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# KEATECH APS PARALLELVEJ 13, 9800 HJØRRING ANNUAL REPORT 1 JULY 2021 - 30 JUNE 2022

**5TH FINANCIAL YEAR** 

The Annual Report has been presented and adopted at the Company's Annual General Meeting on 2 September 2022

Martin Mikaelsen



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# **COMPANY DETAILS**

Company Keatech ApS

Parallelvej 13 9800 Hjørring

Website: keatech.com E-mail: mm@keatech.com

CVR No.: 38 44 73 78 Established: 24 February 2017

Municipality: Hjørring

Financial Year: 1 July 2021 - 30 June 2022

**Executive Board** Martin Mikaelsen

Auditor BDO Statsautoriseret revisionsaktieselskab

Nørrebro 15 9800 Hjørring

Bank Spar Nord Bank

Østergade 8 9800 Hjørring



#### MANAGEMENT'S STATEMENT

Today the Executive Board have discussed and approved the Annual Report of Keatech ApS for the financial year 1 July 2021 - 30 June 2022.

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

In my opinion the Financial Statements give a true and fair view of the Company's assets, liabilities and financial position at 30 June 2022 and of the results of the Company's operations for the financial year 1 July 2021 - 30 June 2022.

The Management Commentary includes in my opinion a fair presentation of the matters dealt with in the Commentary.

I recommend the Annual Report be approved at the Annual General Meeting.

Hjørring, 2 September 2022
Executive Board
Martin Mikaelsen



#### THE INDEPENDENT AUDITOR'S REPORT

#### To the Shareholder of Keatech ApS

#### Conclusion

We have performed an extended review of the Financial Statements of Keatech ApS for the financial year 1 July 2021 - 30 June 2022, 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 under the Danish Financial Statements Act.

Based on the work performed in our opinion, the Financial Statements give a true and fair view of the Company's financial position at 30 June 2022 and of the results of the Company's operations for the financial year 1 July 2021 - 30 June 2022 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 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' International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code), together with the ethical requirements that are relevant to our audit of the financial statements 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 conclusion.

#### 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 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 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 in order to obtain limited assurance for our conclusion on the Financial Statements and in addition perform specifically required supplementary procedures to obtain further assurance for our conclusion.

An extended review comprises procedures that primarily consist of making inquiries of Management and others within the Company, as appropriate, analytical procedures and the specifically required supplementary procedures as well as evaluation of 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 the Financial Statements.

#### Statement on the Management Commentary

Management is responsible for the Management Commentary.

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



#### THE INDEPENDENT AUDITOR'S REPORT

In connection with our extended review of the Financial Statements, our responsibility is to read the Management Commentary and, in doing so, consider whether the Management Commentary 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 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 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 the Management Commentary.

Hjørring, 2 September 2022

BDO Statsautoriseret revisionsaktieselskab CVR no. 20 22 26 70

Claus Muhlig State Authorised Public Accountant MNE no. mne26711



#### MANAGEMENT COMMENTARY

# Principal activities

The principal activities comprise rental of tracking devices.

# Development in activities and financial and economic position

Keatech have also this year had a massive growth in number of new customers and GPS devices connected. The company currently operates on the danish market only. The result is as expected and satisfying.

Management expects to continue to see tripple percentage growth rates in ARR the years to come.

# Significant events after the end of the financial year

No events have occurred after the end of the financial year of material importance for the company's financial position.



# **INCOME STATEMENT 1 JULY - 30 JUNE**

	Note	<b>2021/22</b> DKK	<b>2020/21</b> DKK '000
GROSS PROFIT		3.524.043	1.528
Staff costs	1	-2.057.928 -830.282 -153.682	-871 -535 -54
OPERATING PROFIT		482.151	68
Other financial income Other financial expenses		25 -104.254	0 -28
PROFIT BEFORE TAX		377.922	40
Tax on profit/loss for the year	2	-21.000	22
PROFIT FOR THE YEAR		356.922	62
PROPOSED DISTRIBUTION OF PROFIT			
Retained earnings		356.922	62
TOTAL		356.922	62



# **BALANCE SHEET AT 30 JUNE**

ASSETS	Note	<b>2022</b> DKK	<b>2021</b> DKK '000
Development projects completed	3	2.637.796 <b>2.637.796</b>	1.922 <b>1.922</b>
Other plant, machinery, tools and equipment  Property, plant and equipment	4	2.058.357 <b>2.058.357</b>	1.409 <b>1.409</b>
Rent deposit and other receivables	5	49.499 <b>49.499</b>	46 <b>46</b>
NON-CURRENT ASSETS		4.745.652	3.377
Finished goods and goods for resale		1.553.352 1.553.352	613 <b>613</b>
Trade receivables		106.255 40.268 <b>146.523</b>	43 77 <b>120</b>
Cash and cash equivalents		48.531	31
CURRENT ASSETS		1.748.406	764
ASSETS		6.494.058	4.141



# **BALANCE SHEET AT 30 JUNE**

EQUITY AND LIABILITIES	Note	<b>2022</b> DKK	<b>2021</b> DKK '000
Share capitalReserve for development costsRetained profit		50.000 2.057.480 -2.350.719	50 1.499 -2.149
EQUITY		-243.239	-600
Provision for deferred tax		41.000	20
PROVISIONS		41.000	20
Payables to group enterprises	6	1.200.000 1.200.000	1.200 <b>1.200</b>
Bank debt Trade payables Payables to group enterprises Other liabilities Accruals and deferred income Current liabilities		2.075.714 338.780 1.922.565 996.489 162.749 <b>5.496.297</b>	687 261 1.923 616 34 <b>3.521</b>
LIABILITIES		6.696.297	4.721
EQUITY AND LIABILITIES		6.494.058	4.141
Contingencies etc.	7		
Charges and securities	8		



# **EQUITY**

	Share capital	Reserve for development costs	Retained profit	Total	
Equity at 1 July 2021	50.000	1.499.187	-2.149.348	-600.161	
Proposed profit allocation			356.922	356.922	
Other legal bindings Capitalized development costs		558.293	-558.293	0	
Equity at 30 June 2022	50.000	2.057.480	-2.350.719	-243.239	



# **NOTES**

	<b>2021/22</b> DKK	<b>2020/21</b> DKK '000	Note
Staff costs Average number of employees	4	2	1
Wages and salaries Pensions Social security costs Other staff costs	1.846.298 11.928 8.918 190.784	839 2 0 30	
	2.057.928	871	
Tax on profit/loss for the year Adjustment of deferred tax	21.000 <b>21.000</b>	-22 - <b>22</b>	2
Intangible assets		Development projects completed	3
Cost at 1 July 2021	• • • • • • • • • • • • • • • • • • • •	2.448.123 1.065.493 <b>3.513.616</b>	
Amortisation at 1 July 2021	• • • • • • • • • • • • • • • • • • • •	526.088 349.732 <b>875.820</b>	
Carrying amount at 30 June 2022		2.637.796	
The Company's development projects relate to the development	nt of a softwar	eplatform for	

The Company's development projects relate to the development of a softwareplatform for GPS tracking. The development progresses according to plan. Addissions this year relates to design of Keatech LIVE, system reports and a new alarm module. Market research shows a demand for the product.

# Property, plant and equipment

Other	nlant	

	machinery, tools
	• • • • • • • • • • • • • • • • • • • •
	and equipment
Cost at 1 July 2021	1.776.767
Additions	
Disposals	
Cost at 30 June 2022	2.789.085
Depreciation and impairment losses at 1 July 2021.	366.509
Reversal of depreciation of assets disposed of	
Depreciation for the year	
Depreciation and impairment losses at 30 June 2022	
Carrying amount at 30 June 2022	2.058.357



#### **NOTES**

				Note
Financial non-current assets				5
			nt deposit and er receivables	
Cost at 1 July 2021	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • •	49.499	
Cost at 30 June 2022	• • • • • • • • • • • • • • • • • • • •	• • • • • • • • •	49.499	
Carrying amount at 30 June 2022	•••••		49.499	
Long-term liabilities				6
30/6 2022 total liabilities	Repayment next year	Debt outstanding after 5 years t	30/6 2021 otal liabilities	
Payables to group enterprises 1.200.000	0	0	1.200.000	
1.200.000	0	0	1.200.000	

# Contingencies etc.

Contingent liabilities

The company is committed to carleasing contracts with a residual maturity of 9-13 months. The remaining leasing obligation constitutes 256,000 DKK on June 30th, 2022.

The company is committed to rent of office property with a residual maturity of 11 months. The remaining rent obligation constitutes 92,000 DKK on June 30th, 2022.

#### Joint liabilities

The company is jointly and severally liable together with the parent company and the other group companies in the joint taxable group for tax on the Group's joint taxable income and for certain possible withholding taxes, such as dividend tax, etc.

Tax payable on the Group's joint taxable income is stated in the annual report of Oliver Mikaelsen Invest ApS, which serves as management company for the joint taxation.

# Charges and securities

The company has not pledged any of its assets.

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#### **ACCOUNTING POLICIES**

The Annual Report of Keatech ApS for 2021/22 has been presented in accordance with the provisions of the Danish Financial Statements Act for enterprises in reporting class B and certain provisions applying to reporting class C.

The Annual Report is prepared consistently with the accounting principles used last year.

#### **INCOME STATEMENT**

#### Net revenue

Sale of services is generally recognised on the basis of a measurable degree of completion, using straight-line recognition of services delivered over time in a regular pattern. Where the degree of completion is not measurable or the sales value or the total costs of completion are uncertain, revenue is recognised by the amount that the enterprise as a maximum believes to have a right to claim and is expected to be received for services delivered at the Balance Sheet date.

Net revenue is recognised exclusive of VAT and less duties and discounts related to the sale.

#### Other operating expenses

Other operating expenses include items of a secondary nature in relation to the enterprises' principal activities, including loss from sale of intangible and tangible fixed assets.

#### Cost of sales

Cost of sales comprise costs incurred to achieve the net revenue for the year, including direct and indirect costs of raw materials and consumables.

#### Other external expenses

Other external expenses include cost of sales, advertising, administration, buildings, bad debts, operational lease expenses, etc.

#### Staff costs

Staff costs comprise wages and salaries, including holiday pay and pensions and other costs for social security etc. for the company's employees. Repayments are deducted from staff costs.

#### Financial income and expenses

Financial income and expenses include interest income and expenses, financial expenses of finance leases, realised and unrealised gains and losses arising from investments in financial assets, debt and transactions in foreign currencies, amortisation of financial assets and liabilities as well as charges and allowances under the tax-on-account scheme etc. Financial income and expenses are recognised in the income statement by the amounts that relate to the financial year.

#### Tax

The tax for the year, which consists of the current tax for the year and changes in deferred tax, is recognised in the income statement by the portion that may be attributed to the profit for the year, and is recognised directly in the equity by the portion that may be attributed to entries directly to the equity.

#### **BALANCE SHEET**

#### Intangible fixed assets

Acquired goodwill is measured at cost less accumulated amortisation. Goodwill is amortised on a straight-line basis over the expected useful life which is estimated to 5 years. The period of amortisation is determined based on an assessment of the acquired company's position in the market and earnings profile, and the industry-specific conditions.



#### ACCOUNTING POLICIES

Profit or loss from sale of intangible fixed assets is calculated at the difference between the sales price and the carrying amount at the time of the sale. Profit and loss are recognised in the Income Statement under other operating income or other operating expenses.

#### Tangible fixed assets

Other plants, fixtures and equipment are measured at cost less accumulated depreciation and impairment losses. Land is not depreciated.

The depreciation base is cost less estimated residual value after end of useful life.

The cost includes the acquisition price and costs incurred directly in connection with the acquisition until the time when the asset is ready to be used. As regards self-manufactured assets, the cost price includes cost of materials, components, subcontractors, direct payroll and indirect production costs.

Straight-line depreciation is provided on the basis of an assessment of the expected useful lives of the assets and their residual value:

Profit or loss on disposal of tangible fixed assets is stated as the difference between the sales price less selling costs and the carrying amount at the time of sale. Profit or loss is recognised in the income statement as other operating income or other operating expenses.

#### Financial non-current assets

Deposits include rental deposits which are recognised and measured at amortised cost. Deposits are not depreciated.

# Impairment of fixed assets

The carrying amount of intangible fixed and tangible assets together with fixed assets, which are not measured at fair value, are valued on an annual basis for indications of impairment other than that reflected by amortisation and depreciation.

In the event of impairment indications, an impairment test is made for each asset or group of assets, respectively. If the net realisable value is lower than the carrying amount, the assets are written down to the lower value.

The recoverable amount is calculated at the higher of net selling price and capital value. The capital value is determined as the fair value of the expected net cash flows from the use of the asset or group of assets and the expected net cash flows from sale of the asset or group of assets after the end of its useful life.

#### Inventories

Inventories are measured at cost using the FIFO-principle. If the net realisable value is lower than cost, the inventories are written down to the lower value.

The cost of merchandise as well as raw materials and consumables is calculated at acquisition price with addition of transportation and similar costs.

The net realisable value of inventories is stated at sales price less completion costs and costs incurred to execute the sale and is determined with due regard to marketability, obsolescence and development in expected sales price.

#### Receivables

Receivables are measured at amortised cost which usually corresponds to nominal value. The value is reduced by impairment losses to meet expected losses.



#### **ACCOUNTING POLICIES**

#### Accruals, assets

Accruals recognised as assets include costs incurred relating to the subsequent financial year.

#### Cash and cash equivalents

Cash includes bankdeposits.

### Tax payable and deferred tax

Current tax liabilities and receivable current tax are recognised in the balance sheet as the calculated tax on the taxable income for the year, adjusted for tax on the taxable income for previous years and taxes paid on account.

The Company is subject to joint taxation with Danish group companies. The current corporation tax is distributed among the joint taxable companies in proportion to their taxable income and with full allocation and refund related to tax losses. The joint taxable companies are included in the on account tax scheme. Joint taxation contributions receivable and payable are recognised in the Balance Sheet under current assets and liabilities, respectively.

Deferred tax is measured on the temporary differences between the carrying amount and the tax value of assets and liabilities.

Deferred tax assets, including the tax value of tax loss carry-forwards, are measured at the expected realisable value of the asset, either by set-off against tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that under the legislation in force on the balance sheet date would be applicable when the deferred tax is expected to crystallise as current tax. Any changes in the deferred tax resulting from changes in tax rates, are recognised in the income statement, except from items recognised directly in equity.

#### Liabilities

Financial liabilities are recognised at the time of borrowing by the amount of proceeds received less borrowing costs. In subsequent periods, the financial liabilities are measured at amortised cost equal to the capitalised value when using the effective interest, the difference between the proceeds and the nominal value being recognised in the income statement over the term of loan.

Amortised cost of current liabilities usually corresponds to nominal value.

#### Accruals, liabilities

Accruals recognised as liabilities include payments received regarding income in subsequent years.