



**INSERO AIR TRAFFIC SOLUTIONS  
A/S**

Chr M Østergaards Vej 4  
8700 Horsens  
CVR No. 66849716

**Annual report 2020**

The Annual General Meeting adopted the  
annual report on 27.04.2021

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**Christian Damgaard Lunde**  
Chairman of the General Meeting

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# Entity details

## Entity

INSERO AIR TRAFFIC SOLUTIONS A/S

Chr M Østergaards Vej 4

8700 Horsens

CVR No.: 66849716

Date of foundation: 03.07.1981

Registered office: Horsens

Financial year: 01.01.2020 - 31.12.2020

Phone number: 75618811

Fax: 75615895

URL: [www.inserosoftware.dk](http://www.inserosoftware.dk)

## Board of Directors

Kim Søgård Bering Kristensen, chairman of the board

Christian Damgaard Lunde

Erik Borum

## Executive Board

Michael Houmann Tandrup, CEO

## Auditors

Deloitte Statsautoriseret Revisionspartnerselskab

City Tower, Værkmestergade 2

8000 Aarhus C

# Statement by Management

The Board of Directors and the Executive Board have today considered and approved the annual report of INSERO AIR TRAFFIC SOLUTIONS A/S 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.

Horsens, 22.03.2021

## Executive Board

**Michael Houmann Tandrup**  
CEO

## Board of Directors

**Kim Søgård Bering Kristensen**  
chairman of the board

**Christian Damgaard Lunde**

**Erik Borum**

# Independent auditor's report

## To the shareholders of INSERO AIR TRAFFIC SOLUTIONS A/S

### Opinion

We have audited the financial statements of INSERO AIR TRAFFIC SOLUTIONS A/S for the financial year 01.01.2019-31.12.2020, 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.

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 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.

Aarhus, 22.03.2021

**Deloitte**

Statsautoriseret Revisionspartnerselskab  
CVR No. 33963556

**Lars Andersen**

State Authorised Public Accountant  
Identification No (MNE) mne34506

# Management commentary

## Primary activities

All activities in the company during 2020, have been according to the company strategy and within the domain of development, production and sale of air traffic software solutions for Airports and Air Navigation Service Providers internationally.

## Development in activities and finances

Despite the outbreak and spread of COVID19 worldwide, Insero Air Traffic Solutions has grown both in terms of revenue and turnover. The positive result for the year thus amounts to DKK 3,784k after taxation which is better than expected.

COVID19 has had an extensive effect on the airport and aviation industry with significant decline in activity due to restrictions on national and international level. In spite of that, Insero Air Traffic Solutions has managed to increase their order portfolio and maintain a high level of order deliverance.

The company is expected to continue the positive development in the coming year.

## Events after the balance sheet date

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



# Income statement for 2020

	Notes	2020 DKK'000	2019 DKK'000
<b>Gross profit/loss</b>		<b>14,604</b>	<b>10,707</b>
Staff costs	1	(8,249)	(8,609)
Depreciation, amortisation and impairment losses	2	(1,637)	(1,038)
<b>Operating profit/loss</b>		<b>4,718</b>	<b>1,060</b>
Other financial income		152	125
Other financial expenses		(49)	(26)
<b>Profit/loss before tax</b>		<b>4,821</b>	<b>1,159</b>
Tax on profit/loss for the year	3	(1,037)	119
<b>Profit/loss for the year</b>		<b>3,784</b>	<b>1,278</b>
<b>Proposed distribution of profit and loss</b>			
Ordinary dividend for the financial year		4,000	0
Retained earnings		(216)	1,278
<b>Proposed distribution of profit and loss</b>		<b>3,784</b>	<b>1,278</b>

# Balance sheet at 31.12.2020

## Assets

	Notes	2020 DKK'000	2019 DKK'000
Completed development projects	5	1,013	1,441
Development projects in progress	5	0	1,017
<b>Intangible assets</b>	4	<b>1,013</b>	<b>2,458</b>
Other fixtures and fittings, tools and equipment		202	259
<b>Property, plant and equipment</b>	6	<b>202</b>	<b>259</b>
<b>Fixed assets</b>		<b>1,215</b>	<b>2,717</b>
Trade receivables		1,896	2,893
Contract work in progress	7	438	0
Receivables from group enterprises		9,001	71
Deferred tax		187	0
Prepayments		0	73
<b>Receivables</b>		<b>11,522</b>	<b>3,037</b>
<b>Cash</b>		<b>4,381</b>	<b>3,424</b>
<b>Current assets</b>		<b>15,903</b>	<b>6,461</b>
<b>Assets</b>		<b>17,118</b>	<b>9,178</b>

**Equity and liabilities**

	<b>Notes</b>	<b>2020 DKK'000</b>	<b>2019 DKK'000</b>
Contributed capital		750	750
Reserve for development expenditure		790	1,917
Retained earnings		3,096	2,185
Proposed dividend		4,000	0
<b>Equity</b>		<b>8,636</b>	<b>4,852</b>
Deferred tax		0	123
Other provisions	8	1,983	1,600
<b>Provisions</b>		<b>1,983</b>	<b>1,723</b>
Other payables		659	259
<b>Non-current liabilities other than provisions</b>	9	<b>659</b>	<b>259</b>
Contract work in progress	7	654	352
Trade payables		276	294
Payables to group enterprises		625	0
Joint taxation contribution payable		1,348	0
Other payables		2,671	1,446
Deferred income		266	252
<b>Current liabilities other than provisions</b>		<b>5,840</b>	<b>2,344</b>
<b>Liabilities other than provisions</b>		<b>6,499</b>	<b>2,603</b>
<b>Equity and liabilities</b>		<b>17,118</b>	<b>9,178</b>
Unrecognised rental and lease commitments	10		
Contingent liabilities	11		

# Statement of changes in equity for 2020

	Contributed capital DKK'000	Reserve for development expenditure DKK'000	Retained earnings DKK'000	Proposed dividend DKK'000	Total DKK'000
Equity beginning of year	750	1,917	2,185	0	4,852
Transfer to reserves	0	(1,127)	1,127	0	0
Profit/loss for the year	0	0	(216)	4,000	3,784
<b>Equity end of year</b>	<b>750</b>	<b>790</b>	<b>3,096</b>	<b>4,000</b>	<b>8,636</b>

# Notes

## 1 Staff costs

	2020 DKK'000	2019 DKK'000
Wages and salaries	7,555	8,938
Pension costs	245	345
Other social security costs	63	109
Other staff costs	418	234
	<b>8,281</b>	<b>9,626</b>
Staff costs classified as assets	(32)	(1,017)
	<b>8,249</b>	<b>8,609</b>
Average number of full-time employees	10	14

## 2 Depreciation, amortisation and impairment losses

	2020 DKK'000	2019 DKK'000
Amortisation of intangible assets	873	683
Impairment losses on intangible assets	709	362
Depreciation of property, plant and equipment	56	43
Profit/loss from sale of intangible assets and property, plant and equipment	(1)	(50)
	<b>1,637</b>	<b>1,038</b>

## 3 Tax on profit/loss for the year

	2020 DKK'000	2019 DKK'000
Current tax	1,348	0
Change in deferred tax	(311)	(77)
Adjustment concerning previous years	0	(42)
	<b>1,037</b>	<b>(119)</b>

#### 4 Intangible assets

	Completed development projects DKK'000	Development projects in progress DKK'000
Cost beginning of year	6,153	1,017
Transfers	1,017	(1,017)
Additions	138	0
<b>Cost end of year</b>	<b>7,308</b>	<b>0</b>
Amortisation and impairment losses beginning of year	(4,713)	0
Impairment losses for the year	(709)	0
Amortisation for the year	(873)	0
<b>Amortisation and impairment losses end of year</b>	<b>(6,295)</b>	<b>0</b>
<b>Carrying amount end of year</b>	<b>1,013</b>	<b>0</b>

#### 5 Development projects

Completed development projects comprise development of software solutions for the aviation industry. The completed development projects are amortised over 3-5 years. Management has not identified any indication of impairment compared to the carrying amount after the impairment losses for the year of 709k DKK.

#### 6 Property, plant and equipment

	Other fixtures and fittings, tools and equipment DKK'000
Cost beginning of year	278
<b>Cost end of year</b>	<b>278</b>
Depreciation and impairment losses beginning of year	(20)
Depreciation for the year	(56)
<b>Depreciation and impairment losses end of year</b>	<b>(76)</b>
<b>Carrying amount end of year</b>	<b>202</b>

#### 7 Contract work in progress

	2020 DKK'000	2019 DKK'000
Contract work in progress	3,030	0
Progress billings regarding contract work in progress	(3,246)	0
Transferred to liabilities other than provisions	654	0
	<b>438</b>	<b>0</b>

## 8 Other provisions

Other provisions are recognized provision for guarantee commitments for a total of 1.983 kDKK. The provision is recognized related to projects delivered to customers, where there is a contractual guarantee commitment. The provision is based on an individual assessment for each project. The account balance includes uncertainty relating to recognition and measurement. It's the management opinion that the provision is recognized as best estimate including risks and uncertainties on the balance date.

## 9 Non-current liabilities other than provisions

	<b>Due after more than 12 months 2020 DKK'000</b>	<b>Outstanding after 5 years 2020 DKK'000</b>
Other payables	659	659
	<b>659</b>	<b>659</b>

## 10 Unrecognised rental and lease commitments

	<b>2020 DKK'000</b>	<b>2019 DKK'000</b>
Liabilities under rental or lease agreements until maturity in total	169	338

## 11 Contingent liabilities

The Entity participates in a Danish joint taxation arrangement in which Energi Horsens Net Holding A/S serves as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable from the financial year 2013 for income taxes etc. for the jointly taxed entities, and from 1 July 2012 for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for the jointly taxed entities. The total known net liability of the jointly taxed entities under the joint taxation arrangement is evident from the administration company's financial statements.

# 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.

## 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, cost of raw materials and consumables and 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).

### 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.



**Property costs**

Property costs include costs incurred to operate the Entity's properties in the financial year, including repair and maintenance costs, property tax and electricity, water and heating, which are not charged directly from the lessee.

**Staff costs**

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

**Depreciation, amortisation and impairment losses**

Amortisation, depreciation and impairment losses relating to intangible assets and property, plant and equipment comprise amortisation, depreciation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

**Other financial income**

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital or exchange gains on securities, payables and transactions in foreign currencies, amortisation of financial assets, and tax relief under the Danish Tax Prepayment Scheme etc.

**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.

**Balance sheet****Intellectual property rights etc**

Intellectual property rights etc comprise development projects completed and in progress.

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.

Indirect production costs in the form of indirectly attributable staff costs and amortisation of intangible assets and depreciation of property, plant and equipment used in the development process are recognised in

cost based on time spent on each project.

Completed development projects are amortised on a straight-line basis using their estimated useful lives which are determined based on a specific assessment of each development project. If the useful life cannot be estimated reliably, it is fixed at 10 years. For development projects protected by intellectual property rights, the maximum period of amortisation is the remaining duration of the relevant rights. The amortisation periods used are 3-5 years.

### **Property, plant and equipment**

Other fixtures and fittings, tools and equipment

5 years

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.

### **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 under 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, and finance costs are recognised in the income statement as incurred.

### **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.

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.

**Prepayments**

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

**Cash**

Cash comprises cash in hand and bank deposits.

**Dividend**

Dividend is recognised as a liability at the time of adoption at the general meeting. Proposed dividend for the financial year is disclosed as a separate item in equity. Extraordinary dividend adopted in the financial year is recognised directly in equity when distributed and disclosed as a separate item in Management's proposal for distribution of profit/loss.

**Other provisions**

Other provisions comprise anticipated costs of non-recourse guarantee commitments.

Other provisions are recognised and measured as the best estimate of the expenses required to settle the liabilities at the balance sheet date. Provisions that are estimated to mature more than one year after the balance sheet date are measured at their discounted value.

Non-recourse guarantee commitments comprise commitments to remedy defects and deficiencies within the guarantee period.

Once it is probable that total costs will exceed total income from a contract in progress, provision is made for the total loss estimated to result from the relevant contract.

**Other financial liabilities**

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

**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.

**Deferred income**

Deferred income comprises income received for recognition in subsequent financial years. Deferred income is measured at cost.