

# LeadDesk ApS

Flæsketorvet 68

1711 København V

CVR No. 37322571

## Annual Report 2021

5. financial year

The Annual Report was presented and  
adopted at the Annual General Meeting of  
the Company on 15 March 2022

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Olli Nokso Koivisto  
Chairman

**Contents**

Management's Statement	3
Company Information	4
Management's Review	5
Income Statement	6
Balance Sheet	7
Notes	9

## **Management's Statement**

Today, Management has considered and adopted the Annual Report of LeadDesk ApS for the financial year 1 January 2021 - 31 December 2021.

In our opinion, the Financial Statements give a true and fair view of the assets, liabilities and financial position of the Company at 31 December 2021 and of the results of the Company's operations for the financial year 1 January 2021 - 31 December 2021.

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

The conditions for not conducting an audit of the Financial Statement have been met.

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

København V, 15 March 2022

### **Executive Board**

Olli Nokso-Koivisto  
Man. Director

### **Supervisory Board**

Olli Nokso-Koivisto  
Chairman

**LeadDesk ApS**

## **Company details**

<b>Company</b>	LeadDesk ApS Flæsketorvet 68 1711 København V
Website	<a href="http://www.leaddesk.com">www.leaddesk.com</a>
CVR No.	37322571
Date of formation	11 December 2015
<b>Supervisory Board</b>	Olli Nokso-Koivisto, Man. Director
<b>Executive Board</b>	Olli Nokso-Koivisto, Man. Director

## Management's Review

### **The Company's principal activities**

The company provides software and related services for call center, inside sales and telemarketing operations.

### **Development in activities and the financial situation**

The Company's Income Statement of the financial year 1 January 2021 - 31 December 2021 shows a result of DKK -74.973 and the Balance Sheet at 31 December 2021 shows a balance total of DKK 13.286.144 and an equity of DKK 690.732.

### **Covid-19**

Covid-19 has not hit LeadDesk as a group or LeadDesk ApS significantly. The YTD sales figures are on the budget for LeadDesk ApS and no significant changes have arisen because of the pandemic so far.

## Income Statement

	Note	2021 kr.	2020 kr.
<b>Gross profit</b>		<b>2.462.439</b>	<b>2.392.378</b>
Staff costs	1	-2.462.435	-2.044.699
<b>Profit from ordinary operating activities</b>		<b>4</b>	<b>347.679</b>
Finance income		3.398	1.291
Finance expenses	2	-60.439	-127.304
<b>Profit from ordinary activities before tax</b>		<b>-57.037</b>	<b>221.666</b>
Tax expense on ordinary activities	3	-17.936	-32.496
<b>Profit</b>		<b>-74.973</b>	<b>189.170</b>
<b>Proposed distribution of results</b>			
Retained earnings		-74.973	189.170
		<b>-74.973</b>	<b>189.170</b>

**Balance Sheet as of 31 December**

	<b>Note</b>	<b>2021 kr.</b>	<b>2020 kr.</b>
<b>Assets</b>			
Short-term trade receivables		180.084	524.690
Short-term receivables from associates		10.332.059	3.320.000
Short-term tax receivables		7.609	0
Other short-term receivables		48.000	48.000
Deferred income		67.877	58.386
<b>Receivables</b>		<b>10.635.629</b>	<b>3.951.076</b>
<b>Cash and cash equivalents</b>		<b>2.650.515</b>	<b>6.130.912</b>
<b>Current assets</b>		<b>13.286.144</b>	<b>10.081.988</b>
<b>Assets</b>		<b>13.286.144</b>	<b>10.081.988</b>

## Balance Sheet as of 31 December

	Note	2021 kr.	2020 kr.
<b>Liabilities and equity</b>			
Contributed capital		50.000	50.000
Retained earnings		640.732	715.705
<b>Equity</b>		<b>690.732</b>	<b>765.705</b>
Trade payables		326.397	358.463
Payables to associates		11.331.999	7.992.111
Tax payables		0	12.595
Other payables		937.016	953.114
<b>Short-term liabilities other than provisions</b>		<b>12.595.412</b>	<b>9.316.283</b>
<b>Liabilities other than provisions within the business</b>		<b>12.595.412</b>	<b>9.316.283</b>
<b>Liabilities and equity</b>		<b>13.286.144</b>	<b>10.081.988</b>

Related parties

4



**Notes**

	2021	2020
<b>1. Staff costs</b>		
Wages and salaries	2.033.664	1.685.425
Post-employment benefit expense	115.611	126.524
Social security contributions	32.020	24.888
Other employee expense	281.140	207.862
	<b>2.462.435</b>	<b>2.044.699</b>
 Average number of employees	 4	 4
<b>2. Finance expenses</b>		
Finance expenses arising from group enterprises	19.843	91.610
Finance expenses	40.596	35.694
	<b>60.439</b>	<b>127.304</b>
<b>3. Tax expense</b>		
Net income tax	17.417	32.593
Adjustment of tax for previous years	519	-97
	<b>17.936</b>	<b>32.496</b>

**4. Related parties**

The following shareholders are registered in the Company's register of shareholders, who owns 100% of the share capital:

LeadDesk Oyj  
Hämeentie 19  
00500 Helsinki  
Finland

The financial statements of LeadDesk Oyj (formerly Leaddesk Oy) are available at:

LeadDesk Oyj  
Hämeentie 19  
00500 Helsinki  
Finland

## Accounting Policies

### Reporting Class

The Annual Report of LeadDesk ApS for 2021 has been presented 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.

### Reporting currency

The Annual Report is presented in Danish kroner.

### Translation policies

Transactions in foreign currencies are translated into DKK at the exchange rate prevailing at the date of transaction. Monetary assets and liabilities in foreign currencies are translated into DKK based on the exchange rates prevailing at the balance sheet day. Realised and unrealised foreign exchange gains and losses are included in the Income Statement under Financial Income and Expenses.

## General Information

### Income Statement

#### Gross profit/loss

The Company has decided to aggregate certain items of the Income Statement in accordance with the provisions of Section 32 of the Danish Financial Statements Act.

Gross profit is a combination of the items of revenue, change in inventories of finished goods, work in progress and goods for resale, other operation income, cost of raw and consumables and other external expenses.

#### Revenue

Income from the sale of goods for resale and finished goods is recognised in the income statement if the goods have been delivered and the risk has passed to the buyer before year-end, if it is possible to calculate the income reliably. The revenue is exclusive of VAT and net of sales discounts.

Income from delivery of services is recognised on a straight-line basis in net sales, as the service is delivered.

Other sales revenues includes financial items of secondary nature in relation to the company's main activity, including profits from the sales of intangible and tangible assets.

#### Other external expenses

Other external costs include costs for distribution, sales, advertising, administration, premises. loss of debtors, operating leasing costs etc.

#### Staff expenses

Staff expenses comprise wages, salaries and other pay-related costs, such as sickness benefits for enterprise employees less wage/salary reimbursement, pensions and social security costs.

#### Financial income and expenses

Financial income and expenses are recognised in the Income Statement based on the amounts that concern the financial year. Financial income and expenses include interest revenue and expenses, financial expenses of finance leases, realised and unrealised capital gains and losses regarding securities, accounts payable and transactions in foreign currencies, repayment on mortgage loans, and surcharges and allowances under the tax prepayment scheme.

Dividends equity investments are recognised as income in the financial year in which the dividends are declared.

## Accounting Policies

### Tax on net profit for the year

Tax on net profit/loss for the year comprises current tax on expected taxable income of the year and the year's adjustment of deferred tax less the part of the tax of the year that relates to changes in equity. Current and deferred tax regarding changes in equity is recognised directly in equity.

## Balance Sheet

### Receivables

Receivables are measured at amortised cost which usually corresponds to the nominal value. The value is reduced by write-downs for expected bad debts.

Impairment of accounts receivables past due is established on individual assessment of receivables.

### Accrued income, assets

Accrued income recognised in assets comprises prepaid costs regarding subsequent financial years.

### Cash and cash equivalents

Cash and cash equivalents comprise cash at bank and in hand as well as short-term securities with a term of less than three months which can be converted directly into cash at bank and in hand and involve only an insignificant risk of value changes.

Equity comprises the working capital and a number of equity items that may be statutory or stipulated in the articles of association.

### Current tax liabilities

Current tax liabilities and current tax receivables are recognised in the balance sheet as calculated tax on the expected taxable income for the year, adjusted for tax on taxable income for previous years as well as for tax prepaid.

### Liabilities

Financial liabilities are recognised initially at the proceeds received net of transaction expenses incurred. In subsequent periods, financial liabilities are measured at amortised cost, corresponding to the capitalised value using the effective interest method, so that the difference between the proceeds and the nominal value is recognised in the Income Statement over the life of the financial instrument.

Other liabilities, comprising deposits, trade payables and other accounts payable, are measured at amortised cost, which usually corresponds to the nominal value.