



## Travel Operations A/S

Kirsten Walthers Vej 8  
2500 Valby  
CVR No. 38707701

## Annual report 01.07.2020 - 30.06.2021

The Annual General Meeting adopted the  
annual report on 01.12.2021

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**Michael Holst Andersen**  
Chairman of the General Meeting

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# Entity details

## Entity

Travel Operations A/S  
Kirsten Walthers Vej 8  
2500 Valby

Business Registration No.: 38707701  
Registered office: Copenhagen  
Financial year: 01.07.2020 - 30.06.2021

## Board of Directors

Peter Christian Mægbæk Madsen, Chairman  
Michael Holst Andersen  
Peter Jacobsen  
Jacob Sylvest Andersen

## Executive Board

Michael Holst Andersen, CEO

## 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 Travel Operations A/S for the financial year 01.07.2020 - 30.06.2021.

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 30.06.2021 and of the results of its operations for the financial year 01.07.2020 - 30.06.2021.

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.

Valby, 01.12.2021

## Executive Board

**Michael Holst Andersen**  
CEO

## Board of Directors

**Peter Christian Mægbæk Madsen**  
Chairman

**Michael Holst Andersen**

**Peter Jacobsen**

**Jacob Sylvest Andersen**

# Independent auditor's report

## To the shareholders of Travel Operations A/S

### Opinion

We have audited the financial statements of Travel Operations A/S for the financial year 01.07.2020 - 30.06.2021, 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.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 30.06.2021 and of the results of its operations for the financial year 01.07.2020 - 30.06.2021 in accordance with the Danish Financial Statements Act.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board of 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 audit 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 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, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements 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 audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements, and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

### **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 audit 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 audit 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 of the management commentary.

Copenhagen, 01.12.2021

### **Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR No. 33963556

### **Stine Eva Grothen**

State-Authorised Public Accountant  
Identification No (MNE) mne29431

# Management commentary

## Financial highlights

	2020/21	2019/20	2018/19	2017/18
	DKK'000	DKK'000	DKK'000	DKK'000
<b>Key figures</b>				
Gross profit/loss	13,382	15,991	17,124	17,033
Operating profit/loss	965	(1,227)	1,742	5,991
Net financials	(125)	(218)	(78)	(39)
Profit/loss for the year	643	(1,133)	1,294	4,612
Total assets	30,985	12,625	11,812	15,192
Investments in property, plant and equipment	0	0	0	150
Equity	5,566	2,773	3,906	5,612
Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)	3,139	2,762	5,320	8,459
<b>Ratios</b>				
Equity ratio (%)	17.96	21.96	33.07	36.94

Financial highlights are defined and calculated in accordance with the current version of "Recommendations & Ratios" issued by the CFA Society Denmark.

### Return on equity (%):

#### Equity ratio (%):

$\frac{\text{Equity} * 100}{\text{Total assets}}$

Total assets



### Primary activities

The primary activities of Travel Operations are to develop and deliver software solutions and services based on Microsoft technology for companies in the travel industry.

### Development in activities and finances

During the year, Travel Operations continued to invest in the TravelOperations Enterprise for Microsoft Dynamics 365 solution. This solution is targeted at larger global organisations in the travel industry. Additionally, Travel Operations also invested in TravelOperations Engage, a CRM solution based on Microsoft Dynamics 365.

Both solutions have received the highest recognition from Microsoft and are listed as preferred solutions on Microsoft AppSource. Despite COVID-19 impacting the travel industry, we have seen a continuous interest in our offerings, especially in the second half of FY21, Travel Operations managed to secure several strong customer wins from some of the leading companies in the industry. These wins have had a small impact on the revenue for FY21, but will positively impact the revenue in FY22.

In April 2021, Travel Operations acquired Scandisys AB, including its employees, customers and IP. For many years, Scandisys AB has been a leading provider of mid- and back-office solutions to the travel industry and holds a top market position in the Scandinavian market. Adding Scandisys AB to the Group, we expect significant synergies in the coming years.

Coming out of a year in which COVID-19 still has a significant impact on the industry and the customers and potential customers of Travel Operations, the Company realised an EBITDA of DKK 3,139 thousand and a profit of DKK 643 thousand, which Management considers satisfactory under the circumstances.

### Events after the balance sheet date

COVID-19 and global travel restrictions continue to impact our customers and their financial performance.

Apart from the continuing effects of COVID-19, no events have occurred after the balance sheet date.

# Income statement for 2020/21

	Notes	2020/21 DKK	2019/20 DKK
<b>Gross profit/loss</b>	2	<b>13,382,311</b>	<b>15,991,382</b>
Staff costs	3	(10,243,371)	(13,229,040)
Depreciation, amortisation and impairment losses	4	(2,173,602)	(3,989,694)
<b>Operating profit/loss</b>		<b>965,338</b>	<b>(1,227,352)</b>
Other financial income	5	185,676	0
Other financial expenses		(310,702)	(217,717)
<b>Profit/loss before tax</b>		<b>840,312</b>	<b>(1,445,069)</b>
Tax on profit/loss for the year	6	(197,697)	311,981
<b>Profit/loss for the year</b>		<b>642,615</b>	<b>(1,133,088)</b>
<b>Proposed distribution of profit and loss</b>			
Retained earnings		642,615	(1,133,088)
<b>Proposed distribution of profit and loss</b>		<b>642,615</b>	<b>(1,133,088)</b>

# Balance sheet at 30.06.2021

## Assets

	Notes	2020/21 DKK	2019/20 DKK
Completed development projects	8	4,280,868	3,470,388
<b>Intangible assets</b>	7	<b>4,280,868</b>	<b>3,470,388</b>
Investments in group enterprises		8,587,526	900,000
Deposits		106,625	97,312
<b>Financial assets</b>	9	<b>8,694,151</b>	<b>997,312</b>
<b>Fixed assets</b>		<b>12,975,019</b>	<b>4,467,700</b>
Trade receivables		6,152,076	3,429,529
Contract work in progress		444,101	0
Receivables from group enterprises	10	6,696,607	3,714,025
Other receivables		1,747,407	156,163
Prepayments		44,773	208,953
<b>Receivables</b>		<b>15,084,964</b>	<b>7,508,670</b>
<b>Cash</b>		<b>2,925,400</b>	<b>648,778</b>
<b>Current assets</b>		<b>18,010,364</b>	<b>8,157,448</b>
<b>Assets</b>		<b>30,985,383</b>	<b>12,625,148</b>

**Equity and liabilities**

	<b>Notes</b>	<b>2020/21 DKK</b>	<b>2019/20 DKK</b>
Contributed capital		1,375,000	1,000,000
Reserve for development expenditure		3,284,243	2,652,065
Retained earnings		906,350	(879,087)
<b>Equity</b>		<b>5,565,593</b>	<b>2,772,978</b>
Deferred tax		274,852	749,564
<b>Provisions</b>		<b>274,852</b>	<b>749,564</b>
Bank loans		1,689,510	2,746,459
Income tax payable		0	410,930
Joint taxation contribution payable		672,409	0
Other payables		13,253,370	0
<b>Non-current liabilities other than provisions</b>	11	<b>15,615,289</b>	<b>3,157,389</b>
Current portion of non-current liabilities other than provisions	11	1,014,030	716,766
Bank loans		0	1,091,372
Prepayments received from customers		2,033,548	397,314
Trade payables		1,135,534	602,091
Payables to group enterprises		0	134,652
Income tax payable		410,930	0
Other payables		4,935,607	3,003,022
<b>Current liabilities other than provisions</b>		<b>9,529,649</b>	<b>5,945,217</b>
<b>Liabilities other than provisions</b>		<b>25,144,938</b>	<b>9,102,606</b>
<b>Equity and liabilities</b>		<b>30,985,383</b>	<b>12,625,148</b>
Uncertainty relating to recognition and measurement	1		
Unrecognised rental and lease commitments	12		
Contingent liabilities	13		
Assets charged and collateral	14		

# Statement of changes in equity for 2020/21

	Contributed capital DKK	Reserve for development expenditure DKK	Retained earnings DKK	Total DKK
Equity beginning of year	1,000,000	2,652,065	(879,087)	2,772,978
Increase of capital	375,000	0	1,775,000	2,150,000
Transfer to reserves	0	632,178	(632,178)	0
Profit/loss for the year	0	0	642,615	642,615
<b>Equity end of year</b>	<b>1,375,000</b>	<b>3,284,243</b>	<b>906,350</b>	<b>5,565,593</b>

# Notes

## 1 Uncertainty relating to recognition and measurement

As part of its strategy, the Company founded the subsidiary Travel Operations Business A/S in January 2020. The object of this subsidiary is to offer Business Central solutions to small and medium-sized customers in the travel industry. Upon the foundation of the subsidiary, Travel Operations A/S disposed of the relevant development projects to Travel Operations Business A/S. Afterwards, the Company has provided the subsidiary with the necessary loan finance and liquidity to acquire the development projects and to finance the ongoing operations of Travel Operations Business A/S.

On 30 June 2021, Travel Operations A/S had total receivables from Travel Operations Business A/S of DKK 6,119 thousand. In the financial year 2020/21, Travel Operations Business A/S realised a loss of DKK 3,215 thousand, and it had negative equity of DKK 2,215 thousand on 30 June 2021.

The budget for the next financial year shows positive results and cash flows for the last six months, just as the subsidiary expects a high growth rate and significantly improved performance in the years ahead. By a positive budget performance, the subsidiary will be able to meet its obligations, such as its debt to Travel Operations A/S as it falls due.

Based on the budget presented for the next financial year and the positive development of customer intake in terms of the Business Central solution offered by Travel Operations Business A/S, Management believes that the Company's receivables from Travel Operation Business A/S will be settled at maturity, and that the value of the investment at least corresponds to the carrying amount.

Please also refer to the Development in activities and finances section in the management commentary.

## 2 Gross profit/loss

The income of Travel Operations A/S is affected by recognition of income from government aid packages and compensation schemes due to COVID-19. Travel Operations A/S has received fixed costs compensation of DKK 449 thousand.

## 3 Staff costs

	<b>2020/21</b>	<b>2019/20</b>
	<b>DKK</b>	<b>DKK</b>
Wages and salaries	9,637,084	11,897,409
Other social security costs	162,996	244,979
Other staff costs	443,291	1,086,652
	<b>10,243,371</b>	<b>13,229,040</b>
Average number of full-time employees	15	19

#### 4 Depreciation, amortisation and impairment losses

	2020/21 DKK	2019/20 DKK
Amortisation of intangible assets	2,173,602	3,989,694
	<b>2,173,602</b>	<b>3,989,694</b>

#### 5 Other financial income

	2020/21 DKK	2019/20 DKK
Financial income from group enterprises	92,298	0
Exchange rate adjustments	93,378	0
	<b>185,676</b>	<b>0</b>

#### 6 Tax on profit/loss for the year

	2020/21 DKK	2019/20 DKK
Current tax	672,409	411,549
Change in deferred tax	(474,712)	(723,530)
	<b>197,697</b>	<b>(311,981)</b>

#### 7 Intangible assets

	Completed development projects DKK
Cost beginning of year	13,356,105
Additions	2,984,082
<b>Cost end of year</b>	<b>16,340,187</b>
Amortisation and impairment losses beginning of year	(9,885,717)
Amortisation for the year	(2,173,602)
<b>Amortisation and impairment losses end of year</b>	<b>(12,059,319)</b>
<b>Carrying amount end of year</b>	<b>4,280,868</b>

#### 8 Development projects

The development projects aim at developing an ERP system for the travel industry. During the financial year, the Company completed a series of projects.

## 9 Financial assets

	Investments in group enterprises DKK	Deposits DKK
Cost beginning of year	900,000	97,312
Additions	7,827,526	22,982
Disposals	(140,000)	(13,669)
<b>Cost end of year</b>	<b>8,587,526</b>	<b>106,625</b>
<b>Carrying amount end of year</b>	<b>8,587,526</b>	<b>106,625</b>

Investments in subsidiaries	Registered in	Corporate form	Equity interest %	Equity DKK	Profit/loss DKK
Travel Operations Business A/S	Denmark	A/S	76	(2,214,622)	(3,214,622)
Travel Operations PTY LTD	Australia	PTY LTD	100	1	1
Scandisys AB*	Sweden	AB	100	4,262,162	1,546,599

\*31.12.2020

## 10 Receivables from group enterprises

Receivables from group enterprises primarily consist of receivables of DKK 6,119 thousand from its subsidiary, Travel Operations Business A/S. The Company has issued a letter of comfort to Travel Operations Business A/S, valid for 12 months as of today.

## 11 Non-current liabilities other than provisions

	Due within 12 months 2020/21 DKK	Due within 12 months 2019/20 DKK	Due after more than 12 months 2020/21 DKK	Outstanding after 5 years 2020/21 DKK
Bank loans	1,014,030	716,766	1,689,510	0
Joint taxation contribution payable	0	0	672,409	0
Other payables	0	0	13,253,370	1,406,717
	<b>1,014,030</b>	<b>716,766</b>	<b>15,615,289</b>	<b>1,406,717</b>

## 12 Unrecognised rental and lease commitments

	2020/21 DKK	2019/20 DKK
Liabilities under rental or lease agreements until maturity in total	79,803	115,641

## 13 Contingent liabilities

The Entity serves as the administration company in a Danish joint taxation arrangement. 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 these entities.

#### **14 Assets charged and collateral**

Bank loans are secured by way of a deposited mortgage deed registered to the mortgagor on plant and equipment of DKK 2,000,000 nominal.

#### **Collateral provided for group enterprises**

The Company has issued a letter of comfort to Travel Operations Business A/S, valid for 12 months as of today.

# 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 a few provisions for reporting class C.

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

## Consolidated financial statements

Referring to section 110 of the Danish Financial Statements Act, no consolidated financial statements have been prepared.

## 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, other operating income, costs of raw materials and consumables and other external expenses.

### Revenue

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.

Contract work in progress is included in revenue based on the stage of completion so that revenue corresponds to the selling price of the work performed in the financial year (the percentage-of-completion method).

### Other operating income

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

**Costs of raw materials and consumables**

Costs of raw materials and consumables comprise the consumption of raw materials and consumables for the financial year after adjustment for changes in inventories of these goods from the beginning to the end of the year. This item includes shrinkage, if any, and ordinary writedowns of the relevant inventories.

**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, as well as gains and losses from the sale of intangible assets and property, plant and equipment.

**Other financial income**

Other financial income comprises interest income, net capital or exchange gains on payables and transactions in foreign currencies, amortisation of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

**Other financial expenses**

Other financial expenses comprise interest expenses, net capital or exchange losses on payables and transactions in foreign currencies, amortisation of financial liabilities as well as 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****Intellectual property rights etc**

Intellectual property rights etc comprise development projects completed and in progress with related intellectual property rights, acquired intellectual property rights and prepayments for intangible assets.

Development projects on clearly defined and identifiable products and processes, for which the technical rate of utilisation, adequate resources and a potential future market or development opportunity in the enterprise can be established, and where the intention is to manufacture, market or apply the product or process in question, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred. When recognising development projects as intangible assets, an amount equalling the costs incurred less deferred tax is taken to equity under reserve for development costs that is reduced

as the development projects are amortised and written down.

The cost of development projects comprises costs such as salaries and amortisation that are directly and indirectly attributable to the development projects.

The amortisation period used is between three and five years.

Intellectual property rights etc are written down to the lower of recoverable amount and carrying amount.

### **Investments in group enterprises**

Investments in group enterprises are measured at cost. Investments are written down to the lower of recoverable amount and carrying amount.

### **Receivables**

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

### **Contract work in progress**

Contract work in progress is measured at the selling price of the work carried out at the balance sheet date.

The selling price is measured based on the stage of completion and the total estimated income from the individual contracts in progress. Usually, the stage of completion is determined as the ratio of actual to total budgeted consumption of resources.

If the selling price of a project in progress cannot be made up reliably, it is measured at the lower of costs incurred and net realisable value.

Each contract in progress is recognised in the balance sheet as receivables or liabilities other than provisions, depending on whether the net value, calculated as the selling price less prepayments received, is positive or negative.

Costs of sales work and of securing contracts, as well as finance costs are recognised in the income statement as incurred.

### **Prepayments**

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

### **Cash**

Cash comprises cash in hand and bank deposits.

### **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.

**Other financial liabilities**

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

**Prepayments received from customers**

Prepayments received from customers comprise amounts received from customers prior to delivery of the goods agreed or completion of the service agreed.

**Tax receivable or payable**

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

**Joint taxation contributions payable or receivable**

Current joint taxation contributions receivable or joint taxation contributions payable are recognised in the balance sheet, calculated as tax computed on the taxable income of the year, which has been adjusted for prepaid tax. For tax losses, joint taxation contributions receivable are only recognised if such losses are expected to be used under the joint taxation arrangement.