



## True. ApS

Formervangen 13  
2600 Glostrup  
CVR No. 38460161

## Annual report 2020

The Annual General Meeting adopted the  
annual report on 10.03.2021

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**Jacob Sand Motzfeldt**

Chairman of the General Meeting

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# Entity details

## Entity

True. ApS

Formervangen 13

2600 Glostrup

CVR No.: 38460161

Registered office: Albertslund

Financial year: 01.01.2020 - 31.12.2020

## Board of Directors

Steen Nordstrøm, chairman

Peter Juul Regnersgaard

Morten Paulin Ebdrup

Jacob Sand Motzfeldt

Christoph Miller

## Executive Board

Peter Juul Regnersgaard, director

Morten Paulin Ebdrup, director

Jacob Sand Motzfeldt, director

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

Weidekampsgade 6

2300 Copenhagen S

# Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of True. ApS for the financial year 01.01.2020 - 31.12.2020.

The annual report is presented in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020.

We believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Glostrup, 10.03.2021

## Executive Board

**Peter Juul Regnersgaard**  
director

**Morten Paulin Ebdrup**  
director

**Jacob Sand Motzfeldt**  
director

## Board of Directors

**Steen Nordstrøm**  
chairman

**Peter Juul Regnersgaard**

**Morten Paulin Ebdrup**

**Jacob Sand Motzfeldt**

**Christoph Miller**

# Independent auditor's extended review report

**To the shareholders of True. ApS**

## Conclusion

We have performed an extended review of the financial statements of True. ApS for the financial year 01.01.2020 - 31.12.2020, which comprise the 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 our extended review, in our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2020 and of the results of its operations for the financial year 01.01.2020 - 31.12.2020 in accordance with the Danish Financial Statements Act.

## Basis for conclusion

We conducted our extended review in accordance with the assurance engagement standard for small enterprises as issued by the Danish Business Authority and the standard on extended review of financial statements prepared in accordance with the Danish Financial Statements Act as issued by FSR - Danish Auditors. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the extended review of the financial statements" section. We are independent of the Entity 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 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 Entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern, and using the going concern basis of accounting unless Management either intends to liquidate the Entity 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 to obtain limited assurance about our conclusion on the financial statements and that we also perform specifically required supplementary procedures for the purpose of obtaining additional assurance about our conclusion.

An extended review consists of making inquiries, primarily of management and, if appropriate, of other entity

personnel, performing analytical and the specifically required supplementary procedures as well as evaluating the evidence obtained.

The procedures performed in an extended review are less in scope than 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 opinion on the financial statements does not cover the management commentary, 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 commentary and, in doing so, consider whether the management commentary is materially inconsistent with the financial statements or our knowledge obtained in 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 financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

Copenhagen, 10.03.2021

#### **Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR No. 33963556

#### **Claus Jorch Andersen**

State Authorised Public Accountant  
Identification No (MNE) mne33712

# Management commentary

## Primary activities

The purpose of the company is to, produce, market and sell chewing gum and mints.

## Development in activities and finances

This year's results come to a profit of DKK 2.070 thousand compared to a profit last year of DKK 341 thousand. Management considers the performance in line with expectations given the Company is focusing on expanding its business.

## Unusual circumstances affecting recognition and measurement

During the financial year, the Company found material errors concerning accrued cost (understated prior years). In accordance with the rules for correcting material misstatements the adjustments are corrected in the opening balance. The errors have had a negative effect on the income statement of DKK 379 thousand and a negative effect on equity of DKK 379 thousand. The balance sheet total has been affected by DKK 32 thousand.

## Events after the balance sheet date

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

## Treasury shares

	Number	Nominal value DKK	Recorded par value DKK	Share of contributed capital %	Purchase/(selling) price DKK
Purchase of treasury shares	502	100	35,528	0.7	178,351
<b>Investments acquired:</b>	<b>502</b>	<b>100</b>	<b>35,528</b>	<b>0.70</b>	
Sale of treasury shares	502	100	35,528	0.7	128,351
<b>Investments disposed of:</b>	<b>502</b>	<b>100</b>	<b>35,528</b>	<b>0.70</b>	

In 2020, True. ApS acquired 502 treasury shares of DKK 100 nominal at a value of DKK 178,351, equal to 0.7% of the share capital. The shares were acquired in connection with a change in ownership.

The 502 treasury shares of DKK 100 nominal have been sold again at a value of DKK 128,351.

# Income statement for 2020

	Notes	2020 DKK	2019 DKK
<b>Gross profit/loss</b>		<b>11,158,798</b>	<b>3,887,890</b>
Staff costs	1	(7,730,302)	(3,146,477)
Depreciation, amortisation and impairment losses	2	(480,922)	(242,534)
<b>Operating profit/loss</b>		<b>2,947,574</b>	<b>498,879</b>
Other financial expenses	3	(276,454)	(170,253)
<b>Profit/loss before tax</b>		<b>2,671,120</b>	<b>328,626</b>
Tax on profit/loss for the year	4	(601,517)	12,177
<b>Profit/loss for the year</b>		<b>2,069,603</b>	<b>340,803</b>
<b>Proposed distribution of profit and loss</b>			
Retained earnings		2,069,603	340,803
<b>Proposed distribution of profit and loss</b>		<b>2,069,603</b>	<b>340,803</b>



# Balance sheet at 31.12.2020

## Assets

	Notes	2020 DKK	2019 DKK
Other fixtures and fittings, tools and equipment		2,774,226	1,871,796
Leasehold improvements		493,614	426,505
<b>Property, plant and equipment</b>	5	<b>3,267,840</b>	<b>2,298,301</b>
Deposits		2,614	0
<b>Financial assets</b>		<b>2,614</b>	<b>0</b>
<b>Fixed assets</b>		<b>3,270,454</b>	<b>2,298,301</b>
Manufactured goods and goods for resale		4,458,687	1,816,570
<b>Inventories</b>		<b>4,458,687</b>	<b>1,816,570</b>
Trade receivables		3,938,834	2,864,968
Deferred tax		2,000	0
Other receivables		421,146	37,402
Income tax receivable		0	32,177
<b>Receivables</b>		<b>4,361,980</b>	<b>2,934,547</b>
<b>Cash</b>		<b>1,213</b>	<b>2,002</b>
<b>Current assets</b>		<b>8,821,880</b>	<b>4,753,119</b>
<b>Assets</b>		<b>12,092,334</b>	<b>7,051,420</b>

**Equity and liabilities**

	<b>Notes</b>	<b>2020 DKK</b>	<b>2019 DKK</b>
Contributed capital		66,957	61,851
Retained earnings		4,494,573	994,076
<b>Equity</b>		<b>4,561,530</b>	<b>1,055,927</b>
Deferred tax		0	20,000
<b>Provisions</b>		<b>0</b>	<b>20,000</b>
Lease liabilities		1,899,875	1,279,769
Other payables		273,160	87,869
<b>Non-current liabilities other than provisions</b>	<b>6</b>	<b>2,173,035</b>	<b>1,367,638</b>
Current portion of non-current liabilities other than provisions	6	388,027	70,471
Bank loans		1,130,368	1,218,155
Trade payables		1,777,858	1,322,638
Income tax payable		513,094	0
Other payables	7	1,548,422	1,996,591
<b>Current liabilities other than provisions</b>		<b>5,357,769</b>	<b>4,607,855</b>
<b>Liabilities other than provisions</b>		<b>7,530,804</b>	<b>5,975,493</b>
<b>Equity and liabilities</b>		<b>12,092,334</b>	<b>7,051,420</b>
Unrecognised rental and lease commitments	8		
Contingent liabilities	9		
Assets charged and collateral	10		

# Statement of changes in equity for 2020

	Contributed capital DKK	Share premium DKK	Retained earnings DKK	Total DKK
Equity beginning of year	61,851	0	1,373,156	1,435,007
Corrections of material errors	0	0	(379,080)	(379,080)
<b>Adjusted equity, beginning of year</b>	<b>61,851</b>	<b>0</b>	<b>994,076</b>	<b>1,055,927</b>
Increase of capital	5,106	480,894	0	486,000
Transferred from share premium	0	(480,894)	480,894	0
Purchase of treasury shares	0	0	(178,351)	(178,351)
Sale of treasury shares	0	0	128,351	128,351
Group contributions etc	0	0	1,000,000	1,000,000
Profit/loss for the year	0	0	2,069,603	2,069,603
<b>Equity end of year</b>	<b>66,957</b>	<b>0</b>	<b>4,494,573</b>	<b>4,561,530</b>

In 2020, True. ApS acquired 502 treasury shares of DKK 100 nominal at a value of DKK 178,351, equal to 0.7% of the share capital. The shares were acquired in connection with a change in ownership. The 502 treasury shares of DKK 100 nominal have been sold again at a value of DKK 128,351.

# Notes

## 1 Staff costs

	<b>2020</b>	<b>2019</b>
	<b>DKK</b>	<b>DKK</b>
Wages and salaries	7,540,196	3,079,730
Other social security costs	130,010	40,250
Other staff costs	60,096	26,497
	<b>7,730,302</b>	<b>3,146,477</b>
Average number of full-time employees	17	9

## 2 Depreciation, amortisation and impairment losses

	<b>2020</b>	<b>2019</b>
	<b>DKK</b>	<b>DKK</b>
Depreciation of property, plant and equipment	477,165	175,430
Profit/loss from sale of intangible assets and property, plant and equipment	3,757	67,104
	<b>480,922</b>	<b>242,534</b>

## 3 Other financial expenses

	<b>2020</b>	<b>2019</b>
	<b>DKK</b>	<b>DKK</b>
Other interest expenses	235,583	148,699
Exchange rate adjustments	40,871	21,554
	<b>276,454</b>	<b>170,253</b>

## 4 Tax on profit/loss for the year

	<b>2020</b>	<b>2019</b>
	<b>DKK</b>	<b>DKK</b>
Current tax	620,014	0
Change in deferred tax	(22,000)	(86,920)
Adjustment concerning previous years	3,503	74,743
	<b>601,517</b>	<b>(12,177)</b>

## 5 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK	Leasehold improvements DKK
Cost beginning of year	2,070,322	439,635
Additions	1,359,051	113,410
Disposals	(40,497)	0
<b>Cost end of year</b>	<b>3,388,876</b>	<b>553,045</b>
Depreciation and impairment losses beginning of year	(198,526)	(13,130)
Depreciation for the year	(430,864)	(46,301)
Reversal regarding disposals	14,740	0
<b>Depreciation and impairment losses end of year</b>	<b>(614,650)</b>	<b>(59,431)</b>
<b>Carrying amount end of year</b>	<b>2,774,226</b>	<b>493,614</b>
Recognised assets not owned by entity	1,996,745	0

## 6 Non-current liabilities other than provisions

	Due within 12 months 2020 DKK	Due within 12 months 2019 DKK	Due after more than 12 months 2020 DKK	Outstanding after 5 years 2020 DKK
Lease liabilities	388,027	70,471	1,899,875	138,485
Other payables	0	0	273,160	0
	<b>388,027</b>	<b>70,471</b>	<b>2,173,035</b>	<b>138,485</b>

The amount of non-current liabilities due after 5 years constitutes to DKK 138 thousand

## 7 Other payables

	2020 DKK	2019 DKK
VAT and duties	0	329,074
Wages and salaries, personal income taxes, social security costs, etc payable	709,603	158,885
Holiday pay obligation	115,913	70,041
Other costs payable	722,906	1,438,591
	<b>1,548,422</b>	<b>1,996,591</b>

## 8 Unrecognised rental and lease commitments

	2020 DKK	2019 DKK
Liabilities under rental or lease agreements until maturity in total	390,774	797,567

### **9 Contingent liabilities**

The Entity participates in a Danish joint taxation arrangement where the parent company serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The jointly taxed entities' total known net liability under the joint taxation arrangement is disclosed in the administration company's financial statements.

### **10 Assets charged and collateral**

As security for debt obtained from bank loans there is a registered corporate mortgage amounting to DKK 1,000k. The security includes goodwill, intangible assets, operating equipment and fixtures, inventories and trade receivables. The carrying amount is DKK 5,300k.

# Accounting policies

## Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class B enterprises with addition of certain provisions for reporting class C.

The accounting policies applied to these financial statements are consistent with those applied last year.

## Material errors in previous years

Material errors in previous years During the financial year, the Company found material errors concerning accrued cost (understated prior years). In accordance with the rules for correcting material misstatements the adjustments are corrected in the opening balance. In accordance with the rules for correcting material misstatements the adjustments are corrected in the opening balance. The errors have had a negative effect on the income statement of DKK 379 thousand and a negative effect on equity of DKK 379 thousand. The balance sheet total has been affected by DKK 32 thousand.

## Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

## Income statement

### Gross profit or loss

Gross profit or loss comprises revenue, changes in inventories of finished goods and work in progress, own work capitalised, other operating income, cost of raw materials and consumables and external expenses.

### Revenue

Revenue from the sale of manufactured goods and goods for resale is recognised in the income statement when delivery is made and risk has passed to the buyer. Revenue from the sale of services is recognised in the income statement when delivery is made to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

**Other operating income**

Other operating income comprises income of a secondary nature as viewed in relation to the Entity's primary activities.

**Cost of sales**

Cost of sales comprises goods consumed in the financial year measured at cost, adjusted for ordinary inventory writedowns.

**Other external expenses**

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes writedowns of receivables recognised in current assets.

**Staff costs**

Staff costs comprise salaries and wages, and social security contributions, pension contributions, etc for entity staff.

**Depreciation, amortisation and impairment losses**

Depreciation, amortisation and impairment losses relating to property, plant and equipment and intangible assets comprise depreciation, amortisation and impairment losses for the financial year, and gains and losses from the sale of intangible assets and property, plant and equipment.

**Other financial expenses**

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, net capital or exchange losses on securities, payables and transactions in foreign currencies, amortisation of financial liabilities, and tax surcharge under the Danish Tax Prepayment Scheme etc.

**Tax on profit/loss for the year**

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

The Entity is jointly taxed with all Danish group enterprises. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

**Balance sheet****Property, plant and equipment**

Land and buildings, plant and machinery, and other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses. Land is not depreciated.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation. For assets held under finance leases, cost is the lower of the asset's fair value and present value of future lease payments.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:



Other fixtures and fittings, tools and equipment	5 years
Leasehold improvements	10 years

For leasehold improvements and assets subject to finance leases, the depreciation period cannot exceed the contract period.

Estimated useful lives and residual values are reassessed annually.

Items of property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

### **Inventories**

Inventories are measured at the lower of cost using the FIFO method and net realisable value.

Cost consists of purchase price plus delivery costs. Cost of manufactured goods and work in progress consists of costs of raw materials, consumables, direct labour costs and indirect production costs.

The net realisable value of inventories is calculated as the estimated selling price less completion costs and costs incurred to execute sale.

### **Receivables**

Receivables are measured at amortised cost, usually equalling nominal value less writedowns for bad and doubtful debts.

### **Deferred tax**

Deferred tax is recognised on all temporary differences between the carrying amount and the tax-based value of assets and liabilities, for which the tax-based value is calculated based on the planned use of each asset.

However, no deferred tax is recognised for amortisation of goodwill disallowed for tax purposes and temporary differences arising at the date of acquisition that do not result from a business combination and that do not have any effect on profit or loss or on taxable income.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

### **Tax payable or receivable**

Current tax payable or receivable is recognised in the balance sheet, stated as tax computed on this year's taxable income, adjusted for prepaid tax.

### **Cash**

Cash comprises cash in hand and bank deposits.

### **Treasury shares**

Acquisition and selling prices and dividends for treasury shares are classified directly as equity under retained earnings. Gains and losses on sale are not recognised in the income statement.

### **Lease liabilities**

Lease commitments relating to assets held under finance leases are recognised in the balance sheet as liabilities other than provisions, and, at the time of inception of the lease, measured at the present value of future lease

payments. Subsequent to initial recognition, lease commitments are measured at amortised cost. The difference between present value and nominal amount of the lease payments is recognised in the income statement as a financial expense over the term of the leases.

**Other financial liabilities**

Other financial liabilities are measured at amortised cost, which usually corresponds to nominal value.