

## **RelateIT A/S**

Jernbanegade 1, 2.  
5000 Odense C  
CVR No. 35480730

## **Annual report 2020**

The Annual General Meeting adopted the  
annual report on 29.04.2021

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**Rasmus Ravnholdt Knudsen**

Chairman of the General Meeting

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# Entity details

## Entity

RelateIT A/S

Jernbanegade 1, 2.

5000 Odense C

CVR No.: 35480730

Registered office: Odense

Financial year: 01.01.2020 - 31.12.2020

## Board of Directors

Svend Stenberg Mølholt, Chairman

Rasmus Ravnholdt Knudsen

Anders Østergaard

## Executive Board

Simon Eglin Berthelsen

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Weidekampsgade 6

2300 Copenhagen S

# Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of RelateIT A/S for the financial year 01.01.2020 - 31.12.2020.

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 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020.

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, 29.04.2021

## Executive Board

**Simon Eglin Berthelsen**

## Board of Directors

**Svend Stenberg Mølholt**  
Chairman

**Rasmus Ravnholdt Knudsen**

**Anders Østergaard**

# Independent auditor's report

## To the shareholder of RelateIT A/S

### Opinion

We have audited the financial statements of RelateIT A/S for the financial year 01.01.2020 - 31.12.2020, 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 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020 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:

- 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.

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, 29.04.2021

**Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR No. 33963556

**Kåre Kansonen Valtersdorf**

State Authorised Public Accountant  
Identification No (MNE) mne34490

# 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 7,066,694 DKK, against a profit last year at 6,201,946 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 2020

	Notes	2020 DKK	2019 DKK
<b>Gross profit/loss</b>		<b>75,331,178</b>	<b>63,015,163</b>
Staff costs	1	(65,614,550)	(54,496,758)
Depreciation, amortisation and impairment losses		(1,311,047)	(1,141,276)
Other operating expenses		0	(93,885)
<b>Operating profit/loss</b>		<b>8,405,581</b>	<b>7,283,244</b>
Other financial income	2	756,805	857,637
Other financial expenses		(217,168)	(61,140)
<b>Profit/loss before tax</b>		<b>8,945,218</b>	<b>8,079,741</b>
Tax on profit/loss for the year	3	(1,878,524)	(1,877,795)
<b>Profit/loss for the year</b>		<b>7,066,694</b>	<b>6,201,946</b>
<b>Proposed distribution of profit and loss</b>			
Ordinary dividend for the financial year		5,780,000	15,000,000
Retained earnings		1,286,694	(8,798,054)
<b>Proposed distribution of profit and loss</b>		<b>7,066,694</b>	<b>6,201,946</b>

# Balance sheet at 31.12.2020

## Assets

	Notes	2020 DKK	2019 DKK
Acquired intangible assets		51,238	88,849
Acquired licences		9,301	15,603
<b>Intangible assets</b>	4	<b>60,539</b>	<b>104,452</b>
Other fixtures and fittings, tools and equipment		917,677	1,000,851
Leasehold improvements		906,387	935,482
<b>Property, plant and equipment</b>	5	<b>1,824,064</b>	<b>1,936,333</b>
Deposits		811,209	510,566
<b>Financial assets</b>	6	<b>811,209</b>	<b>510,566</b>
<b>Fixed assets</b>		<b>2,695,812</b>	<b>2,551,351</b>
Trade receivables		17,903,373	14,928,985
Receivables from group enterprises		19,700,410	21,869,566
Deferred tax		2,555,994	3,241,692
Other receivables		1,380,019	452,858
Prepayments		341,756	863,384
<b>Receivables</b>		<b>41,881,552</b>	<b>41,356,485</b>
<b>Cash</b>		<b>6,336</b>	<b>10,674</b>
<b>Current assets</b>		<b>41,887,888</b>	<b>41,367,159</b>
<b>Assets</b>		<b>44,583,700</b>	<b>43,918,510</b>

**Equity and liabilities**

	Notes	2020 DKK	2019 DKK
Contributed capital		500,000	500,000
Retained earnings		7,443,472	6,156,779
Proposed dividend		5,780,000	15,000,000
<b>Equity</b>		<b>13,723,472</b>	<b>21,656,779</b>
Other payables		6,103,079	1,878,276
<b>Non-current liabilities other than provisions</b>		<b>6,103,079</b>	<b>1,878,276</b>
Bank loans		192,769	234,940
Prepayments received from customers		1,355,708	1,419,458
Trade payables		6,832,490	5,026,968
Payables to group enterprises		1,010,823	1,826,946
Income tax payable		1,280,836	1,196,559
Other payables		14,084,523	10,678,584
<b>Current liabilities other than provisions</b>		<b>24,757,149</b>	<b>20,383,455</b>
<b>Liabilities other than provisions</b>		<b>30,860,228</b>	<b>22,261,731</b>
<b>Equity and liabilities</b>		<b>44,583,700</b>	<b>43,918,510</b>
Unrecognised rental and lease commitments	7		
Contingent liabilities	8		
Group relations	9		

# Statement of changes in equity for 2020

	Contributed capital DKK	Retained earnings DKK	Proposed dividend DKK	Total DKK
Equity beginning of year	500,000	6,156,778	15,000,000	21,656,778
Ordinary dividend paid	0	0	(15,000,000)	(15,000,000)
Profit/loss for the year	0	1,286,694	5,780,000	7,066,694
<b>Equity end of year</b>	<b>500,000</b>	<b>7,443,472</b>	<b>5,780,000</b>	<b>13,723,472</b>

# Notes

## 1 Staff costs

	2020 DKK	2019 DKK
Wages and salaries	58,881,927	48,259,074
Pension costs	4,327,851	3,423,303
Other social security costs	468,504	496,516
Other staff costs	1,936,268	2,317,865
	<b>65,614,550</b>	<b>54,496,758</b>
Average number of full-time employees	88	72

## 2 Other financial income

	2020 DKK	2019 DKK
Financial income from group enterprises	517,415	857,637
Exchange rate adjustments	239,390	0
	<b>756,805</b>	<b>857,637</b>

## 3 Tax on profit/loss for the year

	2020 DKK	2019 DKK
Current tax	1,280,836	1,196,549
Change in deferred tax	685,698	681,235
Adjustment concerning previous years	(88,010)	11
	<b>1,878,524</b>	<b>1,877,795</b>

## 4 Intangible assets

	Acquired intangible assets DKK	Acquired licences DKK
Cost beginning of year	189,379	307,932
Additions	0	13,394
<b>Cost end of year</b>	<b>189,379</b>	<b>321,326</b>
Amortisation and impairment losses beginning of year	(100,530)	(292,329)
Amortisation for the year	(37,611)	(19,696)
<b>Amortisation and impairment losses end of year</b>	<b>(138,141)</b>	<b>(312,025)</b>
<b>Carrying amount end of year</b>	<b>51,238</b>	<b>9,301</b>

## 5 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK	Leasehold improvements DKK
Cost beginning of year	2,728,449	1,360,470
Additions	882,568	258,905
<b>Cost end of year</b>	<b>3,611,017</b>	<b>1,619,375</b>
Revaluations beginning of year	0	(16,574)
<b>Revaluations end of year</b>	<b>0</b>	<b>(16,574)</b>
Depreciation and impairment losses beginning of year	(1,727,600)	(408,414)
Depreciation for the year	(965,740)	(288,000)
<b>Depreciation and impairment losses end of year</b>	<b>(2,693,340)</b>	<b>(696,414)</b>
<b>Carrying amount end of year</b>	<b>917,677</b>	<b>906,387</b>

## 6 Financial assets

	Deposits DKK
Cost beginning of year	510,566
Additions	300,643
<b>Cost end of year</b>	<b>811,209</b>
<b>Carrying amount end of year</b>	<b>811,209</b>

## 7 Unrecognised rental and lease commitments

	2020 DKK	2019 DKK
Liabilities under rental or lease agreements until maturity in total	1,660,082	1,932,126

## 8 Contingent liabilities

The Entity participates in a Danish joint taxation arrangement where Endeavour Invest ApS serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc for the jointly taxed entities and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. Corporate income tax payable for the Danish jointly taxed companies amounted to DKK 0m at 31 December 2020 (2019: DKK 0m).

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

The accounting policies applied to 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.

## Income statement

### Gross profit or loss

Gross profit or loss comprises revenue, cost of sales 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.

### 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 writedowns of receivables recognised in current assets.

### Staff costs

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

**Depreciation, amortisation and impairment losses**

Depreciation, amortisation and impairment losses relating to property, plant and equipment and intangible assets comprise depreciation, amortisation and impairment losses for the financial year.

**Other operating expenses**

Other operating expenses comprise expenses of a secondary nature as viewed in relation to the Entity's primary activities. Gains and losses from the sale of intangible assets and property, plant and equipment are recognised as other operating expenses/income.

**Other financial income**

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital or exchange gains on securities, payables and transactions in foreign currencies, amortisation of financial assets, and 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, net capital or exchange losses on securities, payables and transactions in foreign currencies, amortisation of financial liabilities, and 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.

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.

Scrap value is 0 DKK.

**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.

Scrap value is 0 DKK.

**Receivables**

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

**Deferred tax**

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

**Prepayments**

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

**Cash**

Cash comprises cash in hand and bank deposits.

**Dividend**

Dividend is recognised as a liability at the time of adoption at the general meeting. Proposed dividend for the financial year is disclosed as a separate item in equity. Extraordinary dividend adopted in the financial year is recognised directly in equity when distributed and disclosed as a separate item in Management's proposal for distribution of profit/loss.

**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.

**Tax receivable or payable**

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