

## **Arpedio Solutions ApS**

Frederiksgade 7, 2  
1265 Copenhagen K  
Central Business Registration No  
34219591

## **Annual report 2016**

The Annual General Meeting adopted the annual report on 29.05.2017

### **Chairman of the General Meeting**

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Name: Torben Frigaard Rasmussen

# Contents

	<b><u>Page</u></b>
Entity details	1
Statement by Management on the annual report	2
Independent auditor's report	3
Management commentary	6
Income statement for 2016	7
Balance sheet at 31.12.2016	8
Statement of changes in equity for 2016	10
Notes	11
Accounting policies	15

## Entity details

### Entity

Arpedio Solutions ApS  
Frederiksgade 7, 2  
1265 Copenhagen K

Central Business Registration No: 34219591  
Registered in: Copenhagen  
Financial year: 01.01.2016 - 31.12.2016

### Board of Directors

Torben Frigaard Rasmussen, chairman  
Ulrik Monberg  
Thomas Holger Bülow - Nicolaisen

### Executive Board

Ulrik Monberg  
Thomas Holger Bülow - Nicolaisen

### Auditors

Deloitte Statsautoriseret Revisionspartnerselskab  
Weidekampsgade 6  
Postboks 1600  
0900 København C

## Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of Arpedio Solutions ApS for the financial year 01.01.2016 - 31.12.2016.

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 31.12.2016 and of the results of its operations for the financial year 01.01.2016 - 31.12.2016.

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, 29.05.2017

### Executive Board

Ulrik Monberg

Thomas Holger Bülow -  
Nicolaisen

### Board of Directors

Torben Frigaard Rasmussen  
  
chairman

Ulrik Monberg

Thomas Holger Bülow -  
Nicolaisen

# Independent auditor's report

## To the owners of Arpedio Solutions ApS

### Opinion

We have audited the financial statements of Arpedio Solutions ApS for the financial year 01.01.2016 - 31.12.2016, 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 31.12.2016 and of the results of its operations for the financial year 01.01.2016 - 31.12.2016 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 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.

### Material uncertainty related to going concern

Without qualifying our opinion, we have considered the adequacy of the disclosures made in the Management commentary and Note 1 concerning the Company's ability to continue as a going-concern considering that for the year ended 31 December 2016 the Company has realised a pre-tax loss of DKK 1.9 million and a negative equity of DKK 0,5 million. As stated in Note 1 Management has concluded that it is appropriate to prepare the Annual Report assuming that the Company is a going-concern.

### 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,

## Independent auditor's report

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

## Independent auditor's report

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.

Copenhagen, 29.05.2017

### **Deloitte**

Statsautoriseret Revisionspartnerselskab

Central Business Registration No: 33963556

Bjørn Winkler Jakobsen  
State Authorised Public Accountant

Henrik Hartmann Olesen  
State Authorised Public Accountant

## Management commentary

### Primary activities

The company's activity consists in the development of software and related services.

### Development in activities and finances

The income statement of the Company for 2016 shows a loss of DKK 1,933k which is below expectations for the year. For 2017 the Company expects a positive increase in operating profit.

The Company sees an increase in the interest for their products in the market. To pursue the growth in revenue from customers the Company wants to secure more capital to grow the business in 2017. This will enable the Company to develop and marketing its products with a focus on EMEA and the US market. Management expects that the necessary financing for future activities, including completion of development projects and marketing, will be provided in line with the capital requirements. Moreover, Management expects to generate an increase in Annual recurring revenue, which will support the capital foundation. Management expects the activities to be cash flow positive in 2017.

### Uncertainty relating to recognition and measurement

At 31 December 2016, the Company had total development cost in terms of software developed of DKK 2,305k which has been recognised as an asset on the balance sheet. The Company expects this software to contribute significantly to future profits.

### 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 2016

	<u>Notes</u>	<u>2016 DKK</u>	<u>2015 DKK</u>
<b>Gross profit</b>		<b>326.151</b>	<b>(2.652.259)</b>
Staff costs	2	(1.258.889)	(1.882.014)
Depreciation, amortisation and impairment losses		<u>(1.052.907)</u>	<u>(590.893)</u>
<b>Operating profit/loss</b>		<b>(1.985.645)</b>	<b>(5.125.166)</b>
Income from investments in group enterprises		36.240	86.715
Other financial income	3	8.673	37.812
Other financial expenses	4	<u>(202.329)</u>	<u>(175.455)</u>
<b>Profit/loss before tax</b>		<b>(2.143.061)</b>	<b>(5.176.094)</b>
Tax on profit/loss for the year	5	<u>209.768</u>	<u>397.514</u>
<b>Profit/loss for the year</b>		<b><u>(1.933.293)</u></b>	<b><u>(4.778.580)</u></b>
<b>Proposed distribution of profit/loss</b>			
Transferred to reserve for net revaluation according to the equity method		36.240	86.715
Retained earnings		<u>(1.969.533)</u>	<u>(4.865.295)</u>
		<b><u>(1.933.293)</u></b>	<b><u>(4.778.580)</u></b>

## Balance sheet at 31.12.2016

	<u>Notes</u>	<u>2016 DKK</u>	<u>2015 DKK</u>
Completed development projects		2.304.880	2.404.298
<b>Intangible assets</b>	6	<b>2.304.880</b>	<b>2.404.298</b>
Investments in group enterprises		151.279	93.796
Deposits		6.300	57.000
<b>Fixed asset investments</b>	7	<b>157.579</b>	<b>150.796</b>
<b>Fixed assets</b>		<b>2.462.459</b>	<b>2.555.094</b>
Trade receivables		0	327.840
Other receivables		87.789	155.530
Income tax receivable	8	209.768	397.514
<b>Receivables</b>		<b>297.557</b>	<b>880.884</b>
<b>Current assets</b>		<b>297.557</b>	<b>880.884</b>
<b>Assets</b>		<b>2.760.016</b>	<b>3.435.978</b>

## Balance sheet at 31.12.2016

	<u>Notes</u>	<u>2016 DKK</u>	<u>2015 DKK</u>
Contributed capital	9	152.506	140.523
Revaluation reserve		107.958	0
Reserve for net revaluation according to the equity method		36.240	86.715
Reserve for development expenditure		674.742	0
Retained earnings		(1.474.897)	181.362
<b>Equity</b>		<b>(503.451)</b>	<b>408.600</b>
Payables to shareholders and management		350.000	350.000
<b>Non-current liabilities other than provisions</b>		<b>350.000</b>	<b>350.000</b>
Bank loans	10	1.602.325	1.585.481
Trade payables		405.605	177.074
Payables to group enterprises		538.747	13.605
Payables to shareholders and management		28.029	16.432
Other payables	11	267.408	514.602
Deferred income		71.353	370.184
<b>Current liabilities other than provisions</b>		<b>2.913.467</b>	<b>2.677.378</b>
<b>Liabilities other than provisions</b>		<b>3.263.467</b>	<b>3.027.378</b>
<b>Equity and liabilities</b>		<b>2.760.016</b>	<b>3.435.978</b>
Going concern	1		

## Statement of changes in equity for 2016

	Contributed capital DKK	Revaluation reserve DKK	Reserve for net revaluation according to the equity method DKK	Reserve for development expenditure DKK
Equity beginning of year	140.523	86.715	0	0
Increase of capital	11.983	0	0	0
Exchange rate adjustments	0	21.243	0	0
Transfer to reserves	0	0	0	674.742
Profit/loss for the year	0	0	36.240	0
<b>Equity end of year</b>	<b>152.506</b>	<b>107.958</b>	<b>36.240</b>	<b>674.742</b>

	Retained earnings DKK	Total DKK
Equity beginning of year	181.362	408.600
Increase of capital	988.016	999.999
Exchange rate adjustments	0	21.243
Transfer to reserves	(674.742)	0
Profit/loss for the year	(1.969.533)	(1.933.293)
<b>Equity end of year</b>	<b>(1.474.897)</b>	<b>(503.451)</b>

## Notes

### 1. Going concern

The Company's future is dependent on whether the Company is able to increase revenue, obtain the necessary capital for further development and marketing of its products.

The Company expects to increase the revenue in 2017 based on healthy growth in product KPIs, growth in recurring revenues and reduced cost base. The increase in recurring revenue will reduce the need for external financing.

Management expects that the necessary financing for future activities, including completion of development projects and marketing, will be raised in line with the capital requirements, if needed. On this basis Management has concluded that it is appropriate to prepare the annual report assuming that the Company is a going-concern.

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>2. Staff costs</b>		
Wages and salaries	1.507.212	2.585.623
Pension costs	92.400	113.501
Other social security costs	32.971	25.940
Other staff costs	37.995	92.950
Staff costs classified as assets	(411.689)	(936.000)
	<b>1.258.889</b>	<b>1.882.014</b>
	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>3. Other financial income</b>		
Interest income	8.673	37.812
	<b>8.673</b>	<b>37.812</b>
	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>4. Other financial expenses</b>		
Interest expenses	202.329	175.455
	<b>202.329</b>	<b>175.455</b>

## Notes

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>5. Tax on profit/loss for the year</b>		
Tax on current year taxable income	(209.768)	(397.514)
	<b>(209.768)</b>	<b>(397.514)</b>

Current tax represents tax credit provided on the tax value of the Company's development activities.

	<b>Completed develop- ment projects DKK</b>
<b>6. Intangible assets</b>	
Cost beginning of year	3.612.591
Additions	953.489
<b>Cost end of year</b>	<b>4.566.080</b>
Amortisation and impairment losses beginning of year	(1.208.293)
Amortisation for the year	(1.052.907)
<b>Amortisation and impairment losses end of year</b>	<b>(2.261.200)</b>
<b>Carrying amount end of year</b>	<b>2.304.880</b>

The Arpedio software and related features are significant intangible assets. The cost price of development projects is derived from time spent by developers and management expressed in cost of man hours and external development cost. On an ongoing basis Management assess the value of the assets. This assessment consist of a number of elements covering the future market potential and business case for Arpedio future operations and growth expectations. The value of the software has been reviewed for impairment but no need for write down has been identified.

## Notes

	<b>Investments in group enterprises DKK</b>	<b>Deposits DKK</b>
<b>7. Fixed asset investments</b>		
Cost beginning of year	0	57.000
Additions	7.081	0
Disposals	0	(50.700)
<b>Cost end of year</b>	<b>7.081</b>	<b>6.300</b>
Revaluations beginning of year	86.715	0
Exchange rate adjustments	21.243	0
Share of profit/loss for the year	36.240	0
<b>Revaluations end of year</b>	<b>144.198</b>	<b>0</b>
<b>Carrying amount end of year</b>	<b>151.279</b>	<b>6.300</b>

	<b>Equity inte- rest %</b>
Investments in group enterprises comprise:	
Arpedio Solutions US, INC.	100,0

## 8. Income tax receivable

Tax receivable represents tax credit provided on the value of the Company's development activities.

	<b>Number</b>	<b>Par value DKK</b>	<b>Nominal value DKK</b>
<b>9. Contributed capital</b>			
A-kapitalandele	130.719	1	130.719
B-kapitalandele	21.787	1	21.787
	<b>152.506</b>		<b>152.506</b>

## 10. Bank loans

The Company's bank loan has been secured by way of a growth guarantee. This guarantee is written down on a straight-line and annual basis – initially effective from July 2016.

## Notes

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>11. Other payables</b>		
Wages and salaries, personal income taxes, social security costs, etc payable	57.396	105.719
Holiday pay obligation	121.057	333.481
Other costs payable	88.955	75.402
	<b>267.408</b>	<b>514.602</b>



## 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 with addition of certain provisions for reporting class C.

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

### 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 one 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.

### Income statement

#### Gross profit or loss

Gross profit or loss comprises revenue, own work capitalised, other operating income, cost of sales, consumables 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.

#### Cost of sales

Cost of sales comprises costs of sales for the financial year measured at cost.

## Accounting policies

### 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 write-downs of receivables recognised in current assets.

### Staff costs

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

### Depreciation, amortisation and impairment losses

Amortisation, depreciation and impairment losses relating to intangible assets comprise amortisation, depreciation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets.

### Income from investments in group enterprises

Income from investments in group enterprises comprises the pro rata share of the individual enterprises' profit/loss after full elimination of internal profits or losses.

### Other financial income

Other financial income comprises dividends etc received on other investments, interest income, net capital gains on securities, payables and transactions in foreign currencies, amortisation of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

### Other financial expenses

Other financial expenses comprise interest expenses, payables and transactions in foreign currencies, amortisation of financial liabilities as well as tax surcharge under the Danish Tax Prepayment Scheme etc.

### 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.

## Accounting policies

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 indirect attributable staff costs and amortisation of intangible assets and depreciation on 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 the estimated useful lives of the assets. The amortisation period is 3 years. For development projects protected by intellectual property rights, the maximum amortisation period is the remaining duration of the relevant rights. Development projects are written down to the lower of recoverable amount and carrying amount.

### Investments in group enterprises

Investments in group enterprises are recognised and measured according to the equity method. This means that investments are measured at the pro rata share of the enterprises' equity plus or minus unamortised positive, or negative, goodwill and minus or plus unrealised intra-group profits or losses.

### Receivables

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

### Income tax payable or receivable

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

### Other financial liabilities

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

### Deferred income

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