

Arpedio Solutions ApS

Birkedommervej 27, 2400 København NV

CVR no. 34 21 95 91

Annual report 2023

Approved at the Company's annual general meeting on 20 June 2024

Chair of the meeting:

.....
Ulrik Monberg

The following is a translation of an original Danish document. The original Danish document is the governing document for all purposes, and in case of any discrepancy, the Danish wording will be applicable.

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Statement by the Board of Directors and the Executive Board

Today, the Board of Directors and the Executive Board have discussed and approved the annual report of Arpedio Solutions ApS for the financial year 1 January - 31 December 2023.

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

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations for the financial year 1 January - 31 December 2023.

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

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

Copenhagen, 20 June 2024
Executive Board:

Ulrik Monberg

Board of Directors:

Torben Frigaard Rasmussen
Chairman

Ulrik Monberg

Independent auditor's report

To the shareholders of Arpedio Solutions ApS

Opinion

We have audited the financial statements of Arpedio Solutions ApS for the financial year 1 January - 31 December 2023, which comprise income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the financial position of the Company at 31 December 2023 and of the results of the Company's operations for the financial year 1 January - 31 December 2023 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

Management's responsibilities for the financial statements

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

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

Auditor's responsibilities for the audit of the financial statements

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

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

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.

Independent auditor's report

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the financial statements, including the note disclosures, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

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

Statement on the Management's review

Management is responsible for the Management's review.

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

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

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

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

Odense, 20 June 2024
EY Godkendt Revisionspartnerselskab
CVR no. 30 70 02 28

Louise Greve
State Authorised Public Accountant
mne48485

Management's review

Company details

Name	Arpedio Solutions ApS
Address, Postal code, City	Birkedommervej 27, 2400 København NV
CVR no.	34 21 95 91
Established	31 January 2012
Registered office	København
Financial year	1 January - 31 December
Board of Directors	Torben Frigaard Rasmussen, Chairman Ulrik Monberg
Executive Board	Ulrik Monberg
Auditors	EY Godkendt Revisionspartnerselskab Cortex Park Vest 3, 5230 Odense M, Denmark

Management's review

Business review

In 2023, ARPEDIO cemented its position as a global leader in Software as a Service (SaaS), particularly in Account-Based Selling (ABS) technology. Our ABS solution, integrated within the world's largest Customer Relationship Management (CRM) platform, has consistently delivered exceptional value by refining account management and sales processes. Our commitment to maximizing customer lifetime value through strategic targeting and revenue growth is unwavering. We are proud to present our achievements for the fiscal year ending December 31, 2023.

Financial review

The income statement for 2023 shows a loss of DKK 9,035 thousand against a loss of DKK 8,003 thousand last year, and the balance sheet at 31 December 2023 shows a negative equity of DKK 22,957 thousand.

Our strategic initiatives are beginning to show promising signs. We are acutely aware of the regulations in the Danish Financial Statement Act and are confident in our ability to restore equity through future results. Notably, our Contracted Annual Recurring Revenue (ARR) saw an impressive 240% increase from March 2022 to March 2023, a testament to the growing demand for our ABS solutions and the dedicated efforts of our team in driving measurable results for our clients. For further description of the capital requirements, please refer to note 2.

Investment Strategy

Our investment strategy is centered on sustainable growth and innovation within the ABS market. Recognizing the dynamic nature of this sector, we are committed to investing in cutting-edge technologies and top-tier talent to ensure our solutions remain industry-leading. We are actively pursuing external investor support to bolster our growth initiatives, broaden our market presence, and maintain our innovative edge. This strategic investment is vital for scaling our operations and capitalizing on emerging opportunities.

Team and Culture

ARPEDIO's success is rooted in our talented and diverse team, whose passion for delivering innovative ABS solutions is unparalleled. Throughout 2023, we strengthened our workforce with key hires in sales, development, and marketing, enhancing our capability to serve our clients effectively. Our continuous investment in employee engagement and culture ensures our team remains motivated, committed, and aligned with our mission to drive client success.

Looking forward

As we look ahead, the ABS market presents significant opportunities, and we are well-positioned to seize them. Our focus on continuous investment is critical to sustaining our growth momentum. Already, the first five months of 2024 have seen a doubling of our contracted ARR through securing substantial long-term contracts with global accounts. We are dedicated to working closely with our investors and partners, delivering exceptional value, and maintaining our leadership in the ABS industry. The unwavering support of our owners, who continue to infuse capital until new funding is secured, will be instrumental in achieving our ambitious growth plans.

Events after the balance sheet date

Post financial year-end, no events have materially impacted the company's financial position. Notably, we have successfully completed a dobbelt digit DKK million capital increase, reinforcing our financial foundation and supporting our strategic growth initiatives. We are confident that with continued investment, strategic focus, and the relentless dedication of our team, ARPEDIO will achieve new heights in the ABS market, delivering sustained value to our clients and stakeholders.

Financial statements 1 January - 31 December

Income statement

Note	DKK	2023	2022
	Gross profit/loss	2,038,418	-4,553,596
3	Staff costs	-15,184,044	-14,243,483
	Amortisation of intangible assets and property, plant and equipment	-2,133,956	-1,159,361
	Profit/loss before net financials	-15,279,582	-19,956,440
	Income from investments in group enterprises	5,306,514	8,968,043
	Financial income	175,557	7,284
	Financial expenses	-740,018	-500,055
	Profit/loss before tax	-10,537,529	-11,481,168
4	Tax for the year	1,502,771	3,478,609
	Profit/loss for the year	-9,034,758	-8,002,559

Recommended appropriation of profit/loss

Net revaluation reserve according to the equity method	5,306,514	1,468,043
Other statutory reserves	656,658	1,337,605
Retained earnings/accumulated loss	-14,997,930	-10,808,207
	-9,034,758	-8,002,559

Financial statements 1 January - 31 December

Balance sheet

Note	DKK	2023	2022
ASSETS			
Fixed assets			
5 Intangible assets			
Completed development projects		3,075,535	2,318,723
Development projects in progress and prepayments for intangible assets		2,959,297	2,874,240
		<u>6,034,832</u>	<u>5,192,963</u>
6 Property, plant and equipment			
Fixtures and fittings, other plant and equipment		52,364	68,884
		<u>52,364</u>	<u>68,884</u>
7 Investments			
Investments in group enterprises		6,005,688	9,213,174
Deposits, investments		463,129	456,135
		<u>6,468,817</u>	<u>9,669,309</u>
Total fixed assets		<u>12,556,013</u>	<u>14,931,156</u>
Non-fixed assets			
Receivables			
Trade receivables		1,989,244	512,039
Receivables from group enterprises		0	56,114
Joint taxation contribution receivable		1,502,771	2,488,540
Other receivables		292,963	444,955
Prepayments		481,667	176,063
		<u>4,266,645</u>	<u>3,677,711</u>
Cash		<u>97,681</u>	<u>16,931</u>
Total non-fixed assets		<u>4,364,326</u>	<u>3,694,642</u>
TOTAL ASSETS		<u>16,920,339</u>	<u>18,625,798</u>

Financial statements 1 January - 31 December

Balance sheet

Note	DKK	2023	2022
EQUITY AND LIABILITIES			
Equity			
Contributed capital		330,365	330,365
Net revaluation reserve according to the equity method		4,998,607	8,206,093
Reserve for development costs		4,707,169	4,050,511
Retained earnings		-32,992,954	-26,509,024
Total equity		-22,956,813	-13,922,055
Liabilities other than provisions			
8 Non-current liabilities other than provisions			
Other credit institutions		4,357,233	5,776,659
Payables to group entities		7,626,566	5,932,049
Payables to shareholders and Management		0	141,413
Other payables		546,651	406,139
		12,530,450	12,256,260
Current liabilities other than provisions			
8 Short-term part of long-term liabilities other than provisions			
Bank debt		241,266	2,273,985
Prepayments received from customers		4,268,425	1,093,336
Trade payables		4,617,253	2,747,318
Payables to group enterprises		6,673,017	9,915,388
Payables to participating interests		6,753,289	750,000
Other payables		1,793,452	2,511,566
		27,346,702	20,291,593
Total liabilities other than provisions		39,877,152	32,547,853
TOTAL EQUITY AND LIABILITIES		16,920,339	18,625,798

- 1 Accounting policies
- 2 Going concern uncertainties
- 9 Contractual obligations and contingencies, etc.
- 10 Contingent assets
- 11 Security and collateral

Financial statements 1 January - 31 December

Statement of changes in equity

DKK	Contributed capital	Net revaluation reserve according to the equity method	Reserve for development costs	Retained earnings	Total
Equity at 1 January 2022	320,077	6,738,050	2,712,906	-16,590,529	-6,819,496
Capital increase	10,288	0	0	889,712	900,000
Transfer through appropriation of loss	0	1,468,043	1,337,605	-10,808,207	-8,002,559
Equity at 1 January 2023	330,365	8,206,093	4,050,511	-26,509,024	-13,922,055
Tax on equity transactions	0	0	-185,211	0	-185,211
Transfer through appropriation of loss	0	5,306,514	841,869	-14,997,930	-8,849,547
Adjustment of investments through foreign exchange adjustments	0	-14,000	0	14,000	0
Distributed dividend from group enterprises	0	-8,500,000	0	8,500,000	0
Equity at 31 December 2023	330,365	4,998,607	4,707,169	-32,992,954	-22,956,813

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies

The annual report of Arpedio Solutions ApS for 2023 has been prepared in accordance with the provisions in the Danish Financial Statements Act applying to reporting class B entities and elective choice of certain provisions applying to reporting class C entities.

Pursuant to section 110(1) of the Danish Financial Statements Act, the Company has not prepared consolidated financial statements.

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

Reporting currency

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

Income statement

Revenue

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

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

Gross profit/loss

The items revenue, work performed for own account and capitalised, other operating income and external expenses have been aggregated into one item in the income statement called gross profit/loss in accordance with section 32 of the Danish Financial Statements Act.

Other operating income

Other operating income comprise items of a secondary nature relative to the Company's core activities, including gains on the sale of fixed assets.

Work performed for own account and capitalised

Work performed on own account and risk and recognised as assets includes staff costs regarding work performed in the financial year in relation to the construction of one or more assets recognised in the balance sheet.

Other external expenses

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

Staff costs

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

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Amortisation/depreciation

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

The basis of depreciation, which is calculated as cost less any residual value, is depreciated on a straight line basis over the expected useful life. The expected useful lives of the assets are as follows:

Fixtures and fittings, other plant and equipment	5 years
Development projects	3 years

Profit/loss from investments in group entities

The income statement includes the proportional share of the underlying companies' profit or loss after elimination of internal profit/loss and after tax. In group entities, the full elimination of internal profit and loss is carried out without regard to ownership shares.

Financial income and expenses

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

Tax

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

The Company and its Danish group entities are jointly taxed. The total Danish income tax charge is allocated between profit/loss-making Danish entities in proportion to their taxable income (full absorption).

Jointly taxed entities entitled to a tax refund are reimbursed by the management company based on the rates applicable to interest allowances, and jointly taxed entities which have paid too little tax pay a surcharge according to the rates applicable to interest surcharges to the management company.

Balance sheet

Intangible assets

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

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

Development costs that are recognised in the balance sheet are measured at cost less accumulated amortisation and impairment losses.

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Completed development projects are amortised on a straight-line basis using their estimated useful lives of the assets. The amortisation period is 3 years. For development projects protected by intellectual property rights, the maximum period of amortisation is the remaining duration of the relevant rights.

Property, plant and equipment

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

Deposits, investments

Deposits are measured at cost.

Investments in group entities

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

On initial recognition, equity investments in subsidiaries are measured at cost, i.e. plus transaction costs. The cost is allocated in accordance with the acquisition method.

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

Dividend received is deducted from the carrying amount.

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

Impairment of fixed assets

The carrying amount of intangible assets, property, plant and equipment and investments in subsidiaries is assessed for impairment on an annual basis.

Impairment tests are conducted on assets or groups of assets when there is evidence of impairment. The carrying amount of impaired assets is reduced to the higher of the net selling price and the value in use (recoverable amount).

The recoverable amount is the higher of the net selling price of an asset and its value in use. The value in use is calculated as the present value of the expected net cash flows from the use of the asset or the group of assets and the expected net cash flows from the disposal of the asset or the group of assets after the end of the useful life.

Previously recognised impairment losses are reversed when the reason for recognition no longer exists.

Receivables

The Company has chosen IAS 39 as interpretation for impairment write-down of financial receivables.

Receivables are measured at amortised cost.

An impairment loss is recognised if there is objective evidence that a receivable is impaired. If there is objective evidence that an individual receivable has been impaired, an impairment loss is recognised.

Impairment losses are calculated as the difference between the carrying amount of the receivables and the present value of the expected cash flows, including the realisable value of any collateral received.

Financial statements 1 January - 31 December

Notes to the financial statements

1 Accounting policies (continued)

Cash

Cash contributes cash.

Liabilities

The Company has chosen IAS 39 as interpretation for liabilities.

Financial liabilities are recognised at the date of borrowing at the net proceeds received less transaction costs paid. On subsequent recognition, financial liabilities are measured at amortised cost, corresponding to the capitalised value, using the effective interest rate. Accordingly, the difference between the proceeds and the nominal value is recognised in the income statement over the term of the loan.

Other liabilities are measured at net realisable value.

Prepayments received from customers

Prepayments from customers include prepayments and deferral of various subscription services that are deferred for recognition in the next financial year (deferred income).

Financial statements 1 January - 31 December

Notes to the financial statements

2 Going concern uncertainties

The company has lost equity and is familiar with the rules in the Danish Financial Statement Act. The company expects that future results, capital increase and debt converting will reestablish the equity.

As of 31 December 2023 the short term liabilities amounts to DKK 27,346 thousand and the non-fixed assets amounts to DKK 4,364 thousand which indicates a need of financing at DKK 22,982 thousand in 2024. The budget for 2024 shows an increase in revenue but an operational loss of approximately 1,1 million, while additional investments in the company's platform are required. Consequently, a financing of estimated DKK 14,000 thousand is expected in 2024.

In the spring of 2024, the company undertook a capital increase of DKK 4,250 thousand and debt conversion of DKK 6,000 thousand which, along with the commitment letters signed by the capital owners, ensures that financing for the coming year is secured.

DKK	2023	2022
3 Staff costs		
Wages/salaries	13,749,006	12,970,386
Pensions	996,693	788,505
Other social security costs	208,533	196,077
Other staff costs	229,812	288,515
	15,184,044	14,243,483
Average number of full-time employees	25	24
4 Tax for the year		
Estimated tax charge for the year	-1,502,771	-2,488,540
Tax adjustments, prior years	0	-990,069
	-1,502,771	-3,478,609

Financial statements 1 January - 31 December

Notes to the financial statements

5 Intangible assets

DKK	Completed development projects	Development projects in progress and prepayments for intangible assets	Total
Cost at 1 January 2023	8,938,592	2,874,240	11,812,832
Additions through mergers and business combinations	0	2,959,297	2,959,297
Transferred	2,874,240	-2,874,240	0
Cost at 31 December 2023	<u>11,812,832</u>	<u>2,959,297</u>	<u>14,772,129</u>
Impairment losses and amortisation at 1 January 2023	6,619,869	0	6,619,869
Amortisation for the year	2,117,428	0	2,117,428
Impairment losses and amortisation at 31 December 2023	<u>8,737,297</u>	<u>0</u>	<u>8,737,297</u>
Carrying amount at 31 December 2023	<u>3,075,535</u>	<u>2,959,297</u>	<u>6,034,832</u>
Amortised over	<u>3 years</u>		

Development projects consist development of the platform. Based on the current development projects the company expects a significant increase in activities the coming years.

Management has not identified any evidence of impairment relative to the carrying amount.

6 Property, plant and equipment

DKK	Fixtures and fittings, other plant and equipment
Cost at 1 January 2023	82,604
Cost at 31 December 2023	<u>82,604</u>
Impairment losses and depreciation at 1 January 2023	13,720
Depreciation	<u>16,520</u>
Impairment losses and depreciation at 31 December 2023	<u>30,240</u>
Carrying amount at 31 December 2023	<u>52,364</u>
Depreciated over	<u>5 years</u>

Financial statements 1 January - 31 December

Notes to the financial statements

7 Investments

DKK	Investments in group enterprises	Deposits, investments	Total
Cost at 1 January 2023	1,007,081	456,135	1,463,216
Additions	0	6,994	6,994
Cost at 31 December 2023	1,007,081	463,129	1,470,210
Value adjustments at 1 January 2023	8,206,093	0	8,206,093
Foreign exchange adjustments	-14,000	0	-14,000
Dividend received	-8,500,000	0	-8,500,000
Profit/loss for the year	5,306,514	0	5,306,514
Value adjustments at 31 December 2023	4,998,607	0	4,998,607
Carrying amount at 31 December 2023	6,005,688	463,129	6,468,817

Group entities

Name	Domicile	Interest
TBAC ApS	Copenhagen	100.00%
Arpedio US	USA	100.00%

8 Non-current liabilities other than provisions

DKK	Total debt at 31/12 2023	Short-term portion	Long-term portion	Outstanding debt after 5 years
Other credit institutions	7,357,233	3,000,000	4,357,233	0
Payables to group entities	7,626,566	0	7,626,566	0
Other payables	546,651	0	546,651	0
	15,530,450	3,000,000	12,530,450	0

9 Contractual obligations and contingencies, etc.

Contingent liabilities

As management company, the Company is jointly taxed with other Danish group entity and is jointly and severally with other jointly taxed group entity for payment of income taxes, withholding taxes on interest, royalties and dividends.

Other financial obligations

Rent liabilities include a rent obligation totalling DKK 911 thousand in interminable rent agreements.

10 Contingent assets

Tax value of unused tax losses carried forward represent a value of DKK 8,395 thousand.

11 Security and collateral

For the security of the company's bank debt, a mortgage of DKK 2,000 thousand has been given in trade receivables, other fixtures and fittings, tool and equipment and developed intangible assets.

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Ulrik Monberg

Direktion

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Ulrik Monberg

Dirigent

På vegne af: Arpedo Solutions ApS

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Torben Frigaard Rasmussen

Bestyrelse

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