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# *Duell Corporation*

# *Full Year Financial Report*

## September 2023-August 2024

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**Progress with both Central European growth strategy and profitability improvements**

Full year and comparative figures presented below are derived from published financial statement. Financial year and quarterly figures are unaudited. The comparison period figures are based on audited statements.

**June 2024-August 2024 "Q4 2024" (comparable figures in parenthesis 6/2023-8/2023):**

* Net sales increased 5.8% to EUR 31.6 million (EUR 29.9 million). Net sales with comparable currencies increased 2.0 %.
* Adjusted EBITDA was EUR 1.6 million (EUR 0,5 million) with an adjusted EBITDA margin of 5.0% (1.6%).
* Adjusted EBITA was EUR 1.4 million (EUR 0.2 million) with an adjusted EBITA margin of 4.2% (0.8%).
* Adjusted operating profit was EUR 0.6 million (EUR -0.4 million) with a margin of 2.0% (-1.5%).

**September 2023–August 2024 "FY 2024" (comparable figures in parenthesis 9/2022-8/2023):**

* Net sales increased 4.9% to EUR 124.7 million (EUR 118.8 million). Net sales with comparable currencies increased 5.7%. Comparable net sales growth was 0.3%.
* Adjusted EBITDA was EUR 7.1 million (EUR 5.5 million) with an adjusted EBITDA margin of 5.7% (4.6%).
* Adjusted EBITA was EUR 6.2 million (EUR 4.6 million) with an adjusted EBITA margin of 5.0 % (3.9%).
* Adjusted operating profit was EUR 3.4 million (EUR 2.2 million) with a margin of 2.7% (1.9%).
* Earnings per share was EUR -0.004 (EUR -0.10) at end of August 2024.

**Guidance 2025**

Markets have somewhat stabilised, but consumer sentiment remains fragile due to uncertainties. Duell expects the demand over the next 12 months to be slightly better than the comparison period, but there may be variations between product categories. The industry in which Duell operates remains relatively fragmented, which provides long-term opportunities and favours the larger players, of which Duell is one.

Therefore, our guidance for financial year 9/2024-8/2025 is, that:

* Duell expects that organic net sales with comparable currencies will be at the same level or higher than previous year.
* Duell will continue to focus on improving profitability and expects adjusted EBITA to improve from last year’s level.

**CEO Magnus Miemois**:

I am quite happy with the performance of team Duell in the fourth quarter and the fiscal year overall. For the financial year 2024, net sales increased by five percent to EUR 125 million and adjusted EBITA increased by 34 percent to EUR 6.2 million. Our strategic focus on the central European market progressed well. As a result, we managed to grow business volumes, in a still somewhat uncertain market situation. This strategic focus has served us particularly well in this moment in time where the Nordics market demand remains soft. Our largest central European operations are in France and UK, but Benelux countries and Germany are also important regions in our growth equation.

In the Nordics motorcycle registrations declined, which is an indicator of lower market demand for motorcycle parts and accessories. On the other hand, we had good demand for bicycle parts and accessories in the Nordics market, where we are known for having top brands and a well working logistics setup for customers in Finland, Sweden and Norway.

Our program focused on profitability improvements, applying a wide array of initiatives, progressed well throughout the year and reached the point where we could continue the activities embedded into operational processes. Apart from the results, I consider this also as a milestone in developing our ability to execute, to identify opportunity and convert actions into tangible results. An important capability in every high performing organisation, I believe.

In June 2024 a new operating model was introduced. The aim of this operating model is to improve efficiency with a clearer market focus, to drive growth and develop strategic partnerships. The new operating model will also enable more effective integration at group level to accelerate organic growth. It will also provide a stronger emphasis on purchasing operations and the development of the brand portfolio.

The financial position of the company significantly improved during the year. The additional capital raised through the rights issue in January was the major step, but also the efforts made to improve profitability were important in having reached a more stable situation. We also progressed with inventory level optimizations and the inventory turnover rate is improving in the right direction. We are gradually shifting to a more data driven decision making regarding assortment and inventory levels.

Many of the above-mentioned things will remain on our agenda in the current financial year, and I would like to thank the entire Duell organisation for their accomplishments in financial year 2023-2024.We expect the demand over the next 12 months to be slightly more favourable, but there may be variations between product categories. Despite market uncertainties, our aim is to continue improving our performance in fiscal year 2025.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Key figures and ratios EUR thousand | Q4 2024  (6/2024-8/2024) | Q4 2023  6/2023-8/2023) | FY/ 2024 (9/2023-8/2024) | FY 2023 (9/2022-8/2023) |
| Net sales | 31,579 | 29,866 | 124,652 | 118,832 |
| Net sales growth, % | 5.8 | -14.0 | 4.9 | -4.2 |
| Net sales growth with comparable currencies, % | 2.0 | -9.5 | 5,7 | -1.0 |
| Organic net sales growth with comparable currencies, % | 2.0 | -16.2 | 0,3 | -15.6 |
| Gross margin | 7 324 | 6,550 | 30,339 | 28,344 |
| Gross margin, % | 23.2 | 21.9 | 24.3 | 23.9 |
| EBITDA | 2,136 | 101 | 4,564 | 4,307 |
| EBITDA margin, % | 6.8 | 0.3 | 3.7 | 3.6 |
| Items affecting comparability, Gross margin\* | 421 | -131 | 421 | -131 |
| Items affecting comparability, EBITDA\*\* | 101 | -370 | -2,998 | -1,193 |
| Adjusted EBITDA | 1 614 | 471 | 7,141 | 5,499 |
| Adjusted EBITDA margin, % | 5.1 | 1.6 | 5.7 | 4.6 |
| EBITA | 1,885 | -145 | 3,628 | 3,401 |
| EBITA margin, % | 6.0 | -0.5 | 2.9 | 2.9 |
| Adjusted EBITA | 1 363 | 225 | 6,205 | 4,594 |
| Adjusted EBITA margin, % | 4.3 | 0.8 | 5.0 | 3.9 |
| Operating profit | 1,179 | -828 | 842 | 1,041 |
| Operating profit margin, % | 3.7 | -2.8 | 0.7 | 0.9 |
| Adjusted operating profit | 657 | -458 | 3,419 | 2,234 |
| Adjusted operating profit margin, % | 2.1 | -1.5 | 2.7 | 1.9 |
| Earnings per share, basic, EUR | 0.001 | -0.06 | -0,004 | -0.1 |
| Earnings per share, diluted, EUR | 0.001 | -0.06 | -0,004 | -0.1 |
| Number of outstanding shares at the end of the period, basic | 1,038,546,116 | 30,545,474 | 1,038 546,116 | 30,545,474 |
| Number of outstanding shares at the end of the period, diluted | 1,036,334,706 | 30,545,474 | 1,036,334,706 | 30,545,474 |
| Weighted average number of shares, basic | 1,038,546,116 | 30,545,474 | 692,113,705 | 27,937,259 |
| Weighted average number of shares, diluted | 1,038,344,706 | 30,545,474 | 691,926,399 | 27,937,259 |
| Investments in tangible and intangible assets excluding acquisitions | 118 | 1,004 | 746 | 2,481 |
| Net debt | 19,563 | 38,248 | 19,563 | 38,248 |
| Net working capital | 48,323 | 49,873 | 48,323 | 49,873 |
| Operating free cash flows | 10,130 | 10,599 | 5,785 | 16,392 |

\*) Items affecting comparability, gross margin: EUR 421 thousand in 09/2023-08/2024, generated from change of accounting principles related to inventory.

\*\*) Items affecting comparability, EBITDA: Totally EUR -2,988,000 in 09/2023-08/2024. EUR 338,000 was generated from changing accounting principles related to receivables, restructuring costs EUR -371,000, rights issue EUR -2,818,000 and other non-recurring items EUR -147,000.

**Inventory and receivables, change in accounting principles**

Duell has changed its accounting principles related to inventory valuation and overdue receivables. The reason for this change is to harmonise and simplify the policies in the group and adopt commonly applied practices in wholesale distribution business. Inventory valuation is done according to inventory aging, applying set write down profiles. The principles related to provisions for bad debt have been tightened and provisions made at given overdue thresholds. This change impacts both income statement and balance sheet positions, as detailed in the below table.

|  |  |  |  |
| --- | --- | --- | --- |
| Income statement impact | MEUR | Balance sheet impact | MEUR |
| Impact on gross margin (inventory) | 0.4 | Inventory and receivables valuation impact | -4.0 |
| Impact on EBITDA (receivables) | 0.3 | Net tax impact | 0.5 |
| **Net impact, income statement** | **0.8** | **Net impact, equity** | **-3.5** |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Operational key figures | Q4 2024  (6/2024-8/2024) | Q4 2023  6/2023-8/2023) | FY/ 2024 (9/2023-8/2024) | FY 2023 (9/2022-8/2023) |
| Number of brands | 535 | 562 | 535 | 562 |
| Share of own brand sales, % of total | 15.9 | 15.0 | 18.0 | 21.8 |
| Share of online sales, % of total | 25.8 | 27.4 | 26.0 | 24.7 |
| Equity ratio, % | 55.0 | 38.6 | 55.0 | 38.6 |
| Full-time equivalent employees, average\* | 215 | 224 | 215 | 218 |

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

**Financial review September 2023–August 2024 (comparison figures in parenthesis 9/2022-8/2023)**

**Net sales**

Duell’s net sales increased 4.9% to EUR 124.7 million (118.8). The increase was attributable to progress with Duell’s growth strategy in Central Europe. Like-for-like net sales growth was 0.3% as the acquisition of TranAm occurred in the middle of the comparison period.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Net sales, EUR thousand | Q4 2024  (6/2024-8/2024) | Q4 2023  6/2023-8/2023) | FY/ 2024 (9/2023-8/2024) | FY 2023 (9/2022-8/2023) |
| Nordics | 15,895 | 15,152 | 66,162 | 69,926 |
| Central Europe | 15,684 | 14,714 | 58,490 | 48,906 |
| Total | 31,579 | 29,866 | 124,652 | 118,832 |

Net sales from Nordics amounted to 53% (59%), the Central Europe market area amounted to 47% (41%) of Duell's net sales. The decrease in Nordics was due to suppressed market demand, particularly in the marine product category. At the same time, the company was able to increase its market share in Central Europe and generate net growth for the full period.

The share of online channel sales of total net sales amounted to 26.0% (24.7%) for the financial year. The increase was attributable to dealer network increasingly adopting multi-channel service models towards consumers.

The share of own brand sales of the total net sales amounted to 18.0% (21.8%) in the financial year. The decrease was attributable to softened market demand in the Nordics and subsequent consumer shifts to other price points.

**Profitability**  
  
Duell’s EBITA increased to EUR 3.6 million (3.4). Duell’s adjusted EBITA increased by 34% to EUR 6.2 million (4.6). Adjusted EBITA margin increased to 5.0% (3.9%). The increase was primarily attributable to gross margin improvements and efficient cost control.

**Financial position and cash flow**

Duell's consolidated balance sheet total on August 31, 2024, was EUR 93.9 million (95.5). The amount of consolidated goodwill in the balance sheet was EUR 19.1 million (21.3). The most significant changes in the balance sheet compared to the comparison period were a decrease in net debt of EUR 18.6 million, due to an equity increase of EUR 20.2 million from rights issue carried out in second quarter of 2024 and improvements in working capital management.

Duell received gross proceeds of approximately EUR 20.2 million and net proceeds of approximately EUR 17.7 million from the rights issue in the second quarter. Duell paid out the deferred purchase price relating to the acquisition of Tran-Am Ltd (approximately GBP 4.9 million) on December 28, 2023, and performed loan repayment instalments of EUR 5.8 million during the year.

Duell has historically financed Its operations with cash flow from operations as well as from debt facilities 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 9.3 million (2.4) and total interest-bearing liabilities amounted to EUR 28.9 million (40.6) on August 31, 2024. Total interest-bearing liabilities comprise loans from financial institutions and utilization of Revolving Credit Facility.

Duell's equity ratio was 55% (38.6%) on August 31, 2024, and the Group's return on equity was -4.1% (-8.2%). The equity ratio increased due to rights issue and decrease of net debt.

Duell’s net cash flow from operating activities in FY 2024 was EUR -0.9 million (+14.4), a decrease of EUR 15.3 million. The decrease in net cash flow from operating activities was primarily attributable to already lower net working capital in the beginning of the reported period when compared to previous period and as in this reporting period company's working capital fluctuation returned to a normal seasonal level. The decrease was also attributable to weaker EBIT which was attributable to rights issue costs.

Duell’s net cash flow from financing activities in FY 2024 was EUR +13.7 million (-4.9), a change of EUR 18.6 million. The increase in net cash flow from financing activities was primarily attributable to the gross proceeds from share issue EUR 20.2 million. In addition, the service of long-term debt decreased the cash flow financing activities EUR 5.8 million.

Duell's net debt was EUR 19.6 million on August 31, 2024, (38.2). Duell's net debt to adjusted EBITDA ratio for the last 12 months was 2.8x on August 31, 2024 (6.9x). The covenants for loans from financial institutions relate to net debt to EBITDA (Leverage), level of EBITDA and the amount of net debt in proportion to equity (Gearing). The conditions for the covenants were met at the end of the fiscal year.

**Investments**

Duell’s net cash flow used in investing activities in financial year 2024 was EUR 6.5 million (9.4) a decrease of EUR 2.9 million. The investments were primarily attributable to the final instalment of TranAm acquisition and capital expenditure related to Duell’s ecommerce platform.

**Personnel**

Duell had an average of 215 (218) full-time equivalent (FTE) employees during the period, and at the end of the review period 215 (212). When calculating the average, the part-time nature of the employment relationship has also been considered. Out of the personnel 146 employees (142) are in the Nordic countries and 69 employees (70) in Central Europe.

**Risks**

Market uncertainty is expected to persist in financial year 2025, with overall market situation affecting consumer confidence, which 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.

**Sustainability**

Duell continued to define and develop its corporate responsibility framework to comply with the regulations imposed on listed companies. During 2024 Duell confirmed and published Group’s Code of Conduct, implemented a Whistleblowing channel, and focused on defining the EU taxonomy. Duell will continue the sustainability work in 2025 to prepare the company for its obligation to fulfil the CSRD reporting in 2026.

**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 1,038,546,116 (30,545,474). The rights offering took place between December 7, 2023-December 21, 2023, which was oversubscribed.  The total number of shares increased from 30,545,474 shares to 1,038,546,116 shares. Duell received gross proceeds of approximately EUR 20.2 million and net proceeds of approximately EUR 17.7 million from the share issue. Trading in the new shares started on January 3, 2024.

**Trading in shares**

The closing price of the share during FY 2024 on the first day of trading, September 1, 2023, was EUR 0.0896 (0.2029). On the last trading day of the financial period, August 31, 2024, the closing price of the share was EUR 0.0355 (0.0909). The highest price quoted in the financial period was EUR 0.0935 (0.2113) and the lowest EUR 0.0252 (0.0868). The average closing price of the share during the financial period was EUR 0.0394 (0.1484) and the average daily trading volume was 1,156,147 (900,534) shares. The share values for the period under review and the comparative period have been calculated to reflect the number of shares after the issue to have the figures comparable.

Duell held a total of 2,211,410 shares on August 31, 2024 (0).

Duell's market capitalisation on August 31, 2024, was EUR 36,868,378 (31,461,838).

**Shareholders**

Duell had 4,070 (4,737) 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. Hc DI Holding Oy Ab 313,263,140 30.16
2. Skandinaviska Enskilda Banken Ab

(publ) Helsingin Sivukonttori\* 118,528,499 11.41

1. Sponsor Capital Oy 105,216,876 10.13
2. Keskinäinen Työeläkevakuutusyhtiö Varma 47,703,292 4.59
3. Säästöpankki Fonder 45,275,318 4.36
4. Danske Invest Finnish Equity Fund 30,858,066 2.97
5. Erikoissijoitusrahasto Aktia Mikro Markka 23,720, 882 2.28
6. Keskinäinen Työvakuutusyhtiö Elo 21,760,000 2.10
7. Twin Engine Oy 16,475,013 1.59
8. Evli Finalnd Select Fund 13,500,000 1.30

\*) Nominee registered

**Management team**

Members of Duell’s Management Team at the end of the financial period were Magnus Miemois

(Chief Executive Officer), Caj Malmsten (Chief Financial Officer), Jarkko Ämmälä (Commercial Director), Jukka Smolander (Purchase Director), Heidi Markkanen (Chief Digital Officer), Pia Hoseus (HR Director), and Pellervo Hämäläinen (Communications and IR Manager).

**Significant events during the reporting period**

Duell announced on June 1, 2024, to renew its organisation and Management Team from June 1, 2024, with the aim of investing in growth, developing strategic partnerships and improving efficiency.

Duell announced on June 10, 2024, that is has appointed Caj Malmsten as the company's Chief Financial Officer (CFO) and member of Management Team from August 19, 2024. Juha Lindroos served as Interim CFO in the period March to September 2024.

Duell announced on August 1, 2024, to commence a share buy-back programme based on the authorisation received from the Annual General Meeting on 5 December 2023. The shares to be repurchased will be used for a new share-based incentive plan for key employees of the Duell Group. The maximum number of shares to be repurchased is 6,760,000 shares, corresponding to approximately 0.7 percent of the total number of shares in the Company. The maximum amount to be used for the acquisition of shares is EUR 300,000.

Duell announced on August 28, 2024, that the Board of Directors of Duell Corporation has resolved to establish a new share-based incentive plan for key employees of the group. The Performance Share Plan 2025–2029 consists of three performance periods, covering the financial years 2025–2027, 2026–2028 and 2027–2029 respectively. The Board of Directors will resolve annually on the commencement and details of a performance period.

**Significant events after review period**

Duell announced to start change negotiations on October 9, 2024, with the aim of improving operational efficiency by adapting operations and workloads to the current market situation. The aim of the efficiency measures, which will affect the Group's all 220 employees, is to achieve annual cost savings of approximately EUR 1 million, mainly in the financial year 2025. The total estimated need for reductions in the Duell Group is up to 20 positions, including a maximum of 9 positions in Finland.

Duell announced on October 9, 2024 that the Board of Directors proposes that the combination of shares would be implemented by issuing new shares in the company without consideration and by redeeming shares in the company without consideration so that after carrying out the arrangements under this proposal, each existing 200 shares in the company would correspond to one (1) share in the company. The current total number of shares in the company is 1,038,546,116.

**Webcast for investors and media**  
  
Duell will arrange a live webcast for investors and media in English on October 9, 2024, at

10.30 am EET. The webcast can be followed online through this [link](https://duell.videosync.fi/q4-2024). A presentation will be held by CEO Magnus Miemois, CFO Caj Malmsten 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) (Unchanged)**

Growth: Net sales in the range of EUR 200-300 million in medium term, achieved through yearly growth organically and inorganically.

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).  
  
**Duell’s Financial Reporting and Annual General Meeting in 2024**

Annual Report 2024, which includes, among other things, the Report of the Board of Directors and the Company's financial statements, will be released in the week commencing 21 October 2024.

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

**Financial reporting and Annual General Meetings in Financial Year 2025**

During the Financial Year 2025, Duell will publish financial information as follows:

* Business report September 2024–November 2024 (Q1 2025) on Thursday, January 16, 2025.
* Half-year financial report September 2024–February 2025 (Q2 2025) on Thursday, April 10, 2025.
* Business report September 2024–May 2025 (Q3 2025) on Thursday, July 3, 2025.
* Financial statements bulletin for the financial year September 2024–August 2025 (Q4 2025) on Thursday, October 16, 2025.

Annual Report 2025, which includes, among other things, the Report of the Board of Directors and the Company's financial statements, in the week commencing October 27, 2025.

Duell’s Annual General Meeting of shareholders is scheduled for Tuesday, November 25, 2025.

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, 2023-August 31, 2024**  
  
**Basis of preparation of full year 2024 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 2024 and 2023 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**

|  |  |  |
| --- | --- | --- |
|  | **2024** | **2023** |
|  |  |  |
| **NET SALES** | 124 652 | 118 832 |
| **Other Operating income** | 273 | 221 |
| **Materials and services** |  |  |
| Material, supplies and goods |  |  |
| Purchases during the period | -83 279 | -81 351 |
| Change in Inventory | -4 501 | -2 886 |
| External Services | -6 533 | -6 251 |
|  | **-94 313** | **-90 488** |
| **Personnel expenses** |  |  |
| Wages and Salaries | -10 707 | -9 922 |
| Social security expenses |  |  |
| Pension expenses | -1 124 | -1 268 |
| Other social security expenses | -1 436 | -1 569 |
|  | **-13 267** | **-12 760** |
|  |  |  |
| **Depreciation and amortization** | -3 722 | -3 265 |
|  |  |  |
| **Other Operating expenses** | -12 780 | -11 499 |
|  |  |  |
| **OPERATING PROFIT** | 842 | 1 041 |
| **Financial income and expenses** |  |  |
| Other interest and financing income | 1 630 | 1 614 |
| Interest expenses and other financial expenses | -4 138 | -5 044 |
|  | **-2 508** | **-3 430** |
|  |  |  |
| **Profit before appropriations and taxes** | **-1 666** | **-2 389** |
| Income Taxes | -959 | -438 |
| **Profit for the period** | **-2 626** | **-2 827** |

**Consolidated Balance Sheet**

|  |  |  |
| --- | --- | --- |
|  | **2024** | **2023** |
| ASSETS |  |  |
|  |  |  |
| NON-CURRENT ASSETS |  |  |
| Immaterial rights | 208 | 419 |
| Goodwill | 19 138 | 21 345 |
| Other intangible assets | 1 023 | 758 |
| Assets under construction | 1 735 | 1 826 |
| **Intangible assets total** | **22 105** | **24 348** |
| Machinery and equipment | 695 | 848 |
| **Tangible assets total** | **695** | **848** |
|  |  |  |
| TOTAL NON-CURRENT ASSETS | **22 799** | **25 196** |
|  |  |  |
| CURRENT ASSETS |  |  |
| Inventory | 43 291 | 49 503 |
| Paid Advances | 1 708 | 945 |
| **Inventories total** | **44 999** | **50 448** |
| Other long-term receivables | 165 | 159 |
| **Total Long-term receivables** | **165** | **159** |
| Trade Receivables | 14 445 | 15 758 |
| Other receivables | 1 002 | 547 |
| Prepaid expenses and accrued income | 1 224 | 988 |
| **Total short-term receivables** | **16 672** | **17 293** |
| **Cash at bank** | **9 288** | **2 386** |
|  |  |  |
| TOTAL CURRENT ASSETS | **71 123** | **70 287** |
|  |  |  |
| TOTAL ASSETS | **93 923** | **95 483** |
|  |  |  |
| EQUITY |  |  |
| Share Capital | 80 | 80 |
| Reserve for invested unresttricted equity | 52 980 | 32 887 |
| Retained earnings | 1 214 | 6 743 |
| Profit (loss) for the period | -2 626 | -2 827 |
| TOTAL EQUITY | **51 648** | **36 883** |
|  |  |  |
| NON-CURRENT LIABILITIES |  |  |
| Loans from financial institutions | 25 552 | 32 148 |
| Other non-interest bearing liabilities | 95 | 114 |
| **Total non-current liabilities** | **25 647** | **32 262** |
|  |  |  |
| CURRENT LIABILITIES |  |  |
| Loans from financial institutions | 3 298 | 2 198 |
| Trade Payables | 7 601 | 12 073 |
| Other liabilities | 2 720 | 9 145 |
| Accrued expenses and deferred income | 3 008 | 2 921 |
| **Total current liabilities** | **16 627** | **26 337** |
|  |  |  |
| TOTAL LIABILITIES | **42 275** | **58 600** |
|  |  |  |
| TOTAL EQUITY AND LIABILITIES | **93 923** | **95 483** |

**Consolidated Cash Flow Statement**

|  |  |  |
| --- | --- | --- |
| **CONSOLIDATED CASH FLOW STATEMENT** | **2024** | **2023** |
| **Cash flows from operating activities** |  |  |
| EBIT | 842 | 1 041 |
| **Adjustments to EBIT** |  |  |
| Depreciations | 3 722 | 3 265 |
| Other income and expenses, without cash impact | -1 077 | 234 |
| Change in working capital | -1 369 | 13 374 |
| Financial income/expense | -2 672 | -2 973 |
| Taxes | -358 | -549 |
| **Cash flows from operating activities** | **-912** | **14 392** |
| **Cash flows from investing** |  |  |
| Investments in intangible and tangible assets | -746 | -2 481 |
| Investments in subsidiaries | -5 718 | -6 939 |
| Earnout impact | - | - |
| **Cash flows from investing** | **-6 464** | **-9 420** |
| **Cash flows from financing activities** |  |  |
| Issuances of long-term debt | - | - |
| Payments of long-term debt | -5 798 | -2 669 |
| Change in RCF | -601 | -10 886 |
| Share Issue | 20 093 | 8 655 |
| **Cash flows from financing activities** | **13 694** | **-4 901** |
| Effect of exchange rate changes on cash and cash equivalents | 585 | -1 751 |
| **Net increase (decrease) in cash and cash equivalents** | **6 902** | **-1 680** |
| Cash and cash equivalents at beginning of year | 2 386 | 4 066 |
| **Cash and cash equivalents at end of year** | **9 288** | **2 386** |

**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 1.9.2023** | **80** | **32 888** | **4 890** | **-973** | **3 916** | **36 884** |
| Change in translation difference |  | -1 |  | 422 | 422 | **421** |
| Increase Share Capital |  |  |  |  | 0 | **0** |
| Share issue |  | 20 093 |  |  | 0 | **20 160** |
| Repurchase of own shares |  | -67 |  |  |  | **-67** |
| Correction to Retained Earnings |  |  |  |  | 0 | **0** |
| Change in accounting principles |  |  | -3 186 |  | -3 186 | **-3 186** |
| Other |  |  | 62 |  | 62 | **62** |
| Profit (loss) for the period |  |  |  |  | -2 626 | **-2 626** |
|  |  |  |  |  |  |  |
| **Equity 31.8.2024** | **80** | **52 980** | **1 766** | **-551** | **-1 241** | **51 648** |
|  |  |  |  |  |  |  |
| **Equity 1.9.2022** | **80** | **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** | **32 888** | **4 890** | **-973** | **3 916** | **36 884** |

**Collaterals and off-balance sheet commitments**

|  |  |  |
| --- | --- | --- |
|  | **2024** | **2023** |
| **Loans and other liabilities pledged with collaterals** |  |  |
| Loans from financial institutions | 28 850 | 34 346 |
| Credit limits | 21 000 | 21 000 |
| whereof used | 0 | 0 |
| Import letter of credit | 500 | 500 |
| whereof used | 0 | 0 |
| Other collaterals | 618 | 600 |
| whereof used | 294 | 305 |
|  |  |  |
| The covenants for financial institutions loans relate to leverage and gearing ratio. | | |
| **Given Collateral** |  |  |
| Corporate mortgage | 120 640 | 120 640 |
|  |  |  |
| **Rental commitments** |  |  |
| Current rental commitments | 2 577 | 2 164 |
| Non-current rental commitments | 9 292 | 8 456 |
| **Total** | **11 869** | **10 619** |
|  |  |  |
| **Lease commitments** |  |  |
| Current leasing commitments | 232 | 326 |
| Non-current leasing commitments | 301 | 280 |
| **Total** | **533** | **607** |
|  |  |  |
| Rental obligations relate to rental of premises and lease obligations relate to | |  |
| rental of machinery and equipment. |  |  |
|  |  |  |
| **Derivatives** |  |  |
| Fair value of interest hedging | 0 | 34 |
| Target value of interest hedging | 0 | 4 392 |
|  |  |  |
| Fair value of currency hedging | 0 | 70 |
| Target value of currency hedging | 0 | 2 835 |
|  |  |  |
|  |  |  |

**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) |

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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 approximately 8,500 dealers. The range of products includes around 150,000 items under more than 550 brands. The assortment covers spare parts and accessories for Motorcycling, Bicycling, ATVs/UTVs, Snowmobiling, Marine and Garden/Forest categories. Logistics centres are in Finland, Sweden, Netherlands, France, and the UK. Duell’s net sales in 2024 was EUR 125 million and it employs over 200 people. Duell’s shares are listed on the Nasdaq First North Growth Market Finland marketplace. [www.duell.eu](http://www.duell.eu).