



**Profundo B.V.**

Located Amsterdam

ANNUAL REPORT 2020

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Profundo B.V.  
Radarweg 505  
1043 NZ Amsterdam

Heiloo, 20 September 2021

We hereby offer you the report concerning the annual report 2020 for Profundo B.V., Amsterdam.

## **ACCOUNTANT'S COMPILATION REPORT**

The financial statements of Profundo B.V., Amsterdam, have been compiled by us using the information provided by you. The financial statements comprise the balance sheet as at 31 December 2020 and the statement of income and expenditure for the year then ended with the accompanying explanatory notes. These notes include a summary of the accounting policies which have been applied.

This compilation engagement has been performed by us in accordance with Dutch law, including the Dutch Standard 4410, 'Compilation engagements', which is applicable to accountants. The standard requires us to assist you in the preparation and presentation of the financial statements in accordance with Part 9 of Book 2 of the Dutch Civil Code. To this end we have applied our professional expertise in accounting and financial reporting.

In a compilation engagement, you are responsible for ensuring that you provide us with all relevant information and that this information is correct. Therefore, we have conducted our work, in accordance with the applicable regulations, on the assumption that you have fulfilled your responsibility. To conclude our work, we have read the financial statements as a whole to consider whether the financial statements as presented correspond with our understanding of Profundo B.V.

During this engagement we have complied with the relevant ethical requirements prescribed by the 'Verordening Gedrags- en Beroepsregels Accountants' (VGBA). You and other users of these financial statements may therefore assume that we have conducted the engagement in a professional, competent and objective manner and with due care and integrity and that we will treat all information provided to us as confidential.

## RESULT

### Analysis of the result

	2020		2019	
	€	%	€	%
<b>Net Turnover</b>	1.476.809	100,0	1.470.876	100,0
Cost of sales	-22.093	-1,5	-158.023	-10,7
<b>Gross margin</b>	<u>1.454.716</u>	<u>98,5</u>	<u>1.312.853</u>	<u>89,3</u>
Personnel expenses	1.003.075	67,9	987.403	67,1
Amortisation of intangible fixed assets	500	-	500	-
Depreciation of property, plant and equipment	6.662	0,5	7.472	0,5
Other staff expenses	24.012	1,6	44.807	3,0
Housing costs	78.330	5,3	88.462	6,0
Selling costs	3.555	0,2	5.505	0,4
Office costs	37.197	2,5	44.305	3,0
General costs	<u>80.234</u>	<u>5,4</u>	<u>98.852</u>	<u>6,7</u>
<b>Total operating expenses</b>	<u>1.233.565</u>	<u>83,4</u>	<u>1.277.306</u>	<u>86,7</u>
<b>Operating result</b>	221.151	15,1	35.547	2,6
Financial income and expense	<u>-1.480</u>	<u>-0,1</u>	<u>4.144</u>	<u>0,3</u>
<b>Result before taxation</b>	219.671	15,0	39.691	2,9
Taxation	<u>-37.933</u>	<u>-2,6</u>	<u>-8.185</u>	<u>-0,6</u>
<b>Net result after taxation</b>	<u>181.738</u>	<u>12,4</u>	<u>31.506</u>	<u>2,3</u>

**Analysis of the results**

	<u>2020</u>
	€
<b>Increase in result</b>	
Higher gross margin	141.863
Lower depreciation of property, plant and equipment	810
Lower other staff expenses	20.795
Lower housing costs	10.132
Lower selling costs	1.950
Lower office costs	7.108
Lower general costs	<u>18.618</u>
	201.276
<b>Decrease in result</b>	
Higher personnel expenses	15.672
Lower financial income and expense	5.624
Higher taxation	<u>29.748</u>
	<u>51.044</u>
Improvement of the net result	<u><u>150.232</u></u>

## FINANCIAL POSITION

To provide insight in the development of the financial position of the Company we provide you with the following statements. These are based on the information from the annual report. Hereafter we provide you with the balance sheet as at 31 December 2020 in an abridged form.

### Financial structure

	31-12-2020		31-12-2019	
	€	%	€	%
<b>Assets</b>				
Intangible assets	500	-	1.000	0,1
Property, plant and equipment	7.210	0,7	11.905	1,6
Receivables	268.627	25,1	311.866	41,8
Cash and cash equivalents	793.270	74,2	422.161	56,5
	<u>1.069.607</u>	<u>100,0</u>	<u>746.932</u>	<u>100,0</u>
<b>Liabilities</b>				
Equity	493.740	46,2	312.002	41,8
Provisions	35.306	3,3	35.620	4,8
Long-term liabilities	36.839	3,4	36.879	4,9
Short-term liabilities	503.722	47,1	362.431	48,5
	<u>1.069.607</u>	<u>100,0</u>	<u>746.932</u>	<u>100,0</u>

**Analysis of the financial position**

	<u>31-12-2020</u>	<u>31-12-2019</u>
	€	€
<b>Available on short term</b>		
Receivables	268.627	311.866
Cash and cash equivalents	<u>793.270</u>	<u>422.161</u>
	1.061.897	734.027
Short-term liabilities	<u>-503.722</u>	<u>-362.431</u>
	<u>558.175</u>	<u>371.596</u>
<b>Liquidity surplus = working capital</b>		
<b>Established for the long term</b>		
Intangible assets	500	1.000
Property, plant and equipment	<u>7.210</u>	<u>11.905</u>
	<u>7.710</u>	<u>12.905</u>
Financed with on the long term available assets	<u>565.885</u>	<u>384.501</u>
<b>Financing</b>		
Equity	493.740	312.002
Provisions	35.306	35.620
Long-term liabilities	<u>36.839</u>	<u>36.879</u>
	<u>565.885</u>	<u>384.501</u>

## FISCAL POSITION

### Calculation taxable amount

The taxable amount for the current financial year has been calculated as follows:

				<u>2020</u>
				€
Result before taxation				219.671
<b>Partially deductible amounts</b>	Base amount	%	€	
Representation expenses	200	26,50	53	
Canteen expenses	45	26,50	<u>11</u>	
				<u>64</u>
Taxable amount				<u><u>219.735</u></u>

### Calculation corporate tax

			<u>2020</u>
			€
16,50% of € 200.000			33.000
25,00% of € 19.735			<u>4.933</u>
Payable corporate taxes			<u><u>37.933</u></u>

### Situation at balance sheet date

The corporate income tax liability / asset as at 31 December 2020 can be specified as follows:

Year	Liability / Receivable at 01-01-2020 €	corporate tax (income/expenses) in 2020 €	Payments / receipts during 2020 €	Adjustments in 2020 €	Liability / Receivable at 31-12-2020 €
2019	-7.826	-	-	-	-7.826
2020	-	<u>37.933</u>	<u>-12.370</u>	-	<u>25.563</u>
	<u>-7.826</u>	<u><u>37.933</u></u>	<u><u>-12.370</u></u>	-	<u><u>17.737</u></u>



Please do not hesitate to raise any queries you may have.

Yours sincerely,

Vanhier B.V.

Marco Koot  
Registeraccountant



## **Financial statements**

**BALANCE SHEET AS AT 31 DECEMBER 2020***(After appropriation of result)*

		<u>31-12-2020</u>	<u>31-12-2019</u>
		€	€
<b>ASSETS</b>			
<b>Fixed assets</b>			
<i>Intangible assets</i>	1		
Goodwill		500	1.000
<i>Property, plant and equipment</i>	2		
Furniture, fixtures and fittings		7.210	11.905
<b>Current assets</b>			
<i>Receivables</i>			
Trade receivables	3	190.818	230.581
Taxes and social security charges	4	5.312	13.955
Other receivables and accrued assets	5	<u>72.497</u>	<u>67.330</u>
		268.627	311.866
<i>Cash and cash equivalents</i>	6	793.270	422.161
Total assets		<u><u>1.069.607</u></u>	<u><u>746.932</u></u>



		<u>31-12-2020</u>		<u>31-12-2019</u>	
		€	€	€	€
<b>LIABILITIES</b>					
<b>Equity</b>	7				
Issued share capital	8	18.000		18.000	
General reserve		<u>475.740</u>		<u>294.002</u>	
			493.740		312.002
<b>Provisions</b>					
Annuity commitments	9		35.306		35.620
<b>Long-term liabilities</b>	10				
			36.839		36.879
<b>Short-term liabilities</b>					
Trade payables	11	3.601		24.709	
Taxes and social security contributions	12	109.389		61.959	
Projects in progress	13	268.169		149.706	
Other liabilities and accrued expenses	14	<u>122.563</u>		<u>126.057</u>	
			503.722		362.431
Total liabilities			<u>1.069.607</u>		<u>746.932</u>

**STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR 2020**

		2020		2019	
		€	€	€	€
<b>Net Turnover</b>	15	1.476.809		1.470.876	
Cost of sales	16	<u>-22.093</u>		<u>-158.023</u>	
<b>Gross margin</b>			1.454.716		1.312.853
Personnel expenses	17	1.003.075		987.403	
Amortisation of intangible fixed assets	18	500		500	
Depreciation of property, plant and equipment	19	6.662		7.472	
Other staff expenses	20	24.012		44.807	
Housing costs	21	78.330		88.462	
Selling costs	22	3.555		5.505	
Office costs	23	37.197		44.305	
General costs	24	<u>80.234</u>		<u>98.852</u>	
<b>Total operating expenses</b>			<u>1.233.565</u>		<u>1.277.306</u>
<b>Operating result</b>			221.151		35.547
Other interest and similar income	25	354		4.763	
Interest and similar costs	26	<u>-1.834</u>		<u>-619</u>	
<b>Financial income and expense</b>			<u>-1.480</u>		<u>4.144</u>
<b>Result before taxation</b>			219.671		39.691
Taxation			<u>-37.933</u>		<u>-8.185</u>
<b>Net result after taxation</b>			<u><u>181.738</u></u>		<u><u>31.506</u></u>



## **NOTES TO THE FINANCIAL STATEMENTS**

### **Entity information**

#### **Registered address and registration number trade register**

The registered and actual address of Profundo B.V. is Radarweg 505, 1043 NZ in Amsterdam NL. Profundo B.V. is registered at the Chamber of Commerce under number 55290833.

### **General notes**

#### **The most important activities of the entity**

The activities of Profundo B.V. consist mainly of research and advice on sustainability topics, commodity sectors and the financial sector.

#### **Disclosure of estimates**

In applying the principles and policies for drawing up the financial statements, the directors of Profundo B.V. make different estimates and judgments that may be essential to the amounts disclosed in the financial statements. If it is necessary in order to provide the transparency required under Book 2, article 362, paragraph 1, the nature of these estimates and judgments, including related assumptions, is disclosed in the notes to the relevant financial statement item.

#### **General accounting principles**

##### **The accounting standards used to prepare the financial statements**

The financial statements are drawn up in accordance with the provisions of Title 9, Book 2 of the Dutch Civil Code, with the exception of Section 6 'Provisions in respect of the principles of valuation and of the determination of the result'. Instead, the principles for the determination of the taxable profit are applied, as stipulated in the Corporate Income Tax Act ('Wet op de Venootschapsbelasting 1969'). In addition, the Decree on Fiscal valuation principles ('Besluit fiscale waarderingsgrondslagen') and the 'Handreiking bij de toepassing van fiscale grondslagen voor kleine rechtspersonen' of the Dutch Accounting Standards Board are applicable.

Assets and liabilities are generally valued at historical cost or production cost less depreciation at the time of acquisition. If no specific valuation principle has been stated, valuation is at historical cost.

#### **Accounting principles**

##### **Intangible assets**

With effect from 1 January 2007, production costs of intangible fixed assets can be charged in full to the result of the calendar year under section 3.30 of the Dutch Income Tax Act 2001 ('Wet op de Inkomstenbelasting 2001'). Intangible fixed assets from a date prior to 1 January 2007 are carried at the costs incurred less the accumulated amortisation costs and, if applicable, impairment costs. The annual amortisation costs are accounted for as a fixed percentage of the costs incurred, as is specified in the disclosure notes to the balance sheet.

Goodwill originating from acquisitions is capitalised and depreciated over a period of at least 10 years. Depreciation takes place on the basis of the straight-line method.

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

Other tangible fixed assets are valued at historical cost or production cost including directly attributable costs, less straight-line depreciation based on the expected future life and impairments.

The depreciation costs are based on the estimated economic useful life, unless a legal maximum percentage of 20% is prescribed under tax law, and are calculated on the basis of a fixed percentage of the cost price, taking into account a residual value, if applicable. Depreciation commences from the date of initial use.

##### **Projects in progress**

Projects in progress commissioned by third parties are carried at the realised project costs increased by the allocated profit and decreased by the recognised losses and instalments charged. If the result on a project cannot



be determined in a reliable manner, no profit is allocated. The project costs comprise the expenses directly related to the project, the expenses attributable to project activities in general and to the project itself and other expenses which can be charged to the commissioning party under the contract.

Project income and project costs are recognised in the statement of income and expenditure as income and expenses in proportion to the work performed at the balance sheet date. The extent to which work is performed is determined on the basis of the project costs incurred up to the balance sheet date in proportion to the estimated total project costs.

Projects with a debit balance are presented under current assets. Projects with a credit balance are presented under current liabilities.

The costs incurred in the financial year, increased by the profit recognised up to and including the financial year, are recognised as income in the statement of income and expenditure as part of net turnover / change in projects, as long as the project has not yet been completed.

### **Receivables**

Receivables are carried at their nominal value, less any provisions deemed necessary to mitigate the risk of bad debt. These provisions are determined on the basis of an individual assessment of the receivables. Unless stated otherwise, the receivables have a maturity of less than 1 year.

### **Cash and cash equivalents**

Cash at banks and in hand represent cash in hand, bank balances and deposits with terms of less than twelve months. Overdrafts at banks are recognised as part of debts to lending institutions under current liabilities. Cash at banks and in hand is valued at nominal value.

### **Provisions**

Provisions are recognised for future expenses, if:

1. those expenses originate from facts or circumstances which took place prior to the balance sheet date;
2. there is a reasonable certainty that these facts or circumstances will take place; and
3. can be attributed to that period.

Provisions are measured at the best estimate of the amount that is necessary to settle the obligation as per the balance sheet date. Provisions for pension (including self-administered) are valued on the basis of actuarial principles. The other provisions are carried at the nominal value of the expenditure that is expected to be necessary in order to settle the obligation, unless stated otherwise. If obligations are expected to be reimbursed by a third party, such reimbursement is included as an asset in the balance sheet if it is probable that such reimbursement will be received when the obligation is settled.

### **Other provisions**

The provisions for annuities has been calculated with a interest based on U-rendement minus 0,5%. Amounts paid for annuities and standing rights are deducted from this provision.

### **Non-current liabilities**

On initial recognition long-term debts are recognised at nominal value.

### **Current liabilities**

On initial recognition current liabilities are recognised at nominal value.

### **Accounting principles for determining the result**

The result is the difference between the realisable value of the goods/services provided and the costs and other charges during the year. The results on transactions are recognised in the year in which they are realised.

### **Revenue recognition**

Net turnover comprises the income from the supply of goods and services and realised income from construction contracts after deduction of discounts and such like and of taxes levied on the turnover.

### **Wages**

The benefits payable to personnel are recorded in the statement of income and expenditure on the basis of the employment conditions.



### **Amortisation of intangible assets and depreciation of property, plant and equipment**

Intangible fixed assets (to the extent that they have been capitalised), including goodwill, and tangible fixed assets are depreciated or amortised from the date of initial use over the expected future economic life of the asset, while taking into account any applicable restrictions with respect to buildings, investment property, other tangible fixed assets and capitalised goodwill. Land is not depreciated.

Any book results realised upon the disposal of intangible and tangible fixed assets are recognised under Depreciation and amortisation. Upon the appropriation of the result book profits are recognised in a reinvestment reserve if and insofar as permitted under tax law.

Acquisition costs or production costs relating to operating assets assigned as operating assets in the interest of the protection of the Dutch environment are depreciated on an arbitrary basis.

### **Other operating expenses**

Costs are determined on a historical basis and are attributed to the reporting year to which they relate.

### **Financial income and expenses**

Interest income and expenses are recognised on a pro rata basis, taking account of the effective interest rate of the assets and liabilities to which they relate. In accounting for interest expenses, the recognised transaction expenses for loans received are taken into consideration.

Exchange differences that arise from the settlement or translation of monetary items are recorded in the profit and loss account in the period in which they occur, unless hedge-accounting is applied.

### **Income tax expense**

Tax on the result is calculated based on the result before tax in the statement of income and expenditure, taking account of the losses available for set-off from previous financial years and exempt profit components and after the addition of non-deductible costs.





## NOTES TO THE BALANCE SHEET

### Fixed assets

#### 1 Intangible assets

	<u>Goodwill</u> €
Book value as at 1 January 2020	1.000
Amortisations	<u>-500</u>
Book value as at 31 December 2020	<u><u>500</u></u>

#### 2 Property, plant and equipment

	<u>Furniture, fixtures and fittings</u> €
Balance as at 1 January 2020	
Cost or manufacturing price	72.352
Accumulated depreciation	<u>-60.447</u>
Book value as at 1 January 2020	<u><u>11.905</u></u>
Movements	
Additions	1.967
Depreciation	<u>-6.662</u>
Balance movements	<u><u>-4.695</u></u>
Balance as at 31 December 2020	
Cost or manufacturing price	74.319
Accumulated depreciation	<u>-67.109</u>
Book value as at 31 December 2020	<u><u>7.210</u></u>

**Current assets****Receivables**

	<u>31-12-2020</u>	<u>31-12-2019</u>
	€	€
<b>3 Trade receivables</b>		
Trade debtors	<u>190.818</u>	<u>230.581</u>
<b>4 Taxes and social security charges</b>		
Company tax	-	7.826
Pension contributions	<u>5.312</u>	<u>6.129</u>
	<u>5.312</u>	<u>13.955</u>
<b>5 Other receivables and accrued assets</b>		
To be invoiced	35.375	30.209
Prepaid costs	<u>37.122</u>	<u>37.121</u>
	<u>72.497</u>	<u>67.330</u>
<b>6 Cash and cash equivalents</b>		
Triodos Bank	<u>793.270</u>	<u>422.161</u>



## 7 Equity

	Issued share capital	General reserve	Total
	€	€	€
Balance as at 1 January 2020	18.000	294.002	312.002
Appropriation of result	-	181.738	181.738
Balance as at 31 December 2020	<u>18.000</u>	<u>475.740</u>	<u>493.740</u>

## 8 Issued share capital

All the shares are held by mr. J. van Gelder.

### Disclosure of share capital

The issued share capital of the company amounts to € 90.000, divided into 90.000 à € 1 ordinary shares. The total number of issued shares is 18.000 à € 1.

	<u>31-12-2020</u>	<u>31-12-2019</u>
	€	€
<b>9 Annuity commitments</b>		
Annuity commitments	<u>35.306</u>	<u>35.620</u>

When Profundo was converted from a sole proprietorship to a private company, a pension reserve was formed on behalf of the owner. On this pension reserve an annual interest rate in 2020 of -0,88% is applicable.

## 10 Long-term liabilities

### Retirement obligation

Old-age pension commitment (ODV)	<u>36.839</u>	<u>36.879</u>
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According to fiscal legislation the self administrated pension scheme is in 2017 converted in a long term liability.

## 11 Trade payables

Trade creditors	<u>3.601</u>	<u>24.709</u>
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	<u>31-12-2020</u>	<u>31-12-2019</u>
	€	€
<b>12 Taxes and social security contributions</b>		
Value added tax	65.008	42.072
Wage tax	26.644	19.887
Company tax	<u>17.737</u>	<u>-</u>
	<u>109.389</u>	<u>61.959</u>
<b>13 Projects in progress</b>		
Projects in progress	<u>268.169</u>	<u>149.706</u>
This item consists of credit amounts of € 358.950 and debit amounts of € 90.781.		
<b>14 Other liabilities and accrued expenses</b>		
Other liabilities	21.898	21.260
Holiday allowances	96.580	67.094
Net wages	-	1.076
Expenses to be paid	<u>4.085</u>	<u>36.627</u>
	<u>122.563</u>	<u>126.057</u>

## Off-balance-sheet rights, obligations and arrangements

### Disclosure of off-balance sheet commitments

The annual rental commitment for office space is € 92.189 (ex VAT).

### Proposal appropriation of result

The management of the company proposes to appropriate the result as follows:

The net result for the year 2020 in the amount of € 181.738 will be added in full to the General reserve.

This proposal needs to be determined by the General Meeting, but has already been processed in anticipation in the annual accounts 2020 for the company.

**NOTES TO THE STATEMENT OF INCOME AND EXPENDITURE**

	<u>2020</u>	<u>2019</u>
	€	€
<b>15 Net Turnover</b>		
Turnover	<u>1.476.809</u>	<u>1.470.876</u>
<b>16 Cost of sales</b>		
Cost of sales	<u>22.093</u>	<u>158.023</u>
<b>17 Personnel expenses</b>		
Wages and salaries	809.043	770.080
Social security premiums and pensions cost	<u>194.032</u>	<u>217.323</u>
	<u>1.003.075</u>	<u>987.403</u>
<u>Wages and salaries</u>		
Salaries	719.227	720.117
Received sick funds	-5.152	-5.415
Internship remunerations	3.480	-
Holiday allowances	<u>91.488</u>	<u>55.378</u>
	<u>809.043</u>	<u>770.080</u>
<b>Average number of employees</b>		
The average number of employees calculated on a full-time-equivalent basis was:		
2020		<u>Number</u>
Average number of employees		14,93
2019		
Average number of employees		<u>Number</u>
		15,94
<u>Social security premiums and pensions cost</u>		
Social security charges	121.890	126.062
Health insurance	14.447	30.343
Other pension charges	<u>57.695</u>	<u>60.918</u>
	<u>194.032</u>	<u>217.323</u>
<b>18 Amortisation of intangible fixed assets</b>		
Amortisation costs of goodwill acquired from third party	<u>500</u>	<u>500</u>



	<u>2020</u>	<u>2019</u>
	€	€
<b>19 Depreciation of property, plant and equipment</b>		
Depreciation costs inventory	<u>6.662</u>	<u>7.472</u>
<b>20 Other staff expenses</b>		
Pension advisor	3.815	3.755
Study costs staff	89	9.328
Personnel recruitment costs	824	684
Food, drinks and other accommodation costs	3.604	2.784
Traveling costs commuting	7.277	19.981
Other staff costs	<u>8.403</u>	<u>8.275</u>
	<u>24.012</u>	<u>44.807</u>
<b>21 Housing costs</b>		
Rent costs	75.808	86.118
Other housing costs	<u>2.522</u>	<u>2.344</u>
	<u>78.330</u>	<u>88.462</u>
<b>22 Selling costs</b>		
Other sales costs	2.017	14
Maintenance and development websites	2.015	75
Other travelling costs	<u>-477</u>	<u>5.416</u>
	<u>3.555</u>	<u>5.505</u>
<b>23 Office costs</b>		
Office supplies	329	769
Postage costs	77	93
Telephone and fax costs	7.182	7.378
Printed matters	-	254
Literature	903	254
Automation costs	<u>28.706</u>	<u>35.557</u>
	<u>37.197</u>	<u>44.305</u>
<b>24 General costs</b>		
Subscriptions	4.780	5.012
Insurance premium	3.105	2.737
Accounting expenses	5.500	6.132
Database costs	70.387	85.212
Management advice	363	2.345
Banking costs	<u>-3.901</u>	<u>-2.586</u>
	<u>80.234</u>	<u>98.852</u>



	<u>2020</u>	<u>2019</u>
	€	€
<b>25 Other interest and similar income</b>		
Other interest received	<u>354</u>	<u>4.763</u>
<b>26 Interest and similar costs</b>		
Interest other liabilities	638	619
Paid bank interest	566	-
Interest annuity commitment	<u>630</u>	<u>-</u>
	<u>1.834</u>	<u>619</u>

Amsterdam, 20 September 2021  
Profundo B.V.



J. van Gelder  
Director