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# *AviationCloud A/S*

Englandsgade 25, DK-5000 Odense C

## Annual Report for 1 January - 31 December 2018

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CVR No 34 60 63 82

The Annual Report was  
presented and adopted at  
the Annual General  
Meeting of the Company on  
22/5 2019

Adam Scott Edward  
Houghton  
Chairman of the General  
Meeting



# Contents

	<u>Page</u>
<b>Management's Statement and Auditor's Report</b>	
Management's Statement	1
Independent Auditor's Report	2
<b>Company Information</b>	
Company Information	5
Management's Review	6
<b>Financial Statements</b>	
Income Statement 1 January - 31 December	7
Balance Sheet 31 December	8
Statement of Changes in Equity	10
Notes to the Financial Statements	11

# Management's Statement

The Executive Board and Board of Directors have today considered and adopted the Annual Report of AviationCloud A/S for the financial year 1 January - 31 December 2018.

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 at 31 December 2018 of the Company and of the results of the Company operations for 2018.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Odense, 22 May 2019

## Executive Board

Kim Lantz

## Board of Directors

Christopher James Wolter

John Norman Palmer

Adam Scott Edward Houghton

Teuntje Klara Bakker Van der  
Veen

# Independent Auditor's Report

To the Shareholders of AviationCloud A/S

## Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2018 and of the results of the Company's operations for the financial year 1 January - 31 December 2018 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of AviationCloud A/S for the financial year 1 January - 31 December 2018, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies ("the Financial Statements").

## Basis for opinion

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

## Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover 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 Management's Review and, in doing so, consider whether 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 Management's Review provides the information required under the Danish Financials Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

## 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 misstate-

# Independent Auditor's Report

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

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

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

# Independent Auditor's Report

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.

Trekantområdet, 22 May 2019

**PricewaterhouseCoopers**

Statsautoriseret Revisionspartnerselskab

*CVR No 33 77 12 31*

Lars Almskou Ohmeyer  
State Authorised Public Accountant  
mne24817

Jørn Viggo Jørgensen  
Certified Accountant  
mne3043

## Company Information

### **The Company**

AviationCloud A/S  
Englandsgade 25  
DK-5000 Odense C

CVR No: 34 60 63 82

Financial period: 1 January - 31 December

Municipality of reg. office: Odense

### **Board of Directors**

Christopher James Wolter  
John Norman Palmer  
Adam Scott Edward Houghton  
Teuntje Klara Bakker Van der Veen

### **Executive Board**

Kim Lantz

### **Auditors**

PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Herredsvej 32  
DK-7100 Vejle

# **Management's Review**

## **Key activities**

The purpose of the company is to make available flight related IT services to either own developed integrators or integrators to be re-sold from relevant providers.

## **Development in the year**

The income statement of the Company for 2018 shows a loss of DKK 1,733,644, and at 31 December 2018 the balance sheet of the Company shows equity of DKK 1,583,249.

## **Subsequent events**

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.



## Income Statement 1 January - 31 December

	Note	2018 DKK	2017 DKK
<b>Gross profit/loss</b>		<b>11,241,634</b>	<b>11,188,439</b>
Staff expenses	1	-12,895,623	-8,044,123
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment		-280,635	-302,978
<b>Profit/loss before financial income and expenses</b>		<b>-1,934,624</b>	<b>2,841,338</b>
Financial income		67,741	17,890
Financial expenses	2	-60,626	-43,699
<b>Profit/loss before tax</b>		<b>-1,927,509</b>	<b>2,815,529</b>
Tax on profit/loss for the year	3	193,865	-624,259
<b>Net profit/loss for the year</b>		<b>-1,733,644</b>	<b>2,191,270</b>

## Distribution of profit

### Proposed distribution of profit

Retained earnings		-1,733,644	2,191,270
		<b>-1,733,644</b>	<b>2,191,270</b>

# Balance Sheet 31 December

## Assets

	Note	2018 DKK	2017 DKK
Completed development projects		800,342	937,529
<b>Intangible assets</b>	4	<b>800,342</b>	<b>937,529</b>
Other fixtures and fittings, tools and equipment		174,441	276,733
<b>Property, plant and equipment</b>		<b>174,441</b>	<b>276,733</b>
Other receivables		445,870	434,169
<b>Fixed asset investments</b>		<b>445,870</b>	<b>434,169</b>
<b>Fixed assets</b>		<b>1,420,653</b>	<b>1,648,431</b>
Trade receivables		1,166,144	1,838,119
Receivables from group enterprises		3,002,163	2,242,579
Other receivables		24,369	62,889
Prepayments		50,778	21,219
<b>Receivables</b>		<b>4,243,454</b>	<b>4,164,806</b>
<b>Cash at bank and in hand</b>		<b>376,328</b>	<b>2,429,753</b>
<b>Currents assets</b>		<b>4,619,782</b>	<b>6,594,559</b>
<b>Assets</b>		<b>6,040,435</b>	<b>8,242,990</b>

# Balance Sheet 31 December

## Liabilities and equity

	Note	2018 DKK	2017 DKK
Share capital		500,000	500,000
Retained earnings		1,083,249	2,816,893
<b>Equity</b>		<b>1,583,249</b>	<b>3,316,893</b>
Provision for deferred tax	5	0	193,865
<b>Provisions</b>		<b>0</b>	<b>193,865</b>
Payables to group enterprises		2,110,325	1,551,925
<b>Long-term debt</b>	6	<b>2,110,325</b>	<b>1,551,925</b>
Trade payables		340,433	547,640
Corporation tax		0	665,490
Other payables		2,006,428	1,967,177
<b>Short-term debt</b>		<b>2,346,861</b>	<b>3,180,307</b>
<b>Debt</b>		<b>4,457,186</b>	<b>4,732,232</b>
<b>Liabilities and equity</b>		<b>6,040,435</b>	<b>8,242,990</b>
Contingent assets, liabilities and other financial obligations	7		
Accounting Policies	8		

## Statement of Changes in Equity

	<u>Share capital</u> DKK	<u>Retained earnings</u> DKK	<u>Total</u> DKK
Equity at 1 January	500,000	2,816,893	3,316,893
Net profit/loss for the year	0	-1,733,644	-1,733,644
<b>Equity at 31 December</b>	<b>500,000</b>	<b>1,083,249</b>	<b>1,583,249</b>

## Notes to the Financial Statements

	2018 <u>DKK</u>	2017 <u>DKK</u>
<b>1 Staff expenses</b>		
Wages and salaries	12,340,972	7,768,038
Other social security expenses	104,516	68,255
Other staff expenses	450,135	207,830
	<u><b>12,895,623</b></u>	<u><b>8,044,123</b></u>
 <b>Average number of employees</b>	 <u><b>16</b></u>	 <u><b>12</b></u>
 <b>2 Financial expenses</b>		
Interest paid to group enterprises	42,687	42,687
Other financial expenses	17,939	1,012
	<u><b>60,626</b></u>	<u><b>43,699</b></u>
 <b>3 Tax on profit/loss for the year</b>		
Current tax for the year	0	666,490
Deferred tax for the year	-193,865	-42,231
	<u><b>-193,865</b></u>	<u><b>624,259</b></u>
 <b>4 Intangible assets</b>		Completed development projects <u>DKK</u>

Development projects relate to the development of the Company's existing software products. The software is being used in the present market to the Company's existing customers.

## Notes to the Financial Statements

	2018 DKK	2017 DKK
<b>5 Provision for deferred tax</b>		
Provision for deferred tax at 1 January	193,865	236,096
Amounts recognised in the income statement for the year	<u>-193,865</u>	<u>-42,231</u>
<b>Provision for deferred tax at 31 December</b>	<b><u>0</u></b>	<b><u>193,865</u></b>

### 6 Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

#### Payables to group enterprises

Between 1 and 5 years	2,110,325	1,551,925
Long-term part	<u>2,110,325</u>	<u>1,551,925</u>
Within 1 year	<u>0</u>	<u>0</u>
	<b><u>2,110,325</u></b>	<b><u>1,551,925</u></b>

### 7 Contingent assets, liabilities and other financial obligations

#### Rental and lease obligations

The company has signed a lease where the rent amounts to TDKK 1,298 in the non-cancellable period.

# Notes to the Financial Statements

## 8 Accounting Policies

The Annual Report of AviationCloud A/S for 2018 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B as well as selected rules applying to reporting class C.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2018 are presented in DKK.

### Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

### Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

### Income Statement

#### Revenue

Revenue from the sale of goods is recognised when the risks and rewards relating to the goods sold have been transferred to the purchaser, the revenue can be measured reliably and it is probable that the economic benefits relating to the sale will flow to the Company.

Services are recognised at the rate of completion of the service to which the contract relates by using the percentage-of-completion method, which means that revenue equals the selling price of the service completed for the year. This method is applied when total revenues and expenses in respect of the service and the stage of completion at the balance sheet date can be measured reliably, and it is probable that the economic benefits, including payments, will flow to the Company. The stage of completion is determined on the basis of the ratio between the expenses incurred and the total expected expenses of the service.

Revenue is measured at the consideration received and is recognised exclusive of VAT and net of discounts relating to sales.

#### Expenses for raw materials and consumables

Expenses for raw materials and consumables comprise the raw materials and consumables consumed to achieve revenue for the year.

#### Other external expenses

Other external expenses comprise indirect production costs and expenses for premises, sales and distribution as well as office expenses, etc.

#### Gross profit/loss

With reference to section 32 of the Danish Financial Statements Act, gross profit/loss is calculated as a summary of revenue, other operating income, expenses for raw materials and consumables and other external expenses.

#### Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

#### Amortisation, depreciation and impairment losses

Amortisation, depreciation and impairment losses comprise amortisation, depreciation and impairment of intangible assets and property, plant and equipment.



# Notes to the Financial Statements

## 8 Accounting Policies (continued)

### Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Company, including gains and losses on the sale of intangible assets and property, plant and equipment.

### Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

### Tax on profit/loss for the year

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.

## Balance Sheet

### Intangible assets

Development costs and costs relating to rights developed by the Company are recognised in the income statement as costs in the year of acquisition. Development costs are amortised on a straight-line basis over its useful life, which is assessed at 10 years.

### Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Other fixtures and fittings, tools and equipment	2 - 5	years
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Depreciation period and residual value are reassessed annually.

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

### Impairment of fixed assets

The carrying amounts of intangible assets and property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, the asset is written down to its lower recoverable amount.

### Receivables

Receivables are recognised in the balance sheet at amortised cost, which substantially corresponds to nominal value. Provisions for estimated bad debts are made.

### Prepayments

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

### Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

### Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

### Financial debts

Loans, such as loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Other debts are measured at amortised cost, substantially corresponding to nominal value.