

**RelateIT A/S**

Jernbanegade 1, 2. tv.

5000 Odense C

Central Business Registration No  
35480730

**Annual report 2016**

The Annual General Meeting adopted the annual report on 31.05.2017

**Chairman of the General Meeting**

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Name: Kenneth Henriks

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## Entity details

### Entity

RelateIT A/S  
Jernbanegade 1, 2. tv.  
5000 Odense C

Central Business Registration No: 35480730  
Registered in: Odense  
Financial year: 01.01.2016 - 31.12.2016

### Board of Directors

Anders Østergaard, formand  
Kenneth Henriks  
Svend Stenberg Mølholt

### Executive Board

Simon Eglin Berthelsen

### Auditors

Deloitte Statsautoriseret Revisionspartnerselskab  
Weidekampsgade 6  
2300 København S

## Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of RelateIT A/S 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, 31.05.2017

### Executive Board

Simon Eglin Berthelsen

### Board of Directors

Anders Østergaard  
formand

Kenneth Henriks

Svend Stenberg Mølholt

# Independent auditor's report

## To the shareholders of RelateIT A/S

### Opinion

We have audited the financial statements of RelateIT A/S 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.

### 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, 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:

## Independent auditor's report

- 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 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.

## Independent auditor's report

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, 31.05.2017

### **Deloitte**

Statsautoriseret Revisionspartnerselskab

Central Business Registration No: 33963556

Kåre Valtersdorf

State Authorised Public Accountant

Peter Aslak Storgaard

State Authorised Public Accountant

## Management commentary

### Primary activities

The main activity of the Company is to offer IT solutions and other related solutions.

### Development in activities and finances

The result for the year shows a profit at 2.851.741 DKK, against a profit last year at 2.479.098 DKK. The profit for the year is satisfactory.

### 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

	<b>Notes</b>	<b>2016 DKK</b>	<b>2015 DKK</b>
<b>Gross profit</b>		<b>12.500.459</b>	<b>9.733.653</b>
Staff costs	1	(8.777.396)	(6.388.793)
Depreciation, amortisation and impairment losses		<u>(178.164)</u>	<u>(128.451)</u>
<b>Operating profit/loss</b>		<b>3.544.899</b>	<b>3.216.409</b>
Other financial income	2	140.568	61.878
Other financial expenses		<u>(15.818)</u>	<u>(28.412)</u>
<b>Profit/loss before tax</b>		<b>3.669.649</b>	<b>3.249.875</b>
Tax on profit/loss for the year	3	<u>(817.908)</u>	<u>(770.777)</u>
<b>Profit/loss for the year</b>		<b><u>2.851.741</u></b>	<b><u>2.479.098</u></b>
<b>Proposed distribution of profit/loss</b>			
Ordinary dividend for the financial year		2.500.000	2.000.000
Retained earnings		<u>351.741</u>	<u>479.098</u>
		<b><u>2.851.741</u></b>	<b><u>2.479.098</u></b>

## Balance sheet at 31.12.2016

	<u>Notes</u>	<u>2016 DKK</u>	<u>2015 DKK</u>
Completed development projects		0	48.125
Acquired intangible assets		63.602	27.844
<b>Intangible assets</b>		<b>63.602</b>	<b>75.969</b>
Other fixtures and fittings, tools and equipment		386.492	316.254
Leasehold improvements		344.888	0
<b>Property, plant and equipment</b>		<b>731.380</b>	<b>316.254</b>
Deposits		60.629	59.441
<b>Fixed asset investments</b>		<b>60.629</b>	<b>59.441</b>
<b>Fixed assets</b>		<b>855.611</b>	<b>451.664</b>
Trade receivables		3.179.161	1.608.350
Receivables from group enterprises		6.452.425	4.190.774
Other receivables		32.519	200.000
Prepayments		64.122	53.995
<b>Receivables</b>		<b>9.728.227</b>	<b>6.053.119</b>
Cash		8.670	1.205.531
<b>Current assets</b>		<b>9.736.897</b>	<b>7.258.650</b>
<b>Assets</b>		<b>10.592.508</b>	<b>7.710.314</b>

## Balance sheet at 31.12.2016

	<b>Notes</b>	<b>2016 DKK</b>	<b>2015 DKK</b>
Contributed capital	4	500.000	500.000
Retained earnings		1.927.294	1.575.553
Proposed dividend		2.500.000	2.000.000
<b>Equity</b>		<b>4.927.294</b>	<b>4.075.553</b>
Deferred tax		35.309	22.690
<b>Provisions</b>		<b>35.309</b>	<b>22.690</b>
Prepayments received from customers		448.668	142.891
Trade payables		461.222	538.276
Payables to group enterprises		1.251.100	0
Income tax payable		805.289	774.232
Other payables	5	2.663.626	2.156.672
<b>Current liabilities other than provisions</b>		<b>5.629.905</b>	<b>3.612.071</b>
<b>Liabilities other than provisions</b>		<b>5.629.905</b>	<b>3.612.071</b>
<b>Equity and liabilities</b>		<b>10.592.508</b>	<b>7.710.314</b>
Unrecognised rental and lease commitments	6		
Contingent liabilities	7		
Group relations	8		

## Statement of changes in equity for 2016

	Contributed capital DKK	Retained earnings DKK	Proposed dividend DKK	Total DKK
Equity beginning of year	500.000	1.575.553	2.000.000	4.075.553
Ordinary dividend paid	0	0	(2.000.000)	(2.000.000)
Profit/loss for the year	0	351.741	2.500.000	2.851.741
<b>Equity end of year</b>	<b>500.000</b>	<b>1.927.294</b>	<b>2.500.000</b>	<b>4.927.294</b>

## Notes

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>1. Staff costs</b>		
Wages and salaries	7.818.337	5.719.863
Pension costs	529.176	404.343
Other social security costs	69.617	54.386
Other staff costs	360.266	210.201
	<b>8.777.396</b>	<b>6.388.793</b>
 Average number of employees	 <b>11</b>	

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>2. Other financial income</b>		
Financial income arising from group enterprises	136.853	58.584
Exchange rate adjustments	3.715	3.294
	<b>140.568</b>	<b>61.878</b>

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>3. Tax on profit/loss for the year</b>		
Tax on current year taxable income	805.289	774.232
Change in deferred tax for the year	12.619	(12.962)
Adjustment concerning previous years	0	9.507
	<b>817.908</b>	<b>770.777</b>

	<b>Number</b>	<b>Par value</b>	<b>Nominal</b>
		<b>DKK</b>	<b>value</b>
			<b>DKK</b>
<b>4. Contributed capital</b>			
Shares	5.000	100	500.000
	<b>5.000</b>		<b>500.000</b>

## Notes

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>5. Other payables</b>		
VAT and duties	770.393	797.488
Wages and salaries, personal income taxes, social security costs, etc payable	234.818	484.084
Holiday pay obligation	1.167.568	813.383
Other costs payable	490.847	61.717
	<b>2.663.626</b>	<b>2.156.672</b>

	<b>2016</b>	<b>2015</b>
	<b>DKK</b>	<b>DKK</b>
<b>6. Unrecognised rental and lease commitments</b>		
Hereof liabilities under rental or lease agreements until maturity in total	<b>1.102.552</b>	<b>1.165.500</b>

### 7. Contingent liabilities

The Company participates in a Danish joint taxation arrangement in which Monjasa Holding A/S serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Company is therefore liable from the financial year 2013 for income taxes etc for the jointly taxed companies and from 1 July 2012 also for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed companies.

### 8. Group relations

Name and registered office of the Parent preparing consolidated financial statements for the smallest group:

Monjasa Holding A/S, Fredericia

## 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.

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. Property, plant and equipment, intangible assets and other non-monetary assets that have been purchased in foreign currencies are translated using historical rates.

### Income statement

#### Gross profit or loss

Gross profit or loss comprises revenue 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 and property, plant and equipment 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.

### Other financial income

Other financial income comprises interest income, including interest income on receivables from group enterprises, 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, including interest expenses on payables to group enterprises, 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.

The Entity is jointly taxed with the Danish Parent company. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

### 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.

Completed development projects are amortised on a straight-line basis using the estimated useful lives of the assets. The amortisation period is 2 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.

Intellectual property rights acquired are measured at cost less accumulated amortisation.

Intellectual property rights etc are written down to the lower of recoverable amount and carrying amount.

### Property, plant and equipment

Other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Other fixtures and fittings, tools and equipment	5 years
Leasehold improvements	5 years

For leasehold improvements, the depreciation period cannot exceed the contract period.

Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

### Receivables

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

### Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

### Cash

Cash comprises cash in hand and bank deposits.

## Accounting policies

### Dividend

Dividend is recognised as a liability at the time of adoption at the general meeting. The proposed dividend for the financial year is disclosed as a separate item in equity.

### Deferred tax

Deferred tax is recognised on all temporary differences between the carrying amount and tax-based value of assets and liabilities, for which the tax-based value of assets is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

### Other financial liabilities

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

### Prepayments received from customers

Prepayments received from customers comprise amounts received from customers prior to delivery of the goods agreed or completion of the service agreed.

### Income tax receivable or payable

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.