

Leadfeeder ApS

Frederiksborggade 15, 3.
1360 København K
Denmark

CVR no. 41 13 80 09

Annual report 2021

The annual report was presented and approved at
the Company's annual general meeting on

28 February 2022

Pekka Antero Koskinen
Chairman

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Statement by the Executive Board

The Executive Board has today discussed and approved the annual report of Leadfeeder ApS for the financial year 1 January – 31 December 2021.

The annual report has been prepared 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 31 December 2021 and of the results of the Company's operations for the financial year 1 January – 31 December 2021.

Further, in my opinion, the Management's review gives a fair review of the matters discussed in the Management's review.

I recommend that the annual report be approved at the annual general meeting.

København, 28 February 2022
Executive Board:

Pekka Antero Koskinen

Independent auditor's report

To the shareholder of Leadfeeder ApS

Opinion

We have audited the financial statements of Leadfeeder ApS for the financial year 1 January – 31 December 2021 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.

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 31 December 2021 and of the results of the Company's operations for the financial year 1 January – 31 December 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 the 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 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 audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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 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 responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance as to 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 in Denmark will always detect a material misstatement when it exists. Misstatements may 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 made 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 company 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.

Independent auditor's report

- 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 Company'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 Company'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 Company to cease to continue as a going concern.
- evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, 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's review

Management is responsible for the Management's review.

Our opinion 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 audit 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 audit, 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 Statements Act. We did not identify any material misstatement of the Management's review.

København, 28 February 2022

KPMG

Statsautoriseret Revisionspartnerselskab

CVR no. 25 57 81 98

Morten Høgh-Petersen
State Authorised
Public Accountant
mne34283

Leadfeeder ApS
Annual report 2021
CVR no. 41 13 80 09

Management's review

Company details

Leadfeeder ApS
Frederiksborggade 15, 3.
1360 København K
Denmark

CVR no.:	41 13 80 09
Established:	4 February 2020
Registered office:	København
Financial year:	1 January – 31 December

Executive Board

Pekka Antero Koskinen

Auditor

KPMG
Statsautoriseret Revisionspartnerselskab
Dampfærgevej 28
DK-2100 København Ø
CVR no. 25 57 81 98

Management's review

Operating review

Principal activities

The Company's principal activities is software release.

Development in activities and financial position

The Company's income statement for 2021 shows a profit of DKK 35,805 as against DKK 1,826 for the period 4 February - 31 December 2020. Equity in the Company's balance sheet at 31 December 2021 stood at DKK 77,631 as against DKK 41,826 at 31 December 2020.

Events after the balance sheet date

After the balance sheet date, no events have occurred which have material influence on the assessment of the annual report.

Financial statements 1 January – 31 December

Income statement

DKK	Note	2021	4/2-31/12 2020
Gross profit		2,139,798	198,555
Staff costs	2	<u>-2,082,324</u>	<u>-192,371</u>
Profit before financial income and expenses		57,474	6,184
Other financial expenses	3	<u>-7,413</u>	<u>-1,036</u>
Profit before tax		50,061	5,148
Tax on profit for the year	4	<u>-14,256</u>	<u>-3,322</u>
Profit for the year		<u>35,805</u>	<u>1,826</u>
Proposed profit appropriation			
Retained earnings		<u>35,805</u>	<u>1,826</u>
		<u>35,805</u>	<u>1,826</u>

Financial statements 1 January – 31 December

Balance sheet

DKK	Note	31/12 2021	31/12 2020
ASSETS			
Fixed assets			
Investments			
Deposits		33,400	20,780
Total fixed assets		33,400	20,780
Current assets			
Receivables			
Receivables from group entities		350,414	99,839
Other receivables		30,155	13,559
Prepayments		21,225	15,215
		401,794	128,613
Cash at bank and in hand		166,781	202,491
Total current assets		568,575	331,104
TOTAL ASSETS		601,975	351,884

Financial statements 1 January – 31 December

Balance sheet

DKK	Note	31/12 2021	31/12 2020
EQUITY AND LIABILITIES			
Equity			
Contributed capital		40,000	40,000
Retained earnings		37,631	1,826
Total equity		<u>77,631</u>	<u>41,826</u>
Liabilities			
Non-current liabilities			
Payables to group entities		<u>265,464</u>	<u>210,629</u>
Current liabilities			
Trade payables		17,681	16,795
Corporation tax		14,256	3,322
Other payables		<u>226,943</u>	<u>79,312</u>
		<u>258,880</u>	<u>99,429</u>
Total liabilities		<u>524,344</u>	<u>310,058</u>
TOTAL EQUITY AND LIABILITIES		<u><u>601,975</u></u>	<u><u>351,884</u></u>
Mortgages and collateral	5		
Related party disclosures	6		

Financial statements 1 January – 31 December

Statement of changes in equity

DKK	Contributed capital	Retained earnings	Total
Equity at 1 January 2021	40,000	1,826	41,826
Transferred over the profit appropriation	0	35,805	35,805
Equity at 31 December 2021	40,000	37,631	77,631

Financial statements 1 January – 31 December

Notes

1 Accounting policies

The annual report of Leadfeeder ApS for 2021 has been prepared in accordance with the provisions applying to reporting class B entities under the Danish Financial Statements Act with opt-in from higher reporting classes.

The accounting policies used in the preparation of the financial statements are consistent with those of last year.

Change in comparative figures

There have been made reclassifications to certain postings in the balance sheet in the comparative figures.

Foreign currency translation

On initial recognition, transactions denominated in foreign currencies are translated at the exchange rates at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and the date of payment are recognised in the income statement as financial income or financial expenses.

Receivables, payables and other monetary items denominated in foreign currencies are translated at the exchange rates at the balance sheet date. The difference between the exchange rates at the balance sheet date and the date at which the receivable or payable arose or was recognised in the latest financial statements is recognised in the income statement as financial income or financial expenses.

Income statement

Gross profit

Pursuant to section 32 of the Danish Financial Statements Act, the Company has decided only to disclose gross profit.

Revenue

Income from the sale of goods 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.

Other external costs

Other external costs comprise distribution costs and costs related to sales, sales campaigns, administration, office premises, operating leases, etc.

Staff costs

Staff costs comprise wages and salaries, including holiday allowance, pension and other social security costs, etc., to the Company's employees, excluding reimbursements from public authorities.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Financial income and expenses

Financial income and expenses comprise interest income and expense, financial costs regarding finance leases, gains and losses on securities, payables and transactions denominated in foreign currencies, amortisation of financial assets and liabilities as well as surcharges and refunds under the on-account tax scheme, etc.

Tax on profit for the year

Tax for the year comprises current corporation tax for the year and changes in deferred tax, including changes in tax rates. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to amounts directly recognised in equity is recognised directly in equity.

Balance sheet

Investments

Deposits are recognised at amortised cost.

Receivables

Receivables are measured at amortised cost.

Write-down is made for bad debt losses where there is an objective indication that a receivable or a portfolio of receivables has been impaired. If there is an objective indication that an individual receivable has been impaired, write-down is made on an individual basis.

Write-downs are calculated as the difference between the carrying amount of receivables and the present value of forecast cash flows, including the realisable value of any collateral received. The effective interest rate for the individual receivable or portfolio is used as discount rate.

Prepayments

Prepayments comprise prepayment of costs incurred relating to subsequent financial years.

Cash at bank and in hand

Cash comprises bank deposits.

Financial statements 1 January – 31 December

Notes

1 Accounting policies (continued)

Corporation tax and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on the taxable income of prior years and for tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities based on the planned use of the asset or settlement of the liability. However, deferred tax is not recognised on temporary differences relating to goodwill non-deductible for tax purposes and on office premises and other items where the temporary differences arise at the date of acquisition without affecting either profit/loss or taxable income.

Deferred tax assets, including the tax value of tax loss carryforwards, are recognised at the expected value of their utilisation within the foreseeable future; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Any deferred net assets are measured at net realisable value.

Deferred tax is measured in accordance with the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax as a result of changes in tax rates are recognised in the income statement or equity, respectively.

Liabilities

Other liabilities are measured at net realisable value.

Financial statements 1 January – 31 December

Notes

DKK	2021	2020
2 Staff costs		
Wages and salaries	1,906,237	168,044
Pensions	152,533	23,475
Other social security costs	23,554	852
	<u>2,082,324</u>	<u>192,371</u>
Average number of full-time employees	<u>6</u>	<u>1</u>
3 Other financial expenses		
Interest expense to group entities	4,835	629
Other financial costs	2,432	407
Percentage surcharge, corporation tax	146	0
	<u>7,413</u>	<u>1,036</u>
4 Tax on profit/loss for the year		
Current tax for the year	<u>14,256</u>	<u>3,322</u>
	<u>14,256</u>	<u>3,322</u>
5 Mortgages and collateral		
The Company has no mortgages and collateral.		
6 Related party disclosures		
Leadfeeder ApS related parties comprise the following:		

Control

Leadfeeder ApS is part of the consolidated financial statements of Liidio Oy, Keskuskatu 6 E, 00100 Helsinki, which is the smallest group in which the Company is included as a subsidiary.