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# ***Dalberg Media IVS***

Nørrebrogade 45C st., DK-2200 København N

## **Annual Report for 1 January - 31 December 2019**

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CVR No 36 73 59 02

The Annual Report was  
presented and adopted at  
the Annual General  
Meeting of the Company on  
25/5 2020

Stig Tackmann  
Chairman of the General  
Meeting



**pwc**

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## **Management's Statement**

The Executive Board has today considered and adopted the Annual Report of Dalberg Media IVS for the financial year 1 January - 31 December 2019.

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

In my opinion the Financial Statements give a true and fair view of the financial position at 31 December 2019 of the Company and of the results of the Company operations for 2019.

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

København, 25 May 2020

### **Executive Board**

Stig Tackmann  
Executive Officer

# Independent Auditor's Report

To the Shareholders of Dalberg Media IVS

## Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2019 and of the results of the Company's operations for the financial year 1 January - 31 December 2019 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Dalberg Media IVS for the financial year 1 January - 31 December 2019, which comprise income statement, balance sheet and notes, including a summary of significant accounting policies ("the Financial Statements").

## Basis for opinion

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

## Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

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

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

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

## Management's responsibilities for the Financial Statements

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

# Independent Auditor's Report

ment, whether due to fraud or error.

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

## **Auditor's responsibilities for the audit of the Financial Statements**

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

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

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

# Independent Auditor's Report

in a manner that gives a true and fair view.

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

Trekantområdet, 25 May 2020

**PricewaterhouseCoopers**

Statsautoriseret Revisionspartnerselskab

*CVR No 33 77 12 31*

Morten Elbæk Jensen  
statsautoriseret revisor  
mne27737

## **Company Information**

### **The Company**

Dalberg Media IVS  
Nørrebrogade 45C st.  
DK-2200 København N

CVR No: 36 73 59 02  
Financial period: 1 January - 31 December  
Municipality of reg. office: København

### **Executive Board**

Stig Tackmann

### **Auditors**

PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Herredsvej 32  
DK-7100 Vejle

## **Management's Review**

Financial Statements of Dalberg Media IVS for 2019 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B.

The Annual Report has been prepared under the same accounting policies as last year.

### **Key activities**

The Company is a communication, event and strategic advising firm focusing on global development as well as promoting the strategies and approaches of the private sector to address the global development challenges.

### **Development in the year**

The income statement of the Company for 2019 shows a profit of DKK 755,120, and at 31 December 2019 the balance sheet of the Company shows equity of DKK 1,474,087.

During 2019, the Company has continued growing significantly resulting in a revenue increase of 45%. The growth has to a large extent been reinvested in the organisation to ensure a stable foundation for executing the increasing project pipeline in 2020 and onwards.

Hence, the management finds the development during the year to be very satisfactory.

### **Subsequent events**

The Company's outlook for the future will be negatively affected by the COVID-19 outbreak and the measures taken by governments in most of the world to mitigate the impacts of the outbreak, see also subsequent events disclosures in note 1. It is, however, too early yet to give an opinion as to the extent of the negative implications on the Company's outlook.

Nevertheless, the Company has built up a good foundation for tackling the crisis with an increased equity and a solid cash balance.

## Income Statement 1 January - 31 December

	Note	2019 DKK	2018 DKK
<b>Gross profit/loss</b>		<b>9.877.648</b>	<b>5.290.964</b>
Staff expenses	2	-8.883.992	-5.217.784
Depreciation, amortisation and impairment of intangible assets and property, plant and equipment		-15.643	-15.643
<b>Profit/loss before financial income and expenses</b>		<b>978.013</b>	<b>57.537</b>
Financial income		40.349	143.590
Financial expenses		-43.663	-137.402
<b>Profit/loss before tax</b>		<b>974.699</b>	<b>63.725</b>
Tax on profit/loss for the year	3	-219.579	-12.465
<b>Net profit/loss for the year</b>		<b>755.120</b>	<b>51.260</b>

## Distribution of profit

### Proposed distribution of profit

Proposed dividend for the year	0	50.000
Reserve for entrepreneurial company	-152.249	-521
Retained earnings	907.369	1.781
	<b>755.120</b>	<b>51.260</b>

# Balance Sheet 31 December

## Assets

	Note	2019 DKK	2018 DKK
Leasehold improvements		23.465	39.108
<b>Property, plant and equipment</b>		<b>23.465</b>	<b>39.108</b>
<b>Fixed assets</b>		<b>23.465</b>	<b>39.108</b>
Trade receivables		1.525.987	564.081
Receivables from group enterprises		140.734	154.470
Other receivables		187	0
<b>Receivables</b>		<b>1.666.908</b>	<b>718.551</b>
<b>Cash at bank and in hand</b>		<b>3.436.347</b>	<b>3.360.422</b>
<b>Currents assets</b>		<b>5.103.255</b>	<b>4.078.973</b>
<b>Assets</b>		<b>5.126.720</b>	<b>4.118.081</b>

# Balance Sheet 31 December

## Liabilities and equity

	Note	2019 DKK	2018 DKK
Share capital		10	10
Reserve for entrepreneurial company		39.990	192.239
Retained earnings		1.434.087	526.718
Proposed dividend for the year		0	50.000
<b>Equity</b>	5	<b>1.474.087</b>	<b>768.967</b>
Other payables		320.813	0
<b>Long-term debt</b>	6	<b>320.813</b>	<b>0</b>
Trade payables		420.504	48.118
Prepayments received recognised in debt	4	358.686	440.000
Payables to group enterprises		49.347	831.740
Corporation tax		215.622	143.396
Other payables	6	2.287.661	1.885.860
<b>Short-term debt</b>		<b>3.331.820</b>	<b>3.349.114</b>
<b>Debt</b>		<b>3.652.633</b>	<b>3.349.114</b>
<b>Liabilities and equity</b>		<b>5.126.720</b>	<b>4.118.081</b>
Subsequent events	1		
Main activity			
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# Notes to the Financial Statements

## 1 Subsequent events

The implications of COVID-19 with many governments across the world deciding to "close down their countries" will have great impact on the global economy. Management considers the implications of COVID-19 a subsequent event occurred after the balance sheet date (31 December 2019), which is therefore a non-adjusting event to the Company.

Management considers the cash resources reasonable.

	<u>2019</u> DKK	<u>2018</u> DKK
<b>2 Staff expenses</b>		
Wages and salaries	7.840.441	4.787.662
Other social security expenses	183.781	89.144
Other staff expenses	859.770	340.978
	<u><b>8.883.992</b></u>	<u><b>5.217.784</b></u>
 <b>Average number of employees</b>	 <u><b>18</b></u>	 <u><b>11</b></u>

## 3 Tax on profit/loss for the year

Current tax for the year	215.622	143.396
Deferred tax for the year	0	-128.658
Adjustment of tax concerning previous years	3.957	-2.273
	<u><b>219.579</b></u>	<u><b>12.465</b></u>

## 4 Contract work in progress

	<u><b>0</b></u>	<u><b>0</b></u>
Recognised in the balance sheet as follows:		
Prepayments received recognised in debt	-358.686	-440.000
	<u><b>-358.686</b></u>	<u><b>-440.000</b></u>

## Notes to the Financial Statements

### 5 Equity

	Share capital	Reserve for entrepreneurial company	Retained earnings	Proposed dividend for the year	Total
	DKK	DKK	DKK	DKK	DKK
Equity at 1 January	10	192.239	526.718	50.000	768.967
Ordinary dividend paid	0	0	0	-50.000	-50.000
Net profit/loss for the year	0	-152.249	907.369	0	755.120
<b>Equity at 31 December</b>	<b>10</b>	<b>39.990</b>	<b>1.434.087</b>	<b>0</b>	<b>1.474.087</b>

The share capital consists of 10 shares of a nominal value of DKK 1. No shares carry any special rights.

### 6 Long-term debt

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

The debt falls due for payment as specified below:

#### Other payables

Between 1 and 5 years	320.813	0
Long-term part	320.813	0
Other short-term payables	2.287.661	1.885.860
	<b>2.608.474</b>	<b>1.885.860</b>

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

#### Contingent liabilities

The group companies are jointly and severally liable for tax on the jointly taxed incomes etc of the Group. The total amount of corporation tax payable is disclosed in the Annual Report of Henrik Skovby Holding ApS, which is the management company of the joint taxation purposes. Moreover, the group companies are jointly and severally liable for Danish withholding taxes by way of dividend tax, tax on royalty payments and tax on un-earned income. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.

# Notes to the Financial Statements

## 8 Accounting Policies

The Annual Report of Dalberg Media IVS for 2019 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2019 are presented in DKK.

### Recognition and measurement

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

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

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

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

## Income Statement

### Revenue

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

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

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

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

### Expenses for raw materials and consumables

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

### Other external expenses

Other external expenses comprise expenses for premises, sales and office expenses, etc.

### Gross profit/loss

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

### Staff expenses

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

### Amortisation, depreciation and impairment losses

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

### Financial income and expenses

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

### Tax on profit/loss for the year

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

## Balance Sheet

### Property, plant and equipment

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

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

Interest expenses on loans raised directly for financing the construction of property, plant and equipment

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

are recognised in cost over the period of construction. All indirectly attributable borrowing expenses are recognised in the income statement.

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

Leasehold improvements	3 years
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Depreciation period and residual value are reassessed annually.

### Impairment of fixed assets

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

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

### Fixed asset investments

Fixed asset investments consist of deposits.

### Receivables

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

### Prepayments

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

### Dividend

Dividend distribution proposed by Management for the year is disclosed as a separate equity item.

### Deferred tax assets and liabilities

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

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

# Notes to the Financial Statements

## 8 Accounting Policies (continued)

entity.

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

### **Current tax receivables and liabilities**

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

### **Financial debts**

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