



Duell Corporation
Full Year Financial Report
September 2022-August 2023



Market uncertainty reduced net sales and profitability

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

June 2023-August 2023 "Q4 2023" (comparable figures in parenthesis 6/2022-8/2022):

- Net sales decreased 14.0% to EUR 29.9 million (34.6). Organic net sales growth was -16.2% (19.2%). Constant currency net sales growth was -9.5% (80.7%).
- Adjusted EBITDA decreased 76.3% to EUR 0.5 million (2.0) with an adjusted EBITDA margin of 1.6% (5.7%).
- Adjusted EBITA decreased 87.3% to EUR 0.2 million (1.8) with an adjusted EBITA margin of 0.8% (5.1%).
- Adjusted operating profit was EUR -0.5 million (1.3) with a margin of -1.5% (3.7%).

September 2022-August 2023 "FY 2023" (comparable figures in parenthesis 9/2021-8/2022):

- Net sales decreased 4.2% to EUR 118.8 million (124.0). Organic net sales growth was -15.6% (15.7%). Constant currency net sales growth was -1.0% (61.9%).
- Adjusted EBITDA decreased 41.8% to EUR 5.5 million (EUR 9.5 million) with an adjusted EBITDA margin of 4.6% (7.6%).
- Adjusted EBITA decreased 47.4% to EUR 4.6 million (8.7) with an adjusted EBITA margin of 3.9% (7.0%).
- Adjusted operating profit decreased 68.0% to EUR 2.2 million (7.0) with a margin of 1.9% (5.6%)
- Earnings per share was EUR -0.10 (0.08) at end of August 2023.
- Medium-term financial targets changed.

Outlook for financial year 2024

Market uncertainty and weakness will persist in financial year 2024. Continued inflation and the overall challenging market situation has lowered consumer confidence and demand. These factors will weaken the predictability and therefore Duell is not giving outlook for net sales for financial year 2024.

Duell will continue its profitability improvement programme and plans to strengthen its capital structure in financial year 2024. Duell estimates adjusted EBITA to improve from previous year's level.

CEO Jarkko Ämmälä:

Market uncertainty continued in the fourth quarter, in line with expectations, and was below the level of the comparative period in terms of net sales and profitability. The market uncertainty decreased both net sales and profitability in addition to negative impact of currency change fluctuations. Despite the uncertainties, we estimate that we have maintained our market position and market share. Exchange rate fluctuations reduced net sales by around EUR 4 million in 2023, and had a corresponding impact on profitability.

The continued destocking by retailers reduced net sales, but despite this we reduced our net working capital by around EUR 8 million during 2023 including the impact of TranAm's net working capital. A significant part of the reduction was achieved by lowering inventory levels and improving procurement terms.

We will continue the profitability improvement programme started in spring 2023 throughout the financial year 2024. The aim is to increase sales margins, optimise and, where necessary, reduce the number of

brands we represent by focusing on products with better margins and high stock rotation. Our target is to improve profitability by EUR 3-4 million in the financial year 2024. We will also continue the digitalisation of our operations and process reengineering that started in 2023, with the aim of improving the customer experience.

A significant event in the 2023 financial year was the acquisition of TranAm, a UK-based company, in March, which as part of Duell's growth strategy will support geographic expansion and product portfolio development. The acquisition significantly strengthens Duell's foothold in the major UK markets and provides a platform for future growth. TranAm is included in Duell's consolidated figures as of 28 February 2023. TranAm's own financial period was extended by five months to bring it in line with Duell's financial year. As a result, TranAm has prepared its stand-alone financial statements for the 17-month period ended on 31 August 2023, in which the company's strong profitability can be seen. TranAm's net sales were of GBP 16.2 million and EBITDA of GBP 3.3 million for period from 1 April 2022 to 31 August 2023 (UK GAAP, unaudited).

In addition to the profitability improvement programme, we will continue to optimise net working capital by further decreasing inventory levels and procurement terms. In the current challenging market environment, we expect adjusted EBITA to improve year-on-year in the current financial year ending 31 August 2024.

Key figures and ratios EUR thousand	Q4 2023 (6/2023- 8/2023)	Q4 2022 (6/2022- 8/2022)	FY 2023 (9/2022- 8/2023)	FY 2022 (9/2021- 8/2022)
Net sales	29,866	34,636	118,832	123,991
Net sales growth, %	-14.0	79.6	-4.2	61.5
Constant currency net sales growth, %	-9.5	80.7	-1.0	61.9
Organic net sales growth, %	-16.2	19.2	-15.6	15.7
Gross margin	6,550	7,410	28,344	29,607
Gross margin, %	21.9	21.4	23.9	23.9
EBITDA	101	1,984	4,307	7,383
EBITDA margin, %	0.3	5.7	3.6	6.0
Items affecting comparability, Gross margin*	131	-	131	-
Items affecting comparability, EBITDA*	370	0	1,193	2,074
Adjusted EBITDA	471	1,984	5,499	9,457
Adjusted EBITDA margin, %	1.6	5.7	4.6	7.6
EBITA	-145	1,776	3,401	6,652
EBITA margin, %	-0.5	5.1	2.9	5.4
Adjusted EBITA	225	1,776	4,594	8,726
Adjusted EBITA margin, %	0.8	5.1	3.9	7.0
Operating profit	-828	1,271	1,041	4,904
Operating profit margin, %	-2.8	3.7	0.9	4.0
Adjusted operating profit	-458	1,271	2,234	6,978
Adjusted operating profit margin, %	-1.5	3.7	1.9	5.6
Earnings per share, basic, EUR	-0.06	0.03	-0.10	0.08
Earnings per share, diluted, EUR	-0.06	0.03	-0.10	0.08
Number of outstanding shares at the end of the period, basic	30,545,474	25,454,574	30,545,474	25,454,574
Number of outstanding shares at the end of the period, diluted	30,545,474	25,454,574	30,545,474	25,454,574
Weighted average number of shares, basic	30,545,474	25,454,574	27,937,259	25,454,574
Weighted average number of shares, diluted	30,545,474	25,454,574	27,937,259	25,454,574
Investments in tangible and intangible assets excluding acquisitions	1,004	453	2,481	915
Net debt	38,248	44,571	38,248	44,571
Net working capital	49,873	57,718	49,873	57,718
Operating free cash flows	10,599	9,380	16,392	-1,818

*) Items affecting comparability:

EUR 370 thousand in Q4 2023, generated from decision on destocking of certain brands EUR 130 thousand in gross margin and EUR 110 thousand in other operating expenses and restructuring costs EUR 130 thousand in personnel expenses and other operating expenses (EUR 0 thousand in Q4 2022).

EUR 1,200 thousand in 9/2022-8/2023 generated from restructuring costs EUR 600 thousand, directed share issue EUR 300 thousand, Financing arrangement EUR 60 thousand, decision on destocking of certain brands EUR 240 thousand (EUR 2,100 thousand IPO costs in 9/2021-8/2022).

Operational key figures	Q4 2023 (6/2023- 8/2023)	Q4 2022 (6/2022- 8/2022)	FY 2023 (9/2022- 8/2023)	FY 2022 (9/2021- 8/2022)
Number of brands	562	490	562	496
Share of own brand sales, % of total	18.0	15.9	21.8	20.7
Share of online sales, % of total	27.4	25.8	24.7	25.2
Equity ratio, %	38.6	33.4	38.6	33.4
Full-time equivalent employees, average*	224	232	218	193

*) Including seasonal employees and 24 TranAm employees from March 2023 onwards.

Financial review September 2022 - August 2023 (comparison figures in parenthesis 9/2021-8/2022)

Net sales

Duell's net sales decreased 4.2% to EUR 118.8 million (124.0). The decrease was attributable to decrease on consumer demand due to uncertainties in Market. In addition, the continued destocking by retailers had direct impact on the company. Duell's organic net sales growth was -15.6% (15.7).

Net sales, EUR thousand	Q4 2023 (6/2023- 8/2023)	Q4 2022 (6/2022- 8/2022)	FY 2023 (9/2022- 8/2023)	FY 2022 (9/2021- 8/2022)
Nordics	15,152	20,081	69,926	76,362
Rest of Europe	14,714	14,555	48,906	47,629
Total	29,866	34,636	118,832	123,991

Net sales from Nordics amounted to 58.8 % (61.6), the rest of Europe amounted to 41.2 % (38.4) of Duell's net sales. The decrease in Nordics was due to the general uncertain market situation and the change in retailers' inventory levels. These had a strong impact on Nordic net sales as the company is market leader in these countries. At the same time, the company was able to increase its market share in some European countries, even though the largest online dealers in Europe reduced their purchases.

The share of online channel sales of total net sales amounted to 24.7% (25.2) for the financial year ended August 31, 2023. The decrease was attributable to the decrease on biggest European Online dealers decreasing their purchases.

The share of own brand sales of the total net sales amounted to 21.8 % (20.7) in the for the financial year ended August 31, 2023.

Profitability

Duell's EBITA declined to EUR 3.4 million (6.7). Duell's adjusted EBITA decreased by 47.4 % to EUR 4.6 million (8.7). Adjusted EBITA margin declined to 3.9 % (7.0). The decrease was primarily attributable to revenue decrease. The company was able to execute cost saving actions compared to proforma 2022 fixed expenses level. However, the cost structure still needs to be aligned to lower demand, and Duell will continue its profitability improvement project, having also focus on gross margin.

Balance sheet and cash flow

Duell's consolidated balance sheet total on August 31, 2023, was EUR 95.5 million (95.5). The amount of consolidated goodwill in the balance sheet was EUR 21.3 million (16.4). The most significant balance sheet changes compared to the comparison period were the decreased net working capital by EUR 7.8 million due to efficient NWC management, increased other reserves by EUR 8.6 million due to directed share issue and increased goodwill by EUR 5.0 million followed by acquisition done during financial year.

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 2.4 million (4.1) and total interest-bearing liabilities amounted to EUR 40.6 million (48.6) on August 31, 2023.

Duell's equity ratio was 38.6 % (33.4) on August 31, 2023, and the Group's return on equity was -8.2 % (9.1). The equity ratio increased due to increased other reserves of directed share issue and decrease on net debt.

Duell's net cash flow from operating activities in the full year 2023 was positive EUR 14.4 million (-6.5), a increase of EUR 20.9 million (-6.6). The increase in net cash flow from operating activities was primarily attributable to improvement on net working capital. Net working capital amounted to EUR 49.9 million (57.7) on August 31, 2023, a decrease of EUR 7.8 million, whilst the TranAm acquisition had increasing effect of EUR 7 million.

Duell's net cash flow from financing activities in the full year 2023 was EUR -4.9 million (20.9), a change of EUR -25.8 million (9.4). The decrease in net cash flow from financing activities was primarily attributable to the change of revolving credit facility (RCF) where the withdrawn portion was at end of financial year EUR 0 million (10.9). In addition, the instalment of long-term debt according to amortisation plan decreased the cash flow financing activities, whereas directed share issue EUR 8.7 million had an increasing effect.

Duell's net debt was EUR 38.2 million on August 31, 2023 (44.6). Duell's net debt to adjusted EBITDA ratio for the last 12 months was 7.0 on August 31, 2023 (4.7). 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 not met at financial year-end due to weaker profitability, even though the Net working capital was managed efficiently. A waiver for covenant breach was received from the bank that the loan will continue in accordance with the originally agreed repayment schedule. The next review of covenants is on November 30, 2023, when according to the Corporation's forecast, the conditions will not be met. The company is in negotiations with the bank to amend the covenant levels in the financial agreement.

Investments

Duell's net cash flow used in investing activities in 2023 was EUR -9.4 million (-12.5) a decrease of EUR 3.1 million (-3.4). The investments were primarily attributable to TranAm acquisition. In addition, Duell had increased the capital expenditure in the financial year, which relate to new ecommerce platform.

Personnel

Duell had an average of 218 (193) full-time equivalent (FTE) employees during the period, and at the end of the review period 212 (222). When calculating the average, the part-time nature of the employment relationship has also been considered. Out of the personnel 142 employees (172) are in the Nordic countries and 70 employees (50) in rest of Europe. The acquisition of TranAm increased number of FTE in March by 24 employees.

Risks

Market uncertainty and weakness will persist in 2024, with continued inflation and the overall market situation lowering consumer confidence. These factors will weaken the predictability and increase business risks.

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.

The company's capital structure, access to funding and cost of capital can have a significant impact on the efficient and profitable implementation of the company's strategy.

Sustainability

Duell conducted a sustainability materiality analysis in spring 2023 together with stakeholders to identify the key sustainability issues on which the company should focus, both from stakeholders and from Duell's business perspective. Based on the results, the company will continue to identify sustainability themes in financial year 2024 and taxonomy definition followed by sustainability metrics and targets to meet the requirements for listed companies and future sustainability standards.

Shares and shareholders

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 30,545,474 (25,454,574).

Duell successfully completed directed share issue raising approximately EUR 8.7 million gross proceeds by carried out the offering of 5,090,900 new shares. The proceeds from the Share Issue was used to finance the first instalment of the purchase price in relation to the acquisition of TranAm Ltd. The total number of issued shares after the share issue is 30,545,474.

Trading in shares

The closing price of the share during financial year 2023 on the first day of trading, September 1, 2022, was EUR 2.3 (6.06). On the last trading day of the financial period, August 31, 2023, the closing price of the share was EUR 1.03 (2.25). The highest price quoted in the financial period was EUR 2.4 (8.5) and the lowest EUR 1.0 (2.25). The average closing price of the share during the financial period was 1.68 EUR (5.25) and the average daily trading volume was 79,459 shares (106,031).

Duell's market capitalization on August 31, 2023, was EUR 31,461,838 (57,272,792).

Shareholders

Duell had 4,737 (2,679) shareholders on August 31, 2023. The company's 100 largest shareholders are presented on the company's investor website at https://investors.duell.eu/en/share_information/shareholders.

10 largest shareholders

Shareholder	Shares	% of shares
1. Hartwall Capital Oy Ab	6,732,558	22.04
2. Skandinaviska Enskilda Banken Ab (publ) Helsingin Sivukonttori*	3,428,194	11.22
3. Sponsor Capital Oy	3,094,614	10.13
4. Keskinäinen Työeläkevakuutusyhtiö Varma	1,403,038	4.59
5. Säästöpankki Fonder	1,331,627	4.36
6. Keskinäinen Työeläkevakuutusyhtiö Ilmarinen	1,168,992	3.83
7. Jarkko Ämmälä	1,100,000	3.60
8. Erikoissijoitusrahasto Aktia Mikro Markka	697,673	2.28
9. Keksinäinen Työvakuutusyhtiö Elo	640,000	2.10
10. Oy 4n-group Ab	587,863	1.92

*) 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), Erwin Van Hoof (Business Director, Powersports Business), Jukka Smolander (Business Director, Bicycle Business), Joakim Vest (Logistics Manager), Pia Hoseus (HR Director), Heidi Markkanen (Chief Digital Officer) and Pellervo Hämäläinen (Communications and IR Manager).

Significant events during the reporting period

Heidi Markkanen was appointed a member of Duell Corporation's Management Team with responsibility for the Group's ICT and digitalisation starting on August 14, 2023. The Chief Digital Officer position is new at Duell, but it contains the responsibilities of previous ICT Manager.

Significant events after review period

Duell announced that it has completed its cost savings programme to adjust operating costs to lower-than-expected demand. As part of the measures, the company has completed change negotiations in the Finnish company Duell Bike-Center Oy and the Swedish company Duell AB on 7 September 2023. Through the programme, Duell will achieve additional annual cost savings of EUR 1.0 million across the Group, mainly from personnel cost reductions. The total number of personnel reductions in the Duell Group is 11 persons. The savings from the cost savings programme will mainly be achieved in the financial year starting on 1 September 2023.

The covenants on Duell's financial institutions loans relate to the share of net debt in EBITDA (Leverage) and the share of net debt of equity (Gearing). The covenants are reviewed on a quarterly basis. According to the financing agreement, in the event of a breach of the covenants, the bank has the right to terminate the loans and demand repayment. The conditions for the covenants were not met at financial year-end due to weaker profitability. A waiver was received from the bank that the loan will continue in accordance with the originally agreed repayment schedule. The breach of covenants has been approved in writing by the bank on 31 August 2023, valid until the next review date. The next review of covenants is on 30 November 2023, when according to the company's forecast, the conditions will not be met. The Company is in negotiations with the bank to amend the covenant levels in the financing agreement.

Duell announced that the publication of the company's full year 2023 financial statements will be brought forward from the original date from November 9, 2023, to October 9, 2023.

Duell specified and lowered its outlook and guidance for financial year 2023 and provided preliminary financial information on September 20, 2023.

Duell announced that Magnus Miemois M.Sc. (Tech.) will start as COO and Deputy CEO of Duell Corporation latest on 1st of January 2024. Initially, Magnus Miemois is responsible for Duell's Operations and related development activities. The plan is for Magnus Miemois to become Duell's CEO during 2024. In connection with this change, the current CEO Jarkko Ämmälä will become Duell's Commercial Director with responsibility for Key Accounts, Key suppliers, and strategic initiatives.

Webcast for investors and media

Duell will arrange a live webcast for investors and media in English on October 9, 2023, 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.

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

Growth: Net sales in the range of EUR 200-300 million in medium term, achieved through yearly growth organically and inorganically. (The growth target remains unchanged, but the timeframe has been changed to medium-term from the previous by the end of 2025 target).

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 2023

Annual Report, which includes, among others, report of the Board of Directors and the Company's financial statements, will be published in the week starting on October 23, 2023.

Duell's Annual General Meeting of shareholders is scheduled for December 5, 2023. The Board of Directors of the Company will convene the meeting later in accordance with the Finnish Companies Act and the Company's Articles of Association.

Duell's Financial Reporting and Annual General Meeting in 2024

During the year 2024, Duell will publish financial information as follows:

- Business report September 2023–November 2023 (Q1 2024) on Thursday, January 18, 2024.
- Half-year financial report September 2023–February 2024 (Q2 2024) on Thursday, April 4, 2024.
- Business report September 2023–May 2024 (Q3 2024) on Wednesday, July 3, 2024.
- Financial Statements Bulletin for the fiscal year 9/2023–8/2024 (Q4 2024) on Wednesday, October 9, 2024.

Annual Report the week starting on October 21, 2024.

Duell's Annual General Meeting of shareholders is scheduled for Wednesday, November 20, 2024.

The financial reviews and the annual report will be available after publication on the company's investor website at (https://investors.duell.eu/en/reports_and_presentations).

Further information

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Financial figures of full year financial report September 1, 2022-August 31, 2023

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 2023 and 2022 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

	2023	2022
NET SALES	118 832	123 991
Other Operating income	221	411
Materials and services		
Material, supplies and goods		
Purchases during the period	-81 351	-94 967
Change in Inventory	-2 886	6 551
External Services	-6 251	-5 969
	-90 488	-94 384
Personnel expenses		
Wages and Salaries	-9 922	-8 821
Social security expenses		
Pension expenses	-1 268	-949
Other social security expenses	-1 569	-1 470
	-12 760	-11 241
Depreciation and amortization	-3 265	-2 479
Other Operating expenses	-11 499	-11 394
OPERATING PROFIT	1 041	4 904
Financial income and expenses		
Other interest and financing income	1 614	1 078
Interest expenses and other financial expenss	-5 044	-2 989
	-3 430	-1 911
Profit before appropriations and taxes	-2 389	2 993
Income Taxes	-438	-1 065
Profit for the period	-2 827	1 928

Consolidated Balance Sheet

	2023	2022
ASSETS		
NON-CURRENT ASSETS		
Immaterial rights	419	702
Goodwill	21 345	16 371
Other intangible assets	758	338
Assets under construction	1 826	283
Intangible assets total	24 348	17 694
Machinery and equipment	848	935
Tangible assets total	848	935
TOTAL NON-CURRENT ASSETS	25 196	18 630
CURRENT ASSETS		
Inventory	49 503	47 880
Paid Advances	945	3 367
Inventories total	50 448	51 246
Other long-term receivables	159	166
Total Long-term receivables	159	166
Trade Receivables	15 758	20 307
Other receivables	547	204
Prepaid expenses and accrued income	988	849
Total short-term receivables	17 293	21 359
Cash at bank	2 386	4 066
TOTAL CURRENT ASSETS	70 287	76 838
TOTAL ASSETS	95 483	95 468
EQUITY		
Share Capital	80	80
Reserve for invested unrestricted equity	32 887	24 233
Retained earnings	6 743	5 612
Profit (loss) for the period	-2 827	1 928
TOTAL EQUITY	36 883	31 853
NON-CURRENT LIABILITIES		
Loans from financial institutions	32 148	45 498
Other non-interest bearing liabilities	114	171
Total non-current liabilities	32 262	45 669
CURRENT LIABILITIES		
Loans from financial institutions	2 198	3 140
Trade Payables	12 073	7 593
Other liabilities	9 145	3 976
Accrued expenses and deferred income	2 921	3 237
Total current liabilities	26 337	17 946
TOTAL LIABILITIES	58 600	63 615
TOTAL EQUITY AND LIABILITIES	95 483	95 468

Consolidated Cash Flow Statement

CONSOLIDATED CASH FLOW STATEMENT	2023	2022
Cash flows from operating activities		
EBIT	1 041	4 904
Adjustments to EBIT		
Depreciations	3 265	2 479
Other income and expenses, without cash impact	234	-859
Change in working capital	13 374	-10 361
Financial income/expense	-2 973	-1 676
Taxes	-549	-1 015
Cash flows from operating activities	14 392	-6 528
Cash flows from investing		
Investments in intangible and tangible assets	-2 481	-915
Investments in subsidiaries	-6 939	-11 588
Earnout impact	-	-
Cash flows from investing	-9 420	-12 503
Cash flows from financing activities		
Issuances of long-term debt	-	10 000
Payments of long-term debt	-2 669	-16 798
Change in RCF	-10 886	7 677
Share Issue	8 655	20 000
Cash flows from financing activities	-4 901	20 879
Effect of exchange rate changes on cash and cash equivalents	-1 751	-596
Net increase (decrease) in cash and cash equivalents	-1 680	1 252
Cash and cash equivalents at beginning of year	4 066	2 815
Cash and cash equivalents at end of year	2 386	4 066

Consolidated Statement of Changes in Equity

	Share Capital	Reserve for invested unrestricted equity	Retained earnings excl. Translation differences	Translation differences	Retained Earnings total	Total
Equity 1.9.2022	80,0	24 233	7 717	-176	7 540	31 853
Change in translation difference				-797	-797	-797
Increase Share Capital		8 655			0	8 655
Share issue					0	0
Correction to Retained Earnings					0	0
Profit (loss) for the period			-2 827		-2 827	-2 827
Equity 31.8.2023	80	32 887	4 890	-973	3 916	36 883
Equity 1.9.2021	2,5	4 310	6 025	183	6 207	10 520
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
Equity 31.8.2022	80	24 233	7 717	-176	7 540	31 853

Collaterals and off-balance sheet commitments

	2023	2022
Loans and other liabilities pledged with collaterals		
Loans from financial institutions	34 346	48 638
Credit limits	21 000	19 000
whereof used	0	10 886
Import letter of credit	500	2 500
whereof used	0	1 760
Other collaterals	600	469
whereof used	305	345
The covenants for financial institutions loans relate to leverage and gearing ratio.		
Given Collateral		
Corporate mortgage	120 640	120 640
Oy Duell Bike-Center Ab has provided collateral for the parent company's loans, and the amount of the guarantee is 16,900,000, of which 3,187,842 relates to the undrawn portion.		
Duell Corporation, the parent company, has provided collateral for the loans of Oy Duell Bike-Center Ab. The amount of the guarantee is 18,931,318 of which 7.013,818 relates to the undrawn portion.		
Rental commitments		
Current rental commitments	2 164	2 295
Non-current rental commitments	8 456	9 290
Total	10 619	11 584
Lease commitments		
Current leasing commitments	326	299
Non-current leasing commitments	280	227
Total	607	526
Rental obligations relate to rental of premises and lease obligations relate to rental of machinery and equipment.		
Derivatives		
Fair value of interest hedging	34	34
Target value of interest hedging	4 392	4 996
Fair value of currency hedging	70	0
Target value of currency hedging	2 835	348
The currency hedge relates to the hedging of the foreign currency payment of the deferred purchase price of a subsidiary acquired during the financial year. The fair value effect is not recognised in the consolidated income statement. The interest rate hedge applied by the parent company is also not recognised in the income statement. The realisation of the effects of these hedges on profit or loss is expected to occur in the next financial year.		

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

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)

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 550 brands. The assortment covers spare parts and accessories for motorcycling, bicycling, ATVs/UTVs, mopeds and scooters, snowmobiling and boating. Logistics centres are in Finland, Sweden, Netherlands, France and the UK. Duell's net sales in 2023 was EUR 119 million and it employs over 200 people. Duell's shares are listed on the First North Marketplace. www.duell.eu