



**ANNUAL REPORT 2020**

Legislation and regulations incorporated on the basis of  
2020 annual reporting requirements

Trustus Capital Management BV  
Joure

Report on the annual accounts 2020

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**FINANCIAL POSITION**

For the discussion of the financial position following is a condensed compilation of the balance sheet ratios.

(amounts x € 1,000)	31.12.20		31.12.19	
	€	%	€	%
<b>ASSETS</b>				
Intangible fixed assets	661	16.8	729	18.6
Tangible fixed assets	641	16.3	679	17.3
Financial fixed assets	50	1.3	55	1.4
Receivables, prepayments and accrued income	666	17.0	1,000	25.5
Securities	443	11.3	484	12.3
Cash	1,464	37.3	976	24.9
	-----	-----	-----	-----
	3,925	100.0	3,923	100.0
	=====	=====	=====	=====
<b>LIABILITIES</b>				
Group equity	3,374	86.0	3,415	87.1
Current liabilities and accruals	551	14.0	508	12.9
	-----	-----	-----	-----
	3,925	100.0	3,923	100.0
	=====	=====	=====	=====

Assuming fixed assets should be financed with long-term liabilities as much as possible, the equity position can be made up as such:

<b>EQUITY POSITION</b>	31.12.20	31.12.19
(amounts x € 1,000)	€	€
Group equity	3,374	3,415
	-----	-----
Less: Intangible fixed assets	661	729
Less: Tangible fixed assets	641	679
Less: Financial fixed assets	50	55
	-----	-----
Working capital	2,022	1,952
	=====	=====

These amounts are also apparent from the following pattern:

<b>LIQUIDITY POSITION</b>	31.12.20	31.12.19
(amounts x € 1,000)	€	€
Receivables, prepayments and accrued income	666	1,000
Securities	443	484
Cash	1,464	976
	-----	-----
	2,573	2,460
Less: Current liabilities and accruals	551	508
	-----	-----
Working capital	2,022	1,952
	=====	=====

An increase in working capital of approximately € 70,000 is derived from the above displayed pattern.

## REPORT OF THE SUPERVISORY BOARD

We hereby present you with the 2020 Annual Accounts drawn up by the Directors, which have been audited by Mazars Accountants N.V. who have added their independent auditor's report.

We propose that you:

- adopt the 2020 Annual Accounts accordingly and accept the proposal for allocation of the result,
- discharge the Directors for the management pursued,
- discharge the Supervisory Board for its supervision over 2020.

The Supervisory Board met five times during the reporting year. Important items on the agenda were:

- general state of affairs
- interim results and market development
- budget
- organisation development
- corporate governance
- risk management and compliance (including Mifid II)
- marketing
- new products/product review
- investment strategy
- staff composition
- staff remuneration
- impact Covid-19
- reorganization

The Supervisory Board has attended four meetings of the Supervisory Board of the investment funds that are managed by Trustus Capital Management B.V.

The Supervisory Board commends the management and staff for the 2020 results.

Joure, April 19, 2021

The Supervisory Board:  
S. Wijma, chairman  
A. Plantinga

## DIRECTORS' REPORT

### Results

The turbulent financial year 2020 was closed with a slight negative result. The net loss amounted to € 41,199.

### Revenues/Expenses

Revenues for the 2020 financial year totaled € 2,623,583. A drop of 23% compared to 2019. Total revenues comprised management and performance fees and income from service contracts. The lower revenues were mainly caused by lower management fees and the absence of performance fees, due to the challenging market conditions during the year. Total operating costs decreased by 7% in 2020 to € 2,619,399. Costs were lower because of lower salary costs (retirement) and lower other operating expenses.

### COVID-19 virus

Beginning in January 2020, global financial markets have experienced and may continue to experience significant volatility resulting from the spread of a novel coronavirus known as COVID-19.

The outbreak of COVID-19 has resulted in travel and border restrictions, quarantines, supply chain disruptions, lower consumer demand and general market uncertainty. The effects of COVID-19 have and may continue to adversely affect the global economy, the economies of certain nations and individual investors, all of which had a negative impact on the business and AuM of Trustus.

To mitigate the contamination risk, Trustus applied a Home Base Work program, where the majority of employees can work out of their homes.

The main risk for Trustus is the decline of AuM which corresponds directly with the realized turnover. The company conducted several stress tests during the year, which also include large market disruptions. The March/April decline of markets amounted to the higher end of our stress tests. Due to the subsequent declines in turnover we made use of the loan subsidy program of the Dutch Government (NOW1 and 2). During the fourth quarter we saw our turnover increase and restore to pre Covid levels. The financial state of the company is sound and the management confirms that by the end of 2020 the continuity is secured.

In line with the wealth management activities the AuM of the funds managed by Trustus also declined substantially. Although the market decline was severe there were no material outflows, on balance the fund and wealth management activities experienced light inflows.

For the foreseeable future we might see volatile markets, but for the long term we expect that markets will regain most of the losses after the COVID-19 virus has been contained. In fact most markets were able to recover completely from earlier losses in 2020.

### Trustus Asset Management

2020 was a very challenging year for investors worldwide because of the Covid crisis. At the beginning of March portfolio profiles were broadly diversified over asset classes and countries. This could not prevent that performances in all profiles were hit severely. The majority of the customers stayed calm during the sell-off in March, only a very small number of clients sold their portfolios during the crisis. Starting in April, markets recovered under the influence of unprecedented huge support packages from governments and liquidity support provided by central banks. In the second half of the year markets first consolidated but continued their climb in November after the election of Joe Biden as president of the United States and good news about new effective vaccines. Our most defensive profile ended the year 4% higher and the most offensive profiles ended the year 1% lower. During the year several new customers were welcomed but overall total AuM ended a bit below the start of the year.

The Investment Committee of Trustus intensified their program during 2020. The Covid crisis accelerated the use of video conferencing with weekly presentations of internal and external fund managers. Because of the great uncertainty concerning Covid and the possible vaccines, the Investment Committee decided to stick to the strategic allocation for each portfolio profile from the beginning of May to the end of 2020.

### TCM Investment Funds

In 2020 the strong performances in developed markets continued and the valuation gap between developed markets and frontier/emerging markets widened even more. Especially large cap tech companies drove the benchmarks to new records high. Despite the fact that frontier and emerging markets could not (yet) catch up with the rally in developed markets, the performance of the TCM Global Frontier High Dividend Fund outperformed the benchmark with 1% and TCM Vietnam High Dividend outperformed its benchmark with more than 6%. Leading to respectively a 4 and a 5 star rating from Morningstar (January 2021, 3 years). The Africa fund started the year on a positive note, but its stock markets had much difficulty to recover from the crash.

Since the funds dividend strategy makes it more oriented towards value oriented investments, the boom in tech names in Asia (like Alibaba, Tencent and Meituan) had less impact on the Emerging fund. The dividend strategy was lagging the broader benchmarks during the year because of this.

At the end of 2020 and the beginning of 2021 we experienced more inflow from investors who are looking for investments which still might be interesting from a valuation point of view and which have a healthy dividend yield.

#### **Intereffekt Investment Funds**

The Intereffekt Active Leverage funds again had a good year with relatively strong performances. The trading program worked well and outperformed on all the relevant benchmarks.

For the more extended reporting on the TCM Investment Funds and Intereffekt Investment Funds (IIF) over 2020, we refer to the annual report, published on the website: [www.tcminvestmentfunds.nl](http://www.tcminvestmentfunds.nl) and [www.intereffektfunds.nl](http://www.intereffektfunds.nl).

#### **Personnel**

At year-end 2020, the company had 20 employees (16 FTE).

During the last quarter the company reorganized some of her activities. Due to the changed market conditions for these activities, we decided to let 2.5 FTE go in the 1st quarter of 2021.

A part of these activities, the marketing of the investment funds, will be executed by an externally hired specialist going forward. We would especially like to thank our 3 former colleagues for their input, commitment and also for the very constructive way we worked together until the last day.

The company made a financial reservation for this reorganization in the 4th quarter of 2020.

#### **Equity**

The law requires that Trustus maintains equity of at least € 125,000. Based on additional requirements and self-assessment, the company has determined a minimum comfortable equity level. For 2020, this was € 1,600,000. As at 31 December 2020, equity amounted to € 3,373,683 amply satisfying the prudential capital requirements and their supplements. A part of the equity is invested in a long-term portfolio.

At the start of 2020, the value of this portfolio was € 484,381 and by the close of 2020 € 442,965. These securities are highly liquid and can be disposed of instantly.

#### **Risk Management Policy**

The risk management policy is based on a policy document describing various processes and reports that are conducted and generated over the course of the year. At the heart of the risk management is a system with 'three lines of defense': fund management is the first line, risk management is the second line and the external compliance officer is the third line. The risk manager position is performed by one of Trustus' directors, not being the board member who also oversees the investment funds. Four quarterly meetings of the risk management team (RMT) were held in 2020. The risks that are relevant to the funds and/or the manager (including the risks concerning the Covid-19 crisis) were discussed at these meetings. The objective for 2021 remains to identify the relevant risks, to use a valuation system for these risks and to take mitigating measures.

#### **Main risks for Trustus**

With its funds, Trustus invests in the shares of companies in emerging and frontier markets. Some of these markets proved to be more volatile in the past year than the average of global stock markets. There is a risk that strong price falls on the markets in which Trustus is active create pressure on the AuM for periods that may be shorter or longer. This would have a direct impact on the income of Trustus as a manager. This risk is reduced by diversification across various activities (fund management and private wealth management) and diversification across various sub funds and geographic areas.

Another risk that could materialize for Trustus is the risk of reputational damage if clients should file claims against it. These claims could be based on failure to comply with agreements made with clients or failure to satisfy statutory requirements. However, none of this occurred in 2020. Procedures are described in a manual and communicated to all employees each year. The external compliance officer regularly monitors compliance by means of a monitoring program. In view of the rapidly-changing and complicated legislation and regulations, Trustus uses a subscription to an automated service that keeps us abreast of changes to legislation and regulations and their impact on our organization.

As a result of Trustus' limited size, some key officers perform multiple functions and tasks in the organization. The risk this entails is that Trustus may need to temporarily engage external experts to resolve capacity problems if one or more of these officers falls ill or leaves Trustus. Trustus has acknowledged this problem and has estimated the likelihood of such a situation arising at a chance of once every two years.

None of the risks mentioned above materialized in 2020. In the ICAAP (Internal Capital Adequacy Assessment Process), Trustus has reserved additional equity for the three risks described above as well as for risks with a lower likelihood or impact. In total Trustus reserved 1 million euro based on the ICAAP. The largest reservation under ICAAP was made for the risk of a fall in AuM of 20%; we reserved 97,000 euro, for damage due to cyber crime risk 25,000 euro and for outsourcing risk 25,000 euro.

In 2020, the external compliance officer assessed the effectiveness of the risk management policy pursued and reported on this to the management board and supervisory board. There were no situations worth mentioning which occurred in 2020 in respect of the relevant risks for Trustus and IIF.

#### **Conflicts of interest policy**

We have the following policies in place that requires the staff to disregard any personal interest, relationship or arrangement which gives rise to a conflict of interest and to ensure that the interests of clients prevail:

- Personal Code (including the personal transaction policy);
- Bankers' Oath or Affirmation;
- Remuneration policy.

Trustus places significant emphasis on its compliance culture, and the efficient operation of systems and controls, to manage issues such as conflicts of interest. Our compliance officer conducts regular monitoring checks to confirm that the mandatory internal policies and procedures are followed. The conflict of interest policy was evaluated and adjusted in 2020.

#### **Group structure**

Trustus is the head of a group of legal entities. Per the ultimo 2020 Trustus owns 100% of the shares of the issued capital of IntFin Services BV.

CEO of Trustus is Wytze Riemersma, he is mainly responsible for the portfolio management of the investment funds, P & O and the financial administration. As asset management director Rob Visschedijk is mainly responsible for the asset management of private clients, Risk Management, IT and Mid-Office.

Trustus has a Supervisory Board that consists of two members: Sake Wijma (chairman) and Auke Plantinga.

#### **Remuneration policy**

The remuneration policy of the company is carried out in accordance with the relevant terms agreed. The remuneration policy is applicable to the Supervisory Board, management board and the staff. The following guidelines have been the foundation for the remuneration policy:

- The remuneration is in line with general market conditions and is socially acceptable;
- The remuneration policy stimulates integrity and the stability of the company in the long term;
- The remuneration policy contains no incentives that undermine the obligation of the management board and employees to engage in the best interests of its clients and other stakeholders;
- The long term interests of the management board are in line with the long term interests of its clients and other stakeholders;
- The remuneration policy should not lead to unmanageable costs of staff, which might pose a risk to the continuity of the company;
- The remuneration policy is transparent and simple;
- The company has a long history of relatively low variable remuneration.

By applying the above guidelines, the remuneration policy attributes to a stable and efficient risk control process. The remuneration policy is in line with the strategy of the company, goals, values and long term interests and includes measures to avoid conflict of interests.

The manager does not have a separate remuneration committee, due to the limited size, internal organization, complexity and activities. The directors of the company take care of this task.

The remuneration policy is approved on a yearly basis by the Supervisory Board of the company.

The Supervisory Board is responsible for the supervision of the management board and the remuneration of the staff which is engaged in control of rules and regulations.

On the basis of good governance the company voluntarily installed a Supervisory Board, which is not mandatory regarding rules and regulations. The remuneration policy document is available on the website. On request a copy (free of charge) of the remuneration policy can be obtained.

#### **In control statement**

The management board hereby declares to have a description of the business operations, complying with the requirements of the financial supervision and supervision of the conduct of financial enterprises (Bgfo). During the past financial year several aspects of business operations are evaluated. There is no evidence to support that the descriptions of the operations referred to in article 121 of the Bgfo do not meet the requirements as set out in the law on financial supervision and related regulations.

On this basis the management board declares to have a description of the operations in place referred to in article 121 Bgfo, which meets the requirements of the Bgfo. Also, the management board notes that the business operations are effective and in accordance with the description. Therefore the management board states with a reasonable degree of certainty that during the year 2020 the business operations were effective and in accordance with the description. The company will update the business operations description again in 2021.

### **2020 and outlook 2021**

During the year 2020 Trustus made use of the NOW subsidy provided by the Dutch Government in order to protect companies from bankruptcy or from laying off employees. Due to the strong decline in turnover during a part of the year (>20%) the company has applied for this temporary subsidy.

Due to the strong recovery of markets at the end of the year (and the companies turnover) part of the subsidy will be returned. Please see page 20 for further details. By the start of the year 2021 the company is expecting a profitable 2021.

Although the start of 2021 looks to be very promising some of the challenges remain. The low interest rate environment for example remains challenging; it's the manager's task to find responsible middle ground, where the client profile and the risk profile are properly balanced.

In addition to the points discussed above, we are very much aware that stock market developments in 2021 will be a key factor again in the growth and development of the results.

The costs to be incurred in 2021 for research and development are expected to remain limited to the costs for employee training and education. The management board does not foresee making any special investments in the coming financial year. Other costs will be largely comparable to the costs incurred in the financial year 2020.

As the management is looking for add-on acquisitions or strategic partnerships, this might be a factor which could change the course of events in 2021. During Q1 2021 the company signed a LOI with an asset manager regarding this matter.

The management board thanks its employees for their continued constructive and pleasant cooperation in the past year.

Joure, 19 April 2021

Directors:

W.Y. Riemersma, chairman

R.J.F. Visschedijk



Consolidated financial statements for the year ended  
31 December 2020

- Consolidated balance sheet
- Consolidated profit and loss account
- Consolidated cash flow statement
- Statement of changes in equity of the legal entity
- Notes to the consolidated financial statements

**CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER**  
(before appropriation of result)

ASSETS	Note	2020		2019	
			€		€
<b>Fixed assets</b>					
Intangible fixed assets	(1)				
Goodwill VACM			661,535		729,057
Tangible fixed assets	(2)				
Land and buildings		607,055		628,748	
Other operating assets		33,762		50,694	
		-----		-----	
			640,817		679,442
Financial fixed assets					
Staff loans			49,595		54,588
<b>Current assets</b>					
<b>Receivables, prepayments and accrued income</b>					
Income tax receivable		2,356		-	
Other receivables, prepayments and accrued income	(3)	663,629		999,494	
		-----		-----	
			665,985		999,494
Securities	(4)		442,965		484,381
Cash at banks	(5)		1,463,880		975,784
			-----		-----
			3,924,777		3,922,746
			=====		=====

The numbers in brackets refer to the notes to the consolidated financial statements.



**CONSOLIDATED PROFIT AND LOSS ACCOUNT**

	Note	2020	2019
		€	€
OPERATING INCOME	(7)	2,623,583	3,412,033
Wages, salaries and social security charges	(8)	1,903,442	2,078,797
Depreciation of intangible fixed assets		84,660	80,064
Depreciation of tangible fixed assets		40,130	45,914
Other operating expenses	(9)	591,167	615,682
		-----	-----
TOTAL OPERATING EXPENSES		2,619,399	2,820,457
		-----	-----
OPERATING RESULT		4,184	591,576
Income from securities		16,158	19,920
Changes in value of securities	(10)	-52,021	19,693
Interest and similar income		1,019	1,267
Interest expense and similar charges		-1,766	-
		-----	-----
RESULT FROM FINANCIAL TRANSACTIONS		-36,610	40,880
		-----	-----
Result of ordinary activities before taxation		-32,426	632,456
Taxation on result of ordinary activities	(11)	-8,773	-161,680
		-----	-----
Consolidated result after taxation		-41,199	470,776
Minority interests in the results		-	-10,596
		-----	-----
		-41,199	460,180
		=====	=====

The numbers in brackets refer to the notes to the consolidated financial statements.

**CONSOLIDATED CASH FLOW STATEMENT**

(according to the indirect method)	2020		2019	
		€		€
Operating result		4,184		591,576
Adjustments for:				
Depreciation	124,790		125,978	
	-----		-----	
		124,790		125,978
Changes in working capital:				
. movements operating accounts receivable	335,865		-385,237	
. movements operating accounts payable	126,764		-37,869	
	-----		-----	
		462,629		-423,106
		-----		-----
Cash flow from business activities		591,603		294,448
Interest received	1,019		1,280	
Dividends received	16,158		19,920	
Corporate income tax paid on operating activities	-94,663		-13,736	
	-----		-----	
		-77,486		7,464
		-----		-----
Cash flow from operating activities		514,117		301,912
Investments in tangible fixed assets	-1,505		-16,845	
Disposals in tangible fixed assets	-		-	
Investments in financial fixed assets	-1,007		-61,487	
Repayment on financial fixed assets	6,000		6,899	
Investments in associated companies	-17,138		-213,280	
Investment in securities	-10,605		-54,965	
Disposals of securities	-		21,792	
	-----		-----	
Cash flow from investment activities		-24,255		-317,886
Purchase own shares	-		-418,366	
Re-issue own shares	-		149,090	
Interest paid	-1,766		-	
Dividends paid	-		-86,439	
	-----		-----	
Cash flow from financing activities		-1,766		-355,715
		-----		-----
Movements in cash and cash equivalents		488,096		-371,689
		=====		=====
Cash and cash equivalents as at January 1st		975,784		1,347,473
Cash and cash equivalents as at December 31		1,463,880		975,784
		-----		-----
Movements in cash and cash equivalents		488,096		-371,689
		=====		=====

The numbers in brackets refer to the notes to the consolidated financial statements.

**Statement of changes in equity of the legal entity for the year ended 31 December**

	<b>2020</b>		<b>2019</b>	
		€		€
Consolidated net result after taxation attributable to the legal entity		-41,199		470,776
Total amount of the direct equity movements of the legal entity as part of the group equity		-		-
		-----		-----
<b>Total result of the legal entity</b>		-41,199		470,776
		=====		=====

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## GENERAL

**Activities**

The objectives of the Company are:

- performing services as an investment institution and other financial services, including advising and mediating in connection with security transactions, financing and (commodity) futures transactions;
- asset management, including acting as manager of investment institutions;
- participating in, financing and managing companies, businesses and other enterprises, borrowing money either publicly or privately by means of issuing bonds or other financial instruments and, in general, effecting financial transactions, giving warranties and providing services in the field of trade and finance, buying and selling claims, acquiring, having, alienating or otherwise acting with regard to all types of participations and stakes in other companies, businesses and other enterprises.

All work that may promote attainment of the objectives stated above is deemed to fall within the objectives of the Company.

**Group structure**

TRUSTUS Capital Management BV, located at Sewei 2 in Joure is the head of a group of legal entities. The company is registered in the chamber of commerce under number 01054956. A summary of the information required under Articles 2:379 and 2:414 of the Dutch Civil Code is given below:

Consolidated companies:

Name	Registered Office	Percentage of shares of issued capital
IntFin Services BV	8501 SP Joure, Sewei 2	100.00%

In 2019 the company obtained 100.00 % of the shares of Van Amstberg Capital Management BV (VACM) and afterwards a legal merger has been achieved with VACM as disappearing company.

**Consolidation principles**

Financial information relating to group companies and other legal entities controlled by TRUSTUS Capital Management BV (herein: TRUSTUS) or where central management is conducted, has been consolidated in the financial statements of TRUSTUS. The consolidated financial statements have been prepared in accordance with the accounting principles of TRUSTUS, as set out in the notes to the consolidated financial statement below.

The financial information relating to TRUSTUS is presented in the consolidated financial statements. In accordance with article 2:402 of the Dutch Civil Code, the company-only financial statements only contain an abridged profit and loss account. Financial information relating to the group/parent entity and its subsidiaries are fully included in the consolidated financial statements, eliminating the intercompany relationships and transactions. Non-controlling shares in equity and results of group companies are disclosed separately in the consolidated financial statements.

Third-party shares in equity and results of group companies are disclosed separately in the consolidated financial statements. The results of newly acquired group companies are consolidated from the acquisition date. On that date the assets and liabilities acquired are measured at the fair values. If the acquisition price exceeds the fair values of the acquired assets and liabilities this is goodwill, which is capitalised and amortised over the expected useful life.

## GENERAL ACCOUNTING PRINCIPLES FOR THE PREPARATION OF THE CONSOLIDATED FINANCIAL STATEMENTS (2)

### **General**

The consolidated financial statements are prepared in accordance with the stipulations in chapter 9 Book 2 of the Dutch Civil Code and the Financial Supervision Act. Valuation of assets and liabilities and determination of the result takes place under the historical cost convention, unless stated otherwise. Income and expenses are accounted for on an accrual basis. Profit is only included when realized on balance sheet date. Liabilities and any losses originating before the end of the financial year are taken into account for the purposes of the financial statements if they are known at the time of the preparation of the financial statements.

### **Covid-19**

The main risk for Trustus is the decline of AuM which corresponds directly with the realized turnover. The company conducted several stress tests during the year, which also include large market disruptions. The March/April decline of markets amounted to the higher end of our stress tests. Due to the subsequent declines in turnover Trustus made use of the loan subsidy program of the Dutch Government (NOW1 and 2). During the fourth quarter Trustus saw its turnover increase and restore to pre Covid levels. The financial state of the company is sound and the management confirms that by the end of 2020 the continuity is secured.

### **Fiscal unity**

The company forms a tax group with IntFin Services for corporation tax and VAT. Corporation tax and VAT are calculated as if the companies were one entity.

### **Financial instruments**

Financial instruments are both primary financial instruments, such as receivables and debts, and derivative financial instruments (derivatives). The notes to the consolidated financial statements below disclose the fair value of the related instrument if it deviates from the carrying amount. If the financial instrument is not recorded in the balance sheet, the information on the fair value is disclosed in the notes to the 'Contingent assets and liabilities'. For the principles of primary financial instruments, refer is made to the recognition per balance sheet item of the 'Principles for the valuation of assets and liabilities'. As at 31 December 2020 no financial derivatives are possessed.

### **Translation of foreign currency**

Receivables, liabilities and obligations denominated in foreign currency are translated at the exchange rates prevailing as at balance sheet date.

Transactions in foreign currency during the financial year are recognized in the financial statements at the exchange rates prevailing at transaction date. The exchange differences resulting from the translation as at balance sheet date, are recorded in the profit and loss account.

## **PRINCIPLES OF VALUATION OF ASSETS AND LIABILITIES**

### **Tangible fixed assets**

Tangible fixed assets are presented at cost less accumulated depreciation and, if applicable, less impairments in value. Depreciation is based on the expected future useful life and calculated as a fixed percentage of cost, taking into account any residual value. Assets are depreciated from the date an asset comes into use. Land is not depreciated. Costs for periodical major maintenance are charged at the moment they arise.

### **Intangible fixed assets**

Goodwill is presented at cost less accumulated amortisation and, if applicable, less impairments in value. Amortisation is charged as a fixed percentage of cost.



#### **Financial fixed assets**

The staff loan is granted to finance the purchase of shares in the company, the annual interest rate is 2% and the maturity of the loan is 10 years. Financial assets are at initial recognition stated at its fair value. Subsequently financial assets are stated at amortized costs, using the effective interest rate method.

#### **Receivables**

Receivables are valued at fair value upon initial recognition and at amortised cost thereafter. The fair value and amortised cost equal the face value. Provisions deemed necessary for possible bad debts losses are deducted. These provisions are determined by individual assessment of the receivables. Crypto currencies are also included under receivables. Intfin Services B.V. invests in crypto currencies. These are considered in the category 'other investments' and are valued at current value. Changes in value are recognized in the profit and loss account.

#### **Securities**

The listed shares and bonds that are part of a trading portfolio are valued at quoted market value as at balance sheet date. Realized and unrealized value changes are directly recognised in the profit and loss account. The securities for which market value is not reliable to estimate, are valued at acquisition price. If necessary an impairment has been taken into account.

#### **Cash and cash equivalents**

The cash and cash equivalents are valued at face value. If cash is not freely disposable, then this has been taken into account upon valuation.

#### **Liabilities**

Liabilities valued are stated at fair value upon initial recognition and valued at amortised cost thereafter.

### **PRINCIPLES FOR THE DETERMINATION OF THE RESULT**

#### **Operating income**

The operating income consist of fees for asset management and commissions charged to clients. Also, the commissions and asset management fees received from third parties, administration and interest are included in income.

Operating income from services are recognised in proportion to the services rendered, based on the cost incurred in respect of the services rendered up to balance sheet date, in proportion to the estimated costs of the aggregate services to be performed. The costs of these services are allocated to the same period.

#### **Pension plans personnel**

The pension scheme is a defined contribution scheme, in which a contribution is paid each month. The plans are financed through contributions to pension providers, i.e., insurance companies and industry pension funds. The pension obligations of the plans are valued according to the 'valuation to pension fund approach'. This approach accounts for the contribution payable to the pension provider as an expense in the profit and loss account.

As at year-end 2020 (and 2019) no pension obligations existed for the group in addition to the payment of the annual contribution due to the pension provider.

#### **Taxation**

Corporate income tax is calculated at the applicable rate on the result for the financial year, taking into account permanent differences between profit calculated according to the financial statements and profit calculated for taxation purposes.

#### **Principles for preparation of the consolidated cash flow statement**

The cash flow statement is prepared according to the indirect method.

The funds in the cash flow statement consist of cash and cash equivalents. Cash equivalents can be considered to be highly liquid investments.

Cash flows in foreign currencies are translated at an estimated average rate. Exchange rate differences concerning finances are shown separately in the cash flow statement.

Corporate income taxes, interest received and dividends received are presented under the cash flow from operating activities. Interest paid and dividends paid are presented under the cash flow from financing activities.

The cost of group companies acquired is presented under the cash flow from investment activities, as far as payment has been made with cash and cash equivalents. The cash and cash equivalents of the group companies acquired are deducted from the purchase cost.

**Notes to the specific items of the consolidated balance sheet****Goodwill (1)**

	2020	2019
	€	€
Balance at January 1	729,057	604,693
Goodwill paid	17,138	204,428
Amortisation of goodwill	-84,660	-80,064
	-----	-----
Balance as at December 31	661,535	729,057
	=====	=====

The goodwill is amortised in 10 years.

<b>Tangible fixed assets (2)</b>	<b>Land and buildings</b>	<b>Other assets</b>	<b>Total</b>
	€	€	€
Acquisition cost as at January 1, 2020	1,341,654	1,228,908	2,570,562
Cumulative depreciation in value as at January 1, 2020	712,906	1,178,214	1,891,120
	-----	-----	-----
Carrying amount as at January 1, 2020	628,748	50,694	679,442
Investments	-	1,505	1,505
	-----	-----	-----
	628,748	52,199	680,947
Depreciation	21,693	18,437	40,130
	-----	-----	-----
Carrying amount as at December 31, 2020	607,055	33,762	640,817
	=====	=====	=====
The book value can be split as follows:			
Acquisition cost as at December 31, 2020	1,341,654	1,230,413	2,572,067
Cumulative depreciation as at December 31, 2020	734,599	1,196,651	1,931,250
	-----	-----	-----
Carrying amount as at December 31, 2020	607,055	33,762	640,817
	=====	=====	=====

On investments in 2020 a proportional depreciation took place.

The annual depreciation rate for buildings is 3%; Land is not depreciated;

Other assets: inventory, transport, hardware and software are depreciated at 20%.

Receivables, prepayments and accrued income (3)	31.12.20	31.12.19
	€	€
Management fee	484,073	529,590
Performance fee	29,669	390,398
Service fee	5,526	5,896
Other receivables, prepayments and accrued income	144,361	73,610
	-----	-----
	663,629	999,494
	=====	=====

Other receivables and prepayments have a remaining maturity of less than one year.

Securities (4)	31.12.20	31.12.19
	€	€
Securities, quoted on the stock exchange	442,965	484,381
	-----	-----
	442,965	484,381
	=====	=====

Of this, € 401,051 is invested in affiliated companies. (2019: € 443,997).

Securities are highly liquid and can be disposed of instantly.

#### Cash and cash equivalents (5)

Total cash and cash equivalents are freely available to the group (2019: freely available), except for an amount of € 12,135 for a bank guarantee.

#### Group equity

For a detailed explanation of the share of the legal entity in the group equity refer is made to the notes to the shareholders' equity in the company-only financial statements.

Current liabilities, accruals and deferred income (6)	31.12.20	31.12.19
	€	€
Holiday, 13th month bonus and benefits	204,199	187,966
Audit, consulting and legal fees	46,078	41,959
Other liabilities, accruals and deferred income	188,603	72,447
	-----	-----
	438,880	302,372
	=====	=====

The other payables and accrued liabilities have a remaining maturity of less than one year.

#### Contingent assets and liabilities

The total amount of long-term liabilities for making payments in order to obtain rights of use or other contingent rights is € 284,028 (2019: € 212,543).

Of this amount € 127,849 (2019: € 111,929) is due after one year and € 156,179 (2019: € 100,614) is due after five years.

On the rental contract for the Oegstgeest office as at 31 December 2014, a deposit of € 2,721 has been paid.

On the rental contract for the Alkmaar office as at 31 December 2015, a deposit of € 681 has been paid.

On the rental contract for the Rijssen office as at 31 December 2018, a deposit of € 1,020 has been paid.

#### NOTES TO THE SPECIFIC ITEMS OF THE CONSOLIDATED PROFIT AND LOSS ACCOUNT

Operation income (7)	2020	2019
	€	€
Management fee	2,425,550	2,810,839
Performance fee	34,830	453,971
Administration fee	43,721	42,613
Other income	98,104	82,014
Service fee	21,378	22,596
	-----	-----
	2,623,583	3,412,033
	=====	=====

Wages, salaries and social security charges (8)	2020	2019
	€	€
Wages and salaries	1,411,438	1,577,426
Social security costs	179,115	207,630
Pension costs	246,834	219,534
Other personnel costs	66,055	74,207
	-----	-----
	1,903,442	2,078,797
	=====	=====

In 2020 a subsidy of € 232,302 has been received for Covid-19 and a severance payment has been reserved of € 96,566. These changes have been processed in the wages and salaries.

The annual contribution of the pension entitlements is between 5.05% and 30.02% of the salary on which the pension is based: gross earnings minus a franchise of € 15,178 (2019: € 14,770).

The company pays the entire pension premium.

The average number of employees of the group during the year, converted to full-time equivalents was in 2020: 16 (2019: 16).

Other operating expenses (9)	2020	2019
	€	€
Car costs	58,040	75,489
Marketing expenses	78,398	40,846
Housing costs	81,616	81,510
Information costs	138,949	147,393
Office expenses	4,171	17,827
Fees audit firm	40,855	48,887
Consulting and legal fees	68,686	71,828
General expenses	120,452	131,902
	-----	-----
	591,167	615,682
	=====	=====

Fees audit firm	2020	2019
	€	€
Audit of financial statements	30,855	48,887
Other audit assignments	-	-
Tax advisory	-	-
Other non-audit services	10,000	-
	-----	-----
	40,855	48,887
	=====	=====

The current auditor has charged an amount of € 25,500 ex VAT for 2020 (2019: € 26,250 ex VAT) for carrying out the statutory audit of the annual report. For 2020 an amount of € 8,265 ex VAT has been provided by the current auditor to verify the received Covid-19 subsidy.

Revaluation of the securities presented as current assets (10)	2020	2019
	€	€
Realised	-	-11,038
Unrealised	-52,021	30,731
	-----	-----
	-52,021	19,693

Taxation on result of ordinary activities (11)	€
The calculation of the taxable amount of tax is as follows:	
Result according to the profit and loss account	-32,426
	-
Less: Investment: 0% of € 1,505	-1,481
Less: Fiscal higher depreciation buildings	84,660
In: Amortisation of goodwill	2,415
In: Reduced deductible costs	-----
Taxable amount	53,168
	=====
Corporate income tax payable:	
16.50 % of € 53,168 in the fiscal unit	8,773
25.00 % of € 0.00 in the fiscal unit	-
	-----
	8,773
	=====

#### Transactions with related parties

Trustus Capital Management BV is the Investment Manager of Intereffekt Investment Funds NV (IIF). The total fees Trustus charged to IIF in 2020 with regard to management fee, performance fee, administrative and secretarial fee amounted to € 980,988 (2019: € 1,178,550).

#### Other notes

##### Remuneration of directors and the Supervisory Board

In 2020 an amount of € 370,836 (2019: € 371,138) for the remuneration of directors of the legal entity was charged to the company and its subsidiaries or group companies.

In 2020 an amount of € 42,350 (2019: € 42,350) for the remuneration of the supervisory board of the legal entity was charged to the company and its subsidiaries or group companies.

##### Credit risk and interest rate risk

By maintaining its own investment portfolio the company takes a number of risks on the positions held in the portfolio. The most important are credit risk and interest rate risk.

In the equity portfolio the most important risk is the exchange rate risk. The return depends on the overall performance of the various stock markets and the currency developments. The overall risk to the organization's investment portfolio is limited because the portfolio amounts 11.35% of the total equity.

Within the portfolio 100% is invested in equities. The portfolio is monitored on a daily basis.

The investment manager met the obligations under Bgfo 123.4. The relevant items are included in the notes.

**Company-only financial statements of the year ended 31 December 2020**

- Company-only balance sheet
- Company-only profit and loss account
- Notes to the company-only financial statements

**COMPANY-ONLY BALANCE SHEET AS AT 31 DECEMBER**

(before appropriation of profit)

ASSETS	Note	2020		2019	
			€		€
<b>Fixed assets</b>					
Intangible fixed assets					
Goodwill			661,535		729,057
Tangible fixed assets					
Land and buildings		607,055		628,748	
Other assets		29,205		43,727	
		-----		-----	
			636,260		672,475
Financial fixed assets	(1)				
Participation in Group Companies		221,768		185,507	
Staff loans		49,595		54,588	
		-----		-----	
			271,363		240,095
<b>Current assets</b>					
Receivables, prepayments and accrual income					
Receivables group company		7,800		7,671	
Other receivables and prepayments		642,989		992,289	
		-----		-----	
			650,789		999,960
Securities			442,965		484,381
Cash			1,257,475		794,540
			-----		-----
			3,920,387		3,920,508
			=====		=====

The numbers in brackets refer to the notes to the consolidated financial statements.





**Company-only profit and loss account**

	<b>2020</b>	<b>2019</b>
	€	€
Share in result of associated companies	36,261	65,412
Other income and expense after taxation	-77,460	394,768
	-----	-----
<b>Result after taxation</b>	<b>-41,199</b>	<b>460,180</b>
	=====	=====

The numbers in brackets refer to the notes to the consolidated financial statements.

**Notes to the company-only financial statements****General accounting principles for the preparation of the financial statements**

The company-only financial statements have been prepared in accordance with Title 9, Book 2 of the Dutch Civil Code and the Financial Supervision Act.

For the general principles for the preparation of the financial statements, the principles for valuation of assets and liabilities and determination of the result, as well as for the notes to the specific assets and liabilities and the results, reference is made to the notes to the consolidated financial statements, if not presented otherwise hereinafter.

**Participations in group companies**

Participations in group companies in which significant influence is exercised on the business and financial policy, are valued under the net equity value, but not lower than nil. This net asset value is based on the same accounting principles as applied by Trustus. If the net asset value is negative, the participating interest is valued at nil. This likewise takes into account other long-term interests that should effectively be considered part of the net investment in the participating interest. If the company fully or partially guarantees the liabilities of the associated company concerned, or has the effective obligation respectively to enable the associated company to pay its (share of the) liabilities, a provision is formed. Upon determining this provision, provisions for doubtful debts already deducted from receivables from the associated company are taken into account.

**Financial fixed assets (1)****Participation in Group Companies**

	<b>Subsidiaries</b>
	€
Carrying amount as at January 1, 2020	185,507
Share in result of associated companies	36,261
	-----
Carrying amount as at December 31, 2020	<b>221,768</b>
	=====

**Notes to the specific items of the balance sheet****Shareholders' equity (2)** € 3,373,683

The issued share capital of the company amounts to € 450,000, divided into 450,000 ordinary shares.

The total number of issued shares is 96,475.

In 2020 nil (2019:10,467) shares have been purchased and nil (2019: 3,599) shares are re-issued, the balance of the amounts has been deducted from the other reserves. As at balance sheet date the legal entity holds an aggregate of 19,663 shares for their own account, amounting to € 708,671 in total. Its acquisition price (or carrying value) has been deducted from the other reserves.

In 2019 the last part of the acquisition of Van Amstberg Capital Management BV took place, where another 2,099 shares has been re-issued.

A summary of the movements in the Shareholder's equity is given below:

	Issued share capital	Other reserves	Retained earnings
	€	€	€
Balance at January 1, 2019	96,475	3,127,503	53,175
Distributed profits prior financial years	-	-	-
Dividend paid out 2018 shareholders Trustus Joure	-	-	-53,175
Purchase own shares	-	-418,366	-
Sell own shares	-	149,090	-
Results 2019	-	-	460,180
Balance as at December 31, 2019	96,475	2,858,227	460,180
	=====	=====	=====
Balance at January 1, 2020	96,475	2,858,227	460,180
Distributed profits prior financial years	-	460,180	-460,180
Purchase own shares	-	-	-
Sell own shares	-	-	-
Results 2020	-	-	-41,199
Balance as at December 31, 2020	96,475	3,318,407	-41,199
	=====	=====	=====

**Contingent assets and liabilities**

The legal entity is part of a fiscal unity for corporate income tax and VAT purposes and for that reason it is jointly and separately liable for the tax liabilities of the fiscal unity as a whole.

**Taxes**

Corporate income tax is charged to the other companies that form part of the fiscal unity for corporate income tax purposes as if they were independently liable to pay tax.

**Other notes****Employees**

As at December 31, 2020 the company had 20 employees. Converted to full-time employees, 16 (2019: 16).

**Subsequent events**

As the management is looking for add-on acquisitions or strategic partnerships, this might be a factor which could change the course of events in 2021. During Q1 2021 the company signed a LOI with an asset manager regarding this matter.

**Signing of the financial statements**

Joure, April 19, 2021

Management Board:

W.Y. Riemersma

R.J.F. Visschedijk

Supervisory Board:

S. Wijma

A. Plantinga

## **OTHER INFORMATION**

### **Independent auditor's report**

Refer is made to the auditor's report as included hereinafter.

### **Appropriation of result according to articles of association**

In Article 13 of the company statutory regulations the following has been presented concerning the appropriation of result:

1. Result means the adopted positive balance of the profit and loss account.
2. The result of the company is entirely at the disposal of the general meeting of shareholders.
3. The company may only make distributions to the shareholders from the result intended for distribution to the extent that the shareholders' equity exceeds the issued shared capital plus the reserves which must be maintained by law.
4. The directors may in accordance with the legal provisions adopt and pay out an interim-dividend, as long as the provisions of paragraph 3 of this article is fulfilled.
5. The shares held by the company shall not be taken into account for the calculation of the result distribution.

## **Independent auditor's report**

To the shareholders and supervisory board of Trustus Capital Management B.V.

### **REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS 2020 INCLUDED IN THE ANNUAL REPORT**

#### ***OUR OPINION***

We have audited the financial statements 2020 of Trustus Capital Management B.V., based in Joure.

In our opinion the accompanying financial statements give a true and fair view of the financial position of Trustus Capital management as at 31 December 2020, and of its result for 2020 in accordance with Part 9 of Book 2 of the Dutch Civil Code.

The financial statements comprise:

1. the consolidated and company balance sheet as at 31 December 2020;
2. the consolidated and company profit and loss account for 2020; and
3. the notes comprising a summary of the accounting policies and other explanatory information.

#### ***BASIS FOR OUR OPINION***

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. Our responsibilities under those standards are further described in the 'Our responsibilities for the audit of the financial statements' section of our report.

We are independent of Trustus Capital Management B.V. in accordance with the Wet toezicht accountantsorganisaties (Wta, Audit firms supervision act), the Verordening inzake de onafhankelijkheid van accountants bij assurance-opdrachten (ViO, Code of Ethics for Professional Accountants, a regulation with respect to independence) and other relevant independence regulations in the Netherlands. Furthermore we have complied with the Verordening gedrags- en beroepsregels accountants (VGBA, Dutch Code of Ethics).

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **REPORT ON THE OTHER INFORMATION INCLUDED IN THE ANNUAL REPORT**

In addition to the financial statements and our auditor's report thereon, the annual report contains other information that consists of:

- Report of the Supervisory Board
- Directors' report;
- Other information as required by Part 9 of Book 2 of the Dutch Civil Code.

Based on the following procedures performed, we conclude that the other information:

- is consistent with the financial statements and does not contain material misstatements;
- contains the information as required by Part 9 of Book 2 of the Dutch Civil Code.

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements.

By performing these procedures, we comply with the requirements of Part 9 of Book 2 of the Dutch Civil Code and the Dutch Standard 720. The scope of the procedures performed is substantially less than the scope of those performed in our audit of the financial statements.

Management is responsible for the preparation of the management board's report in accordance with Part 9 of Book 2 of the Dutch Civil Code and other information as required by Part 9 of Book 2 of the Dutch Civil Code.

## DESCRIPTION OF RESPONSIBILITIES REGARDING THE FINANCIAL STATEMENTS

### **RESPONSIBILITIES OF MANAGEMENT AND THE SUPERVISORY BOARD FOR THE FINANCIAL STATEMENTS**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Part 9 of Book 2 of the Dutch Civil Code. Furthermore, management is responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

As part of the preparation of the financial statements, management is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting framework mentioned, management should prepare the financial statements using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

Management should disclose events and circumstances that may cast significant doubt on the company's ability to continue as a going concern in the financial statements.

The supervisory board is responsible for overseeing the company's financial reporting process.

### **OUR RESPONSIBILITIES FOR THE AUDIT OF THE FINANCIAL STATEMENTS**

Our objective is to plan and perform the audit assignment in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not detect all material errors and fraud during our audit.

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. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

We have exercised professional judgement and have maintained professional scepticism throughout the audit, in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. Our audit included e.g.:

- identifying and assessing the risks of material misstatement of the financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining 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;
- obtaining an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control;
- evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management;
- concluding on the appropriateness of management's use of the going concern basis of accounting, and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion.  
Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company to cease to continue as a going concern;
- evaluating the overall presentation, structure and content of the financial statements, including the disclosures; and
- evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Because we are ultimately responsible for the opinion, we are also responsible for directing, supervising and performing the group audit. In this respect we have determined the nature and extent of the audit procedures to be carried out for group entities. Decisive were the size and/or the risk profile of the group entities or operations. On this basis, we selected group entities for which an audit or review had to be carried out on the complete set of financial information or specific items.

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 findings in internal control that we identify during our audit.

We provide the supervisory board with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Amsterdam, 19 April 2021

**MAZARS ACCOUNTANTS N.V.**

Original was signed by L. Zuur MSc RA