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# ***Incomas Holding ApS***

Tangen 6, DK-8200 Aarhus N

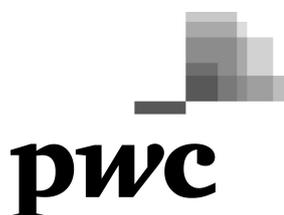
## **Annual Report for 1 January - 31 December 2020**

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CVR No 38 38 10 83

The Annual Report was  
presented and adopted at  
the Annual General  
Meeting of the Company on  
18/2 2021

Bo Wase  
Chairman of the General  
Meeting



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# Management's Statement

The Executive Board and Board of Directors have today considered and adopted the Annual Report of Incomas Holding ApS for the financial year 1 January - 31 December 2020.

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

In our opinion the Financial Statements and the Consolidated Financial Statements give a true and fair view of the financial position at 31 December 2020 of the Company and the Group and of the results of the Company and Group operations and of consolidated cash flows for 2020.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Aarhus, 18 February 2021

## Executive Board

Jesper Severin Johanson  
Executive Officer

## Board of Directors

Bo Wase  
Chairman

Emil Kildegaard Gerhardt

Christian Bach

Jack Randbo Hjeronymus

Jesper Severin Johanson

Jeppe Højgaard

# Independent Auditor's Report

To the Shareholders of Incomas Holding ApS

## Opinion

In our opinion, the Consolidated Financial Statements and the Parent Company Financial Statements give a true and fair view of the financial position of the Group and the Parent Company at 31 December 2020 and of the results of the Group's and the Parent Company's operations and of consolidated cash flows for the financial year 1 January - 31 December 2020 in accordance with the Danish Financial Statements Act.

We have audited the Consolidated Financial Statements and the Parent Company Financial Statements of Incomas Holding ApS for the financial year 1 January - 31 December 2020, which comprise income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for both the Group and the Parent Company, as well as consolidated statement of cash flows ("the Financial Statements").

## 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 Group 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 audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover 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 Management's Review and, in doing so, consider whether 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 Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Consolidated Financial Statements and the Parent Company Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

# Independent Auditor's Report

## Management's responsibilities for the Financial Statements

Management is responsible for the preparation of consolidated financial statements and parent company 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 Group's and 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 Group or 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 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 Company's and the Group'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 Group's and 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

## Independent Auditor's Report

audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and 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.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the Consolidated Financial Statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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.

Aarhus, 18 February 2021

**PricewaterhouseCoopers**

Statsautoriseret Revisionspartnerselskab

*CVR No 33 77 12 31*

Mads Meldgaard  
State Authorised Public Accountant  
mne24826

Martin Stenstrup Toft  
State Authorised Public Accountant  
mne42786

## Company Information

### The Company

Incomas Holding ApS  
Tangen 6  
DK-8200 Aarhus N

CVR No: 38 38 10 83  
Financial period: 1 January - 31 December  
Incorporated: 1 February 2017  
Financial year: 4th financial year  
Municipality of reg. office: Aarhus

### Board of Directors

Bo Wase, Chairman  
Emil Kildegaard Gerhardt  
Christian Bach  
Jack Randbo Hjeronymus  
Jesper Severin Johanson  
Jeppe Højgaard

### Executive Board

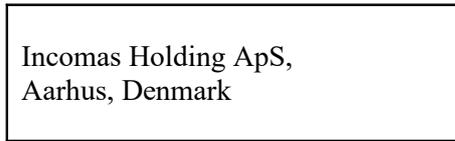
Jesper Severin Johanson

### Auditors

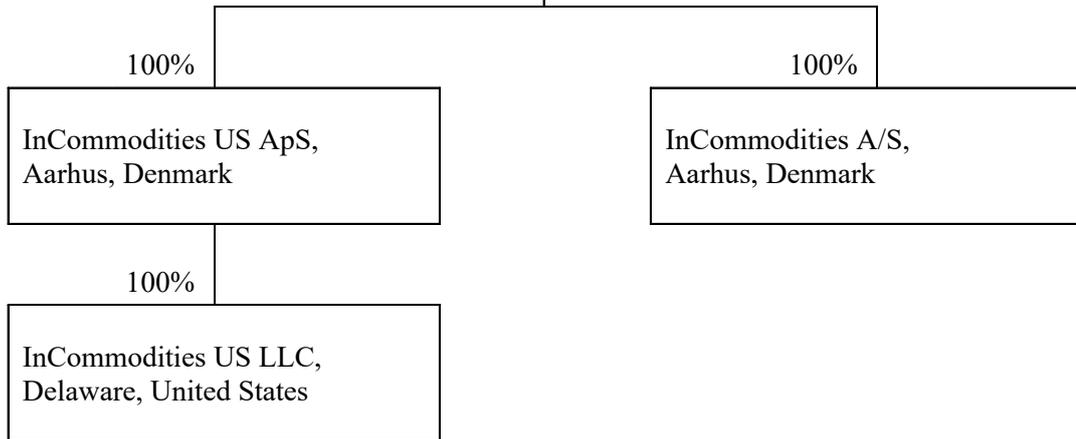
PricewaterhouseCoopers  
Statsautoriseret Revisionspartnerselskab  
Nobelparken  
Jens Chr. Skous Vej 1  
DK-8000 Aarhus C

# Group Chart

Parent Company



Consolidated subsidiaries



# Financial Highlights

Seen over a four-year period, the development of the Group is described by the following financial highlights:

	<b>Group</b>			
	2020 TEUR	2019 TEUR	2018 TEUR	2017 TEUR
<b>Key figures</b>				
<b>Profit/loss</b>				
Revenue	2,116,865	1,003,510	417,058	ND
Profit/loss before financial income and expenses	33,945	14,653	8,173	1,563
Net financials	-436	-127	-258	-67
Net profit/loss for the year	26,548	11,306	6,171	1,165
<b>Balance sheet</b>				
Balance sheet total	87,419	33,793	28,952	7,410
Equity	45,165	21,755	10,449	4,279
<b>Cash flows</b>				
Cash flows from:				
- operating activities	10,011	13,913	-4,713	-3,292
- investing activities	-21	0	0	-39
- financing activities	4,239	0	0	3,114
Change in cash and cash equivalents for the year	14,229	13,913	-4,713	-217
Number of employees	64	36	18	4
<b>Ratios</b>				
Return on assets	38.8%	43.4%	28.2%	21.1%
Solvency ratio	51.7%	64.4%	36.1%	57.7%
Return on equity	79.3%	70.2%	83.8%	54.5%

The ratios have been prepared in accordance with the recommendations and guidelines issued by the Danish Society of Financial Analysts. For definitions, see under accounting policies.

In connection with this year's change in reporting class from B to C the revenue has not been disclosed for 2017.

# Management's Review

**2020 has been a year characterised by the Covid-19 pandemic both the human tragedies across the world and the implications of our daily life. The Covid-19 restrictions and our internal procedures has restructured the way we do things across the group, and indeed showed the company's value of rethink as we managed to do well in the changing market and reached another record year. InCommodities generated EBIT of EUR 34 million in 2020 which is a year on year growth of 136%.**

In 2020, InCommodities has continued the journey to accomplish its 2030 vision of becoming a leading global energy trader and it was the year where the company expanded its footprint outside Europe. In January 2020 InCommodities did its first power trades in United States and has since grown its presence to cover both power and gas.

Along with the geographic expansion the Company has successfully managed to make significant investments in its platform and at the same time scale up current business to reach a gross profit of EUR 45.6 million representing a yearly growth of 127%.

## ***Covid-19 impacts and initiatives***

During 2020 it has been a great focus for the company to create a good working environment and maintain employee satisfaction, while most of the employees have been working from home. The pandemic of Covid-19 and the national restrictions compelling companies to send home their employees, have had its challenges to InCommodities' employees.

From the first lockdown in March, it was a top priority to ensure that every employee had the opportunity to take home all necessary equipment, in order to be as efficient working from home, as possible. During the year, it has been clear through our engagement score, that working from home, has led to some demotivation, loneliness, and a small decrease in efficiency. To address these challenges, the company has, during the year, had a strong focus on small social events, as well as encouraging informal online meetings, to keep the team spirit high and maintain a social aspect of work.

## **Business model**

The world is transitioning towards a cleaner and more sustainable energy supply. Europe is on the forefront both in renewable energy integration and implementation of an adequate market design to cope with the unstable energy sources such as wind and solar power.

InCommodities is at the heart of the transition being available 24 hours a day and 7 days a week to take market risks, thus connecting buyers and sellers of power and gas in time and across regions.

InCommodities' business model is to turn data and knowledge into trading and asset optimization strategies. This is achieved by building a highly specialized, scalable, and agile operational platform with end-to-end automation – from analyzing vast amounts of data and automatic execution in markets, to risk management, settlement, and billing.

# Management's Review

## Markets and Activities

In Europe, InCommodities is licensed to handle physical power in ten countries and physical gas in nine countries, while InCommodities' activities in US stretch across four ISO's. In addition, we can trade financial power and gas as members of the European Energy Exchange, the Intercontinental Exchange, and Nasdaq. Our activities include both trading, asset management and origination.

## UN Sustainability Goals

The UN has an ambition to provide affordable and clean energy to the world and one of the key elements is to substantially increase the share of renewable energy in the global energy mix. A key ingredient in the transition away from fossil fuel towards renewable energy is a well-functioning marketplace for buyers and sellers of renewable energy to balance their risks and a well-functioning market to provide investment signals to build the green energy infrastructure. InCommodities is supporting the transition towards cleaner energy as an innovator and liquidity provider in the energy markets.

## Statement of corporate social responsibility

InCommodities acknowledges our responsibility as a company both socially, environmentally and economically. We attempt to be responsible in all aspects while securing profitability and growth of the Company.

The total number of full-time employees by the end of 2020 was 73 and the majority were located in Aarhus, while all of our four American employees were working from their home across the US.

The vast expansion has not changed the very short and clear decision process that exists at InCommodities. When the Company faces various issues or decisions, initiatives to address these can be implemented almost immediately.

The employee handbook, risk framework, IT policy, data policy and compliance framework describe the expectations for the general behavior within the Company, all of which has an impact on the topics mentioned here. The risks associated with the topics below have, in this respect, been assessed to be at a minimum level as stated in every section. Every topic will be mentioned and described and additional initiatives that might have an impact, but is not formalized through policies, will be briefly described.

# Management's Review

## *Climate and environmental responsibility*

The business activities of the Company have very little risk of environmental impact as they are almost exclusively online. For that reason, there are no formal policies regarding climate and environmental behavior. When faced with situations where we could have an impact on the environment, we will implement such formal policies within a very short timeframe.

Examples of day-to-day initiatives which do not relate directly to business activities:

- Automatic lighting in all office areas to reduce power use.
- Water consumption is automated in most of the office spaces, which is a key factor in lowering water consumption.
- The Company chooses to support the cafeteria provided at our locations, which offers organic food.
- Sorting of bottles with deposit, for plastic and glass containers to be recycled.

## *Human rights*

InCommodities assesses the risk of violating any human rights in connection with our business activities at a minimum. We have no formal policies to sustain the right behavior in connection with these as human rights issues are regulated by the authorities in the industry as well as by Danish legislation.

## *Anti-corruption*

InCommodities always complies with current legislation and guidelines regarding anti-corruption. InCommodities has a limited amount of business partners and follows a structured KYC process. It is the Company's assessment that the risk of the Company being involved in corruption, via the business activities with our business partners, is at a minimum. All employees who have direct or indirect impact on our primary business activities are obliged to attend compliance courses held by our Head of Compliance or external experts. Because of the minimal risk and the locally legislated area, InCommodities does not have any formal policies covering the area of anti-corruption.

## *Staff conditions*

At InCommodities, we aim to give our employees the best options for a healthy work environment. This applies to both physical and mental health as well as the opportunities to develop the employee and managerial competences in the Company.

For 2020, different initiatives to ensure good staff conditions have been relevant for the Company. These are listed below:

- Healthy food options at the office are always available and every employee gets their own BPA free bottle to urge drinking more water during the workday.
- Every employee can use the fitness facilities located in the office basement. InCommodities will on a frequent basis arrange physical activities for its employees.
- To prevent workplace injuries from extensive desk work, InCommodities provides weekly access to a physiotherapist during workhours for those experience problems related to sedentary work.

## Management's Review

- The mental work environment and general satisfaction at InCommodities are always in focus and during 2020 a strong focus has been on feedback and our external engagement measurement system. Every second week, employees answer an engagement questionnaire. The engagement score has been stable over the last year at around 8.9 out of 10, indicating that employee engagement is in the top 10% of the companies using the same software.
- InCommodities has at least one employee event every month in order to create better working relationships and stronger ties both within and across departments.
- The level of sickness absence at the Company is in the low range and mostly caused by children's sick days. The total number of registered sick days in 2020 is 90. During 2020 one employee accounted for half of the total sick leave.
- Employee and managerial development are part of a healthy work environment where all employees feel motivated and valued. Making sure managers and employees have the right skillset to succeed in their roles is a continuous focus of the Company and regular 1:1 meetings between team leader and team member are the foundation to make sure that the individual development and satisfaction of the team are always on the agenda.

### Statement on gender composition

#### *Equality*

All employees, current and future, are treated equally. Applicants are treated based on their competences and InCommodities does not ask applicants to inform us of their gender or age in our recruitment system to ensure no discriminating actions in the selection process happen. Further, InCommodities does not discriminate on nationality, religion, sexual orientation, or political beliefs in any way.

It is InCommodities' goal to create a workplace where both genders are equally likely to thrive and be successful in their jobs. This has its roots in one of our core values 'transparency', where all actions to hire, promote, or dismiss are based on data. We do not actively benchmark against the industry as the demography is highly dependent on company structure and InCommodities does not necessarily compare, like for like, to other companies in the sector. We are focused on promoting jobs at InCommodities which are equally attractive to both genders.

For 2020, the distribution between men and women on the Board of Directors has been 6 to 0. There have been no replacements on the Board of Directors during the year as the majority of the board members are owners of the Company, and it is currently not prudent for the owners to hand over their seats on the board.

InCommodities has a target of having one female board member by 2024, who will be elected on the same basis as other board members and evaluated on competences and relevant experience.

## Management's Review

Regarding the rest of the Management of the Company, we have during 2020 promoted one woman to a managerial position, making the percentage of women in the Management equal to 13,3%. We find this to be a fair representation of women in the Company, as the total percentage of women employed is equal to 12,3%. It is the Company's goal to have 15% women in the Management by 2024. Initiatives and information regarding an increase in the underrepresented gender can be found in our current policy.

### Risks

#### *External risks*

As a natural consequence of InCommodities' business, the Company is exposed to a range of different external risks. The main risk categories are market risk, liquidity risk, compliance risk and credit risk.

These risks, among others, are actively managed by the Company's risk team and governed by InCommodities' Risk Framework approved by the Board of Directors.

#### *Internal risks*

The greatest asset of the Company is its employees and their knowledge. Therefore, the loss of employees is a risk with a considerable impact. InCommodities aims to be fully compliant with the employee conditions and human rights and standards of a healthy work environment. IT is a core factor of InCommodities' business model and as an energy trader, InCommodities is dependent on reliable IT systems. Both software and hardware must run smoothly for the business to do the same and are an operational risk for the Company. InCommodities' IT and Personal Data Policy covers all aspects in order to ensure secure IT behavior.

#### **Outlook for the future**

InCommodities expects to expand its business further in 2021 through scaling of current activities and increasing in geographic presence as the Company continues its journey to become a leading global energy trader.

The result after tax for 2021 is expected to be in the range MEUR 30-40.

## Income Statement 1 January - 31 December

	Note	Group		Parent	
		2020	2019	2020	2019
		TEUR	TEUR	TEUR	TEUR
<b>Revenue</b>	1	<b>2,116,865</b>	<b>1,003,510</b>	<b>0</b>	<b>0</b>
Cost of sales		-2,068,671	-982,312	0	0
Other external expenses		-2,604	-1,071	-73	-11
<b>Gross profit</b>		<b>45,590</b>	<b>20,127</b>	<b>-73</b>	<b>-11</b>
Staff expenses	2	-11,645	-5,474	0	0
<b>Profit before financial income and expenses</b>		<b>33,945</b>	<b>14,653</b>	<b>-73</b>	<b>-11</b>
Income from investments in subsidiaries		0	0	26,709	11,326
Financial income		601	3,217	8	0
Financial expenses	3	-1,037	-3,344	-113	-14
<b>Profit before tax</b>		<b>33,509</b>	<b>14,526</b>	<b>26,531</b>	<b>11,301</b>
Tax on profit for the year	4	-6,961	-3,220	17	5
<b>Net profit for the year</b>		<b>26,548</b>	<b>11,306</b>	<b>26,548</b>	<b>11,306</b>

## Balance Sheet 31 December

### Assets

	Note	Group		Parent	
		2020 TEUR	2019 TEUR	2020 TEUR	2019 TEUR
Investments in subsidiaries	5	0	0	45,353	21,817
Deposits	6	70	48	0	0
<b>Fixed asset investments</b>		<b>70</b>	<b>48</b>	<b>45,353</b>	<b>21,817</b>
<b>Fixed assets</b>		<b>70</b>	<b>48</b>	<b>45,353</b>	<b>21,817</b>
<b>Inventories</b>		<b>11,389</b>	<b>5,268</b>	<b>0</b>	<b>0</b>
Trade receivables		29,156	11,499	0	0
Other receivables	10	11,763	5,832	1	0
Corporation tax receivable from group enterprises		0	0	25	0
Prepayments	7	51	390	0	0
<b>Receivables</b>		<b>40,970</b>	<b>17,721</b>	<b>26</b>	<b>0</b>
<b>Cash at bank and in hand</b>		<b>34,990</b>	<b>10,756</b>	<b>573</b>	<b>1,237</b>
<b>Currents assets</b>		<b>75,960</b>	<b>33,745</b>	<b>599</b>	<b>1,237</b>
<b>Assets</b>		<b>87,419</b>	<b>33,793</b>	<b>45,952</b>	<b>23,054</b>

# Balance Sheet 31 December

## Liabilities and equity

	Note	Group		Parent	
		2020 TEUR	2019 TEUR	2020 TEUR	2019 TEUR
Share capital		907	907	907	907
Reserve for net revaluation under the equity method		0	0	42,234	18,663
Reserve for exchange rate adjustments		-138	0	0	0
Retained earnings		44,396	20,848	2,024	2,185
<b>Equity</b>		<b>45,165</b>	<b>21,755</b>	<b>45,165</b>	<b>21,755</b>
Provisions relating to investments in group enterprises		0	0	0	35
<b>Provisions</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>35</b>
Credit institutions		672	0	0	0
<b>Long-term debt</b>	9	<b>672</b>	<b>0</b>	<b>0</b>	<b>0</b>
Credit institutions	9	18,347	1,775	0	0
Trade payables		4,206	1,680	0	0
Payables to group enterprises		0	0	139	552
Payables to owners and Management		67	67	67	67
Corporation tax		2,947	3,138	0	0
Other payables	10	16,015	5,378	581	645
<b>Short-term debt</b>		<b>41,582</b>	<b>12,038</b>	<b>787</b>	<b>1,264</b>
<b>Debt</b>		<b>42,254</b>	<b>12,038</b>	<b>787</b>	<b>1,264</b>
<b>Liabilities and equity</b>		<b>87,419</b>	<b>33,793</b>	<b>45,952</b>	<b>23,054</b>
Distribution of profit	8				
Derivative financial instruments	10				
Contingent assets, liabilities and other financial obligations	13				
Related parties	14				
Fee to auditors appointed at the general meeting	15				
Subsequent events	16				
Accounting Policies	17				

# Statement of Changes in Equity

## Group

	Share capital	Reserve for net revaluation under the equity method	Reserve for exchange rate adjustments	Retained earnings	Total
	TEUR	TEUR	TEUR	TEUR	TEUR
<b>2020</b>					
Equity at 1 January	907	0	0	20,848	21,755
Exchange adjustments	0	0	-138	0	-138
Extraordinary dividend paid	0	0	0	-3,000	-3,000
Net profit/loss for the year	0	0	0	26,548	26,548
<b>Equity at 31 December</b>	<b>907</b>	<b>0</b>	<b>-138</b>	<b>44,396</b>	<b>45,165</b>

## Group

<b>2019</b>					
Equity at 1 January	576	0	0	9,542	10,118
Cash payment concerning formation of entity	331	0	0	0	331
Net profit/loss for the year	0	0	0	11,306	11,306
<b>Equity at 31 December</b>	<b>907</b>	<b>0</b>	<b>0</b>	<b>20,848</b>	<b>21,755</b>

## Parent

<b>2020</b>					
Equity at 1 January	907	18,663	0	2,185	21,755
Extraordinary dividend paid	0	0	0	-3,000	-3,000
Exchange adjustments relating to foreign entities	0	-138	0	0	-138
Net profit/loss for the year	0	23,709	0	2,839	26,548
<b>Equity at 31 December</b>	<b>907</b>	<b>42,234</b>	<b>0</b>	<b>2,024</b>	<b>45,165</b>

## Parent

<b>2019</b>					
Equity at 1 January	907	7,337	0	2,205	10,449
Net profit/loss for the year	0	11,326	0	-20	11,306
<b>Equity at 31 December</b>	<b>907</b>	<b>18,663</b>	<b>0</b>	<b>2,185</b>	<b>21,755</b>

## Cash Flow Statement 1 January - 31 December

	Note	Group	
		2020 TEUR	2019 TEUR
Net profit/loss for the year		26,548	11,306
Adjustments	11	7,259	3,368
Change in working capital	12	-16,208	1,192
<b>Cash flows from operating activities before financial income and expenses</b>		<b>17,599</b>	<b>15,866</b>
Financial income		600	3,216
Financial expenses		-1,036	-3,343
<b>Cash flows from ordinary activities</b>		<b>17,163</b>	<b>15,739</b>
Corporation tax paid		-7,152	-1,826
<b>Cash flows from operating activities</b>		<b>10,011</b>	<b>13,913</b>
Fixed asset investments made etc.		-21	0
<b>Cash flows from investing activities</b>		<b>-21</b>	<b>0</b>
Raising of loans from credit institutions		7,239	0
Dividend paid		-3,000	0
<b>Cash flows from financing activities</b>		<b>4,239</b>	<b>0</b>
<b>Change in cash and cash equivalents</b>		<b>14,229</b>	<b>13,913</b>
Cash and cash equivalents at 1 January		8,981	-4,932
<b>Cash and cash equivalents at 31 December</b>		<b>23,210</b>	<b>8,981</b>
Cash and cash equivalents are specified as follows:			
Cash at bank and in hand		34,990	10,756
Overdraft facility		-11,780	-1,775
<b>Cash and cash equivalents at 31 December</b>		<b>23,210</b>	<b>8,981</b>

# Notes to the Financial Statements

1 Revenue	Group		Parent	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
<b>Business segments</b>				
Gas trade	1,146,316	559,682	0	0
Power trade	970,549	443,828	0	0
	<b>2,116,865</b>	<b>1,003,510</b>	<b>0</b>	<b>0</b>

Due to competitive considerations, turnover in geographical areas is not disclosed.

2 Staff expenses	Group		Parent	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
Wages and salaries	10,962	5,148	0	0
Pensions	225	137	0	0
Other social security expenses	49	24	0	0
Other staff expenses	409	165	0	0
	<b>11,645</b>	<b>5,474</b>	<b>0</b>	<b>0</b>
<b>Including remuneration to the Executive Board</b>	<b>217</b>	<b>261</b>	<b>0</b>	<b>0</b>
<b>Average number of employees</b>	<b>64</b>	<b>36</b>	<b>0</b>	<b>0</b>

The incentive scheme offered to senior officers includes an option on new subscription, of shares of up to 0,3% of the present share capital at a price calculated as the present net asset value subject. The exercise period ends 31 December 2023.

Incentive programmes are not recognised in the Financial Statements.

## Notes to the Financial Statements

	Group		Parent	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
<b>3 Financial expenses</b>				
Interest paid to group enterprises	0	0	0	7
Other financial expenses	1,037	3,344	113	7
	<b>1,037</b>	<b>3,344</b>	<b>113</b>	<b>14</b>

	Group		Parent	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
<b>4 Tax on profit/loss for the year</b>				
Current tax for the year	6,953	3,220	-25	-5
Adjustment of tax concerning previous years	8	0	8	0
	<b>6,961</b>	<b>3,220</b>	<b>-17</b>	<b>-5</b>

## Notes to the Financial Statements

	<b>Parent</b>	
	2020 TEUR	2019 TEUR
<b>5 Investments in subsidiaries</b>		
Cost at 1 January	3,119	3,114
Additions for the year	0	5
Cost at 31 December	<u>3,119</u>	<u>3,119</u>
Value adjustments at 1 January	18,663	7,337
Exchange adjustment	-138	0
Net profit/loss for the year	26,709	11,326
Dividend to the Parent Company	-3,000	0
Value adjustments at 31 December	<u>42,234</u>	<u>18,663</u>
Equity investments with negative net asset value transferred to provisions	<u>0</u>	<u>35</u>
<b>Carrying amount at 31 December</b>	<b><u>45,353</u></b>	<b><u>21,817</u></b>

Investments in subsidiaries are specified as follows:

Name	Place of registered office	Share capital	Votes and ownership
In Commodities A/S	Aarhus	TEUR 3,114	100%
In Commodities US ApS	Aarhus	TEUR 5	100%
- In Commodities US LLC	Delaware, USA	TUSD 3,100	100%

## 6 Other fixed asset investments

	<b>Group</b>
	Deposits TEUR
Cost at 1 January	48
Additions for the year	<u>22</u>
Cost at 31 December	<u>70</u>
<b>Carrying amount at 31 December</b>	<b><u>70</u></b>

# Notes to the Financial Statements

## 7 Prepayments

Prepayments consist of prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

## 8 Distribution of profit

	<b>Parent</b>	
	2020 TEUR	2019 TEUR
Extraordinary dividend paid	3,000	0
Reserve for net revaluation under the equity method	23,709	11,326
Retained earnings	-161	-20
	<b>26,548</b>	<b>11,306</b>

## 9 Long-term debt

Payments due within 1 year are recognised in short-term debt. Other debt is recognised in long-term debt.

The debt falls due for payment as specified below:

	<b>Group</b>		<b>Parent</b>	
	2020 TEUR	2019 TEUR	2020 TEUR	2019 TEUR
<b>Credit institutions</b>				
After 5 years	672	0	0	0
Long-term part	672	0	0	0
Other short-term debt to credit institutions	18,347	1,775	0	0
	<b>19,019</b>	<b>1,775</b>	<b>0</b>	<b>0</b>

# Notes to the Financial Statements

## 10 Derivative financial instruments

Derivative financial instruments contracts in the form of forward exchange contracts, options and futures have been concluded. At the balance sheet date, the fair value of derivative financial instruments amounts to:

	Group		Parent	
	2020 TEUR	2019 TEUR	2020 TEUR	2019 TEUR
Assets	9,856	3,786	0	0
Liabilities	8,636	1,665	0	0

The contracts consist of the transmission rights to transfer power and gas between two areas as well as futures on delivery of power and gas in specific areas. The contracts are traded on regulated European markets. Under the contracts, a compensation from the facilitator is received either on a daily or monthly basis in order to settle the contracts. Total Assets amounts to TEUR 9,856 whereof TEUR 6,004 is settled as cash at bank.

Forward exchange contracts have been concluded to hedge future sale of power in GBP. At the balance sheet the fair value of the forward exchange contracts amounts to TEUR 88. Sale of power in GBP has been hedged for a period of 0-12 months for an amount of TGBP 35,700.

# Notes to the Financial Statements

## 10 Derivative financial instruments (continued)

### Group

The Group's accounts in Mark-to-Market value are as follows at 31 December 2020:

Mark-to-Market payment/maturity	Receivable	Payable	Net position
Futures (Power)			
0-24 months	8,298	-5,838	2,460
Futures (Gas)			
0-24 months	108	-2,261	-2,153
Capacities (Power)			
0-24 months	3,819	0	3,819
Capacities (Gas)			
0-12 months	0	-2,907	-2,907
Forward exchange rates			
0-12 months	88	0	88
	<b>12,313</b>	<b>-11,006</b>	<b>1,307</b>

### Group

2020	2019
TEUR	TEUR

## 11 Cash flow statement - adjustments

Financial income	-601	-3,217
Financial expenses	1,037	3,344
Tax on profit/loss for the year	6,961	3,220
Other adjustments	-138	21
	<b>7,259</b>	<b>3,368</b>

## Notes to the Financial Statements

	<b>Group</b>	
	2020	2019
	TEUR	TEUR
<b>12 Cash flow statement - change in working capital</b>		
Change in inventories	-6,121	-5,268
Change in receivables	-23,249	4,998
Change in trade payables, etc.	13,162	1,462
	<b>-16,208</b>	<b>1,192</b>

	<b>Group</b>		<b>Parent</b>	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
<b>13 Contingent assets, liabilities and other financial obligations</b>				

### Charges and security

The following assets have been placed as security with bankers:

Investments in subsidiaries limited to the value of	0	0	43,572	21,817
Liquid funds of	25,189	8,273	2,000	2,000

The following assets have been placed as security with counterparties:

Liquid funds of	110	712	0	0
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### Rental and lease obligations

Lease obligations under operating leases. Total future lease payments:

Within 1 year	302	214	0	0
Between 1 and 5 years	376	428	0	0
	<b>678</b>	<b>642</b>	<b>0</b>	<b>0</b>

### Guarantee obligations

The Company has placed payment guarantees to counterparties of	15,491	10,961	0	0
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# Notes to the Financial Statements

## 13 Contingent assets, liabilities and other financial obligations (continued)

### Other contingent liabilities

As part of the main activities the Group has entered contracts with counterparties whereof contractual commitments amount to TEUR 34,533 (2019: TEUR 33,115). All contracts run between 0-24 month.

The subsidiary In Commodities A/S has issued a pledge ban on the Company's assets as security with a credit institution.

The group companies are jointly and severally liable for tax on the jointly taxed incomes etc. of the Group. The total amount of corporation tax payable by the Group amounts to TEUR 2,947. Moreover, the group companies are jointly and severally liable for Danish withholding taxes by way of dividend tax, tax on royalty payments and tax on unearned income. Any subsequent adjustments of corporation taxes and withholding taxes may increase the Company's liability.

# Notes to the Financial Statements

## 14 Related parties

### Basis

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#### Other related parties

Other related parties in the period 1 January 2020 to 31 December 2020 comprise the management of subsidiaries as well as the Board of Directors and Executive Board of the subsidiaries together with their immediate families.

#### Transactions

The Group has chosen only to disclose transactions which have not been made on an arm's length basis in accordance with section 98(c)(7) of the Danish Financial Statements Act. The Group has no transactions to report.

#### Ownership

The following shareholders are recorded in the Company's register of shareholders as holding at least 5% of the votes or at least 5% of the share capital:

Johanson Capital ApS  
JHO Green Energy ApS  
CB investment Holding IVS  
EKG Holding ApS  
Gongfi ApS

## Notes to the Financial Statements

	Group		Parent	
	2020	2019	2020	2019
	TEUR	TEUR	TEUR	TEUR
<b>15 Fee to auditors appointed at the general meeting</b>				
<b>PricewaterhouseCoopers</b>				
Audit fee	40	33	2	2
Other assurance engagements	28	14	0	0
Tax advisory services	51	12	37	0
Other services	131	51	0	0
	<b>250</b>	<b>110</b>	<b>39</b>	<b>2</b>

### 16 Subsequent events

No events materially affecting the assessment of the Annual Report have occurred after the balance sheet date.

# Notes to the Financial Statements

## 17 Accounting Policies

The Annual Report of Incomas Holding ApS for 2020 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C.

The accounting policies applied remain unchanged from last year.

The Consolidated and Parent Company Financial Statements for 2020 are presented in TEUR.

### Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised cost are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

### Basis of consolidation

The Consolidated Financial Statements comprise the Parent Company, Incomas Holding ApS, and subsidiaries in which the Parent Company directly or indirectly holds more than 50% of the votes or in which the Parent Company, through share ownership or otherwise, exercises control. Enterprises in which the Group holds between 20% and 50% of the votes and exercises significant influence but not control are classified as associates.

On consolidation, items of a uniform nature are combined. Elimination is made of intercompany income and expenses, shareholdings, dividends and accounts as well as of realised and unrealised profits and losses on transactions between the consolidated enterprises.

The Parent Company's investments in the consolidated subsidiaries are set off against the Parent Company's share of the net asset value of subsidiaries stated at the time of consolidation.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

### Leases

All leases are considered operating leases. Payments made under operating leases are recognised in the income statement on a straight-line basis over the lease term.

### Translation policies

Euro is used as the presentation currency. All other currencies are regarded as foreign currencies.

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Exchange differences arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the rates at the time when the receivable or the debt arose are recognised in financial income and expenses in the income statement.

Fixed assets acquired in foreign currencies are measured at the transaction date rates.

### Derivative financial instruments

Derivative financial instruments are initially recognised in the balance sheet at cost and are subsequently remeasured at their fair values. Positive and negative fair values of derivative financial instruments which are not settled at year end are classified as "Other receivables" and "Other payables", respectively. The fair values of derivative financial instruments which are settled at year end are classified as "Cash at bank" and "Credit institutions", respectively. Derivative financial instruments with positive fair values are offset against derivative financial instruments with negative fair values when settled on a net basis.

Contracts for the delivery of power are classified as derivative financial instruments when there is a practice of net settlement in respect of similar contracts, including saleback before delivery.

Changes in the fair values of derivative financial instruments are recognised in the income statement unless the derivative financial instrument is designated and qualify as hedge accounting, see below.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

### Hedge accounting

Changes in the fair values of financial instruments that are designated and qualify as fair value hedges of a recognised asset are recognised in the income statement as are any changes in the fair value of the hedged asset related to the hedged risk. Fair value hedges comprise binding contracts concerning the delivery of power and gas at a fixed price. Hedged fixed price contracts are thus recognised at the accumulated change in the fair values of the contracts occurring since the time when the contracts were hedged. Positive and negative values of hedged fixed price contracts are classified as 'Other receivables' and 'Other payables', respectively.

Changes in the fair values of derivative financial instruments that are designated and qualify as hedges of expected future transactions are recognised in retained earnings under equity as regards the effective portion of the hedge. The ineffective portion is recognised in the income statement. If the hedged transaction results in an asset or a liability, the amount deferred in equity is transferred from equity and recognised in the cost of the asset or the liability, respectively. If the hedged transaction results in an income or an expense, the amount deferred in equity is transferred from equity to the income statement in the period in which the hedged transaction is recognised. The amount is recognised in the same item as the hedged transaction.

### Revenue

Information on business segments and geographical segments based on the Group's risks and returns and its internal financial reporting system. Business segments are regarded as the primary segments.

### Incentive schemes

The value of share-based payment, including share option and warrant plans that do not involve an out-flow of cash and cash equivalents, offered to the Executive Board and a number of senior employees is not recognised in the income statement. The most significant conditions of the share option plans are disclosed in the notes.

## Income Statement

### Revenue

Revenue from the sale of power, gas, certificates and related services is recognised in the income statement when the sale is considered effected based on the following criteria:

- delivery has been made before year end;
- a binding sales agreement has been made;
- the sales price has been determined; and
- payment has been received or may with reasonable certainty be expected to be received.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

Revenue is measured at the fair value of the agreed consideration exclusive of VAT and taxes charged on behalf of third parties. All discounts and rebates granted are recognised in revenue.

### Cost of sales

Cost of sales includes the purchase of power, gas and certificates for resale and transportation thereof incurred to achieve revenue for the year. Furthermore, cost of sales includes changes in the fair values of derivate financial instruments.

### Other external expenses

Other external expenses comprise expenses for premises, sales and distribution as well as office expenses, etc.

### Staff expenses

Staff expenses comprise wages and salaries as well as payroll expenses.

### Income from investments in subsidiaries

The item "Income from investments in subsidiaries" in the income statement includes the proportionate share of the profit for the year.

### Financial income and expenses

Financial income and expenses are recognised in the income statement at the amounts relating to the financial year.

### Tax on profit/loss for the year

Tax for the year consists of current tax for the year and changes in deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity.

The Company is jointly taxed with wholly owned Danish and foreign subsidiaries. The tax effect of the joint taxation is allocated to Danish enterprises in proportion to their taxable incomes.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

### Balance Sheet

#### Investments in subsidiaries

Investments in subsidiaries are recognised and measured under the equity method.

The item “Investments in subsidiaries” in the balance sheet include the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition.

The total net revaluation of investments in subsidiaries is transferred upon distribution of profit to “Reserve for net revaluation under the equity method” under equity. The reserve is reduced by dividend distributed to the Parent Company and adjusted for other equity movements in the subsidiaries.

Subsidiaries with a negative net asset value are recognised at EUR 0. Any legal or constructive obligation of the Parent Company to cover the negative balance of the enterprise is recognised in provisions.

#### Other fixed asset investments

Other fixed asset investments consist of deposits from leasehold.

#### Inventories

The cost of goods for resale equals the cost of acquisition. Inventories comprise gas inventory.

Inventories are measured at the lower of cost based on weighted average prices and net realisable value.

The net realisable value of inventories is calculated at the amount expected to be generated by sale of the inventories in the process of normal operations with deduction of selling expenses. The net realisable value is determined allowing for marketability, obsolescence and development in expected selling price.

#### Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment of each receivable, and in respect of trade receivables, a general provision is also made based on the Company’s experience from previous years.

#### Prepayments

Prepayments comprise prepaid expenses concerning rent, insurance premiums, subscriptions and interest.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

### Deferred tax assets and liabilities

Deferred income tax is measured using the balance sheet liability method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes on the basis of the intended use of the asset and settlement of the liability, respectively.

Deferred tax assets are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that will be effective under the legislation at the balance sheet date when the deferred tax is expected to crystallise as current tax. Any changes in deferred tax due to changes to tax rates are recognised in the income statement or in equity if the deferred tax relates to items recognised in equity.

### Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior years and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

### Financial debts

Loans, such as loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Other debts are measured at amortised cost, substantially corresponding to nominal value.

# Notes to the Financial Statements

## 17 Accounting Policies (continued)

### Cash Flow Statement

The cash flow statement shows the Group's cash flows for the year broken down by operating, investing and financing activities, changes for the year in cash and cash equivalents as well as the Group's cash and cash equivalents at the beginning and end of the year.

#### Cash flows from operating activities

Cash flows from operating activities are calculated as the net profit/loss for the year adjusted for changes in working capital and non-cash operating items such as depreciation, amortisation and impairment losses, and provisions. Working capital comprises current assets less short-term debt excluding items included in cash and cash equivalents.

#### Cash flows from investing activities

Cash flows from investing activities comprise cash flows from acquisitions and disposals of intangible assets, property, plant and equipment as well as fixed asset investments.

#### Cash flows from financing activities

Cash flows from financing activities comprise cash flows from the raising and repayment of long-term debt as well as payments to and from shareholders.

#### Cash and cash equivalents

Cash and cash equivalents comprise "Cash at bank and in hand" and "Overdraft facilities".

The cash flow statement cannot be immediately derived from the published financial records.

### Financial Highlights

#### Explanation of financial ratios

Return on assets	$\frac{\text{Profit before financials} \times 100}{\text{Total assets}}$
Solvency ratio	$\frac{\text{Equity at year end} \times 100}{\text{Total assets at year end}}$
Return on equity	$\frac{\text{Net profit for the year} \times 100}{\text{Average equity}}$

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### Board of Directors

On behalf of: Incomas Holding ApS

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## Emil Kildegaard Gerhardt

### Board of Directors

On behalf of: Incomas Holding ApS

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## Jesper Severin Johanson

### Executive Officer

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## Jesper Severin Johanson

### Board of Directors-CEO

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## Bo Wase

### Chairman

On behalf of: Incomas Holding ApS

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## Jeppe Højgaard

### Board of Directors

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## Jack Randbo Hjeronymus

### Board of Directors

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## Martin Stenstrup Toft

### State Authorised Public Accountant

On behalf of: PricewaterhouseCoopers Statsautoriseret...

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State Authorised Public Accountant

On behalf of: PricewaterhouseCoopers Statsautoriseret...

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## Bo Wase

Chairman of the General Meeting

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