



**Duell Corporation**  
**Full Year Financial Report**  
September 2021-August 2022



## A year of growth in an uncertain market

Full year and comparative figures presented below are derived from audited financial statement. Quarterly figures are unaudited.

### June 2022-August 2022 "Q4 2022" (comparable figures in parenthesis 6/2021-8/2021):

- Net sales increased 79.6% to EUR 34.6 million (EUR 19.4 million). Organic net sales growth was 19.2%.
- Adjusted EBITDA increased 8.8% to EUR 2.0 million (EUR 1.8 million) with an adjusted EBITDA margin of 5.7% (9.4%).
- Adjusted EBITA increased 8.2% to EUR 1.8 million (EUR 1.6 million) with an adjusted EBITA margin of 5.1% (8.5%).
- Adjusted operating profit was EUR 1.3 million (EUR 1.7 million) with a margin of 3.7% (8.6%).

### September 2021-August 2022 "FY 2022" (comparable figures in parenthesis 9/2020-8/2021):

- Net sales increased 61.5% to EUR 124.0 million (EUR 76.8 million). Organic net sales growth was 15.7%.
- Adjusted EBITDA increased 9.3% to EUR 9.5 million (EUR 8.7 million) with an adjusted EBITDA margin of 7.6% (11.3%). EBITDA was EUR 7.4 million (EUR 8.3 million). The differences between adjusted and reported figures are explained by items affecting comparability. Items affecting comparability included EUR 2.1 million fees and expenses related to the listing of Duell Corporation.
- Adjusted EBITA increased 8.5% to EUR 8.7 million (EUR 8.0 million) with an adjusted EBITA margin of 7.0% (10.5%).
- Adjusted operating profit decreased 8.4% to EUR 7.0 million (EUR 7.6 million) with a margin of 5.6 % (9.9 %)
- Earnings per share was EUR 0.08 at end of August 2022.
- Medium-term financial targets changed.

Duell Corporation submitted a listing application with Nasdaq Helsinki Ltd on November 15, 2021, to list the Company's shares on the First North Growth Market maintained by Nasdaq Helsinki. Trading in Duell's shares commenced on the First North Growth Market of Nasdaq Helsinki on November 24, 2021.

## Outlook for financial year 2023

The market continues to be uncertain. The accelerating inflation and the overall economic environment have decreased consumer confidence. These factors will reduce predictability. Duell will continue to execute its growth strategy despite uncertain market conditions.

Duell expects to have net sales growth organically and inorganically. Adjusted EBITA is expected to grow both in absolute and relative terms for the current financial year ending August 31, 2023. Organic net sales growth is calculated excluding the impact of acquisitions and divestments.

### CEO Jarkko Ämmälä:

The fourth quarter was closer to our plan despite the market turmoil and the demand normalised after the weaker than expected third quarter. The supply chain issues eased gradually towards the end of the quarter. However, the customer demand started to decrease again at the end of August increasing the Inventory levels. Despite the decrease in consumer demand, we managed to reach an organic growth of 15.7% and including the impact of acquisitions, net sales grew by 61.5%. Organic growth in the fourth

quarter was 19.2%. Adjusted EBITA increased by 8.5% to 8.7 EUR million, driven by organic net sales growth during the financial year ending August 31, 2022.

The financial year 2022 included important milestones. Our shares were listed in November, and we carried out two important acquisitions as part of our geographical and brand portfolio expansion. At the same time, we witnessed severe market uncertainty as the unexpected war in Ukraine broke out in addition to the continued COVID-19 pandemic. These two factors followed by increasing inflation, caused decline in consumer confidence and in the demand from the spring 2022 onwards.

Despite the market turmoil, we achieved our growth targets. Net sales including impact of acquisitions grew to EUR 124.0 million from previous years' EUR 76.8 million. Share of European sales was 38%. Correspondingly, the Nordic countries' share of total sales was 62%. Big part of the sales growth came from acquisitions and the European market. Adjusted EBITA margin decreased from 10.5% to 7.0%.

Share of online sales decreased slightly from previous years' 26.1% to 25.2%. The share of own brands sales remained the same at 20.7%. Our goal is to increase the share of our own brands to 25% in 2025. We were successfully expanding our brand portfolio both organically and through acquisitions from 260 to almost 500 brands. The assortment currently includes some 150,000 items.

The two acquisitions we accomplished were Netherland based Techno Motor Veghel B.V. (TMV, currently Duell TMV B.V.) in February and Finnish based PowerFactory Nordic Oy Ab in May. The acquisition of TMV provides us a growth platform for motorcycle's motocross market and cross selling potential especially in Benelux. It will also enhance logistics capability and sales to other European countries. The PowerFactory acquisition opens the market for the bicycling segment in the Nordic countries.

We made a strategic decision to increase our inventory levels due to supply chain challenges to ensure the availability of products for our dealers. However, the delivery delays and deliveries received after the season led us with higher inventory levels. Therefore, one of our key focus areas for the current financial year is to decrease networking capital by lowering inventory levels to improve our financial position. We also prioritise the cost structure optimisation with cost consciousness in all our operations. As we have made four acquisitions within 18 months, the integration measures and achieving synergy benefits by cutting overlaps and utilising synergy opportunities for cross selling and growth is another of our key focus areas.

We have three key strategic objectives: geographical market expansion, being the partner for supporting online sales and developing our brand portfolio. Our objective is to become the best partner for dealers and brand owners throughout Europe and strengthen the leading market position in the Nordics. We continue to execute the growth strategy despite the uncertain market conditions. It will potentially include acquisitions.

Key figures and ratios EUR thousand	Q4 2022 (6/2022- 8/2022)	Q4 2021 (6/2021- 8/2021)	FY 2022 (9/2021- 8/2022)	FY 2021 (9/2020- 8/2021)
Net sales	34,636	19,369	123,991	76,756
Net sales growth, %	79.6	28.0	61.5	29.1
Constant currency net sales growth, %	80.7	24.0	61.9	26.7
Organic net sales growth, %	19.2	19.7	15.7	24.1
EBITDA	1,984	1,584	7,383	8,322
EBITDA margin, %	5.7	8.2	6.0	10.8
Items affecting comparability, EBITDA*	0	239	2,074	333
Adjusted EBITDA	1,984	1,823	9,457	8,655

Adjusted EBITDA margin, %	5.7	9.4	7.6	11.3
EBITA	1,776	1,403	6,652	7,711
EBITA margin, %	5.1	7.2	5.4	10.0
Adjusted EBITA	1,776	1,642	8,726	8,044
Adjusted EBITA margin, %	5.1	8.5	7.0	10.5
Operating profit	1,271	1,434	4,904	7,282
Operating profit margin, %	3.7	7.4	4.0	9.5
Adjusted operating profit	1,271	1,673	6,978	7,615
Adjusted operating profit margin, %	3.7	8.6	5.6	9.9
Earnings per share, basic, EUR	0.03	n/a	0.08	n/a
Earnings per share, diluted, EUR	0.03	n/a	0.08	n/a
Number of outstanding shares at the end of the period, basic	25,454,574	n/a	25,454,574	n/a
Number of outstanding shares at the end of the period, diluted	25,454,574	n/a	25 454 574	n/a
Weighted average number of shares, basic	25,454,574	n/a	25 454 574	n/a
Weighted average number of shares, diluted	25,454,574	n/a	25,454,574	n/a
Investments in tangible and intangible assets excluding acquisitions	453	0	915	398
Net debt	44,571	38,683	44,571	38,683
Net working capital	57,718	33,744	57,718	33,744
Operating free cash flows	8,941	3,666	-1,818	2,329

\*) Items affecting comparability:

IPO costs EUR 0 thousand in Q4 2022 (EUR 239 thousand in Q4 2021).

IPO costs EUR 2 074 thousand in 9/2021-8/2022 (IPO costs EUR 292 thousand and M&A costs EUR 41 thousand in 9/2020-8/2021).

Operational key figures	Q4 2022 (6/2022- 8/2022)	Q4 2021 (6/2021- 8/2021)	FY 2022 (9/2021- 8/2022)	FY 2021 (9/2020- 8/2021)
Number of brands	490	248	496	291
Share of own brand sales, % of total	15.9	15.3	20.7	20.7
Share of online sales, % of total	25.8	26.1	25.2	26.1
Equity ratio, %	33.4	15.2	33.4	15.2
Full-time equivalent employees, average*	232	128	193	112

\*) Including seasonal employees

## Financial review September 2021 - August 2022 (comparison figures in parenthesis 9/2020-8/2021)

### Net sales

Duell's net sales increased 61.5% to EUR 124.0 million (EUR 76.8 million). The increase was attributable to acquisitions done in Netherlands and France during the financial year 2021 and acquisitions in Netherlands and Finland in 2022 and to a organic growth in both the Nordics and in the rest of Europe. Duell's organic net sales growth was 15.7%.

Net sales, EUR thousand	Q4 2022 (6/2022- 8/2022)	Q4 2021 (6/2021- 8/2021)	FY 2022 (9/2021- 8/2022)	FY 2021 (9/2020- 8/2021)
Nordics	20,081	15,362	76,362	63,278
Rest of Europe	14,555	4,006	47,629	13,478
Total	34,636	19,369	123,991	76,756

Net sales from the rest of Europe amounted to 38.4% of Duell's net sales, compared to 17.6% in the comparable period. The increase was attributable to two acquisitions done in Netherlands and acquisitions

in France and Finland. Duell's proforma net sales in financial year 2021 amounted to EUR 102 million, of which the share of rest of Europe for financial year ended August 31, 2021, amounted to 38% of Duell's net sales. The distribution between the European and Nordic markets has remained unchanged due to the significant acquisition in Finland, whilst the strong organic growth in Europe continued.

The share of online channel sales of total net sales amounted to 25.2% for the financial year ended August 31, 2022, and to 26.1% for the financial year ended August 31, 2021. The decrease was attributable to lower share of online sales in the acquired companies.

The share of own brand sales of the total net sales amounted to 20.7 % in the for the financial year ended August 31, 2022, and to 20,7 % for the financial year ended August 31, 2021.

### **Profitability**

Duell's EBITA declined to EUR 6.7 million (EUR 7.7million). The decrease was primarily attributable to IPO costs of EUR 2.1 million, presented as items affecting comparability. Duell's adjusted EBITA increased by 8.5 % to EUR 8.7 million (EUR 8.0 million) driven by higher sales volumes. Adjusted EBITA margin declined to 7.0 % (10.5 %), impacted by higher logistic costs related to deliveries and by increased personnel and other operating expenses supporting organic and inorganic growth.

### **Balance sheet and cash flow**

Duell's consolidated balance sheet total on August 31, 2022, was EUR 95.5 million (EUR 69.1 million). The amount of consolidated goodwill in the balance sheet was EUR 16.4 million (EUR 13.5 million). The most significant balance sheet changes compared to the comparison period were the increased net working capital by EUR 24.0 million, increased net debt by EUR 5,9 million and increased goodwill by EUR 2,9 million. The increase was driven by organic growth, acquisitions and increase of inventory.

Duell has historically financed its operations with cash flow from operations as well as borrowings from financial institutions. Duell's liquidity requirements principally arise from maintaining net working capital, regular operating expenses and expansion of its business in new markets, including acquisitions. Duell's cash and cash equivalents amounted to EUR 4.1 million and total interest-bearing liabilities amounted to EUR 48.6 million on August 31, 2022.

Duell's equity ratio was 33.4 % (15.2 %) on August 31, 2022, and the Group's return on equity was 9.1 % (37.8 %). The equity ratio increased by the share issue done in the IPO, which, accordingly, reduced return on equity due to significant IPO costs.

Duell's net cash flow from operating activities in the full year 2022 was negative EUR 6.5 million (EUR 0.1 million), a decrease of EUR 6.6 million. The decrease in net cash flow from operating activities was primarily attributable to growth in inventory.

Duell's net cash flow from financing activities in the full year 2022 was EUR 20.9 million (EUR 11.5 million), a change of EUR 9.4 million. The increase in net cash flow from financing activities was primarily attributable to the share issue, the financing of acquisitions as well as the usage of revolving credit facility (RCF). Correspondingly the final repayment of long-term convertible loans and the final repayment of Tecno Globe's and PowerFactory Nordic's loans to financial institutions had a reducing effect on the change.

Duell's net debt was EUR 44.6 million on August 31, 2022 (EUR 38.7 million on August 31, 2021). Duell's net debt to adjusted EBITDA ratio for the last 12 months was 4.7 on August 31, 2022 (4.5 on August 31, 2021). The covenants for loans from financial institutions relate to the share of net debt in EBITDA (Leverage) and the share of net debt of equity (Gearing). The conditions for the covenants were exceptionally not met at financial year-end due to cash tied into inventory value. A waiver was received from the bank that the conditions for loans remains. The next review of covenants is on 30 November 2022, when according to the Corporation's forecast, the conditions will not be met. For the review, the bank has given a preliminary approval for the loan conditions to remain. The Corporation has launched a net working capital

optimisation project and a cost-saving program to improve profitability. The Corporation is currently negotiating the renewal of the financing package which includes a review of covenants and conditions.

## Investments

Duell's net cash flow used in investing activities in 2022 was EUR 12.5 million (EUR 15,9 million) a decrease of EUR 3.4 million. The investments were primarily attributable to TMV and PowerFactory acquisitions. Duell continued to have low capital expenditure for maintenance.

## Personnel

Duell had an average of 193 (112) full-time equivalent (FTE) employees during the period, and at the end of the review period 232 (168). When calculating the average, the part-time nature of the employment relationship has also been considered. Out of the personnel 184 employees are located in the Nordic countries and 48 employees in rest of Europe.

## Risks

The recent Russian invasion of Ukraine affect market conditions and have therefore indirect impact on Duell's business.

Duell is committed to offering its customers the right product at the right time and to the right place. In most cases, Duell aims to make orders available to customers overnight, which requires significant inventory. Accordingly, operational efficiency and inventory management are key for Duell's business.

The covid-19 pandemic that started a few years ago and its impact on availability of product supply is a recognised risk, however Duell has been successful in mitigating the situation. Also, the war in Ukraine has increased market uncertainty and lowered customer confidence.

Geographical expansion and entry into new markets involves various risks that may adversely affect Duell's business and growth, such as the competitive situation in the new markets, challenges in establishing new supplier and customer relationships, lack of local brand recognition and failure to hire skilled personnel.

## Sustainability

Responsibility has always been an important part of our company values, and as the market leader in the industry, we want to act responsibly. Our corporate social responsibility program is based on the United Nations Agenda for Sustainable Development (Agenda 2030), from which we have selected the most important goals for our operations and partners. We are committed to respect human rights, and we work to ensure that human rights are respected throughout our operations. Our operations are conducted in an ethical and honest manner, and we do not accept any form of bribery or corruption in our own nor in our partners' operations.

Duell believes that efficient operations improve sustainability. Duell has optimized shipments, reduced packaging material and has shortened delivery distance due to warehouse localization strategy.

## Shares and shareholders

### IPO

In November 2021, Duell announced that it intends to launch an initial public offering and listing its shares on Nasdaq Helsinki First North Growth Market Finland.

Demand in Duell's public offering was very strong from Finnish and international investors and it was oversubscribed multiple times. The listing consisted of a share issue, and the company raised gross proceeds of approximately EUR 20 million. The total number of issued and outstanding shares in the company increased to 25,454,574. The final subscription price in the institutional and public offering was

EUR 5.16 per share, resulting in a market value for the company of approximately EUR 131 million immediately after the IPO.

Trading in Duell's shares commenced on the First North Growth Market Finland marketplace maintained by Nasdaq Helsinki Ltd on November 24, 2021. Duell's trading symbol is DUELL. Duell's industry classification is Automobiles and Parts.

### Shares issued and share capital

At the end of the review period, the company's fully paid-up share capital, as recorded in the Trade Register, amounted to EUR 80,000 and the number of shares totalled 25,454,574.

### Trading in shares

The closing price of the share on the first day of trading, November 24, 2021, was EUR 6.06. On the last trading day of the financial period, August 31, 2022, the closing price of the share was EUR 2.25. The highest price quoted in the financial period was EUR 8.49 and the lowest 2.25EUR. The average closing price of the share during the financial period was 5,25 EUR and the average daily trading volume was 106,031 shares.

Duell's market capitalization on August 31, 2022, was EUR 57,272,792.

### Shareholders

Duell had 2,679 shareholders on August 31, 2022. The company's 100 largest shareholders are presented on the company's investor website at [https://investors.duell.eu/en/share\\_information/shareholders](https://investors.duell.eu/en/share_information/shareholders).

### 10 largest shareholders

Shareholder	Shares	% of shares
1. Hartwall Capital Oy Ab	5,232,558	20.56
2. Skandinaviska Enskilda Banken Ab (publ) Helsingin Sivukonttori*	2,746,422	10.79
3. Sponsor Capital Oy	2,578,847	10.13
4. Säästöpankki Fonder	1,359,690	5.34
5. Jarkko Ämmälä	1,200,000	4.71
6. Keskinäinen Työeläkevakuutusyhtiö Varma	1,169,199	4.59
7. Op Fonder	1,002,923	3.94
8. Keskinäinen Työeläkevakuutusyhtiö Ilmarinen	968,992	3.81
9. Fondita Fonder	763,203	3.00
10. Dennis Nylund	720,000	2.83

\*) Nominee registered

### Management team

Members of Duell's Management Team at the end of the financial period were Jarkko Ämmälä (Chief Executive Officer), Riitta Niemelä (Chief Financial Officer), Dennis Nylund (Chief Operating Officer), Joakim Vest (Logistics Manager), Pia Hoseus (HR Manager), Marko Viita-Aho (IT Manager) and Pellervo Hämäläinen (Communications, Marketing and IR Manager).

### Significant events during the reporting period

In December 2021, Duell announced a significant distribution agreement with Michelin, one of the world's leading tire manufacturers. Through the agreement, Michelin's motorcycle and scooter tires are available in Duell's import range in Finland, Sweden and Denmark.

In February 2022, Duell acquired Techno Motor Veghel B.V., a well-known Dutch distributor of motocross and offroad products. The transaction was important for Duell, as it enables the company to expand into the motocross market, especially in the Benelux region, but also in the rest of Europe. The acquisition will impact on Duell's net sales and has added significant new brands to the already extensive product portfolio.

In May 2022, Duell acquired the Finnish company PowerFactory Nordic Oy Ab. The acquisition is part of Duell's growth strategy, which will give access to the Nordic bicycle spare parts and accessories market and offer new growth potential in the European bicycle segment. The arrangement also complements the offering of other categories with new brands.

### Significant events after review period

The company announced to start change negotiations in Finnish companies on October 4, 2022, in accordance with the Co-operation Act regarding the need to reduce the workforce on production, financial and operational reorganization grounds. The grounds for the need to reduce the workforce are based on the goal of eliminating overlaps, making operations more efficient and achieving synergy benefits within the Group. The negotiations concern a total of approximately 80 employees in Finland. The goal is to achieve annual cost savings of around EUR 1 million in the Duell Group. The cost savings estimate for the current financial year is approximately EUR 600,000. The estimated personnel reduction need is at its most totally 25 employees in Duell Group.

### Webcast for investors and media

Duell will arrange a live webcast for investors and media in English on November 10, 2022, at 10.30 am EET. The webcast can be followed online through this [link](#). A presentation will be held by CEO Jarkko Ämmälä, CFO Riitta Niemelä and IR Pellervo Hämäläinen. A recording of the event will be available later the same day at [www.investors.duell.eu](http://www.investors.duell.eu).

### Medium-term financial targets (3-5 years) (Targets changed)

Growth: net sales in the range of EUR 200-300 million by the end of 2025, achieved through yearly growth organically and inorganically. (The growth target remains the same, but the part of organic growth has been updated: Growth target from previous year: net sales in the range of EUR 200–300 million by the end of 2025, achieved through a combination of clearly above 10 % annual organic growth and acquisitions.)

Profitability: adjusted EBITA margin of at least 13% in the medium-term.

Leverage: net debt to adjusted EBITDA ratio in the range of 2-3. Leverage may temporarily exceed the target range (for example, in conjunction with acquisitions).

### Financial reporting and Annual General Meetings in 2022 and 2023

- Annual Report will be published the week starting on November 14, 2022.
- The Annual General Meeting is scheduled for December 1, 2022. The Board of Directors of the company will convene the meeting.
- Business reports for financial year 2023
  - o September 2022-November 2022, first quarter: Wednesday, January 18, 2023
  - o September 2022-February 2023 including second quarter: Wednesday, April 5, 2023
  - o September 2022-May 2023 including third quarter: Thursday, July 6, 2023
  - o September 2022-Autust 2023 including fourth quarter: Thursday, November 9, 2023
- The Annual General Meeting is scheduled for December 5, 2023. The Board of Directors of the company will convene the meeting.

### Further information

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## Financial figures of full year financial report September 1, 2021-August 31, 2022

### Basis of preparation of full year report

The full year report has been prepared in accordance with Finnish Accounting Standards (FAS), good accounting practice and Finnish legislation. The figures for full year 2022 and 2021 are derived from audited financial statement. Presented figures are rounded to the nearest thousand. Thus, in certain cases, the sum of the numbers in a column or row does not always exactly match the total presented in the column or row.

### Consolidated Income Statement

	2022	2021
<b>NET SALES</b>	123 991	76 756
<b>Other Operating income</b>	411	220
<b>Materials and services</b>		
Material, supplies and goods		
Purchases during the period	-94 967	-56 023
Change in Inventory	6 551	1 966
External Services	-5 969	-3 724
	<b>-94 384</b>	<b>-57 781</b>
<b>Personnel expenses</b>		
Wages and Salaries	-8 821	-5 080
Social security expenses		
Pension expenses	-949	-647
Other social security expenses	-1 470	-644
	<b>-11 241</b>	<b>-6 372</b>
<b>Depreciation and amortization</b>	-2 479	-1 040
<b>Other Operating expenses</b>	-11 394	-4 502
<b>OPERATING PROFIT</b>	4 904	7 282
<b>Financial income and expenses</b>		
Other interest and financing income	1 078	934
Interest expenses and other financial expenss	-2 989	-3 636
	<b>-1 911</b>	<b>-2 702</b>
<b>Profit before appropriations and taxes</b>	<b>2 993</b>	<b>4 580</b>
Income Taxes	-1 065	-1 248
<b>Profit for the period</b>	<b>1 928</b>	<b>3 332</b>

## Consolidated Balance Sheet

	2022	2021
<b>ASSETS</b>		
<b>NON-CURRENT ASSETS</b>		
Immaterial rights	702	1 030
Goodwill	16 371	13 516
Other intangible assets	338	334
<b>Intangible assets total</b>	<b>17 411</b>	<b>14 879</b>
Machinery and equipment	935	608
Other tangible assets	450	118
<b>Tangible assets total</b>	<b>1 385</b>	<b>726</b>
Other shares and holdings	0	0
<b>Investments total</b>	<b>0</b>	<b>0</b>
<b>TOTAL NON-CURRENT ASSETS</b>	<b>18 797</b>	<b>15 605</b>
<b>CURRENT ASSETS</b>		
Inventory	47 880	34 899
Paid Advances	3 367	2 382
<b>Inventories total</b>	<b>51 246</b>	<b>37 281</b>
Trade Receivables	20 307	11 670
Other receivables	204	80
Prepaid expenses and accrued income	849	1 679
<b>Total short-term receivables</b>	<b>21 359</b>	<b>13 429</b>
<b>Cash at bank</b>	<b>4 066</b>	<b>2 815</b>
<b>TOTAL CURRENT ASSETS</b>	<b>76 672</b>	<b>53 525</b>
<b>TOTAL ASSETS</b>	<b>95 468</b>	<b>69 131</b>
<b>EQUITY</b>		
Share Capital	80	3
Reserve for invested unrestricted equity	24 233	4 310
Retained earnings	5 612	2 875
Profit (loss) for the period	1 928	3 332
<b>TOTAL EQUITY</b>	<b>31 853</b>	<b>10 520</b>
<b>NON-CURRENT LIABILITIES</b>		
Loans from financial institutions	45 498	32 784
Convertible Bonds	0	5 118
Other non-interest bearing liabilities	93	147
<b>Total non-current liabilities</b>	<b>45 590</b>	<b>38 049</b>
<b>CURRENT LIABILITIES</b>		
Loans from financial institutions	3 140	3 595
Trade Payables	7 593	9 708
Other liabilities	3 976	3 283
Accrued expenses and deferred income	3 316	3 975
<b>Total current liabilities</b>	<b>18 025</b>	<b>20 562</b>
<b>TOTAL LIABILITIES</b>	<b>63 615</b>	<b>58 611</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>95 468</b>	<b>69 131</b>

## Consolidated Cash Flow Statement

	2022	2021
<b>Cash flows from operating activities</b>		
EBIT	4 904	7 282
<b>Adjustments to EBIT</b>		
Depreciations	2 479	1 040
Other income and expenses, without cash impact	-859	359
Change in working capital	-10 361	-5 928
Financial income/expense	-1 676	-1 520
Taxes	-1 015	-1 113
<b>Cash flows from operating activities</b>	<b>-6 528</b>	<b>120</b>
<b>Cash flows from investing</b>		
Investments in intangible and tangible assets	-915	-398
Investments in subsidiaries	-11 588	-16 095
Earnout impact	-	566
<b>Cash flows from investing</b>	<b>-12 503</b>	<b>-15 927</b>
<b>Cash flows from financing activities</b>		
Issuances of long-term debt	10 000	23 400
Payments of long-term debt	-16 798	-15 163
Change in RCF	7 677	3 210
Share Issue	20 000	-
<b>Cash flows from financing activities</b>	<b>20 879</b>	<b>11 446</b>
Effect of exchange rate changes on cash and cash equivalents	-596	144
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>1 252</b>	<b>-4 216</b>
Cash and cash equivalents at beginning of year	2 815	7 031
<b>Cash and cash equivalents at end of year</b>	<b>4 066</b>	<b>2 815</b>

## Consolidated Statement of Changes in Equity

	Share capital	Reserve for invested unrestricted equity	Retained earnings excl. translation differences	Translation differences	Retained earnings total	Total
<b>Equity 1.9.2021</b>	<b>2,5</b>	<b>4 310</b>	<b>6 025</b>	<b>183</b>	<b>6 207</b>	<b>10 520</b>
Change in translation difference				-359	-359	-359
Increase Share Capital	77.5	-77.5			0	0
Share issue		20 000			0	20 000
Correction to Retained Earnings			-236		-236	-236
Profit (loss) for the period			1 928		1 928	1 928
<b>Equity 31.8.2022</b>	<b>80</b>	<b>24 233</b>	<b>7 717</b>	<b>-176</b>	<b>7 540</b>	<b>31 853</b>
<b>Equity 1.9.2020</b>	<b>2,5</b>	<b>4 310</b>	<b>2 693</b>	<b>116</b>	<b>2 809</b>	<b>7 122</b>
Change in translation difference				67	67	67
Profit (loss) for the period			3 332		3 332	3 332
<b>Equity 31.8.2021</b>	<b>2,5</b>	<b>4 310</b>	<b>6 025</b>	<b>183</b>	<b>6 207</b>	<b>10 520</b>

## Collaterals and off-balance sheet commitments

	2022	2021
<b>Loans and other liabilities pledged with collaterals</b>		
Loan from financial institutions	48 638	33 169
Credit limits	19 000	11 497
whereof used	10 886	3 210
Import letter of credit	2 500	1 500
whereof used	1 760	1 178
Other collaterals	470	230
whereof used	345	104
<b>Given Collaterals</b>		
Corporate mortgage	120 640	55 000
<p>Oy Duell Bike-Center Ab has provided liability for the parent company's loans, and the liability of guarantee is 15,079.</p> <p>Duell Corporation, the parent company, has provided security for the loans of the subsidiary Oy Duell Bike-Center Ab and the amount of the guarantee liability is 13,461 of which 410 relates to the undrawn portion.</p> <p>In addition, the parent company and Oy Duell Bike-Center Ab have provided security for the liabilities of its subsidiary Duell AB.</p>		
<b>Rental commitments</b>		
Current rental commitments	2 295	1 523
Non-current rental commitments	9 290	2 612
<b>Total</b>	<b>11 584</b>	<b>4 134</b>
<b>Lease commitments</b>		
Current leasing commitments	299	178
Non-current leasing commitments	227	271
<b>Total</b>	<b>526</b>	<b>448</b>
<p>Rental obligations relate to rental of premises and lease obligations relate to rental of machinery and equipment.</p>		
<b>Derivatives</b>		
Fair value of interest hedging	34	-27
Target value of interest hedging	4 996	42 188
Fair value of currency hedging	0	-72
Target value of currency hedging	348	8 216
<p>Currency hedging is applied to foreign exchange rate fluctuations of the purchases in the subsidiary acquired in the end of last the financial year.</p> <p>The hedging is done for purchases in foreign currencies during the financial reporting period. The impact of fair value has not been taken into account in the consolidated income statement.</p> <p>Adversely, the interest rate hedging applied by the parent company has not been taken into account in the income statement.</p>		

## Calculation of key figures

Constant currency net sales growth, %	Net sales growth calculated by using previous year's net sales translated at average foreign exchange rates for the current year
Organic net sales growth, %	Change in net sales adjusted for acquisitions, divestments and foreign currency effects.
Gross margin	Net Sales less Cost of sales
Gross margin, %	Gross Margin / Net Sales
EBITDA	Operating profit before depreciation, amortisation and impairment
EBITDA margin, %	EBITDA / Net sales
EBITA	Operating profit before amortisation and impairment
EBITA margin, %	EBITA / Net sales
Operating profit*	Operating profit
Operating profit margin, %	Operating profit / Net sales
Items affecting comparability	Material items outside ordinary course of business including restructuring costs, net gains or losses from sale of business operations or other non-current assets, strategic development projects, external advisory costs related to capital reorganization, impairment charges on non-current assets incurred in connection with restructurings, compensation for damages and transaction costs related to business acquisitions
Adjusted EBITDA	EBITDA excluding items affecting comparability
Adjusted EBITDA margin, %	Adjusted EBITDA / Net Sales
Adjusted EBITA	EBITA excluding items affecting comparability
Adjusted EBITA margin, %	Adjusted EBITA / Net sales
Adjusted operating profit	Operating profit excluding items affecting comparability
Adjusted operating profit margin, %	Adjusted operating profit / Net Sales
Full-time equivalent employees	Average Full-Time Equivalents

### Key cash flows indicators

Net cash flows from operating activities*	Net cash from operating activities as presented in the consolidated statement of cash flows
Operating free cash flows	Adjusted EBITDA less investments in tangible and intangible assets and change in net working capital
Cash conversion, %	Operating free cash flows / Adjusted EBITDA
Investments in tangible and intangible assets excluding brand acquisitions	Investments in tangible and intangible assets as presented in the consolidated statement of cash flows excluding new brand acquisitions

### Share Information

Shares	Number of Shares
Earnings per share	Net Result / Number of Shares

### Financial position key figures

Net debt	Current and non-current interest-bearing liabilities less cash and cash equivalents
Net debt to adjusted EBITDA for the last 12 months, ratio	Net debt / Adjusted EBITDA

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Change in working capital	Change in Inventories, trade and other receivables less changes in trade and other payables
Net working capital	Inventories, trade and other receivables less trade and other payables
Capital employed	Total equity and net debt
Capital employed excluding goodwill	Total equity and net debt and less goodwill
Return on capital employed (ROCE), %	Operating profit / Average capital employed
Adjusted return on capital employed (Adjusted ROCE), %	Adjusted EBITA / Average capital employed excluding goodwill
Equity ratio, %	Total equity / Total assets
Return on equity, %	Result for the period / Total equity (average for the first and last day of the period)

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**Duell Corporation** (Duell) is an import and wholesale company based in Mustasaari, Finland, established in 1983. Duell imports, manufactures, and sells products through an extensive distribution network in Europe covering 8,500 dealers. The range of products includes 150,000 items under 500 brands. The assortment covers spare parts and accessories for motorcycling, bicycling, ATVs/UTVs, mopeds and scooters, snowmobiling and boating. Logistics centres are located in Finland, Sweden, Netherlands and France. Duell's net sales in 2022 was EUR 124 million and it employs over 200 people. Duell's shares were listed in November 2021 and are traded on the First North Marketplace. [www.duell.eu](http://www.duell.eu)