758.696	0
Tax payable		232.571	232.571	0
Other liabilities	14	1.129.866	835.609	943.139
<b>Total current liabilities</b>		<b>11.336.263</b>	<b>9.690.957</b>	<b>7.856.083</b>
<b>Total liabilities</b>		<b>110.325.096</b>	<b>61.925.846</b>	<b>15.207.060</b>
<b>Total equity and liabilities</b>		<b>127.369.247</b>	<b>69.273.865</b>	<b>21.396.647</b>

## STATEMENT OF CHANGE IN EQUITY

	Share capital	Retained earnings	Total equity
<b>Equity as of 01.01.2014*</b>	<b>500.000</b>	<b>3.955.858</b>	<b>4.455.858</b>
Comprehensive income		1.733.729	1.733.729
<b>Equity as of 30.09.2014</b>	<b>500.000</b>	<b>5.689.587</b>	<b>6.189.587</b>
Comprehensive income		1.119.399	1.119.399
Issuance of additional equity	39.034		39.034
<b>Equity as of 30.09.2015</b>	<b>539.034</b>	<b>6.808.986</b>	<b>7.348.020</b>
Comprehensive income		9.696.131	9.696.131
<b>Equity as of 30.09.2016</b>	<b>539.034</b>	<b>16.505.117</b>	<b>17.044.151</b>

\*The Company did not start the sale of receivables before 01.01.2014, which explains why there is no effect on the financial statements prior to that date.

The share capital consists of 539,034 shares of 1 DKK each.

There have been issued warrants of 17,272 nominal shares of 1 DKK each. The exercise price is 62.22 DKK per share.

### Changes in equity over the past 5 years:

	2015/16	2014/15	2014
Capital increase	0	39.034	0

There has not been any other changes in the share capital in previous years.

## CASH FLOW STATEMENT

DKK	Notes	2015/16	2014/15
<b>Cashflow from operating activities</b>			
Profit before income taxes		9.437.435	3.877.546
Tax paid		0	0
<b>Adjustments for non-cash operating items:</b>			
Depreciation, amortisation and impairment losses	5	2.264.592	1.872.049
<b>Total</b>		<b>11.702.027</b>	<b>5.749.595</b>
<b>Changes in operating capital</b>			
Trade receivables measured at fair value		(58.552.466)	(45.818.402)
Other receivables		1.169.926	925.206
Current loans		(169.453)	(4.616.055)
Trade payables		2.020.057	4.326.333
Other liabilities		294.257	(107.530)
<b>Total cashflow from operating activities</b>		<b>(55.237.680)</b>	<b>(45.290.448)</b>
<b>Cash flow from investing activities</b>			
Acquisition of intangible assets		(3.758.418)	(4.031.223)
Acquisition of tangible assets		(30.030)	(15.928)
<b>Total cash flow from investing activities</b>		<b>(3.788.448)</b>	<b>(4.047.151)</b>
<b>Cash flow from financing activities</b>			
Increase in long term financing		46.753.945	44.883.911
Increase in share capital		0	39.034
<b>Total cash flow from financing activities</b>		<b>46.753.945</b>	<b>44.922.945</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>(570.156)</b>	<b>1.334.941</b>
Cash and bank balances at 1 October		1.410.659	75.718
<b>Cash and bank balances at 30 September</b>		<b>840.503</b>	<b>1.410.659</b>

**NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES**

**1.1 Statement of implementation and compliance with IFRS**

The financial statements section of the annual report for the period 1 October 2015 – 30 September 2016 comprises the Company’s financial statements.

The financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the EU and additional disclosure requirements in the Danish Financial Statements Act applying to entities of reporting class B with additional choices from reporting class C and D. This annual report is the first annual report presented according to IFRS. IFRS 1 on First-time Adoption of International Financial Reporting Standards is applied in connection with the transition. The effects on the financial statements of transition to IFRS are explained in note 16.

**1.1.1 New and revised IFRSs in issue but not yet effective**

The company has not applied the following new and revised IFRSs that have been issued but are not effective yet:

**IFRS 16 Leases**

IFRS 16 introduces a comprehensive model for the identification of lease arrangements and accounting treatments for both lessors and lessees. IFRS 16 will supersede the current lease guidance including IAS 17 Leases and the related interpretations when it becomes effective.

IFRS 16 distinguishes leases and service contracts on the basis of whether an identified asset is controlled by a customer. Distinctions of operating leases (off balance sheet) and finance leases (on balance sheet) are removed for lessee accounting, and is replaced by a model where a right-of-use asset and a corresponding liability have to be recognised for all leases by lessees (i.e. all on balance sheet) except for short-term leases and leases of low value assets.

The right-of-use asset is initially measured at cost and subsequently measured at cost (subject to certain exceptions) less accumulated depreciation and impairment losses, adjusted for any remeasurement of the lease liability. The lease liability is initially measured at the present value of the lease payments that are not paid at that date. Subsequently, the lease liability is adjusted for interest and lease payments, as well as the impact of lease modifications, amongst others. Furthermore, the classification of cash flows will also be affected as operating lease payments under IAS 17 are presented as operating cash flows; whereas under the IFRS 16 model, the lease payments will be split into a principal and an interest portion which will be presented as financing and operating cash flows respectively.

In contrast to lessee accounting, IFRS 16 substantially carries forward the lessor accounting requirements in IAS 17, and continues to require a lessor to classify a lease either as an operating lease or a finance lease.

**Furthermore, extensive disclosures are required by IFRS 16.**

As at 30 September 2016, the Company has non-cancellable operating lease commitments of 91.707 DKK. IAS 17 does not require the recognition of any right-of-use asset or liability for future payments for these leases; instead, certain information is disclosed as operating lease commitments in note 14. A preliminary assessment indicates that these arrangements will meet the definition of a lease under IFRS 16, and hence the Company will recognise a right-of-use asset and a corresponding liability in respect of all these leases unless they qualify for low value or short-term leases upon the application of IFRS 16.

**1.2 Basis of preparation**

The financial statements have been prepared on the historical cost basis except for certain financial instruments that are measured at revalued amounts or fair values at the end of each reporting period, as explained in the accounting policies below.

Historical cost is generally based on the fair value of the consideration given in exchange for goods and services.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or a liability, the Company takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date. Fair value for measurement and/or disclosure purposes in these financial statements is determined on such a basis.

In addition, for financial reporting purposes, fair value measurements are categorised into Level 1, 2 or 3 based on the degree to which the inputs to the fair value measurements are observable and the significance of the inputs to the fair value measurement in its entirety, which are described as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date;
- Level 2 inputs are inputs, other than quoted prices included within Level 1, that are observable for the asset or liability, either directly or indirectly; and
- Level 3 inputs are unobservable inputs for the asset or liability.

The principal accounting policies are set out below.

**1.3 Critical accounting judgements and key sources of estimation uncertainty**



**NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**1.3.1 Critical judgements in applying accounting policies**

In the application of the Company's accounting policies, which are described in note 1, the directors of the Company are required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources.

The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**Fair value measurements and valuation processes**

Some of the Company's trade receivables are measured at fair value for financial reporting purposes. The board of directors of the Company has set up a valuation committee, which is headed up by the Chief Financial Officer of the Company, to determine the appropriate valuation techniques and inputs for fair value measurements. In estimating the fair value of the trade receivables, the Company uses primarily historic data, because of a lack of market-observable data. The valuation committee works closely with the qualified external valuers to establish the appropriate valuation techniques and inputs to the model. The Chief Financial Officer reports the valuation committee's findings to the board of directors of the Company every quarter to explain the cause of fluctuations in the fair value of the trade receivables. Information about the valuation techniques and inputs used in determining the fair value of the trade receivables are disclosed in notes 11.

**Recoverability of internally generated intangible asset**

During the year, the management considered the recoverability of the Company's internally generated intangible asset arising from its software development, which is included in the statement of financial position at 30 September 2016 with a carrying amount of DKKm 11.

The software continues to progress in a satisfactory manner, and customer reaction has reconfirmed the managements' previous estimates of anticipated revenues from the software. A sensitivity analysis has been carried out and the directors are confident that the carrying amount of the asset will be recovered in full. This situation will be closely monitored, and adjustments made in future periods if future market activity indicates that such adjustments are appropriate.

**1.4 Revenue**

Under the condition that persuasive evidence of an arrangement exists revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured, regardless of when the payment is being made. In cases where the inflow of economic benefits is not probable due to customer related credit risks the revenue recognized is

subject to the amount of payments irrevocably received.

**1.4.1 Fees and provisions**

Revenues are primarily from fees charged to customers for our payment service and provisions earned through partnerships.

Revenue is measured at the fair value of the consideration received or receivable and recognised when prescribed conditions are met, which depend on the nature of the revenue.

Fees are recognized when the service or reminder is delivered to the customer.

Provisions are recognized when the risk has been transferred to the secondary entity.

**1.5 Foreign currencies**

In preparing the financial statements of the Company, transactions in currencies other than the entity's functional currency (foreign currencies) are recognised at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. The entity's functional currency is DKK.

**1.6 Taxation**

Income tax expense represents the sum of the tax currently payable and deferred tax.

**1.6.1 Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from 'profit before tax' as reported in the income statement because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Company's current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

**1.6.2 Deferred tax**

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from the initial recognition of assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed

**NOTE 1 - SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax liabilities and assets are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

**1.6.3 Current and deferred tax for the year**

Current and deferred tax are recognised in profit or loss, except when they relate to items that are recognised in other comprehensive income or directly in equity, in which case, the current and deferred tax are also recognised in other comprehensive income or directly in equity respectively.

**1.7 Property, plant and equipment**

Fixtures and equipment are stated at cost less accumulated depreciation.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives, using the straight-line method. The estimated useful lives, residual values and depreciation method are reviewed at the end of each reporting period, with the effect of any changes in estimate accounted for on a prospective basis.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising on the disposal or retirement of an item of property, plant and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognised in profit or loss.

Amortisation periods are as follows:

Property, plant and equipment	5 years
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**1.7 In-process and developed software**

**1.7.1 Measurement of in-process and developed software**

Software developed or under development by the Company 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 application exceed the cost. Cost is defined as development costs incurred to make each software application ready for use. Once a software application has been developed the cost is amortised over the expected useful life. The cost of development consists primarily of direct remuneration and other directly

attributable development costs. Expenses incurred in the planning phase are not capitalised, but expensed when incurred.

Amortisation periods are as follows:

Developed software	7 years
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**1.7.2 Derecognition of intangible assets**

An intangible asset is derecognised on disposal, or when no future economic benefits are expected from use or disposal. Gains or losses arising from derecognition of an intangible asset, measured as the difference between the net disposal proceeds and the carrying amount of the asset, are recognised in profit or loss when the asset is derecognised.

**1.8 Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables (including trade and other receivables, bank balances and cash, and others) are measured at amortised cost using the effective interest method, less any impairment.

Interest income is recognised by applying the effective interest rate, except for short-term receivables when the effect of discounting is immaterial.

**1.9 Trade receivables measured at fair market value**

The fair market value is calculated as the present value of the most likely future payments from the loans. The present value is calculated based on following factors which are included in the fair market value. The main factors in determination of the fair market value are realized fees, losses and financing costs. The factors are based on analysis of historical data and expectations for the future developments.

In calculation of the future cashflow there has been made separate budgets for the recognized factors. This factors are being evaluated every month. Therefore, changes in factors will immediately be recognized in the model.

In "Trade receivables" is due to the valuation methodology difference between the transaction price and fair value. The accounting principles for the regulation of the two values is that the difference is recognized when the debtor's ability to pay / willingness to pay can be monitored, typically after 40days. This ensures that only fair value adjusted debts with a credit quality, which must be judged satisfactory for other market players.

The fair value is estimated and recognised in accordance with IFRS 13. Fair value under IFRS 13 is defined as the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. As there is no active market for the loans, the fair value is calculated as an annuity based on historical data for the loans (assessed as a level 3 fair value according to IFRS 13, as the valuation model is based on the historical data).

## NOTES

DKK	2015/16	2014/15
<b>NOTE 2 - REVENUE</b>		
Fees	23.856.637	10.164.816
Provisions	4.209.651	760.230
	<b>28.066.287</b>	<b>10.925.045</b>
<b>NOTE 3 - FAIR MARKET VALUE ADJUSTMENTS</b>		
Fair market value adjustments of Trade receivables	7.769.697	6.881.506
	<b>7.769.697</b>	<b>6.881.506</b>
<b>NOTE 4 - EMPLOYEE COSTS</b>		
Salaries	6.614.471	5.510.490
Defined contribution plans	219.462	0
Social security expenses	562.652	650.798
Other employee expenses	148.917	75.124
Staff costs transferred to software under development	(1.208.336)	(2.405.598)
	<b>6.337.166</b>	<b>3.830.813</b>
Number of employees	16	14
<b>NOTE 5 - OTHER EXTERNAL COSTS</b>		
Direct operating costs	6.658.346	2.215.957
Administrative costs	1.931.361	799.113
Sales and marketing costs	515.680	222.543
Local costs	316.809	237.625
	<b>9.422.195</b>	<b>3.475.238</b>
<b>NOTE 6 - DEPRECIATION, AMORTISATION AND IMPAIRMENT LOSSES</b>		
In-process and developed software	2.239.519	1.854.301
Property, plant and equipment	25.073	20.948
Losses and gains from sales of non-current assets	0	(3.200)
	<b>2.264.592</b>	<b>1.872.049</b>
<b>NOTE 7 - FINANCIAL INCOME</b>		
Interest income	140	1.322
	<b>140</b>	<b>1.322</b>

## NOTES

<b>DKK</b>	<b>2015/16</b>	<b>2014/15</b>
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### NOTE 8 - FINANCIAL EXPENSES

Interest expense	7.928.793	4.389.285
Foreign exchange loss (net)	2.588	0
Other financial expenses	443.356	362.943
	<b>8.374.736</b>	<b>4.752.228</b>

### NOTE 9 - INCOME TAXES

Profit before tax	9.437.435	3.877.546
Calculated tax	(2.076.236)	(911.223)
Permanent deviations due to merger	2.511.703	(1.800.252)
Other non-deductible expenses / income	47.315	(46.672)
Prior-year adjustments	(224.086)	0
<b>Current tax on profit for the year</b>	<b>258.696</b>	<b>(2.758.147)</b>

### NOTE 10 - NON-CURRENT ASSETS

	Developed software	In-process and developed software	Property, plant and equipment
Cost at the beginning of the year	14.622.346	1.389.110	181.927
Additions during the year	4.306.342	3.758.418	30.030
Disposals during the year	0	0	0
Transferred to developed software	0	(4.306.342)	0
<b>Cost at the end of the year</b>	<b>18.928.688</b>	<b>841.186</b>	<b>211.957</b>
Depreciation and impairment losses at the beginning of the year	(6.221.060)	0	(120.062)
Depreciation for the year	(2.239.516)	0	(25.073)
Depreciation and impairment losses reversed on disposals	0	0	0
<b>Depreciation and impairment losses at the end of the year</b>	<b>(8.460.576)</b>	<b>0</b>	<b>(145.135)</b>
<b>Carrying amount at the end of the year</b>	<b>10.468.112</b>	<b>841.186</b>	<b>66.822</b>

## NOTE 11 - TRADE RECEIVABLES MEASURED AT FAIR VALUE

Fair market value at the beginning of the year	53.719.019	7.900.617
Net additions of trade receivables during the year	50.946.034	39.082.466
Net additions of fair market value during the year	9.879.574	8.182.964
Net additions of allowance during the year	(2.273.141)	(1.447.027)
<b>Fair market value at the end of the year</b>	<b>112.271.486</b>	<b>53.719.019</b>

The fair market value is calculated as the present value of the most likely future payments from the loans. The present value is calculated based on following factors which are included in the fair market value. The main factors in determination of the fair market value are realized fees, losses and financing costs. The factors are based on analysis of historical data and expectations for the future developments.

In calculation of the future cashflow have been prepared separate budgets for the recognized factors. These factors are being evaluated every month. Therefore, changes in factors will immediately be recognized in the model.

The following factors are recognized in the model:

- Impairment charges incl. reminder fee
- Early redemption
- Fee income
- Recovery costs
- Payment Type (Debit / Credit)

If the interest rate rises by 5%, the value of the trade receivables measured at fair market value will fall by 3.7 DKKm.

In "Trade receivables" is due to the valuation methodology difference between the transaction price and fair value. The accounting principles for the regulation of the two values is that the difference is recognized when the debtor's ability to pay / willingness to pay can be monitored, typically after 40 days. This ensures fair value adjusted debts with a credit quality, which must be judged satisfactory for other market players.

The fair value is estimated and recognised in accordance with IFRS 13. Fair value under IFRS 13 is defined as the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. As there is no active market for the loans, the fair value is calculated as an annuity based on historical data for the loans (assessed as a level 3 fair value according to IFRS 13, as the valuation model is based on internal data).

## NOTE 12 - SENSITIVITY ANALYSIS

(DKKt)	Fair market value		Profit		Equity	
	2015/16	2014/15	2015/16	2014/15	2015/16	2014/15
<b>Change payment rates</b>						
+ 2,0 %	111.394	53.275	8.818	676	16.166	9.253
+ 1,0 %	111.833	53.497	9.257	898	16.606	9.474
0 %	112.271	53.719	9.696	1.119	17.044	9.696
- 1,0 %	112.710	53.941	10.135	1.341	17.483	9.918
- 2,0 %	113.149	54.162	10.573	1.563	17.921	10.139

	Fair market value		Profit		Equity	
	2015/16	2014/15	2015/16	2014/15	2015/16	2014/15
<b>Change in bad debt</b>						
+ 2,0 %	110.751	53.002	8.176	403	15.524	8.979
+ 1,0 %	111.509	53.359	8.934	760	16.282	9.337
0 %	112.271	53.719	9.696	1.119	17.044	9.696
- 1,0 %	113.039	54.081	10.463	1.481	17.811	10.058
- 2,0 %	113.810	54.445	11.235	1.846	18.583	10.423

	Fair market value		Profit		Equity	
	2015/16	2014/15	2015/16	2014/15	2015/16	2014/15
<b>Change in interest rates</b>						
+ 2,0 %	111.528	53.394	8.952	794	16.300	9.371
+ 1,0 %	111.905	53.559	9.330	959	16.678	9.536
0 %	112.271	53.719	9.696	1.119	17.044	9.696
- 1,0 %	112.653	53.886	10.077	1.286	17.425	9.863
- 2,0 %	113.030	54.051	10.455	1.451	17.803	10.028

## NOTE 13 - NON-CURRENT LIABILITIES

	Due within 1 year	Due between 1 and 5 years	Due after 5 years
Subordinated loan capital	0	6.080.691	13.500.000
Loans	4.874.580	57.907.379	0
Other non-current liabilities	7.666.667	9.583.332	0
	<b>12.541.247</b>	<b>73.571.402</b>	<b>13.500.000</b>

## NOTES

<b>NOTE 14 - OTHER LIABILITIES</b>	<b>2015/16</b>	<b>2014/15</b>
Employee costs payable	946.750	696.895
Other payables	183.116	138.714
	<b>1.129.866</b>	<b>835.609</b>

<b>NOTE 15 - PLEDGES AND COMMITMENTS</b>	<b>2015/16</b>	<b>2014/15</b>
<b>Guarantees issued in relation to rented property</b>		
Rent commitments	91.707	113.811
<b>The following assets are pledged to lenders:</b>		
Trade receivables measured at fair value	89.294.602	45.426.000

### NOTE 16 - CAPITAL MANAGEMENT

The Company manages its capital to ensure that the Company will be able to continue as, a going concern while maximising the return to stakeholders through the optimisation of the debt and equity balance. The Company's overall strategy remains unchanged from 2014/15.

The Company is not subject to any externally imposed capital requirements. The Company's risk management committee reviews the capital structure on a semi-annual basis. As part of this review, the committee considers the cost of capital and the risks associated with each class of capital. The Company has a target gearing ratio of 5 determined as the proportion of net debt to equity. The gearing ratio at 30 September 2016 was 5,80 (see below).

<b>DKK</b>	<b>30.09.2016</b>	<b>30.09.2015</b>
Subordinated loan capital	19.580.691	18.478.532
Loans	62.158.143	10.756.356
Other non-current liabilities	17.249.999	23.000.000
Current loans	623.815	793.268
Debt	0	240.860
Cash and bank balances	(840.504)	(1.651.519)
<b>Net interest-bearing debt</b>	<b>98.772.144</b>	<b>51.617.497</b>
<b>Equity</b>	<b>17.044.151</b>	<b>7.348.020</b>
<b>Gearing ratio</b>	<b>5,80</b>	<b>7,02</b>

## NOTE 17 - RELATED PARTIES TRANSACTIONS

Metier Holding ApS has controlling interest in ViaBill A/S.

### Related parties with controlling interest:

#### Metier Holding ApS, Aarhus C

Metier Holding ApS owns 52% of the shares in ViaBill A/S. Metier Holding ApS has a controlling interest in ViaBill through voting rights. Transactions with the company are made on an arm's length basis. Jan Lytje Hansen is the majority shareholder in Metier Holding ApS and CEO in ViaBill A/S.

### Related parties with significant influence:

#### TIN Holding ApS, Risskov

Transactions with the company are made on an arm's length basis. TIN Holding ApS has provided subordinated loan capital of 5,000,000 DKK and received interest income of 1,002,740 DKK in return. Ib Nørholm is the majority shareholder of TIN Holding ApS and Chairman of the Board in ViaBill A/S.

#### LRJ 1947 ApS, Aarhus C

Transactions with the company are made on an arm's length basis. LRJ 1947 ApS Holding ApS has provided subordinated loan capital of 1,500,000 DKK and received interest income of 150,411 DKK in return. Claus Jørgen Jørgensen is the majority shareholder of LRJ 1947 ApS and Board member in ViaBill A/S.

#### Real Metier A/S

Transactions with the company is made on an arm's length basis. Real Metier A/S has functioned as consultants on various internal projects and received fees of 407,300 DKK in return. Jan Lytje Hansen is the majority shareholder in Real Metier A/S and CEO in ViaBill A/S.



## NOTE 18 - EXPLANATION OF THE EFFECTS ON THE FINANCIAL STATEMENTS OF TRANSITION TO IFRS

As mentioned in the management report and in the accounting policies (note 1), the Company prepares its annual report in accordance with International Financial Reporting Standards (IFRS) as adopted by EU as from 2015/16. As a result, the accounting policies of the Company have been changed within a few areas. IFRS is implemented so that the financial statements comply with the provisions of the International Financial Reporting Standards as adopted by EU. According to IFRS 1, the opening balance sheet at 1 October 2014 and the comparative figures for 2014/15 are prepared in accordance with the IFRS/IAS and IFRIC/SIC applicable at 30 September 2016. The opening balance sheet at 1 October 2014 has been prepared as if these standards and interpretations had always been applied, except for the special provisions on transition and effective dates described below.

The accounting effect of the transition to IFRS for the Company is as follows:

	Equity 01.01.2014	Equity 30.09.2014	Comprehensive income 2014
According to the annual report of ViaBill Group A/S 2014	4.455.858	7.025.852	2.569.994
According to the annual report of ViaBill A/S 2014	2.578.179	3.605.744	1.027.565
Effects on the financial statements caused by the merger:			1.254.471
Profit from subsidiaries	(745.616)	(1.027.565)	(281.949)
Shares in subsidiaries	(1.832.563)	(2.578.179)	(745.616)
Effects on the financial statements of transition to IFRS:			
Fair market value adjustment	0	1.254.471	1.254.471
Profit from sale of receivables	0	(1.893.654)	(1.893.654)
Other changes	0	78.902	78.902
Changes in deferred tax	0	(275.984)	(275.984)
<b>The financial statements after transition to IFRS</b>	<b>4.455.858</b>	<b>6.189.587</b>	<b>1.733.729</b>

### Reclassifications

In addition to the change in accounting policies, the following reclassifications and changes have been made in the layout including restatement of the comparative figures for the opening balance at 1 October 2015:

- Assets are presented as either non-current assets or current assets.
- Deferred tax is classified as non-current assets or long-term liabilities. Previously, deferred tax assets were classified as current assets.

The reclassifications have not affected the profit or equity.

### Cash flow statement

There is no difference between the cash flow statement presented according to IFRS and the previous presentation under Danish accounting regulations.

## NOTE 19 - RISKS

As a result of our business, ViaBill assumes a number of credit, market and operational risks. It is considered an essential part of our business to take on calculated risks.

Management establishes and approves the overall risk policies and limits for the company. Management also establishes the operational risk management policies and delegates the responsibilities for managing business risks, internal controls and management reporting.

Risk parameters for each department can generally be divided into three categories: business risks, financial risks and operational risks.

Risk management is a strategic focus area for ViaBill. We try to anticipate and manage the risks that can affect ViaBill. However, risks may occur that management does not know or currently assesses immaterial. The following risk factors are not listed in order of priority.

### **Business risks**

#### **Credit policy**

Management has adopted a credit policy that describes the guidelines applicable to the granting of loans and other credit risks. Each authorization is based on the assessment of customers and their financial conditions. It is ViaBill's policy to ensure that each credit is in the context of the client's earning potential and that ViaBill is not exposed substantially to one customer.

#### **Fair market value**

ViaBill's receivables are recognized at fair value. The model is based on discounted future cash flows. The model is affected by several parameters based on historical data and estimates. Error in the assessment of recognized parameters may affect the fair value. See note 11 for an explanation and sensitivity analysis of the model.

### **Financial risks**

#### **Liquidity risk**

Liquidity risk is the risk that there is not sufficient cash to meet its financial obligations. To manage the liquidity risk ViaBill is constantly assessing its cash resources for the short- and long-term liquidity needs.

#### **Credit**

Credit risk is an essential part of the business. The risk of loss as a result of the borrower defaulting on credit when due. ViaBill manages the risk by continuously assessing loss indications of both internal and external conditions, based on observations, empirical analyzes and adjustments of ViaBill's credit policies.

### **Operational risks**

Operational risk may arise on the basis of human error technical failure or as a result of external events that may lead to significant unforeseen costs or activity interruptions. It is expected that operational risks could lead to both direct and indirect economic losses. ViaBill has dedicated considerable resources to reduce operational risks. ViaBill has a number of control procedures in the form of work routines, business procedures and reconciliation processes that are embedded in the company. These procedures and an organizational separation of functions between departments and functions helps to minimize operational risks. ViaBill is working continuously to strengthen security and ensure continued functionality in the event of a breakdown so that ViaBill is at a level that meets the expectations of customers and partners.



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