

**Linkfire ApS**

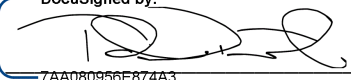
**Artillerivej 86, 3.**

**2300 København S**

**Business Registration No. 35 83 54 31**

**Annual report 2020**

The Annual General Meeting adopted the annual report on 30 April 2021

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Chairman of the General Meeting

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## **Company information**

### **The Company**

Linkfire ApS

Artillerivej 86, 3.

2300 København S

Business Registration No.: 35 83 54 31

Registered office: Copenhagen

Date of incorporation: 15.04.2014

Financial year: 01.01.2020 - 31.12.2020

### **Board of Directors**

Søren Jørgensen, Chairman

Jeppe Rothausen Faurfelt

Thomas Rudbeck

Lars Wiberg Ettrup

Thomas Weilby Knudsen

### **Executive Board**

Jeppe Rothausen Faurfelt

Lars Wiberg Ettrup

### **Auditors**

Deloitte Statsautoriseret Revisionspartnerselskab

## Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report for the financial year 01.01.2020 – 31.12.2020 for Linkfire ApS.

The annual report is presented in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act.

The Parent's financial statements have been prepared in accordance with the Danish Financial statements Act.


In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and Parent's assets, liabilities and financial position at 31.12.2020 and of the results of the Group's activities and cash flows for the financial year 01.01.2020 – 31.12.2020.


We believe that the management's review contains a fair review of the affairs and conditions referred to therein.

The annual report is submitted for adoption at the Annual General Meeting.


Copenhagen, 30 April 2021


### Executive Board


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Jeppe Rothausen Faarfelt


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Lars Wiberg Ettrup


### Board of Directors

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Søren Jørgensen  
Chairman

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Jeppe Rothausen Faarfelt

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Thomas Rudbeck

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Lars Wiberg Ettrup

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Thomas Weilby Knudsen

## Independent auditor's report

### To the shareholders of Linkfire ApS

#### Opinion

We have audited the consolidated financial statements and the parent financial statements of Linkfire ApS for the financial year 01.01.2020 - 31.12.2020, which comprise the balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for the Group as well as the Parent, and the income statement of the Parent and the statement of comprehensive income and cash flow statement of the Group. The consolidated financial statements are prepared in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act, and the parent financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the consolidated financial statements give a true and fair view of the Group's financial position at 31.12.2020, and of the results of its operations and cash flows for the financial year 01.01.2020 - 31.12.2020 in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements under the Danish Financial Statements Act.

Further, in our opinion, the parent financial statements give a true and fair view of the Parent'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 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 consolidated financial statements and the parent financial statements* section of this auditor's report. We are independent of the Group 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.

#### Statement on the management commentary

Management is responsible for the management commentary.

Our opinion on the consolidated financial statements and the parent 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 consolidated financial statements and the parent financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the consolidated financial statements and the parent 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 consolidated financial statements and the parent 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.

### **Management's responsibilities for the consolidated financial statements and the parent financial statements**

Management is responsible for the preparation of consolidated financial statements that give a true and fair view in accordance with International Financial Reporting Standards as adopted by the EU and additional requirements of the Danish Financial Statements Act as well as the preparation of parent 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 consolidated financial statements and parent financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements and the parent financial statements, Management is responsible for assessing the Group's and the Parent'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 consolidated financial statements and the parent financial statements unless Management either intends to liquidate the Group or the Entity or to cease operations, or has no realistic alternative but to do so.

### **Auditor's responsibilities for the audit of the consolidated financial statements and the parent financial statements**

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements and the parent 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 consolidated financial statements and these parent 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 consolidated financial statements and the parent 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 Group's and the Parent'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 consolidated financial statements and the parent 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 Group's and the Parent'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 consolidated financial statements and the parent 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 Group and the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements and the parent financial statements, including the disclosures in the notes, and whether the consolidated financial statements and the parent financial statements represent the underlying transactions and events in a manner that gives a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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.

Copenhagen, 30.04.2021

**Deloitte**

Statsautoriseret Revisionspartnerselskab

Business Registration No 33 96 35 56

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*Bjørn Winkler Jakobsen*

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**Bjørn Winkler Jakobsen**

State-Authorised Public Accountant

Identification No (MNE) mne32127

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*Mads Juul Hansen*

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**Mads Juul Hansen**

State-Authorised Public Accountant

Identification No (MNE) mne44386



## **Management's commentary**

### **Primary activities**

Linkfire ApS the parent company of the Linkfire Group is a limited liability company incorporated and headquartered in Denmark, with its head office in Artillerivej 86, 2300 Copenhagen and additional offices in the US, New York and Los Angeles and in Lisbon, Portugal.

The Group is on a mission to frictionlessly connect fans to the world of entertainment. Linkfire is a technology company providing marketing and promotional services within the music and entertainment industries. Through its offering, the Group simplifies music discovery for consumers and generates traffic for digital service providers. Furthermore, the platform enhances marketing related decision making for labels and creators. In 2020 Linkfire facilitated 1.5 billion consumer connections across the world.

### **Revenue**

Revenue increased by DKK 7,472 thousand, or 43 per cent, from DKK 17,227 thousand in the 2019 financial year to DKK 24,699 thousand in the 2020 financial year. The fastest growing revenue line, Commissions, increased by DKK 3,745 thousand, or 207 per cent compared to 2019, while Subscriptions increased by DKK 3,727 thousand, or 24 per cent.

### **Cost of sales**

Cost of sales decreased by DKK 750 thousand, or 11 per cent, from DKK 6,745 thousand in the 2019 financial year to DKK 5,995 thousand in the 2020 financial year. The decrease was primarily driven by operational improvements to the infrastructure powering Linkfire's services.

### **Other external expenses**

Other external expenses increased by DKK 1,703 thousand, or 35 per cent, from DKK 4,910 thousand in the 2019 financial year to DKK 6,613 thousand in the 2020 financial year. The increase was partly attributable to higher advertising cost as a result of added focus on paid customer acquisition. As well as due to increased use of remote-working freelancers instead of employees on-site and other technical and organizational measures to ensure continuously efficient workflow through covid-19 and beyond.

## Management's commentary

### Staff costs

Staff costs increased by DKK 4,646 thousand, or 29 per cent, from DKK 15,815 thousand in the 2019 financial year to DKK 20,461 thousand in the 2020 financial year. As a percentage of revenue, staff costs decreased from 91.8 per cent to 82.8 per cent. The increase in staff costs was primarily driven by new hires during the year. The decrease in staff costs in relation to revenue was due to scalability of the business model.

### Depreciation, amortisation and impairment

Depreciation, amortisation and impairment increased by DKK 3,073 thousand, or 112 per cent, from DKK 2,750 thousand in the 2019 financial year to DKK 5,823 thousand in the 2020 financial year. This represents an increase in relation to revenue from 16 per cent in the 2019 financial year to 24 per cent in the 2020 financial year. The increase was primarily due to an increase in amortisation of intangible assets. Increased amortisation mainly derives from the final release of and customer migration to the relaunched Linkfire Platform holding extensive scalability and functionality improvements.

### Operating profit / (loss)

Operating loss increased by DKK 1,200 thousand, or 9 per cent, from DKK 12,993 thousand in the 2019 financial year to DKK 14,193 thousand in the 2020 financial year. The increase was primarily due to increased costs partly offset by an increase in revenue as described above.

### Financial income and expenses

Financial income increased by DKK 426 thousand, or 513 per cent, from DKK 83 thousand in the 2019 financial year to DKK 509 thousand in the 2020 financial year. The increase was primarily due to the exchange rate development of USD to DKK and the residual adjustment during 2020 on payables in USD.

Financial expenses increased by DKK 1,213 thousand, or 39 per cent, from DKK 3,092 thousand in the 2019 financial year to DKK 4,305 thousand in the 2020 financial year. The increase was primarily due to the exchange rate development of USD to DKK and the residual adjustment during 2020 on receivables in USD.

## **Management's commentary**

### **Tax for the year**

The tax for the year, which comprises deferred tax recognised in the income statement, increased by DKK 376 thousand, or 9 per cent, from DKK 4,152 thousand in the 2019 financial year to DKK 4,528 thousand in the 2020 financial year. Income tax benefits for both the years 2020 and 2019 relates to tax credit for research and development expenses at the applicable tax rate under the Danish Corporate Income Tax Act.

### **Profit / loss for the year**

Loss for the year increased by DKK 1,611 thousand, or 14 per cent, from DKK -11,850 thousand in the 2019 financial year to DKK -13,461 in the 2020 financial year.

## **Statement of financial position**

### **Cash and cash equivalents**

As of December 31, 2020, the company had cash and cash equivalents of DKK 0,8 million compared to DKK 3,5 million as of December 31, 2019.

### **Equity**

As of December 31, 2020, equity amounted to DKK 4,9 million compared to DKK 10,0 million in 2019.

## **Cash flows**

### **Cash flow from operation activities**

Net cash flow from operation activities for 2020 was an outflow of DKK 3,8 million compared to DKK 2,3 million in 2019. Net cash flow from operation activities is attributable primarily to development activities and as well general and administrative expenses.

### **Cash flow from investing activities**

Net cash flow from investing activities was amounted to an outflow of DKK 13,8 million in 2020 compared to an outflow of DKK 12,7 million in 2019.

### **Cash flow from financing activities**

Net cash flow from financing activities was amounted to an inflow of DKK 15,2 million in 2020 compared to an inflow of DKK 18,2 million in 2019.

## **Management's commentary**

### **Uncertainty in recognition and measurement**

Development projects in progress and completed development projects have a net value of DKK 2,6 million respectively DKK 48,9 million in the annual report. Development projects are measured at cost price reduced with amortization and write-downs. The measurement of development projects are dependable on future earnings, which there is a natural uncertainty related to.

### **Subsequent events**

From the closing date and until today, no further matters, which would influence the evaluation of the annual report has occurred.

## Consolidated statement of comprehensive income

DKK'000	Note	2020	2019
Revenue	5	24,699	17,227
Cost of sales		(5,995)	(6,745)
<b>Gross profit</b>		<b>18,704</b>	<b>10,482</b>
Other external expenses		(6,613)	(4,910)
Staff costs	6	(20,461)	(15,815)
Depreciation, amortisation and impairment losses	8	(5,823)	(2,750)
<b>Operating profit/(loss)</b>		<b>(14,193)</b>	<b>(12,993)</b>
Financial income	9	509	83
Financial expenses	10	(4,305)	(3,092)
<b>Profit/(loss) before tax</b>		<b>(17,989)</b>	<b>(16,002)</b>
Tax for the year	11	4,528	4,152
<b>Profit/(loss) for the year</b>		<b>(13,461)</b>	<b>(11,850)</b>
<b>Other comprehensive income</b>			
<i>Other comprehensive income that may be reclassified to profit or loss in subsequent periods (net of tax):</i>			
Exchange differences on translation of foreign operations		166	(86)
<b>Other comprehensive income for the year, net of tax</b>		<b>166</b>	<b>(86)</b>
<b>Total comprehensive income for the year</b>		<b>(13,295)</b>	<b>(11,936)</b>
<i>Attributable to:</i>			
Shareholders of Linkfire ApS			
Earnings per share (DKK)	18	(1.28)	(1.18)
Earnings per share, diluted (DKK)	18	(1.14)	(1.08)

## Consolidated statement of financial position

DKK'000	<u>Note</u>	<u>31/12/20</u>	<u>31/12/19</u>	<u>01/01/19</u>
Intangible assets	12	51,503	42,163	30,894
Property, plant and equipment	13	168	41	92
Right-of-use assets	14	3,226	4,359	4,948
Deposits	15	427	417	417
<b>Total non-current assets</b>		<b><u>55,324</u></b>	<b><u>46,980</u></b>	<b><u>36,351</u></b>
Trade receivables	16	2,195	5,096	3,704
Income tax receivables		4,528	4,177	3,478
Other receivables		664	574	430
Prepayments		292	42	124
Cash		783	3,539	427
<b>Total current assets</b>		<b><u>8,462</u></b>	<b><u>13,428</u></b>	<b><u>8,163</u></b>
<b>Total assets</b>		<b><u>63,786</u></b>	<b><u>60,408</u></b>	<b><u>44,514</u></b>

## Consolidated statement of financial position

DKK'000	<u>Note</u>	<u>31/12/20</u>	<u>31/12/19</u>	<u>01/01/19</u>
Share capital	18	108	104	85
Retained earnings		(73)	6,912	(12,287)
Translation reserve		124	(83)	(93)
Other capital reserve	20	4,750	3,093	1,786
<b>Total equity</b>		<b>4,909</b>	<b>10,026</b>	<b>(10,509)</b>
Interest-bearing liabilities	19	33,617	20,677	19,427
Lease liabilities	14	1,809	2,873	3,558
<b>Total non-current liabilities</b>		<b>35,426</b>	<b>23,550</b>	<b>22,985</b>
Interest-bearing liabilities	19	3,995	7,741	17,652
Contract liabilities	5	5,702	8,691	5,991
Lease liabilities	14	1,487	1,571	1,390
Trade payables		2,888	4,709	3,930
Other payables		9,379	4,120	3,075
<b>Total current liabilities</b>		<b>23,451</b>	<b>26,832</b>	<b>32,038</b>
<b>Total liabilities</b>		<b>58,877</b>	<b>50,382</b>	<b>55,023</b>
<b>Total equity and liabilities</b>		<b>63,786</b>	<b>60,408</b>	<b>44,514</b>

## Consolidated statement of changes in equity

	Share capital	Retained earnings	Translation reserve	Other capital reserve	Total
<b>DKK'000</b>					
<b>2020</b>					
<b>Balance at 1 January</b>	104	6,912	(83)	3,093	10,026
Net profit/(loss) for the period	-	(13,462)	-	-	(13,462)
Other comprehensive income	-	-	207	-	207
<b>Total comprehensive income</b>	-	(6,550)	124	-	(6,426)
Capital increase	4	6,477	-	-	6,481
Share-based payments	-	-	-	1,657	1,657
<b>Balance at 31 December</b>	<b>108</b>	<b>(73)</b>	<b>124</b>	<b>4,750</b>	<b>4,909</b>
<b>DKK'000</b>					
<b>2019</b>					
<b>Balance at 1 January</b>	85	(10,501)	(93)	-	(10,509)
Effect of initially applying IFRS	-	(1,786)	-	1,786	-
<b>Adjusted equity at 1 January</b>	<b>85</b>	<b>(12,287)</b>	<b>(93)</b>	<b>1,786</b>	<b>(10,509)</b>
Net profit/(loss) for the period	-	(11,850)	-	-	(11,850)
Other comprehensive income	-	-	10	-	10
<b>Total comprehensive income</b>	-	(24,137)	(83)	-	(24,220)
Capital increase	19	31,049	-	-	31,068
Share-based payments	-	-	-	1,307	1,307
<b>Balance at 31 December</b>	<b>104</b>	<b>6,912</b>	<b>(83)</b>	<b>3,093</b>	<b>10,026</b>



## Cash flow statement

<b>DKK'000</b>	<b>Note</b>	<b>2020</b>	<b>2019</b>
Operating loss		(14,193)	(12,993)
Depreciation, amortisation and impairment losses		5,823	2,750
Change in working capital	16	2,113	5,979
Share-based payment expense	7	1,657	1,307
Gain on disposal		(6)	(13)
Income taxes received		4,177	3,478
Interest paid		(3,402)	(2,804)
Interest received		-	10
<b>Cash flow from operating activities</b>		<b>(3,831)</b>	<b>(2,286)</b>
Development expenditures	12	(13,657)	(12,646)
Investments in property, plant and equipment	13	(173)	(12)
Change in deposits		(10)	-
<b>Cash flow from investing activities</b>		<b>(13,840)</b>	<b>(12,658)</b>
Proceeds from borrowings	19	12,059	2,919
Repayment of borrowings	19	(1,668)	(14,252)
Payment of principal portion of lease liabilities	14	(1,667)	(1,497)
Proceeds from capital increase		6,481	31,068
<b>Cash flow from financing activities</b>		<b>15,205</b>	<b>18,238</b>
<b>Change in cash and cash equivalents</b>			
Net cash flow		(2,467)	3,294
Net foreign exchange difference		(289)	(182)
Cash, 1 January		3,539	427
<b>Cash, 31 December</b>		<b>783</b>	<b>3,539</b>

## Notes

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## Notes

### 1. Accounting policies

The Group's consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as adopted by the EU and additional Danish disclosure requirements for the financial statements of reporting class B enterprises with additions of certain provisions for reporting class C, cf. the Danish Executive Order on Adoption of IFRSs ("IFRS-bekendtgørelsen") issued in accordance with the Danish Financial Statements Act ("DFSA").

#### Basis of preparation

The financial statements are presented in Danish kroner (DKK). All amounts have been rounded to nearest DKK thousand, unless otherwise indicated. The financial statements have been prepared on a going concern basis and in accordance with the historical cost convention, except where IFRS explicitly requires use of other values.

For the purpose of clarity, the financial statements and the notes to the financial statements are prepared using the concepts of materiality and relevance. This means that line items not considered material in terms of quantitative and qualitative measures or relevant to financial statement users are aggregated and presented together with other items in the financial statements. Similarly, information not considered material is not presented in the notes.

The accounting policies, except as described below, have been applied consistently during the financial year and for the comparative figures.

#### Basis of consolidation

The consolidated financial statements comprise the financial statements of Linkfire ApS (the Parent) and subsidiaries which are entities controlled by Linkfire ApS. The Group controls an entity when it directly or indirectly owns more than 50% of the voting rights or may otherwise exercise a controlling influence.

<u>Name</u>	<u>Country</u>	<u>Ownership</u>
Linkfire Inc.	USA	100%
Linkfire Sociedade Unipeossal Lda.	Portugal	100%

#### Principles of consolidation

The consolidated financial statements are prepared on the basis of the financial statements of the Parent and its subsidiaries.

The consolidated financial statements are prepared by combining items of a uniform nature and subsequently eliminating intercompany transactions, internal shareholdings and balances and unrealised intercompany gains or losses. The financial statements used for consolidation are prepared in accordance with the Group's accounting policies.

## 1. Accounting policies (continued)

The accounting items of subsidiaries are recognised 100% in the consolidated financial statements. Investments in subsidiaries are offset by the interest's share of subsidiaries' net assets at the acquisition date at fair value.

Accounting policies are described in full in this note below.

### First-time adoption of IFRS

The Group's financial statements have for the first time been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the EU and additional Danish requirements for the presentation of financial statements. In previous years, the financial statements were prepared in accordance with the Danish Financial Statements Act for reporting class B enterprises with additions of certain provisions for reporting class C. As a result of the transition to IFRS, IFRS 1 First-time Adoption of International Financial Reporting Standards have been applied.

In accordance with IFRS 1, the statement of financial position at 31 December 2019 and comparative figures for 2019 have been prepared in accordance with IFRS/IAS and IFRIC/SIC applicable at 31 December 2020. The statement of financial position at 1 January 2019 has been prepared in accordance with the same principles.

### Exemptions applied

In the preparation of these first IFRS financial statements, the following exemptions have been applied:

#### *Leases:*

IFRS allow a first-time adopter to determine whether a contract existing at the date of transition to IFRS contains a lease on the basis of facts and circumstances existing at that date. Also IFRS 1 allows a first-time adopter, that is a lessee, to apply a single discount rate to a portfolio of leases with reasonably similar characteristics. We have utilised this exemption to our lease contracts.

#### *Cumulative translation differences:*

IFRS allow a first-time adopter not to comply with the requirements in IAS 21 to recognise cumulative translation differences on foreign operations. If a first-time adopter uses this exemption, then the cumulative translation differences for all foreign operations are deemed to be zero at the date of transition to IFRS. We have utilised this exemption.

### Non-IFRS financial measures

The Group uses certain financial measures that are not defined in IFRS to describe the Group's financial performance. These financial measures may therefore be defined and calculated differently from similar measures in other companies, and thus not be comparable.

## 1. Accounting policies (continued)

### Changes in accounting policies

As a result of the first time adoption of IFRS, the Group has changed its accounting policies for recognition of share-based payments and leases. The Group has adjusted for the changes in accounting policies in the opening balance of equity at 1 January 2019.

#### A. Share-based payments

The Group has established share-based incentive programmes comprising equity-settled programmes (warrants) for Key Management Personnel and other employees. The purpose of these programmes is to ensure common goals for Management, employees and shareholders. According to the Danish Financial Statements Act, there is no requirement for recognition and measurement on equity-settled programmes. Following the adoption of IFRS, IFRS 2 requires that the warrant programmes should be recognised at fair value of the equity instruments at the grant date. The fair value excludes the effect of non-market-based vesting conditions. Details regarding the determination of the fair value of equity-settled share-based transactions are set out in note 7, share-based payments. An additional expense of DKK 1,307k has been recognised in profit or loss for the year ended 31 December 2019.

#### B. Leases

Under DFSA, a lease is classified as a finance lease or an operating lease. Operating lease payments are recognised as an operating expense in the statement of profit or loss on a straight-line basis over the lease term. Under IFRS, a lessee applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets and recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

At the date of transition to IFRS, the Group applied the transitional provision and measured lease liabilities at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate at the date of transition to IFRS. Right-of-use assets were measured at the amount equal to the lease liabilities adjusted by the amount of any prepaid or accrued lease payments. As a result, the Group recognised an increase of DKK 4,948k (31 December 2019: DKK 4,444k) of lease liabilities and DKK 4,948k (31 December 2019: DKK 4,359k) of right-of-use assets. Additionally, depreciation increased by DKK 1,347k and finance costs increased by DKK 235k for the year ended 31 December 2019.

## 1. Accounting policies (continued)

Since the Group has not previously prepared consolidated financial statements, but only the parent financial statements, the transition requirements in IFRS 1 include a reconciliation of equity reported under previous GAAP based on the separate financial statements of the Parent:

### Impact on income statement and statement of comprehensive income 2019:

DKK'000	Note	2019 Parent as reported under DFSA	Impact from adoption of IFRS	Impact from consolidated figures	Reclassification	IFRS for the year ended 2019
Revenue		17,227	-	-	-	17,227
Cost of sales		(6,745)	-	-	-	(6,745)
Other external expenses	B	(11,410)	1,497	5,003	4,910	-
<b>Gross profit</b>		<b>(928)</b>	<b>1,497</b>	<b>5,003</b>	<b>4,910</b>	<b>10,482</b>
Other external expenses	B	-	-	-	(4,910)	(4,910)
Staff costs	A	(9,711)	(1,307)	(4,797)	-	(15,815)
Depreciation, amortisation and impairment losses	B	(1,427)	(1,347)	24	-	(2,750)
<b>Operating loss</b>		<b>(12,066)</b>	<b>(1,157)</b>	<b>230</b>	<b>-</b>	<b>(12,993)</b>
Net financials	B	(2,770)	(235)	(4)	-	(3,009)
<b>Loss before tax</b>		<b>(14,836)</b>	<b>(1,392)</b>	<b>226</b>	<b>-</b>	<b>(16,002)</b>
Tax for the year		4,176	-	(24)	-	4,152
<b>Profit/(loss) for the year</b>		<b>(10,660)</b>	<b>(1,392)</b>	<b>202</b>	<b>-</b>	<b>(11,850)</b>
Other comprehensive income		-	-	(86)	-	(86)
<b>Total comprehensive income</b>		<b>(10,660)</b>	<b>(1,392)</b>	<b>116</b>	<b>-</b>	<b>(11,936)</b>

## 1. Accounting policies (continued)

### Impact on statement of financial position 2019:

		<b>2019</b>	<b>Impact</b>	<b>Impact</b>	<b>IFRS for the</b>
	<b>Note</b>	<b>Parent as</b>	<b>from</b>	<b>from</b>	<b>year ended</b>
<b>DKK'000</b>		<b>reported</b>	<b>adoption of</b>	<b>consolidated</b>	<b>31</b>
		<b>under DFSA</b>	<b>IFRS</b>	<b>figures</b>	<b>December</b>
		<b>42,163</b>	<b>-</b>	<b>-</b>	<b>2019</b>
Intangible assets		42,163	-	-	42,163
Property, plant and equipment		41	-	-	41
Right-of-use assets	B	-	4,359	-	4,359
Deposits		417	-	-	417
<b>Total non-current assets</b>		<b>42,621</b>	<b>4,359</b>	<b>-</b>	<b>46,980</b>
Income tax receivables		4,177	-	-	4,177
Trade receivables		5,082	-	14	5,096
Other receivables		559	-	15	574
Prepayments		44	-	-	44
<b>Cash</b>		<b>3,518</b>	<b>-</b>	<b>21</b>	<b>3,539</b>
<b>Total current assets</b>		<b>13,380</b>	<b>-</b>	<b>50</b>	<b>13,428</b>
<b>Total assets</b>		<b>56,001</b>	<b>4,359</b>	<b>50</b>	<b>60,408</b>
Share capital		104	-	-	104
Translation reserve		-	-	(85)	(85)
Retained earnings		(23,108)	(1,392)	31,412	6,912
Other capital reserve	A	32,887	1,307	(31,101)	3,093
<b>Total equity</b>		<b>9,883</b>	<b>(85)</b>	<b>226</b>	<b>10,024</b>
Interest-bearing liabilities		19,489	-	1,188	20,677
Lease liabilities	B	-	2,873	-	2,873
<b>Total non-current liabilities</b>		<b>19,489</b>	<b>2,873</b>	<b>1,188</b>	<b>23,550</b>
Current portion of non-current liabilities other than provisions		1,899	-	(1,899)	-
Interest-bearing liabilities		6,073	-	1,668	7,741
Payables to group enterprises		193	-	(193)	-
Contract liabilities		8,691	-	-	8,691
Lease liabilities	B	-	1,571	-	1,571
Trade payables		4,695	-	14	4,709
Other payables		5,078	-	(958)	4,120
<b>Total current liabilities</b>		<b>26,629</b>	<b>1,571</b>	<b>(1,368)</b>	<b>26,832</b>
<b>Total liabilities</b>		<b>46,118</b>	<b>4,444</b>	<b>(180)</b>	<b>50,382</b>
<b>Total equity and liabilities</b>		<b>56,001</b>	<b>4,359</b>	<b>46</b>	<b>60,406</b>

## **1. Accounting policies (continued)**

### **Foreign currency translation**

Transactions denominated in currencies other than the functional currency are considered transactions in foreign currency.

On initial recognition, transactions denominated in foreign currencies are translated to the functional currency applying the exchange rates at the transaction date. Foreign exchange rate adjustments arising between the transaction date and the date of payment are recognised in the income statement under financial income or financial expenses.

Monetary assets and liabilities denominated in foreign currencies are translated at the exchange rates at the reporting date. The difference between the exchange rates at the reporting date and at the date of transaction or the exchange rate in the latest financial statements is recognised in the income statement under financial income or financial expenses.

### **Cash flow statement**

The cash flow statement is presented using the indirect method and shows cash flows from operating, investing and financing activities for the year as well as the Group's cash and cash equivalents at the beginning and end of the financial year.

Cash flows from operating activities are calculated based on operating profit/loss, adjusted for the cash flow effect of non-cash operating items, working capital changes, financial expenses paid and income tax paid.

Cash flows from investing activities comprise payments in connection with the acquisition and sale of non-current intangible assets, property, plant and equipment as well as financial assets.

Cash flows from financing activities comprise payments arising from changes in the size or composition of the Group's share capital and dividend paid. Cash and cash equivalents comprise cash at bank and in hand.



## **1. Accounting policies (continued)**

### **Income statement**

#### **Revenue**

The Group recognises revenue from the following major sources being subscriptions and commissions. Revenue mainly derives from subscription fees charged for the Group's software licences. For software contracts, which are comprised of several components, the total contract sum is allocated to the separate performance obligations for the purpose of revenue recognition.

Revenue recognition requires an agreement with the customer, which creates enforceable rights and obligations between the parties, has commercial substance, and identifies payment terms. In addition, it must be probable that the consideration determined in the contract will be collected.

Revenue is measured based on the consideration to which the Group expects to be entitled in a contract with a customer and exclude amounts collected on behalf of third parties. The Group recognises revenue when it transfers control of the licence or service to a customer. All revenue is derived from contracts with customers.

#### ***Subscription fees***

Subscription fees cover licence, hosting and maintenance. The licence is not distinct from the hosting service, revenue is therefore recognised over time, as the customers are receiving and consuming the benefits of the Group's performance while performing. The hosting service and maintenance is therefore bundled to one performance obligation together with the licence.

#### ***Commissions***

Affiliate partners are creating tokens and supply these to Linkfire, which allows the affiliate partners to track referrals from Linkfire. Linkfire is implementing the tokens in their infrastructure, in return the affiliate partners are paying commissions based on the result of approved transactions/qualifying purchases. Commissions are treated as one performance obligation, as they constitute a series of services. Revenue is recognised over time, as the affiliate partner is receiving and consuming the benefits of the Group's performance while performing.

#### **Cost to obtain a contract**

The Group pays sales commission to its employees based on the contracts that they obtain for sales of licences. The commissions are expensed when incurred as the underlying customer contracts have a duration of less than a year.

#### **Cost of sales**

Cost of sales comprise costs incurred to achieve the year's revenue including hosting and transaction costs.

## **1. Accounting policies (continued)**

### **Other external costs**

Other external costs comprise sales and marketing costs, external consultancy costs, other employee-related costs, IT and software costs, investor relations costs, loss allowances for doubtful trade receivables and other administrative expenses.

### **Staff costs**

Staff costs consist of salaries, sales commissions, bonuses, pensions and social costs, share-based payments, vacation pay, and other benefits. Salaries, bonuses, pensions and social costs, share-based payments, vacation pay, and other benefits are recognised in the year in which the associated services are rendered by the employees. The Group has entered into retirement benefits schemes and similar agreements with employees. Contributions to defined contribution plans are recognised in the income statement in the period to which they relate and any contributions outstanding are recognised in the statement of financial position as other liabilities.

### **Share-based payments**

The Board of Directors, the Board of Management and other employees have been granted warrants. The warrants are measured at fair value at the grant date and are recognised as an expense in staff costs over the vesting period. Expenses are set off against equity. The fair value of the warrants is measured using the Black & Scholes valuation method or other generally accepted valuation techniques. The calculation takes into account the terms and conditions under which the warrants are granted. Fair value is not subsequently remeasured. If subsequent modifications to a warrant programme increase the value of the warrants granted, measured before and after the modification, the increase is recognised as an expense. If the modification occurs before the vesting period, the increase in value is recognised as an expense over the period for services to be received. If the modification occurs after the vesting date, the increase in value is recognised as an expense immediately. Consideration received for warrants sold is recognised directly in equity.

### **Other operating income**

Other operating income and other operating expenses comprise income and expenses of a secondary nature relative to the principal activities of the Group.

### **Financial income and financial expenses**

Financial income and expenses include interest income, interest expense, amortisation of borrowing issue costs and realised and unrealised exchange gains and losses.

## 1. Accounting policies (continued)

### Tax

Tax on the profit/loss for the year comprises the year's current tax and changes in deferred tax. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to items recognised in other comprehensive income and directly in equity, respectively, is recognised in other comprehensive income or directly in equity. Exchange rate adjustments of deferred tax are recognised as part of the adjustment of deferred tax for the year.

Current tax payable and receivable is recognised in the balance sheet as the expected tax on the taxable income for the year, adjusted for tax paid on account. The current tax charge for the year is calculated based on the tax rates and rules enacted at the balance sheet date.

Deferred tax is calculated using the liability method on all temporary differences between the accounting and taxable values of assets and liabilities.

Deferred tax assets are assessed yearly and only recognised to the extent that it is more likely than not that they can be utilised. Deferred tax assets, including the tax value of tax losses carried forward, are recognised as other non-current assets and measured at the amount at which they are expected to be realised, either by setting off deferred tax liabilities or by setting off tax on future earnings within the same legal entity or a jointly taxed entity.

Deferred tax is measured based on the tax legislation and statutory tax rates in the respective countries that will apply under the legislation in force on the balance sheet date when the deferred tax asset is expected to crystallise as current tax. Changes in deferred tax resulting from changes in tax rates are recognised in the income statement.

The Group recognises deferred tax assets relating to losses carried forward when Management finds that these can be offset against taxable income in the foreseeable future. An assessment is made taking into consideration the effect of restrictions in utilisation in local tax legislation. Future taxable income is assessed based on budgets as well as Management's expectations regarding growth and operating margin in the coming years.

## **1. Accounting policies (continued)**

### **Balance sheet**

#### **Intangible assets**

Intangible assets with determinable useful lives comprises completed development projects and are measured at cost less accumulated amortisation and impairment losses. Completed development projects by the Group are recognised as an asset if the cost of development is reliably measurable and an analysis shows that future economic benefits from using the software exceed the cost. Cost is defined as development costs incurred to make the software ready for use and consists primarily of direct salaries and other directly attributable development costs.

Once a software application has been developed, the cost is amortised over the expected useful life on a straight-line basis. If the useful life cannot be estimated, it is tested for impairment yearly or if indications of impairment arise.

Amortisation and impairment charges are recognised in the income statement.

The amortization periods used are 5 -10 years.

Expected useful lives are reassessed regularly. The Group regularly reviews the carrying amounts of its finite-lived intangible assets to determine whether there is an indication of an impairment loss.

#### **Property, plant and equipment**

Property, plant and equipment comprises other fixtures and fittings, tools and equipment and are measured at cost less accumulated depreciation and accumulated impairment. Other fixtures and fittings, tools and equipment are depreciated on a straight-line basis over the expected useful lives of the finite-lived assets, which are as follows:

Other fixtures and fittings, tools and equipment – 3-5 years

Property, plant and equipment is tested for impairment if indications of impairment exist. Property, plant and equipment is written down to its recoverable amount if the carrying amount exceeds the higher of the fair value less costs to sell and the value in use. Depreciation and impairment charges are recognised in the income statement.

#### **Leases**

When entering into an agreement, the Group assesses whether an agreement is a lease agreement or contains a lease element.

The right-of-use asset is measured at cost, which is calculated as the present value of the lease obligation plus any direct costs related to the entering into of the lease and prepaid lease payments.

## 1. Accounting policies (continued)

The right-of-use asset is depreciated on a straight-line basis over the shorter of the lease term and the useful life of the asset.

The Group leases properties which include a service element in the payments to the lessor. This service is deducted from the lease payment when measuring the lease obligation. Where the Group cannot reliably separate lease and non-lease items, it is considered a single lease payment.

Short leases with a maximum lease term of 12 months and leases where the underlying asset has a low value are not recognised in the statement of financial position.

The lease term is defined as the non-cancellable period of a lease together with periods covered by options to extend the lease if it is reasonably certain that the options will be exercised and periods covered by options to terminate the lease if it is reasonably certain that the options will not be exercised. A number of leases contain extension and termination options in order to guarantee operational flexibility in managing the leases.

The lease obligation, which is recognised under “Lease liabilities”, is measured at the present value of the remaining lease payments, discounted by the Group’s incremental loan interest rate, if the implicit interest rate is not stated in the lease agreement or cannot reasonably be determined. The lease obligation is subsequently adjusted if:

- The value of the index or interest rate on which the lease payments are based changes.
- There is a change in the exercise of options to extend or shorten the lease period due to a material event or a material change in circumstances which is within the control of the lessee.
- The lease term is changed as a result of exercising an option to extend or shorten the lease term.

Subsequent adjustments of the lease obligation are recognised a correction to the right-of-use asset. However, if the right-of-use asset has a value of DKK 0, a negative reassessment of the right-of-use asset is recognised in the income statement.

### Deposits

On initial recognition, deposits are measured at fair value and subsequently at amortised cost less impairment losses, if any.

### Trade receivables

For trade receivables, the Group applies a simplified approach in calculating expected credit losses (ECLs). Therefore, the Group does not track changes in credit risk, but instead recognises a loss allowance based on lifetime ECLs at each reporting date. Provisions for bad debts are determined on the basis of an individual assessment of each receivable, and, in respect of trade receivables, a general provision is also made based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

## **1. Accounting policies (continued)**

However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking any credit enhancements held by the Group into account. Trade receivables are written off when all possible options have been exhausted and there is no reasonable expectation of recovery.

The cost of allowances for expected credit losses and write-offs for trade receivables are recognised in the income statement under other external expenses.

The maximum exposure to credit risk at the reporting date is the carrying value of trade receivables in note 16. The Group does not hold collateral as security.

### **Prepayments**

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

### **Interest-bearing liabilities**

Interest-bearing liabilities are measured at amortised cost.

### **Trade payables and other payables**

Other payables include bonus and commission accruals, vacation pay obligations, payroll taxes and VAT. Payables are measured at cost.

## **2. Adoption of new and amended standards**

The new and amended Standards and Interpretations that have been issued, but are not yet effective, up to the date of issuance of the Group's financial statements, are disclosed below. The Group intends to adopt these new and amended Standards and Interpretations, if applicable, when they become effective.

- Amendments to IAS 16: Property, Plant and Equipment: Proceeds before Intended Use
- Amendments to IAS 37: Onerous Contracts - Cost of Fulfilling a Contract
- Annual Improvements to IFRS Standards 2018-2020
- Interest Benchmark Reform - Phase 2 - Amendments to IFRS 9, IAS 39, IFRS 7, IFRS 4 and IFRS 16
- Classification of Liabilities as Current or Non-current

The Group does not expect any material impact from the issued but not yet effective IFRS standards that have not been implemented.

### **3. Critical accounting judgements and key sources of estimation uncertainty**

As part of the preparation of the financial statements, Management makes a number of accounting estimates and assumptions as a basis for recognising and measuring the Group's assets, liabilities, income and expenses as well as judgements made in applying the entity's accounting policies. The estimates, judgements and assumptions made are based on experience gained and other factors that are considered prudent by Management in the circumstances, but which are inherently subject to uncertainty and volatility.

The assumptions may be incomplete or inaccurate, and unforeseen events or circumstances may occur, for which reason the actual results may differ from the estimates and judgements made. The accounting policies are described in detail in note 1 to the financial statements to which we refer.

Management considers the following accounting estimates and judgements to be significant in the preparation of the financial statements.

#### ***Development costs***

The Group capitalises costs for software development projects. Initial capitalisation of costs is based on management's judgement that technological and economic feasibility is confirmed, usually when a product development project has reached a defined milestone according to an established project management model. In determining the amounts to be capitalised, management makes assumptions regarding the expected future cash generation of the project and the expected period of benefits. At 31 December 2020, the carrying amount of capitalised development costs was DKK 51,503k (2019: DKK 42,163k).

#### ***Determining the lease term of contracts with renewal and termination options – Group as lessee***

The Group determines the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised. The Group applies judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease.

#### ***Share-based payments***

Estimating fair value for share-based payment transactions requires determination of the most appropriate valuation model, which depends on the terms and conditions of the grant. This estimate also requires determination of the most appropriate inputs to the valuation model, including the expected life of the share option or appreciation right, volatility and dividend yield and making assumptions about them. The assumptions and models used for estimating fair value for share-based payment transactions are disclosed in note 7.

The assumptions may be incomplete or inaccurate, and unforeseen events or circumstances may occur, for which reason the actual results may differ from the estimates and judgements made.

#### 4. Segment information

Based on internal reporting information, the Group is organised into two reportable segments, based on its services and online platforms:

- The Subscriptions segment, including ongoing revenues as a service provider.
- The Commissions segment, including revenues originating from fees and royalties.

The Executive Management is the Chief Operating Decision Maker (CODM), which is made up of the senior leadership across the respective functional areas, and is responsible for the strategic decision making and for the monitoring of the operating results, of the operating segments for the purpose of performance assessment. Segment performance is evaluated based on revenue and is measured consistently with revenue in the consolidated financial statements. The income statement is not separated into segments, therefore no further information is disclosed.

For the split of revenue per segment, please refer to note 5.

#### 5. Revenue

31 December 2020

DKK'000	<u>Subscriptions</u>	<u>Commissions</u>	<u>Total</u>
Revenue	19,148	5,551	<b>24,699</b>

31 December 2019

DKK'000	<u>Subscriptions</u>	<u>Commissions</u>	<u>Total</u>
Revenue	15,421	1,806	<b>17,227</b>

#### Geographic Information

As an online platform, the Group generates revenue from customers located worldwide. For this purpose, internal reporting divides revenue according to the NAM (Northern America), the EMEA region (Europe, Middle East and Africa) as well as APAC (Asia and Oceania) and LATAM (Latin America and the Caribbean), which represent approximately 38.2%, 51.8%, 8.9% and 1.1, respectively, of revenue.

#### Revenue from external customers

DKK'000	<u>2020</u>	<u>2019</u>
NAM	9,471	5,319
EMEA	12,665	10,733
APAC	2,289	987
LATAM	274	188
<b>Total</b>	<b><u>24,699</u></b>	<b><u>17,227</u></b>

In 2020, two customers exceeded 10% of total revenue accumulated for 31% (2019: One customer with accumulated revenue of 21%).



## 5. Revenue (continued)

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
<b>Contract balances (liability)</b>		
Cost at 1 January	8,691	5,991
Recognised during the year	(19,148)	(15,421)
Additions	16,159	18,121
<b>Cost at 31 December</b>	<b>5,702</b>	<b>8,691</b>

Management expects that 93.2% of the transaction price allocated to the unsatisfied contracts as of the year ended 2020 will be recognised as revenue during the next reporting period (DKK 5.2 million). The remaining 6.8%, DKK 0.4 million, will be recognised in the financial year 2022.

## 6. Staff costs

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Salaries	18,301	14,027
Share-based payments	1,657	1,307
Other social security costs	383	362
Other staff costs	120	119
<b>Total</b>	<b>20,461</b>	<b>15,815</b>
Average numbers of employees during the year	53	45

### Board of Directors and Key Management Personnel

Remuneration	5,769	4,926
	<b>5,769</b>	<b>4,926</b>

Employment contracts for members of the Key Management Personnel contain terms and conditions that are common to those of their peers in similar companies, including terms of notice and non-competitive clauses.

## 7. Share-based payments

DKK'000	2020	2019
Cost of share-based payments	1,657	1,307
<b>Total</b>	<b>1,657</b>	<b>1,307</b>

Costs of share-based payments are recognised as staff costs with a corresponding effect in equity. Consideration received for warrants sold is recognised directly in equity.

### The board of directors was authorised on

- 11 September 2015 to issue warrants to a number of the Company's board members and key employees. The Warrant Terms entitle the Warrant Holders to subscribe for up to a total of 8,873 shares of nominal DKK 0.01 each.  
The warrants are granted to the Warrant Holder at the signing of the issued subscription agreement. The warrants are to be vested until February 2020 and exercised until January 2028.
- 27 February 2020 to issue warrants to a number of the Company's board members and key employees. The Warrant Terms entitle the Warrant Holders to subscribe for up to a total of 956 shares of nominal DKK 0.01 each.  
The warrants are granted to the Warrant Holder at the signing of the issued subscription agreement. The warrants are to be vested until May 2020 and exercised until February 2028.
- 28 February 2020 to issue warrants to all employees in the company. The warrant terms entitle the Warrant Holders to subscribe for up to a total of 5,732 shares of nominal DKK 0.01 each.  
The warrants are granted to the Warrant Holder at the signing of the issued subscription agreement. The warrants are to be vested linearly from 24 to 36 months after the grant date.

Specification of outstanding warrants:

Number of warrants	Weighted average exercise price DKK	Board of Directors	Key Management Personnel	Employees	Total
Outstanding at 1 January 2019	3.54	-	210,644	476,100	686,744
Granted	15.49	74,500	283,800	284,200	642,500
Exercised	-	-	-	-	-
Cancelled	-	-	-	-	-
<b>Outstanding at 31 December 2019</b>	-	<b>74,500</b>	<b>494,444</b>	<b>760,300</b>	<b>1,329,244</b>
Granted	16.47	-	-	3,700	3,700
Exercised	-	-	-	-	-
Cancelled	-	-	(29,000)	(46,142)	(75,142)
<b>Outstanding at 31 December 2020</b>	-	-	<b>465,444</b>	<b>717,858</b>	<b>1,257,802</b>

## 7. Share-based payments (continued)

Outstanding warrants have the following characteristics:

<b>Warrants outstanding</b>	<b>Weighted average exercise price DKK</b>	<b>Vesting period</b>	<b>Exercise period</b>	<b>2020</b>	<b>2019</b>
Warrants granted in 2015-2018	3.54	Jan 19 – Feb 20	Jan 19 – Jan 28	686,744	686,744
Warrants granted in 2019	15.49	Sep 19 – Mar 23	Jan 20 – Jan 28	567,358	642,500
Warrants granted in 2020	16.47	Jan 20 – Apr 23	Jan 22 – Jan 28	3,700	-
<b>Outstanding at 31 December</b>				<b>1,257,802</b>	<b>1,329,244</b>

No warrants are exercised in 2020.

	<b>2020</b>	<b>2019</b>
Average remaining life of outstanding warrants at 31 December (years)	3.3	4.3
Exercise price for outstanding warrants at 31 December (DKK)	1-16.47	1-16.47

The fair value of the warrants issued is measured at calculated market price at the grant date based on the Black & Scholes valuation method. The calculation is based on the following assumptions at the grant date:

	<b>Warrants granted in 2020</b>	<b>Warrants granted in 2019</b>	<b>Warrants granted in 2015-2018</b>
Average share price (DKK)	16.47	16.47	5.38
Expected volatility rate (% p.a.)	40%	40%	40%
Risk-free interest rate (% p.a.)	0.00	0.00	0.00
Expected warrant life (no. years)	5	5	6-8
Exercise price (DKK)	16.47	13.17 – 16.47	1 - 9
Fair value all warrants, after dilution (DKK'000)	21	3,886	1,940

Expected volatility rate is applied based on the annualised volatility on relevant peer groups derived from the standard deviation of daily observations over 12 months ending in 2020.

## 8. Depreciation, amortisation and impairment losses

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Amortisation of intangible assets	4,317	1,377
Depreciation of property plant and equipment	45	26
Depreciation of right-of-use assets	1,461	1,347
<b>Total</b>	<b>5,823</b>	<b>2,750</b>

## 9. Financial income

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Foreign exchange income and other adjustments	509	73
Other financial income	0	10
<b>Total</b>	<b>509</b>	<b>83</b>

## 10. Financial expenses

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Interest expenses	3,314	2,587
Foreign exchange losses and other adjustments	802	283
Interest on lease liabilities	189	222
<b>Total</b>	<b>4,305</b>	<b>3,092</b>

## 11. Tax for the year

<b>DKK'000</b>	<u><b>2020</b></u>	<u><b>2019</b></u>
Current tax for the year income	4,528	4,152
Changes in deferred tax	-	-
Recognised as receivable tax credit	<u>4,528</u>	<u>4,152</u>

Income tax benefits for both the years 2020 and 2019 relate to tax credit for research and development expenses at the applicable tax rate under the Danish Corporate Income Tax Act.

<b>DKK'000</b>	<u><b>2020</b></u>	<u><b>2019</b></u>
Tax calculated as 22% of profit/loss before tax	3,958	3,520
Non-capitalised tax assets	-	-
Non-deductible expenses	<u>570</u>	<u>632</u>
<b>Effective tax</b>	<u><b>4,528</b></u>	<u><b>4,152</b></u>
Tax rate for the year (%)	<u>25.2%</u>	<u>26.0%</u>

Due to uncertainty of utilisation of the tax loss carry-forward, the Group has not recognised any deferred tax assets.

## 12. Intangible assets

<b>DKK'000</b>	<b>Completed development projects</b>	<b>Development projects in progress</b>	<b>Total</b>
<b>2020</b>			
Cost at 1 January	18,050	26,699	44,749
Transfers	37,714	(37,714)	-
Additions	-	13,657	13,657
<b>Cost at 31 December</b>	<b>55,764</b>	<b>2,642</b>	<b>58,406</b>
Amortisation and impairment at 1 January	(2,586)	-	(2,586)
Amortisation during the year	(4,317)	-	(4,317)
<b>Amortisation and impairment at 31 December</b>	<b>(6,903)</b>	<b>-</b>	<b>(6,903)</b>
<b>Carrying amount at 31 December</b>	<b>48,861</b>	<b>2,642</b>	<b>51,503</b>
<b>2019</b>			
Cost at 1 January	1,787	30,316	32,103
Transfers	16,263	(16,263)	-
Additions	-	12,646	12,646
<b>Cost at 31 December</b>	<b>18,050</b>	<b>26,699</b>	<b>44,749</b>
Amortisation and impairment at 1 January	(1,209)	-	(1,209)
Amortisation during the year	(1,377)	-	(1,377)
<b>Amortisation and impairment at 31 December</b>	<b>(2,586)</b>	<b>-</b>	<b>(2,586)</b>
<b>Carrying amount at 31 December</b>	<b>15,464</b>	<b>26,699</b>	<b>42,163</b>

Completed development projects comprise software development costs related to development of the existing software platform. The software is under continuous development for the use of customers and is sold as a licence to use the software for a given period. The user has access to upgrades and new functionalities during the contract period.

Development costs for the year cover both development of the front-end and the back-end part of the software solution. Both parts are to increase the user experience and functionalities within the software in order to increase the Group's revenue by maintaining existing customers and acquire new customers.

It is Management's assessment that the expected useful lives of the finite-lived assets, as well as the expected future revenue streams from the assets, are sufficient to cover the value of recognised developed software at the reporting date.

### 13. Property, plant and equipment

<b>DKK'000</b>	<b>Other fixtures and fittings, tools and equipment</b>	<b>Leasehold improvements</b>	<b>Total</b>
<b>2020</b>			
Cost at 1 January	33	121	154
Additions	173	-	173
Disposals	(6)	-	(6)
<b>Cost at 31 December</b>	<b>200</b>	<b>121</b>	<b>321</b>
Depreciation at 1 January	(11)	(102)	(113)
Depreciation during the year	(22)	(17)	(39)
<b>Depreciation at 31 December</b>	<b>(33)</b>	<b>(119)</b>	<b>(152)</b>
<b>Carrying amount at 31 December</b>	<b>167</b>	<b>2</b>	<b>169</b>
<b>2019</b>			
Cost at 1 January	127	121	248
Additions	12	-	12
Disposals	(106)	-	(106)
<b>Cost at 31 December</b>	<b>33</b>	<b>121</b>	<b>154</b>
Depreciation at 1 January	(77)	(78)	(155)
Depreciation during the year	(26)	(24)	(50)
Reversal regarding disposals	92	-	92
<b>Depreciation at 31 December</b>	<b>(11)</b>	<b>(102)</b>	<b>(113)</b>
<b>Carrying amount at 31 December</b>	<b>22</b>	<b>19</b>	<b>41</b>

## 14. Leases

<b>DKK'000</b>	<b>Offices</b>	<b>Equipment</b>	<b>Total</b>
<b>2020</b>			
Cost at 1 January	4,969	737	5,706
Additions	91	238	329
<b>Cost at 31 December</b>	<b>5,060</b>	<b>975</b>	<b>6,035</b>
Depreciation at 1 January	(1,224)	(123)	(1,347)
Depreciation during the year	(1,144)	(318)	(1,462)
<b>Depreciation at 31 December</b>	<b>(2,368)</b>	<b>(441)</b>	<b>(2,809)</b>
<b>Carrying amount at 31 December</b>	<b>2,692</b>	<b>534</b>	<b>3,226</b>

<b>DKK'000</b>	<b>Offices</b>	<b>Equipment</b>	<b>Total</b>
<b>2019</b>			
Cost at 1 January	4,732	216	4,948
Additions	237	521	758
<b>Cost at 31 December</b>	<b>4,969</b>	<b>737</b>	<b>5,706</b>
Depreciation at 1 January	0	0	0
Depreciation during the year	(1,224)	(123)	(1,347)
<b>Depreciation at 31 December</b>	<b>(1,224)</b>	<b>(123)</b>	<b>(1,347)</b>
<b>Carrying amount at 31 December</b>	<b>3,745</b>	<b>614</b>	<b>4,359</b>

Carrying amounts of lease liabilities and movements during the period:

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
At 1 January	4,444	4,948
Additions	329	758
Accrual of interest	189	222
Payments	(1,667)	(1,497)
Exchange rate adjustments	1	13
<b>At 31 December</b>	<b>3,296</b>	<b>4,444</b>
<b>Non-Current</b>	<b>1,487</b>	<b>1,571</b>
<b>Current</b>	<b>1,809</b>	<b>2,873</b>

The maturity of lease liabilities is disclosed in note 21.



The following amounts have been recognised in the income statement:

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Depreciation expense of right-of-use assets	1,461	1,347
Interest expense on lease liabilities	189	222
Expense relating to short-term leases (included in other external expenses)	0	0
<b>Total amount recognised in the income statement</b>	<b>1,650</b>	<b>1,569</b>

The Group had total outflow for leases of DKK 1,667 thousand (2019: DKK 1,497 thousand).

The Group leases offices, and lease terms are negotiated on an individual basis and contain different terms and conditions. As part of COVID-19, no rent concession has been received.

## 15. Deposits

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Cost at 1 January	417	417
Additions	10	-
<b>Cost at 31 December</b>	<b>427</b>	<b>417</b>

## 16. Trade receivables

	<b>31 December</b>	<b>31 December</b>	<b>1 January</b>
<b>DKK'000</b>	<b>2020</b>	<b>2019</b>	<b>2019</b>
Trade receivables	2,195	5,096	3,709
Write-downs	0	0	(5)
<b>Total</b>	<b>2,195</b>	<b>5,096</b>	<b>3,704</b>

### Expected credit loss

The following table details the maturity of trade receivables. The Group has assessed their expected credit lossess on an individual level, and has deemed their expected lossess immaterial, for which reason there has not been made a matrix for expected credit loss on groups of receivables, furthermore the historical losses on trade receivables are limited as shown in the maturity analysis.

<b>DKK'000</b>	<b>Not past</b>	<b>Overdue</b>	<b>Overdue by</b>	<b>Overdue</b>	<b>Write-</b>	<b>Carrying</b>
	<b>due</b>	<b>by</b>	<b>by</b>	<b>by &gt;30</b>	<b>downs</b>	<b>amount of</b>
	<b>0-15 days</b>	<b>16-30 days</b>	<b>days</b>	<b>days</b>	<b>receivables</b>	
31 Decemeber 2020						
Trade receivables	421	1,702	7	65	0	2,195
31 Decemeber 2019						
Trade receivables	4,949	35	0	112	0	5,096
1 January 2019						
Trade receivables	3,657	26	20	6	(5)	3,704

## 17. Working capital changes

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Change in receivables and prepayments	2,562	1,455
Change in trade payables and other debt etc	(449)	4,524
	<b>2,113</b>	<b>5,979</b>

## 18. Share capital and earnings per share

At 31 December 2020, the share capital consisted of 10,808,661 (2019: 10,413,893) shares with a nominal value of DKK 0.01 each.

The shares are not divided into classes and carry no right to fixed income.

	<b>2020</b>
Issued and fully paid shares:	
<b>At 1 January 2019</b> , 10,413,893 shares of DKK 0.01 each	85
Capital increase	19
<b>At 31 December 2019</b>	<b>104</b>
Capital increase	4
<b>Share capital at 31 December 2020</b>	<b>108</b>

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
<b>Earnings per share</b>		
The calculation of earnings per share is based on the following:		
Profit/(loss) for the year	(13,461)	(11,850)
<b>Average number of ordinary shares for calculation of earnings per share:</b>	<b>10,533,664</b>	<b>10,040,908</b>
Average diluted effect of outstanding share options	1,234,761	899,029
<b>Average number of shares for calculation of diluted earnings per share:</b>	<b>11,768,425</b>	<b>10,939,937</b>
Earnings per share (EPS)	(1.28)	(1.18)
Earnings per share, diluted (DEPS)	(1.14)	(1.08)

## 19. Interest-bearing liabilities

DKK'000	<u>31 December 2020</u>	<u>31 December 2019</u>	<u>1 January 2019</u>
<b>Non-current borrowings</b>			
Debt to credit institutions	33,617	26,750	22,827
<b>Total</b>	<b><u>33,617</u></b>	<b><u>26,750</u></b>	<b><u>22,827</u></b>
<b>Current borrowings</b>			
Debt to credit institutions	3,995	1,668	-
Convertible loan	-	-	14,252
<b>Total</b>	<b><u>3,995</u></b>	<b><u>1,668</u></b>	<b><u>14,252</u></b>

The carrying amount is by Management assessed to be equivalent to the fair value of the liabilities.

## 20. Other capital reserve

Other capital reserve is used to recognise the value of equity-settled share-based payments provided to employees, including Key Management Personnel, as part of their remuneration. Refer to note 7 for further details of these plans.

## 21. Financial risks

### Capital Management

The Group manages its capital to ensure that it will be able to continue as a going concern while maximising the return to shareholders through the optimisation of the debt and equity balances. The capital structure of the Group consists of net debt and equity. Management reviews the capital structure continually to consider if the current capital structure is in accordance with the Group's and shareholders' interests.

### Financial risk management

Due to the nature of its operations, investments, and financing, the Group is exposed to a number of financial risks. It is Group policy to operate with a low risk profile so that currency risk, interest rate risk and credit risk only occur in commercial relations. The scope and nature of the Group's financial instruments appear from the income statement and statement of financial position in accordance with the accounting policies applied. Provided below is information about factors that may influence amounts, time of payment, or the reliability of future payments, where such information is not provided directly in the financial statements. This note addresses only financial risks directly related to the Group's financial instruments.

## 21. Financial risks (continued)

### Credit risk

Credit risk is the risk that a counterparty will not meet its obligations towards the Group, resulting in a financial loss. The Group is exposed to credit risk primarily related to its trade and other receivables, receivables from group enterprises, contract assets and cash held at financial institutions. The Group considers accounts receivables in default when they are due more than 90 days, and the outstanding amount is written off when there is a court order of bankruptcy from the counterparty. The maximum exposure to credit risk at the reporting date is the carrying value of each class of financial assets.

### Foreign currency risk

Currency risk is the risk that arises from changes in exchange rates and affects the Group's result.

The general objective of the Group's currency risk management is to limit and delay any adverse impact of exchange rate fluctuations on earnings and cash flows and thus increase the predictability of the financial results. The Group also aims at balancing incoming and outgoing payments in local currency as much as possible as well as monitoring the development in exchange rates and adjust price lists when required.

The greatest exposure in foreign currency is to USD, and in 2020, 76% (2019: 74%) of the Group's revenue was denominated in USD. In order to minimise the currency risk related to transactions in USD, the Company's revenues are mainly invoiced in USD, while the majority of the Group's expenses, such as employee costs, are denominated in DKK. The Group is thus offering as much as possible revenue in EUR to match the main cost driver, as DKK is tied to EUR. Meanwhile optimising cost placements in USD to utilise incoming USD payments. However, currency fluctuations could cause currency transaction losses or gains which the Company cannot predict, and if the currency fluctuations are detrimental to the Group, it could have a material adverse effect on the Group's business, results of operations and financial position. Furthermore, fluctuations in the value of USD and other foreign currencies may make the Group's subscriptions more expensive for international customers, which could harm its business.

<b>DKK'000</b>	<u>2020</u>	<u>2019</u>
<b>Sensitivity to a 10% increase in USD exchange rate</b>		
Effect on profit before tax	1,914	1,277
Effect on pre-tax equity	1,914	1,277

## 21. Financial risks (continued)

The carrying amount of the Group's foreign currency denominated monetary assets and monetary liabilities at the reporting date is as follows:

DKK'000	Assets		Liabilities	
	31 Dec 2020	31 Dec 2019	31 Dec 2020	31 Dec 2019
<b>Currency</b>				
USD	2,850	9,466	7,733	11,640
EUR	201	-	930	373
Other	3	-	-	-

### Liquidity risk

The Group ensures sufficient liquidity resources by liquidity management. In order to limit the Group's counterparty risk, deposits are only made in well-reputed banks.

At 31 December 2020, the Group's cash and cash equivalents amounted to DKK 783k (2019: DKK 3,539k). The cash reserve and expected cash flow for 2021 are considered to be adequate to meet the obligations of the Group as they fall due.

The table below summarises the maturity profile of the Group's financial liabilities based on contractual undiscounted payments which include estimated interest payments:

DKK'000	Less than 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
<b>Year ended on 31 December 2020</b>					
Interest-bearing liabilities	172	5,418	31,170	2,858	<b>39,618</b>
Lease liabilities	-	1,486	2,015	-	<b>3,501</b>
Trade and other payables	3,415	5,169	372	19	<b>8,795</b>
<b>Total</b>	<b>3,587</b>	<b>12,073</b>	<b>33,557</b>	<b>2,877</b>	<b>51,914</b>
DKK'000	Less than 3 months	3 to 12 months	1 to 5 years	> 5 years	Total
<b>Year ended on 31 December 2019</b>					
Interest-bearing liabilities	1,668	6,073	20,677	-	<b>28,418</b>
Lease liabilities	-	1,571	3,254	-	<b>4,825</b>
Trade and other payables	4,775	3,331	500	12	<b>8,618</b>
<b>Total</b>	<b>6,443</b>	<b>10,975</b>	<b>24,431</b>	<b>12</b>	<b>41,861</b>

## 21. Financial risks (continued)

### Interest rate risk

Interest rate risk arises in relation to interest-bearing assets and liabilities.

The Group's interest-bearing debt to credit institutions of DKK 26,112k at 31 December 2020 is subject to a variable rate of interest based on a 3-month CIBOR plus a premium, whereas DKK 11,500k has a fixed interest rate of 5%.

If market interest rates increased by one percentage point, the interest rate sensitivity as calculated based on the loan balance to credit institutions as per the end of 2020 would result in a yearly increase in interest expenses of DKK 367k. A corresponding decrease in market interest rates would have the opposite impact.

### Financial instruments

#### DKK'000

	<u>2020</u>	<u>2019</u>
<b>Financial assets measured at amortised cost</b>		
Deposits	427	417
Trade receivables	2,195	5,096
Other receivables	664	574
Cash	783	3,539
<b>Total</b>	<b><u>4,069</u></b>	<b><u>9,626</u></b>
<b>Financial liabilities measured at amortised cost</b>		
Interest-bearing loan	37,612	28,418
Trade payables	2,888	4,709
Other payables	9,379	4,120
<b>Total</b>	<b><u>49,879</u></b>	<b><u>37,247</u></b>

#### Classification of financial assets measured at amortised cost

Since the Group's financial instruments measured at amortised cost are either short-term and/or exposed to floating interest rates, Management has assessed that the carrying amount is a reasonable approximation of fair value.

## 22. Liabilities arising from financing activities

<b>DKK'000</b>	<b><u>Other borrowings</u></b>	<b><u>Lease liabilities</u></b>	<b><u>Total</u></b>
<b>2020</b>			
Liabilities at 1 January	37,037	4,444	<b>41,841</b>
Loans raised	12,356	329	<b>12,685</b>
Repayments	(2,432)	(1,667)	<b>(4,099)</b>
Foreign exchange rate movements	-	1	<b>1</b>
Other	1,626	189	<b>1,815</b>
<b>Liabilities at 31 December</b>	<b><u>48,587</u></b>	<b><u>3,296</u></b>	<b><u>51,883</u></b>

<b>DKK'000</b>	<b><u>Other borrowings</u></b>	<b><u>Lease liabilities</u></b>	<b><u>Total</u></b>
<b>2019</b>			
Liabilities at 1 January	44,084	5,706	<b>49,790</b>
Loans raised	5,177	-	<b>5,177</b>
Repayments	(1,668)	(1,497)	<b>(3,165)</b>
Foreign exchange rate movements	-	13	<b>13</b>
Other	(10,556)	222	<b>(10,334)</b>
<b>Liabilities at 31 December</b>	<b><u>37,037</u></b>	<b><u>4,444</u></b>	<b><u>41,481</u></b>

## 23. Related parties

<b><u>Shareholders</u></b>	<b><u>Registered office</u></b>	<b><u>Basis of influence</u></b>
Rocket Group ApS	Copenhagen	30.53%
NCP-IVS Fund III K/S	Hellerup	36.36%
Faurfelt Invest ApS	Copenhagen	9.32%

There is no ultimate Parent, as no owner holds the majority of the voting rights.

### Other related parties

Other related parties of the Group with significant influence comprise the Board of Directors and the Executive Board and their related parties. The transactions with the Board of Directors and the Executive Board only consist of normal remuneration as disclosed in note 6, other than transactions mentioned below.



All agreements relating to these transactions are based on market price (arm's length). The Company has the outstanding balances with related parties as per the below table:

<b>DKK'000</b>	<u>2020</u>	<u>2019</u>
<b>Ettrup Invest ApS</b>		
Interest-bearing liabilities	<u>4</u>	<u>89</u>
<b>Lars Ettrup</b>		
Interest-bearing liabilities	<u>6</u>	<u>13</u>
<b>Jeppe Faurfelt</b>		
Interest-bearing liabilities	<u>373</u>	<u>511</u>

## **24. Events after the reporting period**

From the balance sheet date and until today, no further matters, which would influence the evaluation of the annual report, have occurred.

## Parent income statement

DKK'000	<u>Note</u>	<u>2020</u>	<u>2019</u>
<b>Gross profit/(loss)</b>		<b>3,045</b>	<b>(928)</b>
Staff costs	2	(11,648)	(9,711)
Depreciation, amortisation and impairment losses	3	(4,351)	(1,427)
<b>Operating profit/(loss)</b>		<b>(12,954)</b>	<b>(12,066)</b>
Financial income	4	508	106
Financial expenses	5	(4,109)	(2,876)
<b>Profit/(loss) before tax</b>		<b>(16,555)</b>	<b>(14,836)</b>
Tax for the year	6	4,528	4,177
<b>Profit/(loss) for the year</b>		<b>(12,027)</b>	<b>(10,659)</b>
Proposed distribution of profit and loss:			
Proposed dividend		-	-
Retained earnings		<b>(12,027)</b>	<b>(10,659)</b>
<b>Profit/(loss) for the year</b>		<b>(12,027)</b>	<b>(10,659)</b>

## Parent statement of financial position

<b>DKK'000</b>	<u><b>Note</b></u>	<u><b>2020</b></u>	<u><b>2019</b></u>
Completed development projects		48,861	15,464
Development projects in progress		<u>2,642</u>	<u>26,699</u>
<b>Total intangible assets</b>	<b>7</b>	<u><b>51,503</b></u>	<u><b>42,163</b></u>
Other fixtures and fittings, tools and equipment		94	22
Leasehold improvements		<u>2</u>	<u>19</u>
<b>Total property, plant and equipment</b>	<b>8</b>	<u><b>96</b></u>	<u><b>41</b></u>
Deposits		427	417
Investments in subsidiaries		<u>0</u>	<u>0</u>
<b>Total fixed asset investments</b>	<b>9</b>	<u><b>427</b></u>	<u><b>417</b></u>
<b>Total fixed assets</b>		<u><b>52,026</b></u>	<u><b>42,621</b></u>
Trade receivables		2,195	5,083
Other receivables		489	558
Income tax receivables		4,528	4,177
Prepayments		<u>280</u>	<u>43</u>
<b>Total receivables</b>		<u><b>7,492</b></u>	<u><b>9,861</b></u>
<b>Cash</b>		<u><b>700</b></u>	<u><b>3,519</b></u>
<b>Total current assets</b>		<u><b>8,192</b></u>	<u><b>13,380</b></u>
<b>Total assets</b>		<u><b>60,218</b></u>	<u><b>56,001</b></u>

## Parent statement of financial position

<b>DKK'000</b>	<u>Note</u>	<u>31/12/20</u>	<u>31/12/19</u>
Share capital		108	104
Reserve for development costs		40,173	32,887
Retained earnings		<u>(35,925)</u>	<u>(23,109)</u>
<b>Total equity</b>		<u><b>4,356</b></u>	<u><b>9,882</b></u>
Other payables		<u>32,780</u>	<u>19,489</u>
<b>Total non-current liabilities</b>		<u><b>32,780</b></u>	<u><b>19,489</b></u>
Current portion of non-current liabilities other than provisions	10	3,120	1,899
Bank loans		3,995	6,073
Prepayments from customers		5,702	8,691
Trade payables		2,886	4,695
Payables to group enterprises		1,764	193
Other payables		<u>5,615</u>	<u>5,079</u>
<b>Total current liabilities</b>		<u><b>23,082</b></u>	<u><b>26,630</b></u>
<b>Total liabilities</b>		<u><b>55,862</b></u>	<u><b>46,119</b></u>
<b>Total equity and liabilities</b>		<u><b>60,218</b></u>	<u><b>56,001</b></u>

## Statement of changes in equity

<b>DKK'000</b>	<b>Share capital</b>	<b>Share premium</b>	<b>Reserve for development costs</b>	<b>Retained earnings</b>	<b>Total</b>
Equity beginning of year	104	-	32,887	(23,108)	9,883
Increase of capital	4	6,496	-	-	6,500
Transferred from share premium	-	(6,496)	-	6,496	-
Transfer to reserves	-	-	7,286	(7,286)	-
Proposed dividend	-	-	-	-	-
Profit/(loss) for the year	-	-	-	(12,027)	(12,027)
<b>Equity end of year</b>	<b>108</b>	<b>-</b>	<b>40,173</b>	<b>(35,925)</b>	<b>4,356</b>

## Notes

1. Accounting policies
2. Staff costs
3. Depreciation, amortisation and impairment losses
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5. Other financial expenses
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## Notes

### 1. Accounting policies

The separate parent financial statements have been incorporated in the annual report because a separate set of financial statements is required for the Parent under the Danish Financial Statements Act requirements for annual reports of reporting class B enterprises with additions of certain provisions for reporting class C.

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

#### Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably. Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably. On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item. Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement. Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

#### Cash flow statement

Referring to section 86(4) of the Danish Financial Statements Act, no cash flow statement have been prepared.

#### Income statement

##### Gross profit or loss

Gross profit or loss comprise revenue, own work capitalised, other operating income, cost of sales and external expenses with reference to section 32 of the Danish Financial Statements Act.

##### 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.

##### Other operating income

Other operating income comprises income of a secondary nature as viewed in relation to the Entity's primary activities.

##### Cost of sales

Cost of sales comprises goods consumed in the financial year measured at cost, adjusted for ordinary inventory write-downs.

**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, 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, and gains and losses from the sale of intangible assets and property, plant and equipment.

**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.

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. When recognising development projects as intangible assets, an amount equalling the costs incurred less deferred tax is taken to equity under reserve for development costs that are reduced as the development projects are amortised and written down.



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 their estimated useful lives which are determined based on a specific assessment of each development project. If the useful life cannot be estimated it is impairment tested yearly.

For development projects protected by intellectual property rights, the maximum period of amortisation is the remaining duration of the relevant rights. The amortization periods used are 5 -10 years. 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. Land is not depreciated. 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	3 years
Leasehold improvements	5 years

For leasehold improvements and assets subject to finance leases, 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.

### **Investments in group enterprises**

Investments in group enterprises are measured at cost. Investments 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.

### **Income tax payable or receivable**

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

### **Prepayments**

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost. Cash comprises cash in hand and bank deposits.

### **Other financial liabilities**

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

## 2. Staff costs

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Wages and salaries	22,528	20,023
Other social security costs	138	170
	<b>22,666</b>	<b>20,193</b>
Staff costs classified as assets	(11,018)	(10,482)
<b>Total</b>	<b>11,648</b>	<b>9,711</b>
 Average numbers of employees at balance sheet date	 <u>39</u>	 <u>37</u>

## 3. Depreciation, amortisation and impairment losses

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Amortisation of intangible assets	4,317	1,377
Depreciation of property, plant and equipment	34	50
<b>Total</b>	<b>4,351</b>	<b>1,427</b>

## 4. Other financial income

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Foreign exchange gains	507	95
Other financial income	1	10
<b>Total</b>	<b>508</b>	<b>105</b>

## 5. Other financial expenses

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Other interest expenses	3,314	2,587
Foreign exchange losses and other adjustments	712	76
Other financial expenses	83	213
<b>Total</b>	<b>4,109</b>	<b>2,876</b>

## 6. Tax on profit/loss for the year

DKK'000	<u>2020</u>	<u>2019</u>
Current tax	(4,528)	(4,177)
	<u>(4,528)</u>	<u>(4,177)</u>

## 7. Intangible assets

DKK'000	<u>Completed development projects</u>	<u>Development projects in progress</u>	<u>Total</u>
<b>2020</b>			
Cost at 1 January	18,050	26,699	44,749
Additions	-	13,657	13,657
Transfers	37,714	(37,714)	-
Disposals	-	-	-
<b>Cost at 31 December</b>	<u><b>55,764</b></u>	<u><b>2,642</b></u>	<u><b>58,406</b></u>
Amortisation and impairment at 1 January	(2,586)	-	(2,586)
Amortisation during the year	(4,317)	-	(4,317)
Disposals during the year	-	-	-
<b>Amortisation and impairment at 31 December</b>	<u><b>(6,903)</b></u>	<u><b>-</b></u>	<u><b>(6,903)</b></u>
<b>Carrying amount at 31 December</b>	<u><b>48,861</b></u>	<u><b>2,642</b></u>	<u><b>51,503</b></u>

Please refer to the description in note 12 in the consolidated financial statements.

Development costs for the year cover both development of the front-end and the back-end part of the software solution. Both parts are to increase the user experience and functionalities within the software in order to increase the Group's revenue by maintaining existing customers and acquire new customers. Development projects in progress and completed development projects have a net value of DKK 48,861k and DKK 2,642k in the annual report. Development projects are measured at cost reduced by amortisation and write-downs. The measurement is subject to considerable uncertainty.

## 8. Property, plant and equipment

<b>DKK'000</b>	<b>Other fixtures and fittings, tools and equipment</b>	<b>Leasehold improvements</b>	<b>Total</b>
<b>2020</b>			
Cost at 1 January	33	121	154
Additions	89	-	89
Disposals	(6)	-	(6)
<b>Cost at 31 December</b>	<b>116</b>	<b>121</b>	<b>237</b>
Depreciation at 1 January	(11)	(102)	(113)
Depreciation during the year	(11)	(17)	(28)
<b>Depreciation at 31 December</b>	<b>(22)</b>	<b>(119)</b>	<b>(141)</b>
<b>Carrying amount at 31 December</b>	<b>94</b>	<b>2</b>	<b>96</b>

## 9. Financial assets

<b>DKK'000</b>	<b>Investments in group enterprises</b>	<b>Deposits</b>
<b>2020</b>		
Cost at 1 January	0	417
Additions	0	10
<b>Cost at 31 December</b>	<b>0</b>	<b>427</b>

## 10. Non-current liabilities other than provisions

<b>DKK'000</b>	<b>Due within 12 months</b>	<b>Due after more than 12 months</b>
<b>2020</b>		
Other payables	3,120	32,780

## 11. Unrecognised rental and lease commitments

<b>DKK'000</b>	<b>2020</b>	<b>2019</b>
Liabilities under rental or lease agreements until maturity in total	998	741

## 12. Guarantees, contingent liabilities and collateral

The company has provided a bank guarantee to the landlord of DKK 521k.

In order to secure the Company's balance with Danske Bank, a mortgage has been granted with mortgages in simple receivables, operating inventories and equipment and intellectual property rights at a total book value of DKK 53,794k.

### **13. Subsequent events**

From the balance sheet date and until today, no further matters, which would influence the evaluation of the annual report, have occurred.