
Q4 Denmark ApS

Nybrogade 12, DK-1203 København K

Annual Report for 1 January - 31 December 2020

CVR No 38 02 36 08

The Annual Report was
presented and adopted at
the Annual General
Meeting of the Company on
4 /8 2021

Darrell Heaps
Chairman of the General
Meeting

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Management's Statement

The Executive Board has today considered and adopted the Annual Report of Q4 Denmark ApS for the financial year 1 January - 31 December 2020.

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

In our opinion the Financial Statements give a true and fair view of the financial position at 31 December 2020 of the Company and of the results of the Company operations for 2020.

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

Copenhagen, 4 August 2021

Executive Board

Darrell Heaps
CEO

Ryan Anthony Levenberg
Executive Officer

The Independent Practitioner's Report

To the Shareholder of Q4 Denmark ApS

Conclusion

We have performed an extended review of the Financial Statements of Q4 Denmark ApS for the financial year 1 January - 31 December 2020, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The Financial Statements are prepared in accordance with the Danish Financial Statements Act.

Based on the work performed, in our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2020 and of the results of the Company operations for the financial year 1 January - 31 December 2020 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 "Practitioner's responsibilities 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' 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 rules and requirements. We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion.

Management's responsibility for the Financial Statements

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

In preparing the Financial Statements, Management is responsible for assessing the 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.

Practitioner's responsibilities 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 to obtain limited assurance in respect of our conclusion on the Financial Statements and, moreover, that we perform supplementary procedures specifically required to obtain additional assurance in respect of our conclusion.

An extended review consists of making inquiries, primarily of Management and others within the enterprise, as appropriate, and applying analytical procedures and the supplementary procedures specifically required as well as assessing the evidence obtained.

The Independent Practitioner's Report

An extended review is less in scope than an audit and, consequently, we do not express an audit opinion on the Financial Statements.

Hellerup, 4 August 2021

PricewaterhouseCoopers

Statsautoriseret Revisionspartnerselskab

CVR No 33 77 12 31

Jesper Bo Winther
State Authorised Public Accountant
mne26864

Anders Røjleskov
State Authorised Public Accountant
mne28699

Company Information

The Company

Q4 Denmark ApS
Nybrogade 12
DK-1203 København K

CVR No: 38 02 36 08
Financial period: 1 January - 31 December
Municipality of reg. office: København K

Executive Board

Darrell Heaps
Ryan Anthony Levenberg

Auditors

PricewaterhouseCoopers
Statsautoriseret Revisionspartnerselskab
Strandvejen 44
DK-2900 Hellerup

Income Statement 1 January - 31 December

	<u>Note</u>	<u>2020</u> DKK	<u>2019</u> DKK
Gross profit/loss		1,655,201	1,907,176
Staff expenses	2	-1,730,652	-1,452,211
Depreciation of property, plant and equipment	3	<u>-17,209</u>	<u>-24,447</u>
Profit/loss before financial income and expenses		-92,660	430,518
Financial income		786,906	1
Financial expenses		<u>-51,762</u>	<u>-265,310</u>
Profit/loss before tax		642,484	165,209
Tax on profit/loss for the year	4	<u>-141,070</u>	<u>-38,383</u>
Net profit/loss for the year		<u>501,414</u>	<u>126,826</u>

Distribution of profit

Proposed distribution of profit

Retained earnings	<u>501,414</u>	<u>126,826</u>
	<u>501,414</u>	<u>126,826</u>

Balance Sheet 31 December

Assets

	Note	2020 DKK	2019 DKK
Other fixtures and fittings, tools and equipment		13,744	30,952
Property, plant and equipment		13,744	30,952
Fixed assets		13,744	30,952
Trade receivables		3,279,078	2,756,802
Receivables from group enterprises		0	1,510,647
Other receivables		95,196	347
Deferred tax asset		3,803	2,293
Corporation tax		0	29,324
Prepayments		1,077,264	799,773
Receivables		4,455,341	5,099,186
Cash at bank		6,553,389	2,689,669
Currents assets		11,008,730	7,788,855
Assets		11,022,474	7,819,807

Balance Sheet 31 December

Liabilities and equity

	Note	2020 DKK	2019 DKK
Share capital		50,000	50,000
Retained earnings		1,165,996	664,582
Equity		1,215,996	714,582
Prepayments received from customers		1,993,210	109,597
Other payables		212,266	67,167
Long-term debt	5	2,205,476	176,764
Prepayments received from customers	5	5,811,939	5,633,749
Trade payables		361,070	239,699
Payables to group enterprises		702,105	388,263
Corporation tax		89,081	0
Other payables	5	636,807	666,750
Short-term debt		7,601,002	6,928,461
Debt		9,806,478	7,105,225
Liabilities and equity		11,022,474	7,819,807
Key activities	1		
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Statement of Changes in Equity

	<u>Share capital</u> DKK	<u>Retained earnings</u> DKK	<u>Total</u> DKK
Equity at 1 January	50,000	664,582	714,582
Net profit/loss for the year	0	501,414	501,414
Equity at 31 December	50,000	1,165,996	1,215,996

Notes to the Financial Statements

1 Key activities

The purpose of the Company is to establish, maintain and develop its Investor Relations software solutions and other capital market-related services and products as well as other related activities.

	<u>2020</u> DKK	<u>2019</u> DKK
2 Staff expenses		
Wages and salaries	1,498,793	1,388,844
Pensions	143,757	15,779
Other staff expenses	<u>88,102</u>	<u>47,588</u>
	<u>1,730,652</u>	<u>1,452,211</u>
Average number of employees	<u>2</u>	<u>2</u>
3 Depreciation of property, plant and equipment		
Depreciation of property, plant and equipment	<u>17,209</u>	<u>24,447</u>
	<u>17,209</u>	<u>24,447</u>
4 Tax on profit/loss for the year		
Current tax for the year	142,846	40,062
Deferred tax for the year	-1,776	-2,293
Adjustment of tax concerning previous years	<u>0</u>	<u>614</u>
	<u>141,070</u>	<u>38,383</u>

Notes to the Financial Statements

5 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:

	<u>2020</u> DKK	<u>2019</u> DKK
Prepayments received from customers		
Between 1 and 5 years	1,993,210	109,597
Long-term part	1,993,210	109,597
Within 1 year	5,811,939	5,633,749
	<u>7,805,149</u>	<u>5,743,346</u>
Other payables		
Between 1 and 5 years	212,266	67,167
Long-term part	212,266	67,167
Other short-term payables	636,807	666,750
	<u>849,073</u>	<u>733,917</u>

6 Contingent assets, liabilities and other financial obligations

Rental and lease obligations

Lease obligations under operating leases. Total future lease payments:

Within 1 year	43,050	48,000
	<u>43,050</u>	<u>48,000</u>

There are no security and contingent liabilities at 31 December 2020.

Notes to the Financial Statements

7 Related parties

Basis

Consolidated Financial Statements

The Company is included in the Group Annual Report of the Parent Company:

<u>Name</u>	<u>Place of registered office</u>
Q4 Inc.	Parent

The Group Annual Report of Q4 Inc. may be obtained at the following address:

469-A King St. W.
Toronto, Ontario
M5V 1K4 Canada

8 Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

Notes to the Financial Statements

9 Accounting Policies

The Annual Report of Q4 Denmark ApS for 2020 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting class B as well as selected rules applying to reporting class C.

The accounting policies applied remain unchanged from last year.

The Financial Statements for 2020 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 and provisions.

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.

Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

Fixed assets acquired in foreign currencies are measured at the transaction date rates.

Notes to the Financial Statements

9 Accounting Policies (continued)

Income Statement

Revenue

Revenue from the sale of services is recognised when control over the services transfers to the purchaser, the revenue can be measured reliably, which according to IFRS 15 takes place at the time when control of the service delivered passes to the customer.

Revenue from our website product, which allows customers to host their websites on Q4 software over a term, is provided on a subscription basis. Revenue from the subscription, which includes the website hosting and ongoing support services are billed and initially recorded as deferred revenue and are subsequently recognized as revenue on a ratable basis over the term of the contract once the website is launched. Initial website implementation fees do not have stand-alone value because they are only sold in conjunction with a subscription to the Company's platform and can only be provided by the Company. The initial implementation is not a separate performance obligation and is therefore recognized on the same basis as website hosting. Revenue associated with additional design services after the initial implementation is recognized in the period performance is complete.

Revenue from our virtual events products is recognized at the time the event occurs. When annual contracts are entered into, the balances are recorded as deferred revenue and are recognized as revenue in the period in which the event takes place.

Revenue from our CRM product is provided on a subscription basis. Revenue from these subscriptions, which also include ongoing support services is billed and initially recorded as deferred revenue and is subsequently recognized as revenue on a ratable basis over the term of the contract.

Revenue from our analytics product is provided on a subscription basis. Revenue from these subscriptions, which also include ongoing support services is billed and initially recorded as deferred revenue and is subsequently recognized as revenue on a ratable basis over the term of the contract.

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

Expenses for consumables

The company's expenses for raw materials and consumables consist of website implementation costs and virtual event product costs.

Other external expenses

Other external expenses comprise indirect costs such as salaries and benefits, expenses for premises, sales and advertising costs as well as office expenses.

Notes to the Financial Statements

9 Accounting Policies (continued)

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 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 property, plant and equipment.

Other operating income and expenses

Other operating income and other operating expenses comprise items of a secondary nature to the main activities of the Company, 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.

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:

Other fixtures and fittings, tools and equipment 3 to 5 years

Notes to the Financial Statements

9 Accounting Policies (continued)

The fixed assets' residual values are determined at nil.

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.

Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts.

Prepayments

Prepayments comprise prepaid expenses concerning rent, subscriptions and deferred commission in relation to IFRS 15.

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 of future income taxes payable or by a decrease to already existing deferred tax liabilities within the same legal tax 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.

Notes to the Financial Statements

9 Accounting Policies (continued)

Financial debts

Loans are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

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