

# LeadDesk ApS

Flæsketorvet 68

1711 København V

CVR No. 37322571

## Annual Report 2023

7. financial year

The Annual Report was presented and adopted at the Annual General Meeting of the Company on 24 June 2024

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Olli Nokso Koivisto  
Chairman

## LeadDesk ApS

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## **Management's Statement**

Today, Management has considered and adopted the Annual Report of LeadDesk ApS for the financial year 1 January 2023 - 31 December 2023.

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 2023 and of the results of the Company's operations for the financial year 1 January 2023 - 31 December 2023.

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

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

København V, 24 June 2024

### **Executive Board**

Olli Nokso-Koivisto  
Man. Director

### **Supervisory Board**

Olli Nokso-Koivisto  
Chairman

## **Independent auditor's extended review report on the financial statements**

### **To the shareholders of LeadDesk ApS**

#### **Conclusion**

We have performed an extended review of the financial statements of LeadDesk ApS for the financial year 1 January 2023 - 31 December 2023, comprising income statement, balance sheet, statement of changes in equity and notes, including accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

Based on the work performed, it is our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 December 2023 and of the results of the Company's operations for the financial year 1 January 2023 - 31 December 2023 in accordance with the Danish Financial Statements Act.

#### **Basis for conclusion**

We conducted our extended review in accordance with the Danish Business Authority's Assurance Standard for Small Enterprises and FSR Danish Auditors' standard on extended review of financial statements prepared in accordance with the Danish Financial Statements Act. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibility for the extended review of the financial statements" section of our report.

We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Management's responsibilities for the financial statements**

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control that Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the 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 responsibility for the extended review of the financial statements**

Our responsibility is to express a conclusion on the financial statements. This requires that we plan and perform procedures in order to obtain limited assurance for our conclusion on the financial statements and in addition perform specifically required supplementary procedures in order to obtain further assurance for our conclusion.

An extended review comprises procedures primarily consisting of making enquiries of Management and others within the entity, as appropriate, applying analytical procedures and the specifically required supplementary procedures, and evaluating the evidence obtained.

The procedures performed in an extended review are less than those performed in an audit, and accordingly, we do not express an audit opinion on these financial statements.

## **Independent auditor's extended review report on the financial statements**

### **Statement on the Management's review**

Management is responsible for the Management's review.

Our conclusion on the financial statements does not cover the Management's review, and we do not express any form of assurance conclusion thereon.

In connection with our extended review of the financial statements, our responsibility is to read the Management's review and, in doing so, consider whether the Management's review is materially inconsistent with the financial statements or our knowledge obtained during the extended review, or otherwise appears to be materially misstated.

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

Based on the work we have performed, we conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statement Act. We did not identify any material misstatement of the Management's review.

København, 24 June 2024

### **KPMG**

**Statsautoriseret Revisionspartnerselskab**

CVR-no. 25578198

Simon Vinberg Andersen

State Authorised Public Accountant

mne35458

## 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
Financial year	1 January 2023 - 31 December 2023
<b>Supervisory Board</b>	Olli Nokso-Koivisto, Man. Director
<b>Executive Board</b>	Olli Nokso-Koivisto
<b>Auditors</b>	KPMG Statsautoriseret Revisionspartnerselskab Dampfærgevej 28 2100 København Ø CVR-no.: 25578198

## 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 2023 - 31 December 2023 shows a result of DKK 389.694 and the Balance Sheet at 31 December 2023 shows a balance total of DKK 2.378.178 and an equity of DKK 1.372.557.

### **Events after the balance sheet date**

No events have occurred after the balance sheet date to this date, which would influence the evaluation of this annual report.

## Income Statement

	Note	2023 kr.	2022 kr.
<b>Gross profit</b>		<b>1.967.617</b>	<b>2.272.259</b>
Staff costs	1	-1.451.246	-1.809.438
<b>Profit from ordinary operating activities</b>		<b>516.371</b>	<b>462.821</b>
Finance income		3.258	4.087
Finance expenses	2	-5.752	-125.057
<b>Profit from ordinary activities before tax</b>		<b>513.877</b>	<b>341.851</b>
Tax expense on ordinary activities	3	-124.183	-49.719
<b>Profit</b>		<b>389.694</b>	<b>292.132</b>
<b>Proposed distribution of results</b>			
Retained earnings		389.694	292.132
		<b>389.694</b>	<b>292.132</b>

## Balance Sheet as of 31 December

	Note	2023 kr.	2022 kr.
<b>Assets</b>			
Trade receivables		853.889	96.271
Other short-term receivables		48.000	48.000
Deferred income		73.307	69.903
<b>Receivables</b>		<b>975.196</b>	<b>214.174</b>
<b>Cash and cash equivalents</b>		<b>1.402.982</b>	<b>1.957.273</b>
<b>Current assets</b>		<b>2.378.178</b>	<b>2.171.447</b>
<b>Assets</b>		<b>2.378.178</b>	<b>2.171.447</b>

## Balance Sheet as of 31 December

	Note	2023 kr.	2022 kr.
<b>Liabilities and equity</b>			
Contributed capital		50.000	50.000
Retained earnings		1.322.557	932.863
<b>Equity</b>		<b>1.372.557</b>	<b>982.863</b>
Trade payables		105.118	73.788
Payables to associates		144.144	73.727
Tax payables		107.370	23.751
Other payables		648.989	1.017.318
<b>Current liabilities other than provisions</b>		<b>1.005.621</b>	<b>1.188.584</b>
<b>Liabilities other than provisions within the business</b>		<b>1.005.621</b>	<b>1.188.584</b>
<b>Liabilities and equity</b>		<b>2.378.178</b>	<b>2.171.447</b>
Related parties	4		

**Notes**

	<b>2023</b>	<b>2022</b>
<b>1. Staff costs</b>		
Wages and salaries	1.340.978	1.697.267
Post-employment benefit expense	83.879	88.431
Social security contributions	26.389	23.740
	<b>1.451.246</b>	<b>1.809.438</b>
Average number of employees	3	3
<b>2. Finance expenses</b>		
Finance expenses arising from group enterprises	2.826	98.269
Finance expenses	2.926	26.788
	<b>5.752</b>	<b>125.057</b>
<b>3. Tax expense</b>		
Net income tax	124.273	49.751
Adjustment of tax for previous years	-90	-32
	<b>124.183</b>	<b>49.719</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 15  
00500 Helsinki  
Finland

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

LeadDesk Oyj  
Hämeentie 15  
00500 Helsinki  
Finland

## Accounting Policies

### Reporting Class

The annual report of LeadDesk ApS for 2023 has been presented in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B.

The accounting policies used in the preparation of the financial statements are consistent with those of 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 operating income, costs for raw materials and consumables and other external expenses.

#### Revenue

Income from the sale of services is recognised in revenue when delivery and transfer of risk to the buyer have taken place, and the income may be measured reliably and is expected to be received. Revenue is measured at the fair value of the agreed consideration excluding VAT and taxes charged on behalf of third parties. All discounts granted are recognised in revenue.

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

Other sales revenues include 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 expenses include expenses for distribution, sales, advertising, administration, premises, bad debts, operating leasing expenses etc.

#### Staff costs

Staff costs include wages and salaries including compensated absence and pension to the Companies employees, as well as other social security contributions etc. The item is deducted from refunds from public authorities.

## Accounting Policies

### Financial income and expenses

Financial income and expenses are recognised in the income statement based at 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 advance-payment of tax scheme.

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

### 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 amortized 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

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 estimated income tax charge for the year, adjusted for prior-year taxes and tax paid on account.

### Liabilities

Financial liabilities are recognised initially at the proceeds received net of transaction expenses incurred. In subsequent periods, financial liabilities are measured at amortized cost, corresponding to the capitalized 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.

### Other payables

Other payables are measured at amortized cost, which usually corresponds to the nominal value.