

ANNUAL AND SUSTAINABILITY REPORT

**WE ARE  
THE NORDIC  
DEPARTMENT  
STORE.**

**2021**

# BOOZT IN BRIEF

**Our vision is** to become the leading Nordic department store, offering the preferred destination for shopping Fashion, Kids, Sport, Beauty and Home online.

**We are a Nordic department store** selling curated Fashion, Kids, Sport, Beauty and Home online via our own-built and tailor-made tech infrastructure. We offer a contemporary selection of products relevant to a variety of lifestyles through our multi-brand webstores, Boozt.com and Booztlet.com.

We are more than 1,200 employees with 38 nationalities reimagining how we shop today and tomorrow, while working to deliver an outstanding online shopping experience with unrivalled customer service and making Boozt the leading responsible e-commerce company in the Nordics.

**READ MORE AT:** <https://www.booztgroup.com/>

Number of active customers:

**3+**  
million

Trustpilot score:

**4.5**

Number of orders:

**7+**  
million

Number of markets:

**12**

Number of employees:

**1,200+**



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# Introduction



## INTRODUCTION

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# The Nordic Department Store

**When we launched Boozt.com** back in August 2011 our vision was to build a Nordic online department store. Back then people said that it wasn't a grand world-changing-vision and that we should be careful to speak about it since department stores were going out of fashion.

**N**evertheless, we believed in this vision. We believed that by adding one brand at a time and one category at a time, inch by inch we would be able to create the Nordic department store; a modern online version of the classic department store. Curated as before, but not limited by physical constraints, locations or geographies.

Over the years, in line with our ambition, we launched our categories Kids, Sport, Beauty and Home alongside Women's and Men's fashion. Apart from providing an outstanding shopping experience from this curated multi-category approach, we have learned that it is a good hedge towards changes in consumer behaviour. Occasion-wear has been a good example where both women and men have been buying less occasion-wear during the past two years of the COVID-19 pandemic. That would have been a greater challenge if we were only selling Women's and Men's fashion, but, since we have been able to sell more Kids, Sport, Beauty and Home, the impact hasn't been as big.

Our categories are the reason we have accelerated our growth over the past two years and why we have higher profitability than most, if not all, of our peers. In 2021, we achieved net revenue growth of 33.4% with an acceleration in the fourth quarter with 38.1% growth. Growth was strong across our universe but most notably in our adjacent categories. This benefits our average order value as there is a general trend of customers adding multiple items per basket. The high average order value is one of the most important pillars of our business model and something we will protect and develop without compromise.



**Hermann Haraldsson,**  
Co-founder and Group CEO

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“We have managed to grow our active customer base with more than 500,000 customers and more importantly, we have succeeded in keeping our new and existing customers happy with the service and selection”

Customers have really started to buy into the concept of the Nordic department store, which our numbers reflect. We have managed to grow our active customer base with more than 500,000 customers and more importantly, we have succeeded in keeping our new and existing customers happy with the service and selection. This has resulted in an all-time high Net Promoter Score of 79 at the end of 2021 along with a stable 5-star rating on Trustpilot.

We have not achieved our goals yet, but we believe that we have laid the foundation. I am confident that we at this time have the relevant categories that are quickly becoming destinations in their own rights, and we can now focus on making these categories even stronger. We believe that this curated multi-category department store strategy will set us apart from our peers and provide us with a unique potential for value creation.

## Responsible e-commerce

We have also taken important steps in contributing to a more sustainable industry. We are fully aware that fashion and apparel has a considerable carbon footprint, but we are committed to reducing that footprint. We have launched our Care-For strategy, providing a roadmap for how to become the leading responsible e-commerce company in the Nordics by 2025. We are on a journey to become a B-Corp certified e-retailer and even though e-commerce in general, and Boozt in particular, probably is the most CO<sub>2</sub> friendly way of buying fashion and apparel, we are constantly trying to reduce the carbon footprint of our deliveries and returns.

We were front runners in reducing returns with the introduction of our Fair Use policy at the end of 2019, where we so far have blocked approx. 25,000 customers. By enforcing this policy, we saved 900,000 “unnecessary” packages being shipped in 2021 – of which 430,000 would have been returns. This is equal to 300 truckloads saved.

During 2021 we also launched ReBoozt, our peer-to-peer platform for pre-owned items. We want to keep giving our customers a better shopping experience and with the high-quality products sold on Boozt, we think it is natural to provide a seamless option to increase the circularity and lifetime of these products and reduce the footprint. Promoting more sustainable consumption by use of the Boozt technology platform ultimately makes sustainable choices more convenient.

## Inch by Inch

Having three children, I see it as my parental duty to introduce them to movie classics that will provide them with life wisdom. The other day, when watching Any Given Day with my youngest, I was reminded of the movie's famous “Inch by Inch”-speech made by Al Pacino when trying to convince his players that only by thinking and acting as a team, they will be able to win the match. He talks about how life is a game of inches, just like football. The team fights for that inch, they tear themselves and everyone around them for that inch, and when they add up all those inches it makes the difference between winning and losing.

When I watched this scene, I thought about our Boozt team. A team that during the last 24 months of the COVID-19 pandemic has been fighting for these inches. A team that has delivered outstanding results to all our stakeholders in an environment that has been more challenging than ever before. Fighting to deliver an outstanding customer experience, and to contribute to a better world with our environmental and social actions (even though we are nowhere near being perfect). We have fought with and for our team members and we have been fighting to provide a good return on investment to our shareholders.

I am proud of our team. I am proud to say that we, fortunately, are very different as individuals, coming from 38 different countries, with different cultural backgrounds, different religious beliefs - and non-beliefs, different political views, and different colour of our skins. Together we make an amazing team. We share our core values and beliefs of Trust, Freedom and Responsibility and even though we have outstanding individuals, we are pretty good at working as a team. This is what makes all the difference and why we win most of our matches.

I will do whatever I can to keep this team together. Make sure that we continue to fight for those inches. Because I and the team know that there is always a new match to be played tomorrow.

Best

**Hermann Haraldsson,**  
Co-founder and Group CEO

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# Highlights 2021

## Reaching 1,000 employees

In 2021, we reached a milestone as we became more than 1,000 employees. Contributing to the rising numbers of employees was the insourcing of the warehouse staff where we officially welcomed 450 new employees at the start of the year, as well as hiring extra warehouse staff during peak seasons.

## Becoming a Large Cap company

Due to higher market capitalisation the Boozt share was moved to the Nasdaq Large Cap segment for companies with a market value above EUR 1 billion. The transfer of the share is a quality mark and reflects our strong growth potential.

## AutoStore expansion

To accommodate the expected growth in the coming years, we expanded the AutoStore solution at the fulfilment centre in Ängelholm. Adding 200,000 bins and approx. 210 robots to our automation effectively increasing our capacity with +40%.

## Expanding to new markets

Although the Boozt core business focuses on the Nordic market, we continue to explore opportunities to engage with new customers. During 2021 we expanded our footprint in Europe.



## Strengthened tech competencies

To secure scalable platform growth and frictionless online experience for customers we acquired our longstanding Lithuanian technology partner, Estina. The team of developers are based in Vilnius, with the new company name Boozt Technology Baltics.



## Developing the BrandHub

We established the core of what we call our BrandHub, expanding our brand portfolio with own and owned brands. We acquired the well-known Nordic brands, Rosemunde and Svea, to develop critical skills within the fashion value chain and cement our market leading position.

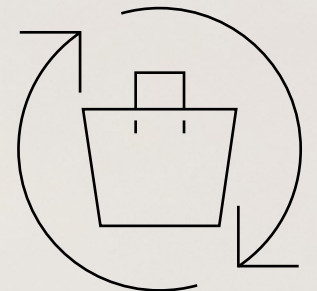


## Record-breaking Black Friday

We had another record breaking Black Friday, both in terms of sales numbers and for numbers of orders handled per hour, with an impressive ~8,000 during peak. At the same time, we welcomed 125,000 new customers during the week.

## New second-hand peer-to-peer platform

We launched ReBoozt on Boozt.com. A free and seamless option for customers to sell and buy pre-owned Boozt items, promoting circularity and extended lifetime for items. A next step to becoming the leading responsible e-commerce company in the Nordics by 2025.



## Launch of the Made With Care category

As part of our Care-For sustainability strategy, we have introduced the new Made With Care category on Boozt.com. With stricter social, environmental, and transparency criteria for products, the goal is to make it easier for customers to shop according to their values.





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# 5 year overview

<b>Financials</b>	2021	2020	2019	2018	2017	<b>Ratios</b>	2021	2020	2019	2018	2017
<b>Results (SEK million)</b>						<b>KPIs (%)</b>					
Net revenue	5,814	4,359	3,425	2,784	2,016	Net revenue growth	33.4%	27.3%	23.0%	38.1%	44.4%
Gross profit	2,352	1,769	1,361	1,113	861	Gross margin	40.4%	40.6%	39.7%	40.0%	42.7%
EBIT	265	182	92	68	-70	Fulfilment cost ratio	11.8%	11.6%	13.7%	13.8%	15.5%
Adjusted EBIT*	343	290	109	63	48	Marketing cost ratio	10.5%	9.9%	10.0%	12.2%	13.0%
Net financial items	-20	-12	-11	-6	-2	Admin & other cost ratio	10.8%	11.2%	10.3%	9.8%	16.2%
Result for the year	195	133	55	43	-13	Depreciation cost ratio	2.9%	3.7%	3.1%	1.8%	1.5%
						Adjusted EBIT margin	5.9%	6.7%	3.2%	2.3%	2.4%
<b>Cash flow (SEK million)</b>						<b>Share ratios</b>					
Operating activities	244	747	77	-14	-138	Earnings per share of after dilution (SEK)	2.81	2.21	0.95	0.74	-0.24
Investing activities	-609	-151	-171	-92	-175	Adjusted earnings per share after dilution (SEK)*	3.73	3.78	1.18	0.67	1.44
Free cash flow*	-365	597	-95	-106	-313	Number of shares issued ('000)	66,891	64,067	57,371	57,082	56,338
Financing activities	216	779	66	44	520	Share price at year-end (SEK)	183.8	186.8	53.0	45.3	73.3
Cash flow for the year	-149	1,376	-29	-61	208						
<b>Financial position (SEK million)</b>						<b>ESG KPIs</b>					
Equity attributable to parent company shareholders	2,177	1,908	943	870	791	Scope 1 CO <sub>2</sub> e emissions (tons)	94.2	96.1	106.9	n/a	n/a
Balance sheet total	5,058	4,032	2,487	1,833	1,439	Scope 2 CO <sub>2</sub> e emissions (market-based) (tons) <sup>1</sup>	43.3	0.0	0.0	n/a	n/a
Net working capital*	277	74	435	315	200	Scope 3 CO <sub>2</sub> e emissions (tons) <sup>2</sup>	3,239.9	2,522.2	2,030.1	n/a	n/a
Net debt (+) / net cash (-)*	-603	-1,006	296	-258	-328	CO <sub>2</sub> e intensity per order (kg) <sup>3</sup>	0.34	0.34	0.31	n/a	n/a
CAPEX	375	149	167	92	175	Share of renewable electricity (%) <sup>1</sup>	96%	100%	100%	n/a	n/a
Invested capital*	1,748	935	1,192	531	379	Share of recycled waste in the Fulfilment Centre (%)	66%	63%	62%	n/a	n/a
						Share of Made with Care products (%) <sup>4</sup>	21%	17%	n/a	n/a	n/a
						Gender ratio (female/male) (%) <sup>5</sup>	52 / 48	65 / 35	63 / 37	67 / 33	n/a
						Employee Net Promoter Score (eNPS)	50	36	n/a	n/a	n/a

\*The figure is an Alternative Performance Measure (APM) and is described in definition and reconciled on pages 118-121.

<sup>1</sup> 2021 to 2019 Scope 2 and share of renewable electricity is not comparable due to different and extended scope of energy collection in 2021.

<sup>2</sup> 2021 to 2020 Scope 3 data is not comparable due to more Scope 3 Categories being included in 2021 data.

<sup>3</sup> CO<sub>2</sub>e intensity per order is related to the emissions from deliveries and returns (Scope 3 Downstream Transportation and Distribution)

<sup>4</sup> Made with Care is a selection of products that meet Boozt's sustainability criteria.

<sup>5</sup> 2021 and 2020 data is not comparable. The warehouse staff, that formerly were employed by an external staffing company, were successfully insourced as of January 1st 2021 and are included in the consolidated gender ratio.

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# Business Performance

## Key performance indicators

The key performance indicators related to Boozt.com continued to develop positively in line with the acceleration of our execution of the Nordic department store strategy.

Customers have really started to buy into the concept of the Nordic department store and we see a gradual increase in the number of baskets containing items from multiple categories. In 2021 more than 40% of all orders contained items from two or more categories, and we see a general trend of customers adding more items per basket to the benefit of our average order value.

The high average order value is one of the most important pillars of our business model and something we will protect and develop without compromise. In 2021 the average order value increased to SEK 817 (811) for Boozt.com. The strong growth in Kids, Sport, Beauty and Home supports a sustainable high average order value.

New customer intake continued at a high pace as an increasing number of people are shopping online which contributed to the strong growth. During 2021 we have managed to grow our active customer base with more than 500,000 new customers.

The number of site visits on Boozt.com increased 32.1% with a conversion rate at 2.84% coming in slightly lower than 2020. This led to a 25% increase in the number of orders totalling 5,880,000 for 2021.

There have been concerns from external stakeholders in terms of the behaviour of the cohorts acquired during the early days of the COVID-19 pandemic. The numbers in 2021 tells us that the cohorts from 2020 have displayed similar buying patterns as our historic cohorts with true frequency on level with 2020 at 5.9 (6.0).



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Our conclusion at this point in time is that customers have increasingly adopted the benefits of shopping online and showed no signs of returning to old habits as societies gradually reopened.

Most importantly, we have succeeded in keeping our new and existing customers happy with the service and selection resulting in an all-time high Net Promotor Score of 79 at the end of 2021 along with a stable 5-star rating on Trustpilot.

## Financials

### Net revenue

Net revenue in 2021 increased 33.4% to SEK 5,813.8 million (4,359.3). Currency had a negative impact on net revenue growth for the year of around 1.7 percentage points and relates primarily to the weakening of DKK and EUR to SEK compared to 2020.

The momentum for online shopping gained in 2020 fuelled by the COVID-19 pandemic has continued in 2021 with a high structural growth towards online in the Nordics. The net revenue growth was supported by a continued high investment in new customers and significant stock-building activities to have the most relevant customer offer along with the acquisition of Rosemunde.

The overall demand for fashion improved in 2021 and was particularly strong during October and November before new restrictions were imposed throughout key markets in December.

The continued execution of our Nordic department store strategy continued to unfold with a lower return rate due to a different sales mix with a stronger growth in categories outside Women's fashion, which affected net revenue positively.

The net revenue increase was supported by 30.6% growth for Boozt.com and 51.2% growth for Booztlet.com. Other revenue (included in net revenue) improved meaningfully compared to 2020, driven by increased marketing income from brand partners utilising Boozt Media Partnership and the launch of BooztPay on Boozt.com.

In 2021 net revenue in the Nordics increased with 32.9% mainly driven by Denmark and Norway. Rest of Europe increased 40.0%.

### Gross profit

The gross profit increased 32.9% to SEK 2,351.6 million (1,769.4) during 2021. The gross margin was on level with 2020 at 40.4% (40.6). Despite the higher availability of campaign goods in 2020, which are items bought in-season at lower prices, the gross margin remained stable and was supported by continued scale benefits along with increased revenue from Boozt Media Partnership and BooztPay.

### Adjusted EBIT

Adjusted EBIT increased to SEK 342.5 million (290.3) for the year. The adjusted EBIT margin decreased with 0.8 percentage points to 5.9% (6.7). The initial outlook for 2021 adjusted EBIT margin was >5.0% and came in better than expected mainly due to the outperformance in net revenue growth.

The decrease in margin is driven by a continued high marketing spend to attract new customers and extraordinarily low cost of external marketing services in the second quarter of 2020 due to the COVID-19 pandemic.

### EBIT

EBIT increased to SEK 264.5 million (182.3) for the year, while the EBIT margin increased 0.3 percentage points to 4.5% (4.2).

Negatively impacting EBIT compared to adjusted EBIT in the year was a cost of SEK 78.0 million from share-based payments.

The comparison year was affected by one-off costs for closure of the Beauty by Boozt store in Copenhagen of a total SEK 36.5 million.

### Net working capital

The Group realised a net working capital of SEK 277.0 million (73.8) equivalent to 4.8% (1.7) of the net revenue for the last twelve months. The increase to 4.8% was driven by increased capital tied up in inventory. The fourth quarter 2020 was characterised by a low availability of stock on the market due to a high sell-through of the seasonal stock. The stock position increased 38.9% compared to December 31, 2020.

Delivery of the Spring/Summer 2022 season started in November 2021 and is going according to plan providing us with a confident stock position going into the first half of 2022.

### Cash flow

Cash flow for 2021 amounted to SEK -149.0 million (1,375.9), mainly due to a negative cash flow from investments.

Cash flow from operating activities amounted to SEK 244.2 million (747.3) in 2021. Cash flow from changes in working capital during 2020 was positively impacted by the accelerated online migration at the outbreak of the COVID-19 pandemic. In 2020 the Group didn't have enough stock at the end of the year due to a high sell-through and compensated it partly by an increased level of campaign goods, products with a higher turnover rate. Negative cash flow from changes in goods inventory was partly offset by cash flow from changes in current liabilities.



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The cash flow from investing activities amounted to SEK -609.4 million (-150.8). The negative cash flow is mainly originating from the acquisitions of the Danish fashion company Rosemunde and the long-time Lithuanian tech-partner Estina, as well as AutoStore expansions at the fulfilment centre.

The investments in AutoStore are related to the finalisation of the fourth- and combined fifth/sixth expansion phases and the initiation of the seventh expansion phase. The group aims to develop capacity to support growth of +20% for the foreseeable future.

Cash flow from financing activities amounted to SEK 216.0 million (779.4) in 2021. The year was positively impacted by proceeds obtained from the exercises of warrants under the Group's LTI Programs and new loans from financing of the AutoStore investments, partly offset by repayment of existing AutoStore loans and lease liabilities.

## Segments

### Boozt.com

For 2021, net revenue increased 30.6% to SEK 4,938.2 million (3,780.5).

Growth in the Nordics amounted to 31.1% mainly driven by Denmark and Norway. Rest of Europe experienced a growth of 24.9% to SEK 343.7 million.

New customer intake continued at a high pace as an increasing number of people are shopping online which contributed to the strong growth. The Home category that was soft launched in the fourth quarter 2020 continued to have a positive impact and exceeded expectations both in terms of net revenue and profitability.

For 2021, adjusted EBIT increased to SEK 304.4 million (238.0). EBIT increased to SEK 236.5 million (138.5).

### Booztlet.com

Net revenue increased 51.2% to SEK 875.6 million in 2021 (579.0). Measured on a two-year stack Booztlet managed to grow 235% compared to 2019.

Growth in the Nordics amounted to 44.3% mainly driven by Sweden and Norway. Rest of Europe experienced a growth of 158% to SEK 90.9 million.

In 2020, Booztlet benefitted from an exceptionally high access to campaign goods as well as large parts of Boozt.com stock in the wake of the COVID-19 pandemic. During 2021 the situation normalised and returned to pre-pandemic patterns.

The market for a Nordic fashion outlet remains very attractive and the ambition for Booztlet is to continue the high growth trajectory. To support this development, Booztlet is currently building further organisational capabilities and capacity to have enough as well as the right resources to be able to secure and handle the stock and to further build the brand.

For 2021 adjusted EBIT decreased to SEK 38.1 million (52.4). EBIT decreased to SEK 28.0 million (43.8).



# Strategy & Market

## STRATEGY &amp; MARKET

The industry and market

## Vision and strategy

## Financial targets

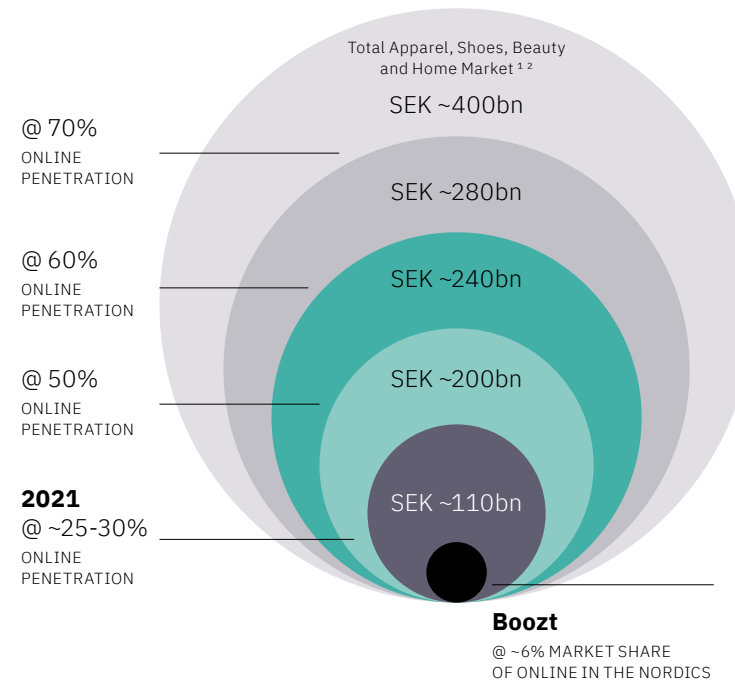
Capital structure  
and allocation

# The industry and market

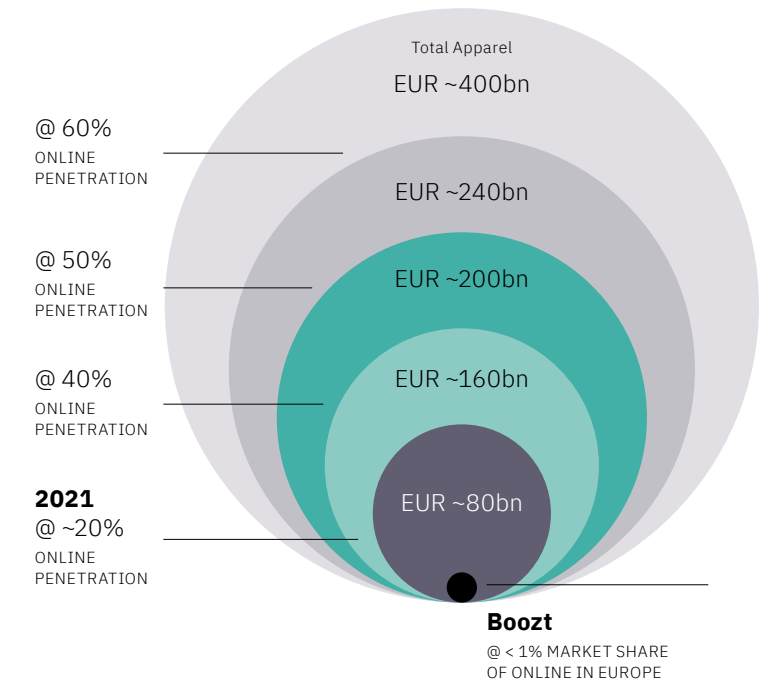
The overall market environment continued to experience a high degree of unpredictability and volatility in 2021, making the exact online penetration of the Nordic market hard to pinpoint. The COVID-19 pandemic continued to drive a significant shift in consumer behaviour from offline to online. Further, there has been a strengthening of the underlying fashion market as societies gradually reopened. We estimate the total Nordic market for Apparel, Shoes, Beauty and Home to approximately SEK 400 billion with an online penetration between 25-30%.

The expansion into new categories has increased our addressable market overall and into categories where online penetration is less significant than the Fashion category. The Apparel and Beauty market has a higher online penetration at around 30% while the Sport and Home market are estimated to be below 20%. We observed a strong increase in demand for our Kids, Sports, Beauty and Home categories as both customer awareness and the assortment continue to improve. As online penetration still remains relatively low and the online industry remains fragmented, we see significant potential for a positive development of online penetration and further market share gains.

## LARGE NORDIC MARKET WITH STRONG ONLINE MOMENTUM



## EUROPEAN FASHION MARKET WITH IMMENSE GROWTH POTENTIAL



1) Combined Sportswear market of Denmark, Norway and Sweden, i.e. equivalent estimates for Finland NA  
2) Homeware considered household textiles, e.g. furnishing fabrics and bed, table and bathroom linen as well as glassware, tableware and household utensils  
Source: Company estimates, Euromonitor, Eurostat



## STRATEGY &amp; MARKET

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# Continuous momentum for the online market

Influenced by the COVID-19 pandemic that began in 2020, people are increasingly shifting their fashion and lifestyle shopping habits from traditional offline shopping to online shopping, and the momentum created by the pandemic has continued in 2021. The Nordic online market expanded further with growth rates of more than 10%. During the year, Boozt also expanded into new markets in Europe where the Group sees a significant potential and demand for Nordic fashion and lifestyle.

Since we see a shift in shopping behaviour, we expect the online market growth to continue at an elevated pace, accelerating the structural growth towards online shopping in the core Nordic markets. We want to maximise the value of the company when the momentum for online growth eventually slows down, therefore, over the coming years, we will invest in an even stronger customer experience to drive further market share gains and best-in-class growth rates by focusing on the local scale. We also want to focus on actions within our control, such as investing in fulfilment infrastructure and people to support future growth.

From the start, we have focused on the Nordic market and on building a strong Nordic household brand. The core customer group is typically men and women between the ages of 25-54 and are typically in a relationship and have kids. Our core customer group enables us to capitalise on the growing Nordic online market by maintaining our distinct market position based on a curated fashion and lifestyle selection geared toward Nordic tastes.

## DRIVERS OF THE ONLINE MARKET

Several factors drive the rapid migration from traditional shopping to online shopping, including availability, selection, transparency, and convenience.

**AVAILABILITY:**

Consumers have increased the time spent online in recent years. The online environment provides a convenient shopping experience available at any time without regard to the location of the customer or devices, including app, mobile and desktops.

**SELECTION:**

By utilising big data and algorithms to pinpoint customer behaviours, online retailers can provide customers with a focused and relevant offering, optimising the shopping experience. At the same time, brands are able to make their entire selections available in webstores, increasing the chance that the customer will find their desired product and size.

**TRANSPARENCY:**

Online retailers can deliver the value chain at a lower cost than offline retailers and these savings will ultimately go back to the consumers. Customers do not want to pay more than needed and with easy price comparisons, they know what the market price is.

**CONVENIENCE:**

The ability to order fashion and lifestyle items at any time and location, with a relevant selection of products offered, results in high levels of convenience for online shoppers. This is further enhanced by fast deliveries, easy returns, and secure payment solutions.

## STRATEGY &amp; MARKET

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# Vision and strategy

Our vision is to become the leading Nordic department store, offering the preferred destination for shopping Fashion, Kids, Sport, Beauty and Home online.

## The Nordic department store

It has been our ambition from day one to build the leading Nordic department store by expanding from our initial offering of Men and Women's fashion into Kids, Sport, Beauty and Home. We have laid a strong foundation in our pursuit as the diversification of our business continues to develop, led by the strong growth in our categories.

The strengths of the curated Nordic department store model are many. Firstly, as we have expanded the offering in existing categories and launched new ones, our high average order value has developed positively. In 2021, more than 40% of our orders contained items from two or more categories and the number of items per basket has been growing steadily over the years. Secondly, the diversification of our business has had a positive impact on the return rates which have significantly reduced over the last years, benefitting both profitability and reduction of our environmental footprint. Lastly, the model provides a clear market position and differentiates Boozt from the largest players in the industry.

Having established the relevant categories by expanding horizontally through our 10-year history, we will continue growing the assortment within the categories, buying more depth in styles and adding new brands to our portfolio. Our focus will be on making the different categories a destination in their own right, where customers can shop the most curated and comprehensive selection of Nordic fashion and lifestyle.

## Taking ownership of the full value chain

As our business has increased in scale, new opportunities have presented themselves. We have developed additional revenue streams based on our existing technology and data and more recently begun taking more ownership of our value chain by gaining control over our vital business operations.

The continued focus is on expanding existing categories and at the same time further developing complementary services for customers and partners to reach the full potential of the e-commerce ecosystem.

See illustration on the next page

“Our vision is to become  
the leading online  
Nordic department store”



## Horizontal and vertical expansion to take advantage of the full e-commerce ecosystem



## STRATEGY &amp; MARKET

The industry and market

Vision and strategy

Financial targets

Capital structure  
and allocation

# Best customer experience through curation and convenience

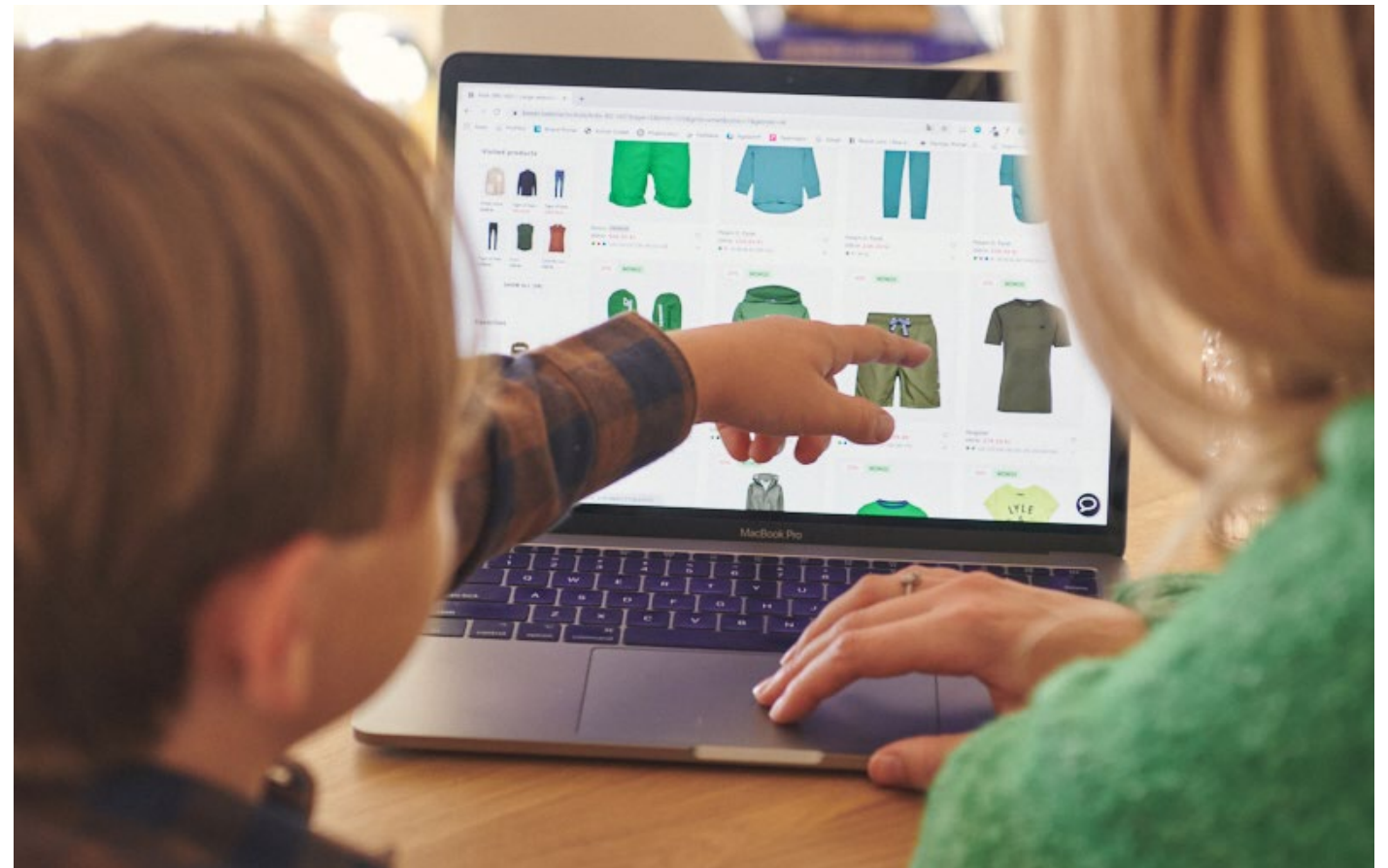
We strive to offer Nordic consumers the best online shopping experience. We continue to differentiate ourselves by creating customer loyalty through a relevant Nordic offering based on analysis and data, as well as convenience through ease and speed across the shopping journey.

By knowing our core customers we can stay relevant and provide the best customer experience and best-in-class customer service. Key factors to give our customers the best service are convenience, fast delivery, and easy return options. We aim for a delivery time of 1-2 business days, offered to approximately 90% of our customers, ensuring a leading delivery proposition.

Likewise, returns must be convenient in order to satisfy our customers. A return label and return form is automatically included with each order, and the bags that the items arrived in can be reused by customers for packaging returns, which we encourage since it is resource-efficient. The customer will then normally receive their return payment within days of sending the items back. As a testament to our efforts, customer satisfaction, which we measure on a daily basis through Net Promoter Score and Trustpilot, continues to be at industry-leading levels.

## A relevant and personalised shopping experience

As we want to be the leading modern online department store in the Nordics, initiatives that improve customer experience are always a priority, and we strive to do this with speed and precision to provide a seamless shopping experience.





## STRATEGY &amp; MARKET

## The industry and market

Vision and strategy

## Financial targets

Capital structure  
and allocation

Most of our customers prefer to mix and match different products when they browse through our webstores. Therefore, we focus on developing our brand-mix to ensure we offer the brands our customers desire. Resulting from strong brand relations, Boozt offers a combination of local and international brands, established and new, that are relevant for our Nordic customers.

This year we expanded our customer offering to include our second-hand platform, ReBoozt, giving customers an easy way to resell their Boozt items. Continuing to strengthen our assortment we have acquired well-known Nordic brands, Rosemund and Svea which will be the core of our new BrandHub. Both brands will play an important role in developing critical skills within the fashion value chain for Boozt.

To make the experience of shopping on our webstores more convenient, we constantly work on improving the personalisation options, such as search, sorting, filtering options, as well as the product descriptions and size recommendations, developed with the use of big data and machine learning. We provide options for the customer on how to personalise their shopping experience but in the end it is the customer who decides when and where to use it.

In 2021, we launched our payment function BooztPay to create a more seamless check-out experience for customers, as well as launching the Live Shopping feature allowing direct-to-consumer content that inspires and engages.

**Achieving local scale**

We believe that growth and local scale are key success factors for e-commerce companies and that the long term winners will be the biggest players on the market, benefiting from economies of scale. By being strong in the individual market, you can harvest the local scale advantages in areas such as distribution, fulfilment, payment solutions, as well as marketing and media.

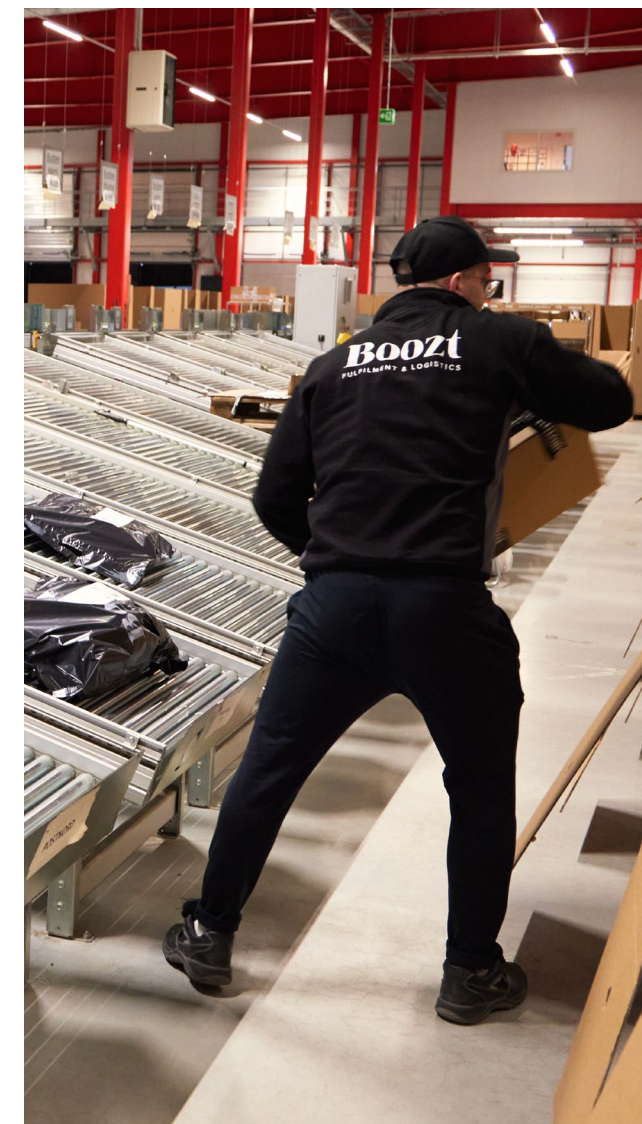
With our current order volumes, we are in a position where we have reached sufficient local scale to be able to offer fast delivery, easy returns, a curated and relevant selection geared towards the Nordic consumer, and gain local advantages with regard to marketing and media, as well as payment solutions. The scale also allows for attractive unit economics for returning customers, supported by customers' purchase frequency.

We also see the advantages of local anchoring when it comes to our fulfilment centre. The Boozt Fulfilment Centre (BFC) is located in Ängelholm, Sweden, where we handle both shipping and returns. Having a fulfilment centre located close to the customer and in only one location to avoid intra-company shipments is instrumental for a low environmental impact as well as guaranteeing fast and easy deliveries for our customers.

**Continuous focus on the Nordics**

With a clear ambition to significantly organically outgrow the Nordic online market, we continue to develop and innovate to stay relevant to our core customer group. This enables us to capitalise on the growing Nordic online fashion market by maintaining our distinct market position based on a curated fashion and lifestyle selection geared towards Nordic tastes.

We believe in expanding within our existing market position in the Nordic region, however, to continue accelerating growth we venture into other markets when and where it makes sense. In 2021, we successfully expanded into new European markets. We will continue to invest in both online- and offline marketing to increase our awareness with new customer groups and in the parts of the Nordics where there is lower awareness of Boozt, so as to further fulfil our ambition for Boozt to become a household brand in the Nordics.



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# Financial targets

## Outlook 2022 and medium-term financial targets

For 2022, we expect net revenue growth in the range 20-25% and an adjusted EBIT between SEK 365-420 million.

Outlook for 2022	Realised 2021	Outlook 2022
Net revenue growth	33.4%	Between 20-25%
Adjusted EBIT (SEKm)	342.5	365-420

The outlook assumes constant currencies from the time of this announcement and for the remainder of the financial year.

## Market assumptions

The net revenue growth is supported by market share gains, a continued high online penetration as well as a strengthening of the underlying fashion market as societies gradually reopen. The Nordic market for online fashion and lifestyle products is expected to grow in the level of 10% in 2022.

## Medium-term financial targets (2023)

The Board of Directors have reiterated financial targets for the medium term. The priority is a continued high investment in growth as well as a continued strengthening of the customer experience, while maintaining a solid adjusted EBIT margin driven by the high average order value and local scale leadership in the Nordics.

NET REVENUE GROWTH	The Group targets to outgrow the Nordic online market significantly to expand market share
ADJUSTED EBIT MARGIN	The Group targets an adjusted EBIT margin between 5-7% during the period

## Net revenue growth

The Group targets to outgrow the Nordic online market significantly to expand market share.

In line with net revenue growth for 2021 the Group plans to grow significantly faster than the Nordic online market within fashion and lifestyle.

The Nordic online market within fashion and lifestyle is estimated to grow around 10% in 2022.

Key drivers underpinning the net revenue growth target:

- Investing in leading customer satisfaction
- Building leadership in categories adjacent to fashion
- Investing in acquiring new customers
- Continued focus on the relationship between customer lifetime value (CLV) and customer acquisition costs (CAC)
- High level of investment in Booztlet.com fuelling continued hyper growth

## Adjusted EBIT margin

The Group targets an adjusted EBIT margin between 5% and 7% during the period.

An adjusted EBIT margin at this level supports a positive free cash flow generation.

Key drivers underpinning the medium term adjusted EBIT margin target:

- Average order value (AOV) maintained around current level
- Gross margin around 39-40% supported by contractual improvements and disciplined pricing
- Fulfilment cost ratio of 11-12%. Majority of further operational efficiency gains to be reinvested in higher quality
- Admin & other cost ratio of 8-10%. Priority to reinvest majority of scale effects into building an even stronger customer experience
- Marketing cost ratio around 10%. Maintain a high investment in marketing to drive market share gains. Leverage from offline marketing is expected to be reinvested in online marketing

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and allocation**Forward-looking statements**

The Company's financial targets set forth constitute forward-looking information that is subject to considerable uncertainty. The financial targets are based upon a number of assumptions relating to, among others, the development of the Company's industry, business, results of operations and financial condition. Company's business, results of operations and financial condition, and the development of the industry and the macroeconomic environment in which the Company operates, may differ materially from, and be more negative than, those assumed by the Company's when preparing the financial targets set out above. As a result, the Company's ability to reach these financial targets is subject to uncertainties and contingencies, some of which are beyond its control, and no assurance can be given that the Company will be able to reach these targets or that the Company's financial condition or results of operations will not be materially different from these financial targets.

# Capital structure and allocation

**Capital structure**

We aim to have a strong capital structure with good liquidity and financial flexibility, allowing continued freedom of action for growth and investments.

**Capital allocation policy**

Our free cash flow allocation prioritisation is unchanged:

1. Reinvest for organic growth and market share gains
2. Bolt-on acquisitions
3. Excess cash to shareholders





Business model



## BUSINESS MODEL

Our e-commerce ecosystem

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Corporate responsibility

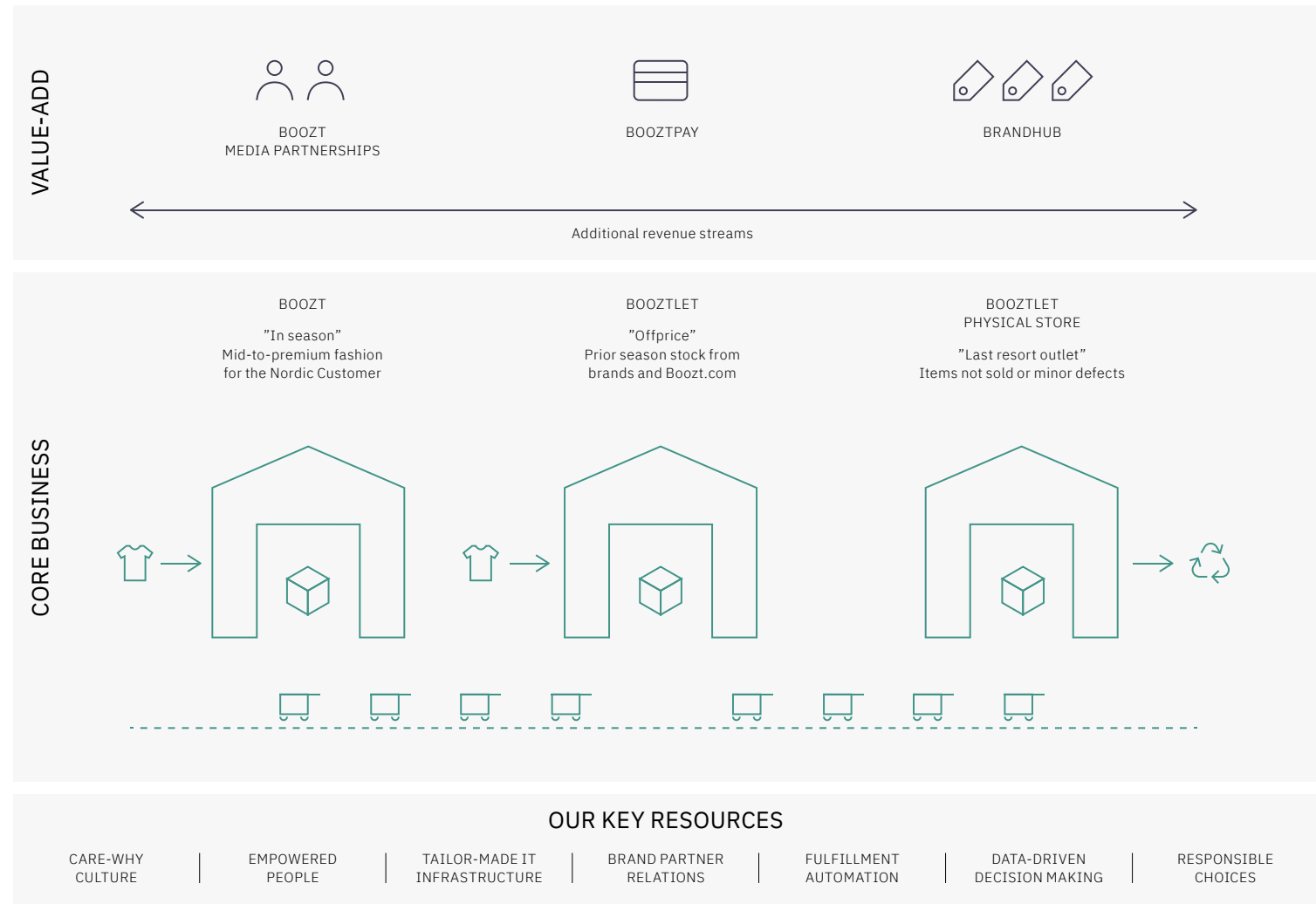
# Our e-commerce ecosystem

## Core business

We are a Nordic technology company selling fashion and lifestyle online. Boozt Group operates with two main segments, Boozt.com and Booztlet.com, offering our customers a curated and contemporary selection of brands, relevant to a variety of lifestyles for the Nordic customer. The two core segments are enhanced by the physical retail stores, Beauty by Boozt and Booztlet retail outlets.

Since we want to make sure that all our products ultimately end up with our customers, which will prolong the lifespan of the item and minimise waste, our segments are connected through our value chain. We take responsibility for the direct impact of our value chain by extending a product's life cycle across all of our platforms. In practice, this means that what we cannot sell online on Boozt.com and Booztlet.com ends up in our physical stores.

The technological infrastructure of the company is developed and built in-house, allowing for full control of the customer experience and scalability as the business continues to grow. This enables us to offer a convenient shopping experience with high service levels, consistent user experiences across both mobile devices and desktop, quick deliveries and easy returns.



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**Boozt.com**

The webstore Boozt.com is our online destination for Fashion, Kids, Sport, Beauty and Home, tailored to deliver convenience and a curated selection of about 1,300 brands. To support the convenient online shopping experience, Boozt.com offers free and fast deliveries, free and easy returns and customer support. Boozt.com targets the mid-to-premium segment of the Nordic market and has a strong focus on building the premium brand equity to offer our brand partners a platform where they can build brand equity towards the Nordic consumer.

Our Boozt.com segment also consists of the physical retail store, Beauty by Boozt, located in Malmö, Sweden. The Beauty by Boozt store serves the purpose of strengthening the relationship with the beauty brands helping build a strong offering online on Boozt.com.

**Booztlet.com**

Booztlet.com was launched in 2015 and started as the Group's channel for inventory clearance, retailing items that did not sell within an allotted time frame, but was established as a separate business unit within the Group in 2021, expanding the selection to include its own inventory. Booztlet.com is focusing on the price-conscious consumers shopping at lower price points and the bargain hunting segment. Customers are charged for deliveries and returns in exchange for attractive discounts, thus covering the associated operational costs.

Booztlet.com serves as a hedge in periods of economic uncertainty where customers on average buy less, as well as ensures responsible handling of unsold items from Boozt.com.



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# Value-add

**Boozt Media Partnership**

With Boozt Media Partnership we are making big data actionable, offering advanced advertising solutions for our brands to reach, engage and convert both existing customers and new target groups. Since we are a true online-first player, Boozt has in-depth knowledge from analysing and predicting consumer behaviour in addition to strong tech capabilities, which are put to good use for our brands, delivering successful campaigns and product launches through Boozt Media Partnership strengthening our brand partners' position in the market.

**BooztPay**

During the first part of 2021, BooztPay was launched on Boozt.com after a successful trial on Booztlet.com. BooztPay offers our customers post-purchase payment options providing customers with the choice of buy-now-pay-later or paying by invoice across the Boozt online universe. The customer facing application is developed in-house by Boozt while the credit risk and credit check is provided by a third-party financial institution.

**BrandHub**

In 2021, we laid the foundation for our BrandHub, which will leverage Boozt's data and core competencies to add value to attractively positioned brands. At the core of BrandHub is Danish brand Rosemunde, from whom Boozt acquired 66.7% of the shares in 2021, as well as the remaining shares in the beginning of 2022 to take full ownership. During the fourth quarter of 2021, Boozt signed an agreement to acquire 100% of Swedish brand Svea. These two brands constitute the foundation of BrandHub and our strategy to improve established Nordic brands' growth and earnings, and at the same time gain valuable skills and know-how within sourcing and production of fashion and lifestyle items.

# Key resources

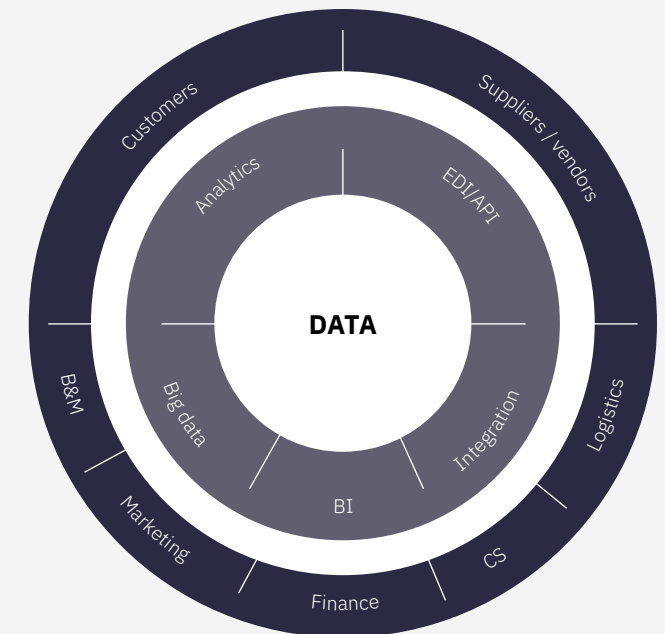
**Own-built tech platform**

We have built one of the most advanced e-commerce platforms in the Nordics using cutting-edge web technologies and infrastructure components. This purpose-built infrastructure is the core of our business and enables full control over the customer experience and ensures world-class performance, scalability, and security.

We also strive to use technology as a tool for more efficient operations. Our operations are built on the Boozt integrated technology platform called the "Solar System", and is used by all of our business functions, making us less dependent on external factors. Our platform ensures full control of performance and stability, as well as keeps us one step ahead of the competition on business-critical processes.

In 2021, we invested in strengthening our in-house technology capabilities through the acquisition of long-standing technology partner Estina. The team of 30 developers will bring extensive knowledge of scalable web technologies, e-commerce development and system operations that will play an important role in further developing complementary services for our customers and partners.

## Tailor-Made Platform





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**Efficient and automated fulfilment operations**

The Boozt Fulfilment Centre (BFC) is located in Ängelholm, Sweden, a one hour's drive north of the headquarters in Malmö. A central location in the Nordics with fast access to the entire region. The fulfilment centre is custom-built to optimise the use of the automation system, AutoStore, and can be expanded in a modular way when more capacity is needed. In 2021, we added more than 200,000 bins and approx. 210 robots to our automation effectively increasing our capacity with +40%. With AutoStore, we have been able to create a more efficient picking process while reducing costs. The fulfilment centre is also home to our photo studio with automated photo ramps for photographing new products before they become available on the webstores.

To further yield benefits on both performance and costs, the warehouse staff, that formerly were employed by an external staffing company, were successfully insourced as of January 1, 2021. This means that we now have full control over our business-critical packing and return operations, making it possible to keep delivering packages to customers with high speed and quality.

**Largest Autostore installation worldwide**

~710,000 bins

720 robots

8,000 orders per hour in handling capacity during peaks

**Strong brand partnerships**

As customer demand shifted online, brands and retailers accelerated their shift to online as well. By choosing to work with Boozt, brand partners gain access to a digital platform that connects them with a highly attractive customer segment on the Nordic market via a single, reputable partner. We categorise our brand partners into three categories: premium brands, mid-market brands, and entry brands, where we mainly focus on mid-market and premium brands representing more than 90% of our selection.





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# People and culture

**A**n organisation is only as great as the people that work within it. The success of Boozt is a product of our talented, hardworking employees and the array of skills and knowledge that they bring to the table. With 38 nationalities, we acknowledge our differences but still share the same goals. We believe that a core strength of our company is the diversity of backgrounds.

We believe in giving our people the opportunity for personal career development by developing themselves professionally within the company, and we encourage individuals to apply for internal positions to evolve and challenge themselves. We strive to create a work environment that provides opportunities for our employees' continuous development and satisfaction to amplify our business and sustainability goals, as well as feel empowered to make a difference.

## Our culture and values

Central to Boozt's company culture is the Care-Why mindset, which lays the foundation for everything that we do. It is a mindset that is not only about knowing, but also about caring. Encouraging employees to be curious about why things are the way they are, and choosing to act. It is about taking care of and going the extra mile for our customers, the company, and each other, simply because it is the responsible thing to do.

Fundamental to our culture and the Care-Why mindset are the Boozt Values that we measure ourselves against in our daily work; Trust, Freedom, and Responsibility. Together, these values guide us in a joint direction to ensure that we act as one strong team through our growth journey.

Trust is based on mutual respect, confidence and sharing the same goals. It is about making everyone stronger by relying on each other, as well as feeling secure, which enables us to unfold our creativity and competencies.

Freedom is seen as a necessity for success. It makes it possible for people to solve their daily tasks in their own unique way, as long as we act in Boozt's best interest, as well as encourages initiative, leadership, and new ways of thinking.

Responsibility is the foundation of each task and behaviour, and it applies to both our customers and colleagues. It entails that we can achieve the kind of freedom to which we aspire in our daily lives.



“Central to Boozt’s company culture is the Care-Why mindset, which lays the foundation for everything that we do. It is a mindset that is not only about knowing, but also about caring”

## BUSINESS MODEL

Our e-commerce ecosystem

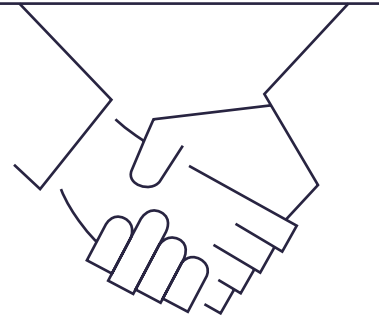
People and culture

Corporate responsibility

# Factsheet - Employees

## Employees

# 1,297



## Nationalities

# 38

## Average Age

# 32

### Employees per Country

	2021
Sweden	1,144
whereof Boozt Fulfilment Centre	608
Denmark	101
Lithuania	52

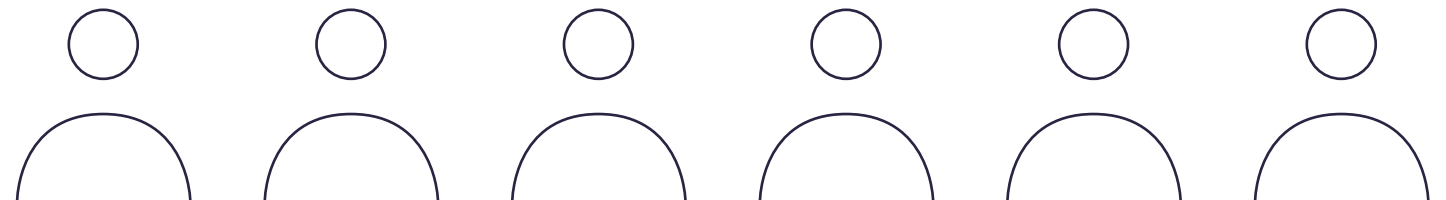
### New Hires Boozt Group

	2021
Total	333
Women	64%
Men	36%

Employee numbers based on headcount as of Dec 31, 2021

### Employee Net Promoter Score (eNPS)<sup>1</sup>

	2021	2020
Score	50	36
Aggregated participation rate	73%	57%

<sup>1</sup> average of full year

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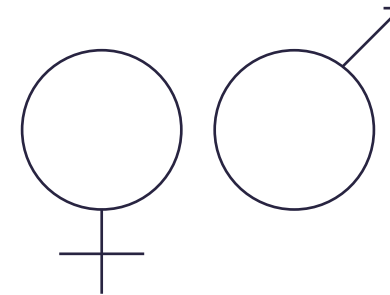
Corporate responsibility

Gender ratio (female/male) in Boozt Group in %

	2021	2020
Board of Directors	<b>43 / 57</b>	17 / 83
Group Management	<b>29 / 71</b>	14 / 86
Middle Management	<b>39 / 61</b>	36 / 64
All employees	<b>63 / 37</b>	65 / 35

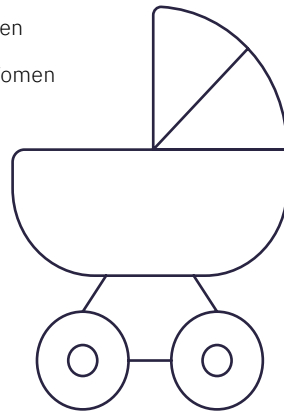
Gender ratio (female/male) in Boozt Fulfilment Centre in %

	2021
All employees	<b>40 / 60</b>
Managers	<b>35 / 65</b>



Parental Leave in Boozt Group

	2021	2020
Total	<b>85</b>	66
Men	<b>31%</b>	33%
Women	<b>69%</b>	67%

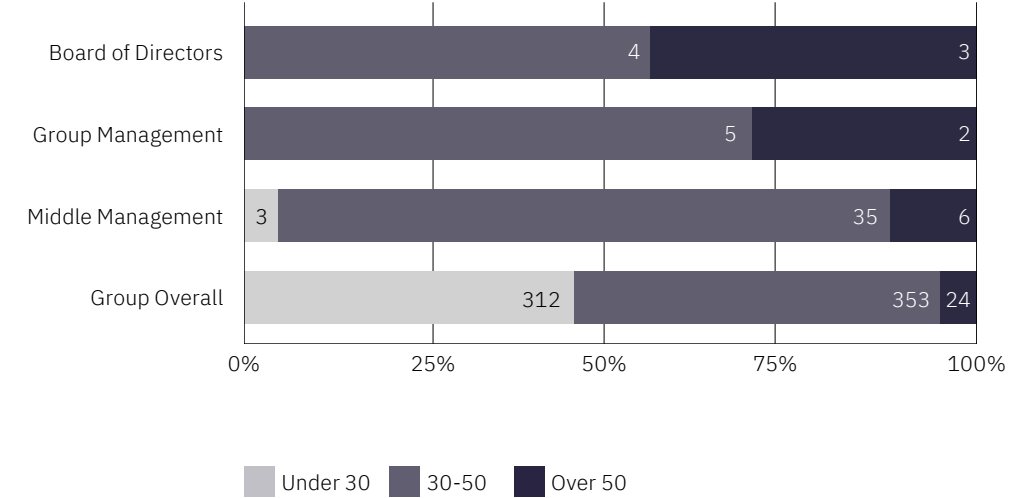


Parental Leave in Boozt Fulfilment Centre

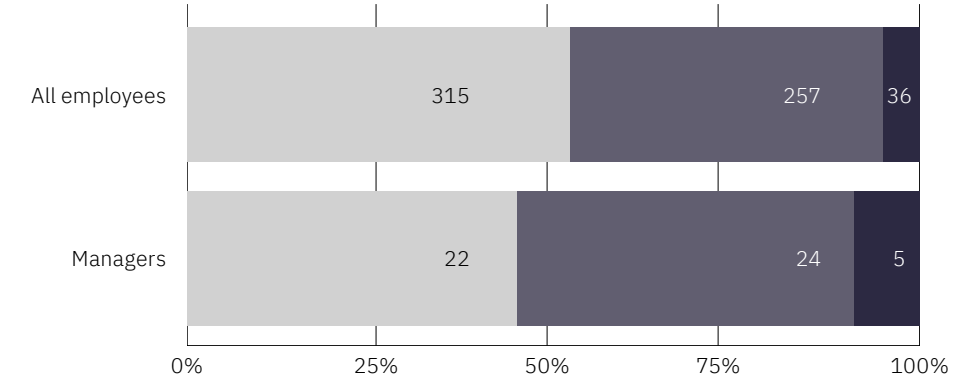
	2021
Total	<b>65</b>
Men	<b>69%</b>
Women	<b>31%</b>

Employee numbers based on headcount as of Dec 31, 2021

Age distribution in Boozt Group



Age distribution in Boozt Fulfilment Centre



General Footnotes to the Factsheet Employees: Year over Year data is not comparable due to new entities included in 2021 data. Numbers are based on headcount. Parental leave includes both short-term and long-term. Boozt Group Employee data does not include Boozt Fulfilment Centre numbers, however they are disclosed separately.

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# Corporate responsibility

**W**e are dedicated to delivering a great shopping experience to our customers as the Nordic department store. In this pursuit, sustainability is a crucial building block for our long-term business success, ensuring that we meet the needs of our customers, community and planet. Our aspiration is that our actions will always reflect our desire to do good. With the help of a clear vision and open communication, we intend to amplify our efforts and share best practices that can influence a more sustainable industry.

**As our business evolves** so does our role in the supply chain. New technology and tools help us better collect and trace data, stronger partnerships create opportunities to innovate, and new business areas mean we can have an indirect impact on a wider supply chain. At the same time, external factors play a huge role in shaping the supply chain and constantly present new challenges. Ensuring that we keep making responsible decisions throughout our business requires that we stay agile and continue to have an open dialogue with our partners, our customers and the industry.





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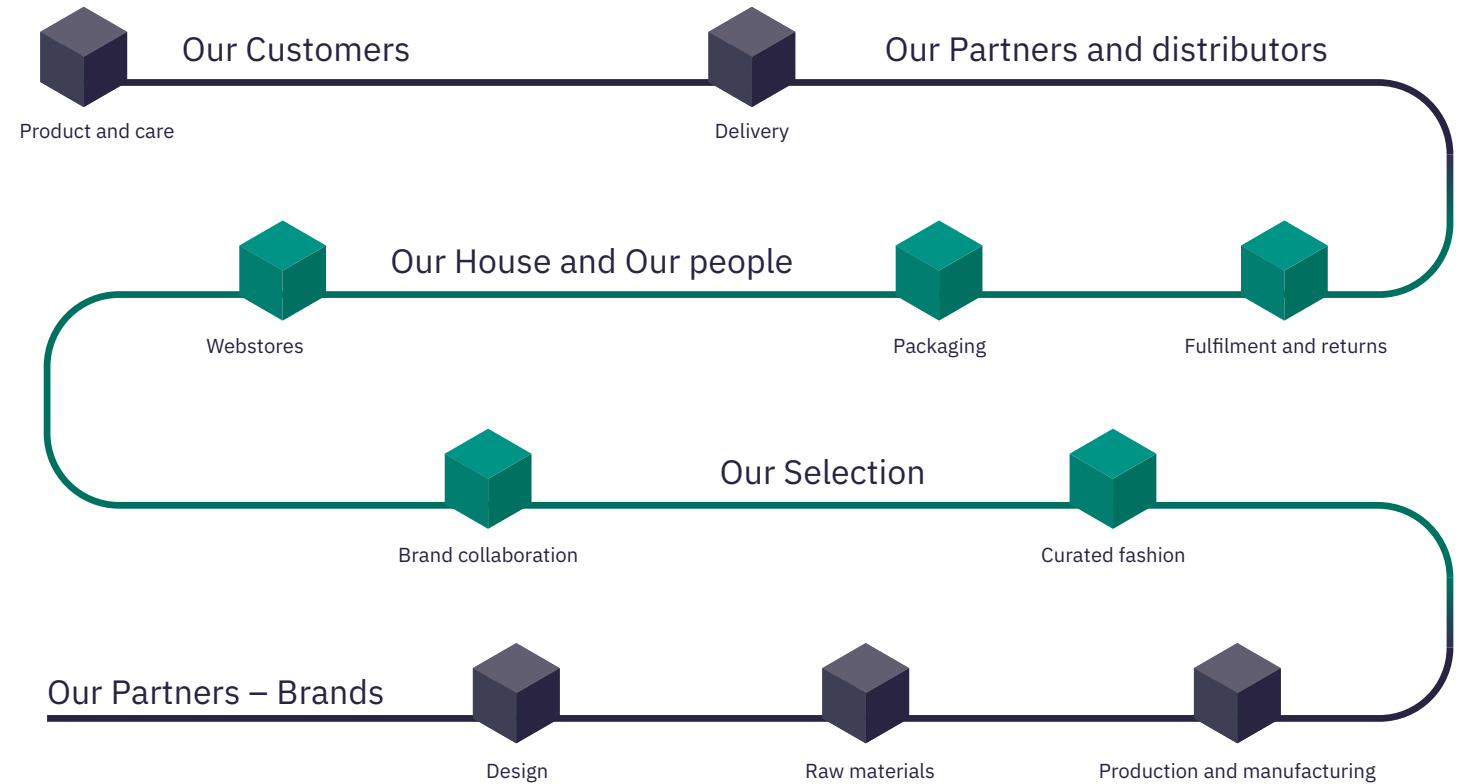
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# Our vision and strategy

**Our vision is to use** our local Nordic position and our technology platforms to make sustainable choices easy for our customers and our partners. By taking responsibility for our direct and indirect footprint on the value chain, and empowering people to act consciously, we strive to build a more sustainable future for fashion.

To help guide us on our journey, we have concentrated our sustainability efforts around what we call our Care-For strategy. The strategy is anchored in the Boozt Care-Why culture and means going beyond just knowing. We care why things are the way they are, care for the change we want to see and choose to act. This mindset is also what enables us to lead the progress towards a more responsible industry and drives us to use the influence we have as a leading player on the market, to push for more sustainable solutions.



IMPACT



Direct



Indirect

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# Goals and commitments

The foundation of our Care-For strategy is built upon our commitments which are the result of our sustainability efforts over the years. These commitments have become integral to how we strive to run our business and where we continue to invest time and resources. Caring for the change we want to see in the industry, we recognise that we are in a position to go beyond and set even higher standards for responsible practices. Achieving this means working towards actionable goals that will keep us on track to reaching our vision. The goals are reviewed annually to ensure they remain aligned with the strategic direction of the business and take into account external societal events.

## Our Commitments



### Care-Why culture

A strong company culture that empowers our people



### Renewable energy powered

Renewable energy across our main operations



### Sustainable consumption

Facilitate responsible consumer behaviour



### Responsible packaging

Recycled and recyclable consumer packaging



### Highest requirements

Industry leading criteria for sustainability category



### Lowest CO<sub>2</sub>e

Low CO<sub>2</sub>e emission distribution per order

## Our Goals

Goal	Progress
<b>2021</b> Continuously improve employee engagement through feedback and dialogue to reach top tier employee engagement benchmarked against our sector.	
<b>2022</b> Offer tailored support and data to brand partners on their sustainability journey using the Boozt Media Partnership solution.	
Reach a 25% share of sustainable apparel products across our overall product assortment.	
<b>2023</b> Ensure 100% of our apparel brand partners are committed to supply chain transparency and to working with the Higg BRM tool.	
Become B Corp certified.	
<b>2025</b> Be climate-neutral across our operations, including the impact of delivery and returns.	
	<ul style="list-style-type: none"> <li>○ ○ ○ ○ ○ Goal set</li> <li>○ ○ ○ ○ ● Initiated work</li> <li>○ ○ ○ ○ ● Progress</li> <li>○ ○ ○ ○ ● On track</li> <li>○ ○ ○ ○ ● Completed</li> </ul>

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# Becoming a B Corp certified online retailer

**By 2023 our goal** is to become the first B Corp certified online retailer in the Nordics. This means joining a global community of companies across industries focused on using their business as a force for good, balancing profit and purpose. It is the only certification that measures the entire social and environmental performance of a company and includes having to meet requirements in three areas; verified social and environmental performance, legal accountability and public transparency.

To become a certified B Corporation, it is necessary to achieve a verified score of 80 points or above on the B Impact Assessment (BIA), the tool that measures the company's overall impact on its workers, community, customers and the environment. Certification is a highly selective status. Companies must document their positive impact to qualify and undergo verification every three years to maintain their Certification issued by the nonprofit organization B Lab.

In 2020, we completed our first self-assessment using the BIA to measure our unverified score and identify areas that we needed to focus on to become certified; Environmental Management, Workers/Community, and Governance. We work to make continuous improvements to these areas of our business as documented in this report as preparation to start the official verification process.

## Initiatives & progress

### Launched circular customer offering

ReBoozt is the new second-hand option that allows Boozt customers to extend the life of their fashion and lifestyle items. This initiative supports Boozt's Care-For strategy with the ambition to promote more sustainable consumption and has since its launch made it possible to extend the life of more than 3,000 products.

### Collaborated with the Sustainable Apparel Coalition and Higg for industry transparency

We continued our collaboration with the Sustainable Apparel Coalition (SAC) and Higg to promote environmental and social transparency in the fashion supply chain. Boozt joined forces with other SAC member retailers like About You, Target and Zalando, to request brand partners to complete and share the Higg Brand and Retail Module. Additionally, we joined the Higg Index Transparency Program, the first program for disclosing data on a product's environmental impact. The first pilot of this project will launch in 2022.

### Set higher standards for our sustainable assortment

Along with the launch of the new Made With Care browsing experience for our more sustainable products, the scope for the sustainability criteria was updated. Starting 2022, Fashion and Beauty products must meet requirements in three impact areas and brands must provide precise and reliable supply chain data that meets the requirements communicated by Boozt. By the end of 2021, 21% of our apparel assortment was part of our Made With Care category.

### Took steps towards achieving climate-neutral operations

This year we continued to run our fulfilment centre on renewable energy. New solar panels on the roofs of our fulfilment centre contributed to a 97% increase in production of solar energy compared to 2020. We also laid the foundation for our Care-For climate strategy. It outlines how we will become climate-neutral across our operations by 2025, and is centred around the Science Based Targets Initiative (SBTi) and in line with the Paris Agreement on climate change. Read more about the strategy at <https://www.booztgroup.com/>



# Director's report



DIRECTOR'S REPORT

Proposed appropriation of profits

Risk management

**Operations in the parent company** are exercised by owning and managing its subsidiaries Boozt Fashion AB and newly acquired Everyday Luxury Feeling A/S. During 2021, main activities of the Group were conducted in Boozt Fashion AB who runs the webstores Boozt.com and Booztlet.com, which are among the leading players in the Nordic e-commerce market for Fashion, Kids, Sport, Beauty and Home. During 2021 the parent company acquired the Danish fashion company Rosemunde through Everyday Luxury Feeling A/S.

The Board of Directors and the Group CEO of Boozt AB (publ), Corporate ID no. 556793-5183, registered in Sweden and with its head office in Malmö, hereby present their Annual Report for the financial year of 2021.

**Further information on the business**

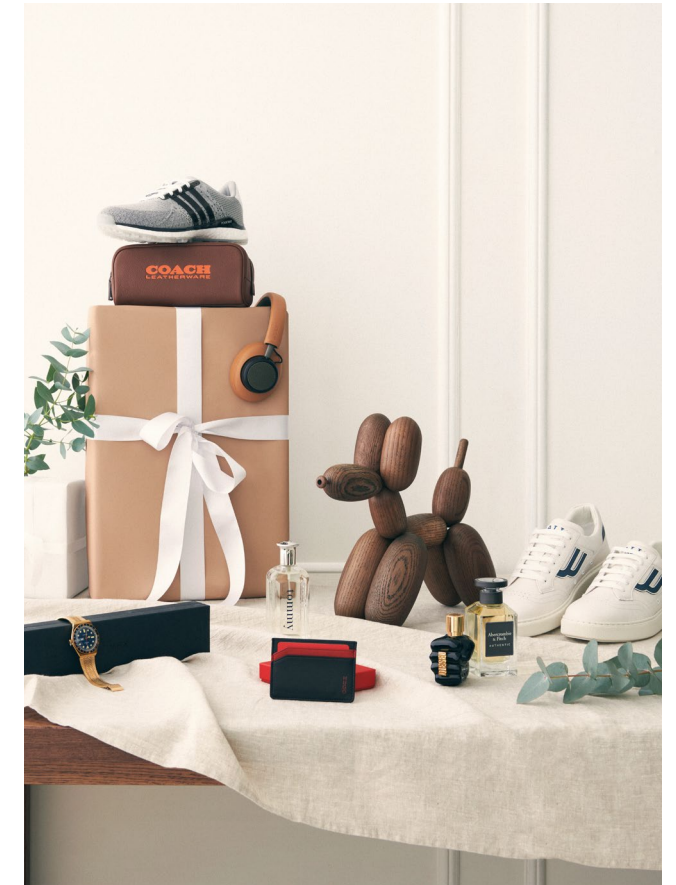
Boozt is a Nordic department store selling curated Fashion, Kids, Sport, Beauty and Home online via its own-developed and tailor-made infrastructure. The Group offers its customers a curated and contemporary selection of products relevant to a variety of lifestyles on the multi-brand webstores Boozt.com and Booztlet.com. The Group had over 3 million active customers as per December 31, 2021 because of a convenient shopping experience with high service levels across both mobile devices and desktop, quick deliveries, and easy returns.

This has yielded a high customer satisfaction indicated by a Net Promoter Score (NPS) of 79 (70) and a Trustpilot Score of 4.5 (4.6). This results in very attractive unit economics where customers show a strong degree of loyalty giving a payback of less than 18 months on the investment in new customers.

Boozt targets Nordic fashion followers, primarily consumers aged 25-54, that value convenience and a relevant offer in their customer experience and which tend to generate a high average order value.

Boozt operates a tailor-made, integrated technology platform that enables the Group to manage the customer experience and to accommodate further growth. Fulfilment is executed through the automated fulfilment centre which is strategically located in Ängelholm, Sweden. The fulfilment centre consists, fully build-out of three independent cubes with 88,000 m<sup>2</sup>, +700 picking robots and handling capacity exceeding 8,000 orders per hour during peaks that enables next-day delivery to 90% of the Nordic region. Boozt is also capable of same-day delivery to 3.5 million inhabitants in the south of Sweden and Denmark.

Boozt has a strong track-record of growth, mainly driven by the fast evolution of Boozt.com and Booztlet.com's hypergrowth the latest years. The fast growth is primarily attributable to Boozt's strong online market position and its competitive customer offering, which has enabled Boozt to attract new customers and increase the number of orders from returning customers.



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Boozt was founded in 2007 to conduct outsourced online mono-brand operations for fashion brands. The Group, in its current state, has been in operation since 2011 with the launch of Boozt.com as a multi-brand webstore on an in-house purpose-built platform. In the following years, significant investments have been made to support growth and increase the number of customers. In 2016, the Company launched Booztlet.com and the webstore's strategy is to become the leading online offprice player in the Nordics. To efficiently address the growing Nordic online market opportunity and the target customer groups, the Group continuously invests in future growth through its focus on relevant marketing.

On May 31, 2017, the shares of Boozt AB (publ) was listed on Nasdaq Stockholm (Mid cap). The listing of the Company's shares has given the Group access to the capital markets and has enabled the establishment of a diversified base of Nordic and international shareholders. The listing was an important milestone for the Group in the journey of becoming the primary e-commerce fashion retailer in the Nordic region.

On November 20, 2020 the Boozt share was dual listed on Nasdaq Copenhagen (Mid cap). The dual listing was the next step in the journey and has further established the Groups position as an Øresund company. Further the dual listing was made to support future growth, provide the Group with improved access to capital markets and establish an even more diversified shareholder base of new Danish and international shareholders. The dual listing has also broadened the awareness among the Group's customers and suppliers. From 2022, the Boozt share is traded on Nasdaq Large Cap.

During 2021 the Group acquired 66.7% of the Danish company Everyday Luxury Feeling A/S with the well-known brand Rosemundede. Along with acquisition of the Svea brand, this will be the foundation of a BrandHub with an own brand portfolio.

Operations in the Group are divided into two operating segments, Boozt.com and Booztlet.com. The Boozt.com segment includes operations related to the Boozt.com webstore, Rosemundede and the Beauty by Boozt physical store. Segment Booztlet.com includes operations on the Booztlet.com webstore, which is the Group's online outlet and the Group's physical outlet stores.

Boozt AB (publ)'s accounts are reported in Swedish kronor as Swedish kronor is the company's functional currency.

The report has been prepared in SEK million, why there may be rounding differences in the totals.

**Financial year of 2021****Comments on the consolidated income statement****Net sales**

For the full year of 2021 net revenue increased with 33.4% (27.3) to SEK 5,813.8 million (4,359.3). The Group's two operational segments Boozt.com and Booztlet.com recognised a growth of 30.6% (19.5) and 51.2% (121) respectively. The net revenue growth was negatively impacted by currency effects of 1.7% from a strengthened SEK towards DKK and EUR compared to 2020.

The momentum for online shopping gained in 2020 fuelled by the COVID-19 pandemic has continued in 2021 with a high structural growth towards online in the Nordics. The net revenue growth was supported by a continued high investment in new customers and significant stock-building activities to have the most relevant customer offering along with the acquisition of Rosemundede.

The overall demand for fashion improved in 2021 and was particularly strong during October and November before new restrictions were imposed throughout key markets in December. For the Group, the Black Friday weekend was again successful with strong growth and profitability, and a new record in number of orders handled per hour at the fulfilment centre.

The continued execution of our Nordic Department Store strategy continued to unfold with a lower return rate due to a different sales mix with a stronger growth in categories outside Women's fashion, which affected net revenue positively.

For the full year of 2021 net revenue in the Nordics increased with 32.9% mainly driven by Denmark and Norway. Rest of Europe increased 40.0%.

**Gross profit and EBIT**

For the full year of 2021 the gross profit increased with 32.9% to SEK 2,351.6 million (1,769.4). The gross margin was on level with 2020 at 40.4% (40.6). Despite the higher availability of campaign goods in 2020, which are items bought in-season at lower prices, the gross margin remained stable and was supported by continued scale benefits along with increased revenue from Boozt Media Partnership and BooztPay.

EBIT increased to SEK 264.5 million (182.3) for 2021, while the EBIT margin increased 0.3 percentage points to 4.5% (4.2).

**Items affecting comparability**

Items affecting comparability amounted to SEK 78.0 million (108.0) for 2021. During 2021, the Group has recognised costs for share-based payments attributable to the Group's long-term incentive programs of SEK 78.0 million (64.0) that affects comparability. In 2020 the Group also recognised cost for closing the Beauty by Boozt store in Copenhagen of SEK 36.5 million and costs related to the dual listing in Copenhagen of SEK 7.5 million.

Adjusted for items affecting comparability, the adjusted EBIT increased with 18.0% to SEK 342.5 million (290.3). The adjusted EBIT margin decreased with 0.8 percentage points to 5.9% (6.7).

**Financial items**

The Group's net financial items amounted to SEK -19.5 million (-11.9) for the financial year 2021.

**Tax**

Tax cost amounted to SEK -49.8 million (-37.6) and the effective tax rate for 2021 was 20.3% (22.0).

**Net profit**

The net result for 2021 totalled SEK 195.2 million (132.8). Earnings per share before dilution amounted to SEK 2.87 (2.27). Earnings per share after dilution amounted to SEK 2.81 (2.21).

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**Comments on the consolidated statement of financial position****Working capital**

The Group realised a net working capital of SEK 277.0 million (73.8) equivalent to 4.8% (1.7) of the net revenue for the last twelve months. The increase to 4.8% was driven by increased capital tied up in inventory. The fourth quarter in 2020 was characterised by a low availability of stock on the market due to a high sell-through of the seasonal stock. The stock position increased 38.9% compared to December 31, 2020.

**Net debt**

The Group realized a net debt/net cash (-) of -602.9 (-1,006.2). The decrease was driven by liability to non-controlling interest of SEK 119.3 million from the Rosemunde acquisition, as well as cash flow for the year and interest-bearing liabilities. The interest-bearing liabilities have increased to SEK 373.3 million (217.3), driven by new loans for financing of the AutoStore investments.

**Non-current assets**

Non-current assets increased to SEK 1,484.2 million (878.0). The increase compared to 2020 was mainly driven by trademark and goodwill deriving from acquisition of operations and new AutoStore expansions at the fulfilment centre.

**Equity**

Equity attributable to the shareholders of the parent company increased to SEK 2,176.5 million (1,908.1), driven by proceeds obtained from share capital increases in connection with exercises of warrants under the Group's long-term incentive programs. Put option issued to non-controlling interest for future acquisition of non-controlling interest has been recognised as a financial liability and has reduced equity with SEK 115.1 million, which has been offset by equity attributable to non-controlling interest amounting to SEK 114.6 million. Total equity amounted to SEK 2,297.7 million (1,908.1).

**Comments on the consolidated statement of cash flow**

Cash flow from operating activities amounted to SEK 244.2 million (747.3) for the full year of 2021. Cash flow from changes in working capital during 2020 was positively impacted by the accelerated online migration at the outbreak of COVID-19. In 2020 the Group didn't have enough stock in the end of the year due to a high sell-through and compensated it partly by an increased level of campaign goods, products with a higher turnover rate. Negative cash flow from changes in goods inventory was partly offset by cash flow from changes in current liabilities.

Cash flow from investing activities amounted to SEK -609.4 million (-150.8). The negative cash flow is mainly originating from the acquisitions of Rosemunde and the long-time Lithuanian tech-partner Estina, as well as AutoStore expansions at the fulfilment centre. The investments in AutoStore are related to the finalisation of the fourth- and combined fifth/sixth expansion phases and the initiation of the seventh expansion phase.

Cash flow from financing activities for 2021 amounted to SEK 216.0 million (779.4). 2021 was positively impacted by proceeds obtained from the exercises of warrants under the Group's LTI Programs and new loans from financing of the AutoStore investments, partly offset by repayment of existing AutoStore loans and lease liabilities.

Cash flow for the full year of 2021 amounted to SEK -149.0 million (1,375.9).



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**Multi-year summary**

	2021	2020	2019	2018	2017
Net revenue	5,813.8	4,359.3	3,424.9	2,784.0	2,016.4
Net revenue growth	33.4%	27.3%	23.0%	38.1%	44.4%
Gross profit	2,351.6	1,769.4	1,361.0	1,113.1	861.0
Gross margin	40.4%	40.6%	39.7%	40.0%	42.7%
EBIT	264.5	182.3	91.8	68.1	-69.8
Adjusted EBIT*	342.5	290.3	109.0	63.2	48.2
EBIT margin	4.5%	4.2%	2.7%	2.4%	-3.5%
Adjusted EBIT margin*	5.9%	6.7%	3.2%	2.3%	2.4%
Earnings for the year	195.2	132.8	54.8	42.6	-12.6
Net working capital*	277.0	73.8	435.3	314.6	200.4
Net working capital in percent of net revenue*	4.8%	1.7%	12.7%	11.3%	9.9%
Net debt/Net cash (-)*	-602.9	-1,006.2	295.6	-257.9	-328.5
Equity/Asset ratio*	45.4%	47.3%	37.9%	47.5%	55.0%
Cash flow from operating activities	244.2	747.3	76.5	-13.8	-137.8
Cash flow from investments	-609.4	-150.8	-171.3	-91.9	-174.9
Free cash flow*	-365.2	596.5	-94.8	-105.7	-312.7
Cash flow for the year	-149.0	1,376.0	-28.8	-61.2	207.8
Average number of employees	1,049	375	337	250	190

\*The figure is an Alternative Performance Measure (APM) and is described in definition and reconciled on pages 118-121.

**Significant events during the financial year 2021****Changes in segment reporting**

From January 1, 2021, Boozt has changed its segment reporting to agree with the internal reporting provided to Group Management. The other segments contained the Group's physical stores was split between the two current main segments Boozt.com and Booztlet.com, where Beauty by Boozt is a part of Boozt.com and the Booztlet outlet stores is a part of Booztlet.com. All historical comparison figures have been recalculated according to the new segmentation.

**Insourcing of fulfilment staff**

Boozt welcomed 450 new employees on January 1, 2021 as the transfer of all fulfilment personnel at the Boozt Fulfilment Centre from Logent AB was completed.

Issue and repurchase of C shares for performance-based share program Pursuant to the authorization granted by the Extraordinary General Meeting on July 1, 2020, the Board of Directors decided on March 1, 2021 to issue and then repurchase 1,017,450 C-shares. The shares were issued and repurchased in accordance with the performance-based share program LTI 2020, which was adopted by the Extraordinary General Meeting on July 1, 2020. The subscription price amounted to the share's quota value of approximately SEK 0.083333 per share.

**Expansion of automation capacity at fulfilment centre**

The combined fifth and sixth expansion phases of AutoStore at the fulfilment centre was initiated during the second quarter and was fully operational during the second half of 2021. The expansion added approximately 200,000 bins and 210 robots to AutoStore.

**Acquisition of Lithuanian technology company Estina**

On June 2, 2021, the Group announced the acquisition of its longstanding technology partner Estina. The acquisition was a strategic investment to secure scalable platform and frictionless online experience. Boozt has engaged Estina continuously since 2010 and the close partnership has been crucial to building tech solutions tailored to the business. Estina has developed web and e-commerce solutions since 2008 and is well established in



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the Lithuanian tech community. The company partnered with Boozt in 2010 and has provided e-commerce services for Boozt since. After the acquisition, the Estina team of more than 30 developers will continue to be based in Vilnius, Lithuania, while fully integrating with Boozt and eventually changing name to Boozt Technology Baltics. The acquisition had a minor financial impact.

**Exercise of Long-term incentive program 2018/2021**

During June, 2021 a total of 1,137,347 new shares were issued as a result of the subscription of 1,137,347 warrants under the LTI Program 2018/2021. The subscription was made at a pre-determined price of SEK 96.31 per share and the Group obtained SEK 109.6 million. All warrants under the program were exercised and the program expired on June 14, 2021.

**Acquisition of Rosemunde**

Boozt acquired 66.7% of the shares in the Danish fashion brand Rosemunde (via Everyday Luxury Feeling A/S) on July 1, 2021 with an agreement to acquire the remaining shares in three phases until 2026 (transaction multiple: 7.5x EV/EBIT multiple on FY2020). For more than one-year Boozt and Rosemunde have worked closely together on an initiative to leverage on the extensive data and insights from Boozt to create tailor made collections to match in-demand styles from consumers. Based on the initial success, both parties see the combination of the two companies as a natural next step. Rosemunde will continue to operate as an independent brand in close cooperation with existing partners and channels. Additionally, Rosemunde will play an important role in developing critical skills within the fashion value chain for Boozt. Rosemunde is an established lifestyle brand retailing online and in more than 1,000 select shops and department stores worldwide and have personnel of around 30 employees. The transaction was made at an enterprise value of DKK 250 million on a cash and debt free basis and has been financed through the Group's cash. Rosemunde has been included in the consolidated financial statement from July 1, 2021. The transaction did not impact the outlook for 2021.

**Expansion of automation capacity at fulfilment centre**

The seventh expansion phase of AutoStore at the fulfilment centre was initiated during the third quarter and is expected to be partly operational during the first quarter of 2022 and finalized during the second quarter. The seventh expansion phase will add additional 235,000 bins and 278 robots to the automation. After the finalisation of the seventh expansion phase, the automation capacity has increased with +80% since the second quarter 2021.

**Exercise of Long-term incentive program 2015/2025**

During August a total of 663,156 new shares were issued as a result of the subscription of 55,263 options under the LTI Program 2015/2025. The subscription was made at a pre-determined price corresponding to SEK 41.79 and the Group obtained SEK 27.7 million.

**Launch of ReBoozt**

During October Boozt launched ReBoozt, a free and seamless option for customers to sell and buy pre-owned Boozt items. ReBoozt is free of any charge and available on the Boozt.com app. With ReBoozt, the opportunity to extend the lifetime of fashion and lifestyles items is provided and a natural next step in Boozt's journey to become the leading responsible e-commerce company in the Nordics by 2025.

**Changes in Group Management and in the Board of Directors in Boozt AB (publ)****Group Management**

Anders Enevoldsen was appointed the newly established position as Managing Director of Booztlet and has not been a part of Group Management since April 2021. Since then, Anders has left the Group.

**Board of Directors**

On the Annual General Meeting on May 27, 2021, Julie Wiese and Aileen O'Toole were elected as new ordinary board members and the previous board member Bjørn Folmer Kroghsbo declined re-election.

**Appointment of Nomination Committee**

The Nomination Committee has been appointed in accordance with the principles adopted by the Annual General Meeting on May 27, 2021 stating that the Nomination Committee shall consist of representatives of the three, per August 31, 2021, by votes, largest shareholders according to the shareholders' register held by Euroclear Sweden, and the Chairman of the Board.

The Nomination Committee has been formed in accordance with the principles adopted by the Annual General Meeting and has the following composition:

- Anders Lund (appointed by BLS Capital), Chairman of the Nomination Committee,
- Caroline Sjösten (appointed by Swedbank Robur Funds),
- Claus Wiinblad (appointed by ATP),
- Henrik Theilbjørn, Chairman of the Board of Boozt AB (publ)

The Nomination Committee submits proposals to the AGM regarding the composition of the Board, remuneration of the Board, election of auditors and auditor fees.

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**Events after the reporting date****Acquisition of the remaining shares in Rosemunde**

Boozt has as of January 24, 2022 acquired the remaining 33.3% of the shares of Everyday Luxury Feeling A/S to take full ownership of the company. Everyday Luxury Feeling A/S was renamed to Nordic Brand Hub Holding A/S on February 4, 2022. By taking full ownership, Boozt expects to accelerate the positive development of Rosemunde and to further develop the BrandHub organisation to drive a successful expansion of acquired brands like Svea. The transaction was made at a total enterprise value of DKK 275 million on a cash and debt free basis for 100% of the shares and has been financed through own cash.

**Transfer to Large Cap**

From January 3, 2022, Boozt AB (publ) is a part of the Nasdaq Large Cap segment for companies with a market value above EUR 1 billion. The Boozt share was previously traded on Nasdaq Mid Cap.

**Changes in Group Management**

On February 28, 2022 it was announced that Lars Lindgaard has decided to step down as Chief Supply Chain Officer for the Group. He will be succeeded by Sven Thiessen, who joins from Zalando where he has been Director Logistics and Content Creation Zalando Offprice since 2019. Sven Thiessen joins April 1, 2022 and will be supported by Lars Lindgaard for an interim period.

**Issue and repurchase of C shares for performance-based share program**

Pursuant to the authorization granted by the General Meeting on May 27, 2021, the Board of directors decided on March 4, 2022 to issue and then repurchase 577,000 C-shares. The shares were issued and repurchased in accordance with the performance-based share program LTI 2021, which was adopted by the General Meeting on May 27, 2021. The subscription price amounted to the share's quota value of approximately SEK 0.083333 per share.

No other significant events have occurred after the reporting date.

**Information on the Company's share****The Boozt share**

The Boozt share is listed on Nasdaq Stockholm and is dual-listed listed on Nasdaq Copenhagen. The Boozt share is traded on Nasdaq Stockholm under the ticker BOOZT and on Nasdaq Copenhagen under the ticker BOOZT DKK. The ISIN-code is SE0009888738. The combined average turnover of the Boozt share on Nasdaq Stockholm and Nasdaq Copenhagen was 388,755 shares per day in 2021 (243,300). The market value for the Company as per December 31, 2021 amounted to SEK 12,039 million (11,898). The lowest quoted market price at close during 2021 was SEK 135.1 per share (November 9) and the highest quoted market price was SEK 224.4 (April 14). The closing price as per December 31, 2021, was SEK 183.8.

As per December 31, 2021 the company had approximately 18,000 shareholders, whereof the largest shareholders were BLS Capital (14.9%), Ferd (10.0%), Kabouter Management (7.4%), Invesco (5.7%), Swedbank Robur (5.6%) and ATP (5.0%).

The total number of shares at the end of 2021 amounted to 66,890,637 (64,067,164), with a quota value of SEK 0.0833 per share (0.0833). The share capital consists of two share classes: ordinary shares of 65,498,601 shares (63,692,578) with one voting right per share and C shares 1,392,036 shares (374,586) issued, with 1/10 voting right per share. There are no restrictions on the number of votes each shareholder can cast at the Annual General Meeting. All ordinary shares in the Company are listed. The C shares has been issued and repurchased in accordance with the Group's long-term incentive programs ("LTI"). During 2021, 1,806,023 new ordinary shares and 1,017,450 new C shares has been issued under the Group's LTI programs. More information about the Group's share capital can be found in Note 24 and more information about the Group's LTI programs can be found in Note 9.

**Sustainability report**

The statutory sustainability report is presented on pages 63-75.

**Corporate Governance report**

The corporate governance report is presented on pages 45-60.

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**Employees**

At the end of 2021 the number of employees in the group amounted to 1,297 employees (436) due to the insourcing of staff at the fulfilment centre and acquisition of subsidiaries. The average number of employees in the Group was 1,049 (375), whereof 52% women and 48% men (65% women and 35% men). More information about Boozt employees and corporate culture are presented on pages 26-28, in the sustainability report on pages 69-70, and in Note 9.

**Remuneration Policy for the Group Management**

The Board of Directors' guidelines for remuneration of senior executives will apply unchanged with the guidelines adopted by the Annual General Meeting in 2021. Details of the current guidelines for remuneration of senior executives approved by the Annual General Meeting are to be found in Note 9 and in the corporate governance report on page 46 and 52.

**Related party transactions**

During the year of 2021, management purchased shares from the LTI 2015/2025 totalling SEK 27.7 million (0.4) and from LTI 2018/2021 totalling SEK 46.5 million. A new long-term incentive program LTI 2021/2024 was adopted on May 27, 2021. Total transactions with suppliers classified as related parties amounted to SEK 81.2 million (58.1). More information about related party transactions can be found in Note 26.

**Parent company**

The parent company Boozt AB (publ) (Corporate ID no 556793-5183) is a Swedish public limited liability company which was founded on October 15, 2009 and registered with the Swedish Companies Registration Office on November 13, 2009. The Company's business is conducted in accordance with the Swedish Companies Act.

Since May 31, 2017, Boozt AB (publ) is listed on Nasdaq Stockholm and since November 20, 2020, dual-listed listed on Nasdaq Copenhagen.

The address to the head office is Hyllie Boulevard 35, 215 37 Malmö, Sweden.

The net revenue for the financial year of 2021 amounted to SEK 102.9 million (62.9) and consisted of invoiced fees for management services in accordance with the Group's intra company agreements to other Group companies during the year. Operating profit amount to SEK -27.7 million (-56.1). Costs for the year are mainly attributable to salaries and share-based payments for Group Management and remuneration to the Board of Directors.

Group contributions received from Group companies amount to SEK 60.8 million (128.0) in 2021.

The net result for the financial year of 2021 amounted to SEK 25.9 million (62.8).

The parent company has a Group internal receivable respectively a liability to different counterparties within the Group, which together with shares in subsidiaries and equity constitutes the majority of the financial position of the Company.

**Outlook for 2022**

The Group expects a net revenue growth for 2022 in the range of 20-25% and an adjusted EBIT between SEK 365-420 million. The net revenue growth is supported by market share gains, a continued high online penetration as well as a strengthening of the underlying fashion market as societies gradually reopen.

**Medium-term financial ambitions through 2023**

The Group targets to outgrow the Nordic online market significantly to expand market share and targets an adjusted EBIT margin between 5% and 7% during the period. The priority is a continued high investment in growth as well as a continued strengthening of the customer experience, while maintaining a solid adjusted EBIT margin driven by the high average order value and local scale leadership in the Nordics. For more detailed information about the Group's financial targets, see page 19.

**Dividend policy**

When free cash flow exceeds available investments in profitable growth, the surplus can be distributed to shareholders. The Company does not intend to pay dividends in the medium term and there can be no assurances that in any given year a dividend will be paid. Declaration of dividends, if any, and the amounts and timing thereof, will depend on a number of factors, including financial position, investment needs, acquisition opportunities, general economic and business conditions and such other factors as the board of directors may deem relevant in such a decision.

The Board of Directors propose to the annual general meeting 2022 that no dividends are paid to the shareholders for the financial year 2021.

**Proposed appropriation of profits**

SEK	
Share premium reserve	2,116,335,401
Retained earnings	-292,404,134
Profit/loss for the year	25,933,687
<b>Total</b>	<b>1,849,864,954</b>

**The Board of Directors proposes that profits/losses are distributed as follows**

Profit/loss brought forward	1,849,864,954
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## DIRECTOR'S REPORT

Proposed appropriation  
of profits

Risk management

# Risk management

Boozt works continuously to identify, assess and evaluate risks to which the Group is currently exposed to, and risks that are probable to occur in the foreseeable future. Risks are identified, assessed and managed based on the Group's vision and goals.

Operational risks are continuously evaluated within daily operations. Management-related risks are continuously reviewed by management and documented by the Internal Control Function. Group Management reports monthly to the Board of Directors on potential risk issues. The Board of Directors is responsible to the shareholders for the Group's risk management and formally assess risks annually or more often when needed.

Identified risks are assessed regarding the probability of occurrence and impact if occurring. The effectiveness of existing risk responses (such as safeguards, control activities etc.) is qualitatively assessed. The residual risk is illustrated and considers the effectiveness of all current existing risk responses.

All identified risks are documented in a risk map and further explained in a risk register, internally called the Boozt Risk Library. Risks can be mitigated through proactive actions, such as insurances or legal agreements, and in some cases, the Group can influence the likelihood of a risk-related event occurring. Other risks are not possible to eliminate, such as risks dependent on political decisions, or other macroeconomic factors. If a risk is related to events beyond the control of the Group, work is aimed at alleviating the consequences.

**Overview of identified risks**

In the following section, we report the identified risks which are considered to have a considerable impact on the business as per March 2022. We have evaluated the risk picture considering the impact of the current economic and political uncertainty arising from inflationary pressure and the ongoing Russia-Ukraine crisis.

The Group discloses the current top 10 risk list in a non-prioritised order depending on the most recent assessment by the Group Management and Board of Directors in terms of impact and likelihood of all identified risks.

**IDENTIFICATION**

Risks are identified and reported in the Boozt Risk Library

**ANALYSIS**

Identified risks are analysed to determine cause, impact and likelihood

**RECORDING**

Risks are recorded in the Boozt Risk Library assigning ownership and prioritisation

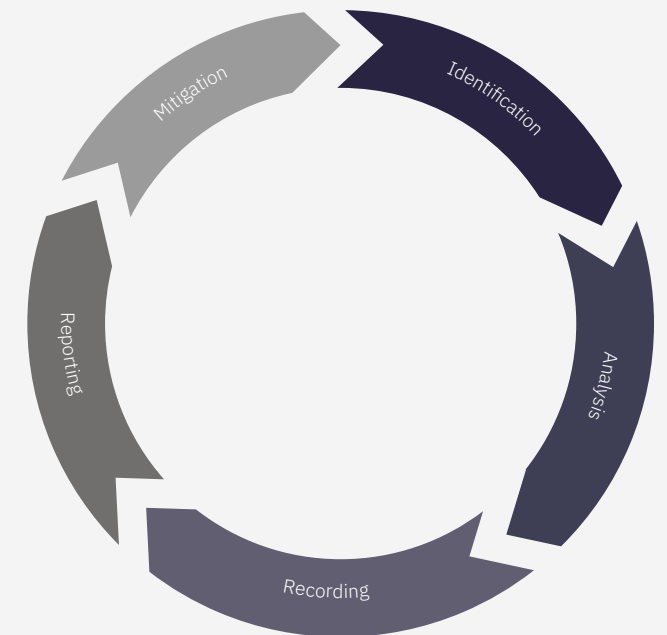
**REPORTING**

Risks are reported to relevant stakeholders including the Board of Directors

**MITIGATION**

Risks are monitored and preventive measures implemented by the business owner

## Risk management and internal control at Boozt – A living and ongoing cycle





## DIRECTOR'S REPORT

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Risk	Description	Mitigating activities	Probability	Impact
1. Macroeconomic factors	Changes in the overall macroeconomic environment within the Group's geographical area may influence the Group's business in terms of overall demand for fashion & lifestyle, customer behaviour as a consequence of increasing environmental awareness and supply-chain disruption etc.	The Group actively monitor macroeconomic trends and development within the regions of interest, as well as the online factors and trends that may affect the market. To mitigate changes in demand and consumer preferences, the Group among others perform the following activities: - Sales and product performance actively monitored on daily basis to identify changes in demand and customer behaviour - Flexible and dynamic buying model that enable the Group to adjust the inventory position to reflect an increase or decrease in overall demand - The outlet segment Booztlet serves as a further hedge to mitigate the inventory risk - Focus on having as much variable cost as possible and reduce the fixed cost ratio	Moderate	More than +/- 15 % of EBIT
2. Brand & reputation	The Boozt brand and reputation is key to our continued ability to attract and retain customers, employees and shareholders.	<b>Personnel:</b> Proper treatment of employees (participation in Collective Bargaining Agreement) and excess employees in the form of cash remuneration. <b>Brands:</b> In relation to brands, we align performance to secure long lasting relationships and strengthen our relationship with sharing product insights. <b>Customers:</b> In relation to customers, we constantly monitor satisfaction and live by the notion – “if any doubt – the customer is right”. <b>ESG:</b> Following global practised frameworks. Launch of care-for strategy to become the leading responsible e-commerce company in the Nordics by 2025. Supplier code of cooperation covering human rights, child labour, ethical sourcing and animal welfare.	Moderate	More than +/- 15 % of EBIT
3. Commercial & competition	The competitive environment has changed as a result of the COVID-19 pandemic. Consumer demand is shifting more rapidly to e-commerce forcing both large e-commerce players, local challengers and fashion companies to improve their e-commerce offering at a faster pace. As a result, the addressable market increases as well as competition.	The Group is convinced that the Nordic Department Store strategy positions the group well to grow ahead of the online market by continuing the significant market share gains. The importance of scale is ever growing and with the online space still considered very fragmented in terms of the competitive landscape, we believe that there are ample opportunities to continue our role as a consolidator as a consequence of our scale benefits. In addition, the group continues to invest in further development of the vertical revenue streams (BMP, BooztPay and BrandHub) to improve our commercial offering towards customers and brands as well as the ability to do further price investments to secure market share and/or ultimately improve the profitability of the group.	Moderate	More than +/- 15 % of EBIT
4. Fulfilment operations	Incidents or interruption in the Boozt Fulfilment Centre may occur in case of fire, power outage, accidents, lack of capacity or low productivity as a consequence of a lack of personnel and/or malfunctioning automation.	<b>Incident/damages:</b> The Group assesses and evaluates different possible scenarios and has defined what actions to take if such events occur. Contingency plans are adopted and include responsibility- and crisis management. <b>Efficiency and capacity:</b> Strategic and tactical planning is performed to support the growth considering factors such as warehouse/logistics capacity, recruitment strategies etc. Group Management and the Board of Directors continuously review the business plan and the strategic and tactical planning. The automation capacity can be expanded in a modular way securing high utilization at all time and flexibility around when to invest in further capacity.	Moderate	More than - 15 % of EBIT
5. IT security and infrastructure	The Boozt IT infrastructure is crucial to our day-to-day operations - from customer's ability to order and pay to our core fulfilment services and analytical capabilities. This makes us vulnerable to system outages, cyber attacks and failure to scale our infrastructure to support the high growth trajectory.	Boozt assesses and monitors the risk for the occurrence of different scenarios that affect the function of the webstore and fulfilment services operated by the Group. The webstores are monitored in real time and actions can be taken in minutes to ensure continued website functionality.  Boozt's IT infrastructure is operated via cloud computing services hosted by Google Cloud Platform and is considered best-in-class in terms of performance, stability and security.  Our IT Disaster Recovery Plan prioritises roles, responsibilities and actions to mitigate disruption events.	Moderate	More than - 15 % of EBIT

## DIRECTOR'S REPORT

Proposed appropriation of profits

Risk management

	Risk	Description	Mitigating activities	Probability	Impact
6.	Financial risk	Risk that the Group does not have a sufficient liquidity reserve and no ability to provide sufficient funding through capital markets in respect to growth and investments plan.	The risk is mitigated by adopted policies regarding target debt ratios, maturity date spreads on credit facilities, cash planning etc.	Unlikely	Less than -15 % of EBIT
7.	Acquisition and integration	Risk that the Group conduct an unrelated acquisition and that an acquisition could lead to difficulties in integrating the acquired company which can disrupt the Group's current business activities and have a material negative effect on the Group's operations.	The Group will not pursue an acquisition that is neither horizontal nor vertical, expand the core business outside the Nordic or put the current unit economics in risk. A strategic bolt-on will be made to gain access to specific category expertise, gain access to new technology or increase the Group's current presence in the Nordic market. An acquisition will be preceded by a careful due diligence process that will cover areas of finance, operations and legal. The integration work will be supported and monitored closely by the Group.	Moderate	Less than +/- 15 % of EBIT
8.	Supply chain disruption	Risk deriving from disruption in the supply chain caused by poor performance by distribution partners or lack of product supply from brand partners. The increased severity and frequency of extreme weather events due to climate change can also lead to supply chain disruption due to its impact on manufacturing and distribution. A disruption in the supply chain may affect the customer experience and result in a deteriorating of the Group's customer offering.	<b>Distributors:</b> To mitigate the risk of dependency on any single supplier, Boozt works with multiple local providers in each country with the ability to shift volumes between the distributors in case of poor performance or continuous supply chain disruption. The scale and volume which the group operates enable us to get high priority with our partners. <b>Product supply:</b> Status as preferred partner through building long-lasting and mutually beneficial partnerships with supply partners to ensure prioritization if supply chain disruption occurs. Further, the diversification of Boozt's selection, which consist of more than 1,300 brands and where no single brand is responsible for >2% of revenue, ensures that the Group is not reliant on any single supplier.	Unlikely/ moderate	Less than - 15 % of EBIT
9.	Personnel	The Group may lack the ability to attract and retain key personnel due to various reasons, such as monetary, benefits, working environment etc. The focus on digitisation and e-commerce has increased the demand for our Group's employees.	The Group seeks to be an attractive employer by a competitive offering both in terms of salary and benefits, but also by creating a culture that the employees enjoy being a part of. The Group's Code of Conduct contains the core values that we want the business to live by. The employee satisfaction is monitored continuously by monthly surveys and all managers are required and encouraged to share and discuss results openly with their team and create an action plan on any areas of improvement.	Moderate	Less than -15 % of EBIT
10.	Compliance & regulatory changes	Risk for non-compliance with EU privacy regulation/GDPR.	The Group has since the GDPR implementation continuously worked with data privacy, ensuring full compliance with the regulation. Data are not spread across different third-party systems securing data discipline and control in own systems. Ongoing project to strengthen the GDPR compliance and perform risk analysis and documentation on the use of personal data throughout the organisation.	Unlikely	Less than -15 % of EBIT

# Corporate Governance Report

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**Boozt AB (publ) is a Swedish** public limited liability company listed on Nasdaq Stockholm (Large Cap) and Nasdaq Copenhagen (Large Cap). Corporate governance refers to the system through which shareholders directly or indirectly govern the company. The company's governance is based on Swedish law, the company's Articles of Associations, Nasdaq Stockholm's Rule Book for Issuers and internal rules and instructions. The company also applies the Swedish Corporate Governance Code (the "Code"). The Code applies to all Swedish companies with shares listed on a regulated market in Sweden.

**The company is not obliged** to comply with all rules in the Code since the Code provides for the possibility to deviate from the rules, provided that any such deviations and the chosen alternative solutions are described and that the reasons for the deviation are explained in the corporate governance report (according to the "comply or explain principle").

During 2021 Boozt deviated from the Code in 1 instance. According to § 8.1 The board of directors is to evaluate its work annually, using a systematic and structured process, with the aim of developing the board's working methods and efficiency. The results of this evaluation are to be reported to the nomination committee. On recommendation from the Chairman of the Board, the Nomination Committee has approved not to do this year's evaluation primarily due to the recent addition of 2 new board members and the fact COVID-19 severely has limited offline meetings to a few since last AGM. In addition, the Nomination Committee has held interviews with individual board members to share their views on the board's work and competencies. Finally, the recent year's board evaluation has overall been very satisfactory.

**Dual listing and Danish Corporate Governance**

Boozt AB (publ) is a Swedish public limited liability company and accordingly, Boozt follows Swedish rules, regulations and guidelines as described above. However, as a company with shares admitted to trading on both Nasdaq Stockholm and Nasdaq Copenhagen, Boozt is required to each year provide a general description of the main differences between the Code and the Danish recommendations on corporate governance (the "Recommendations") issued by the Danish committee on corporate governance. The company has no obligation to follow or report separately on the Recommendations.

The overall aims and principles of the Code and the Recommendations are similar and include recommendations in relation to shareholder engagement, tasks and procedures of the board of directors, board composition and board committees as well as management remuneration.

The overall differences are described on the next page.





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**Shareholder engagement***Election of chair of the annual general meeting*

The Code stipulates that the chair of the annual general meeting shall be appointed by the nomination committee. In a Danish context, the board of directors will usually appoint a chair of the general meeting and this is not regulated in the Recommendations.

*Minutes of the annual general meeting*

The Code recommends that a shareholder who is independent from the company and its board of directors is appointed to verify and sign the minutes of general meetings. Such practice does not exist in Denmark and the minutes are approved and signed by the chair of the general meeting in accordance with Danish company law.

*Policies*

The Recommendations include recommendations for a listed company to adopt policies regarding communication and investor relations as well as adopt contingency procedures in case of a public takeover of the company. Such recommendations are not included in the Code, however Boozt has adopted a communications policy which governs both internal and external communications, including in relation to investors. Boozt has not currently adopted formal written procedures in case of a public takeover.

**Procedures and tasks of the board of directors***Participation in daily management*

Pursuant to the Recommendations, any participation by a board member in the daily management of the Company shall be approved by the board and publicly disclosed. None of the members of the board of directors of Boozt participates in the daily management of the Company.

**Board composition and board committees***Independence of board members*

The Code distinguishes between board members' independence from the company and its executive management and independence from the company's major shareholders in two separate recommendations. Independence in relation to major shareholders is not a part of the Recommendations, however in order to be considered independent a board member should not be a representative of or be associated with a controlling shareholder.

*Chair of the board*

The Code stipulates that the chair of the board shall be elected by the general meeting. This is not the case in a Danish context. Further, the specific tasks of the chair are more detailed in the Code, however Danish practice is in line with the tasks and responsibilities of the Code. The Recommendations stipulate that a deputy chair shall be elected, which is not included in the Code.

*Board committees*

Both the Code and the Recommendations stipulate that a Company should have an audit committee, a remuneration committee, and a nomination committee.

A main difference between the Code and the Recommendation is that a nomination committee pursuant to the Code consists of members elected directly by the shareholders whereas members of a nomination committee pursuant to the Recommendations are elected by and among members of the board of directors. The tasks of the nomination committee in a Swedish context are also more comprehensive than the tasks of the nomination committee in a Danish context.

The Company follows the Swedish practice pursuant to the Code, and accordingly the nomination committee consists of shareholder elected committee members and the tasks carried out are in line with the recommendations of the Code.

**Management remuneration***Performance criteria*

Pursuant to the Code any variable remuneration is to be linked to predetermined and measurable performance criteria. In a Danish context variable remuneration is more broadly defined, and there is no recommendation that predetermined and measurable performance criteria should be applied, however any performance criteria, if applied, should be described in the remuneration policy.

*Approval of incentive programmes*

According to the Code, all share based incentive programmes are to be approved by the general meeting, including the principle conditions for the programme. In a Danish context share based programmes may be established and approved by the board as long as such programme is within the limits of the remuneration policy as adopted by the general meeting.

*Board compensation*

The Recommendations stipulate that board members should not be provided with variable remuneration. The Code stipulates that programmes designed for board members are to be devised by the company's owners and to promote long-term ownership.

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**Shares and shareholders**

The Boozt share has been traded on Nasdaq Stockholm (Mid Cap) since May 31, 2017 and on Nasdaq Copenhagen (Mid Cap) since November 20, 2020. At the end of 2021, the total number of shares was 66,890,637 and votes was 65,637,804.6 distributed among 17,998 known shareholders. The share capital consists of two share classes: ordinary shares (65,498,601 shares issued) with 1 voting right per share and C shares (1,392,036 shares issued) with 1/10 voting right per share. There are no restrictions on the number of votes each shareholder can cast at the Annual General Meeting.

The ten largest known shareholders accounted for 57.2% of the shares outstanding. On December 31, 2021, there were two shareholders with holdings that separately represented 10% or more of the number of shares and votes in the company.

**10 largest known shareholders as per December 31, 2021:**

Shareholder	Shares	Capital	Votes
BLS Capital Fondsmæglerselskab A/S	9,989,007	14.9%	15.2%
Ferd AS	6,669,018	10.0%	10.2%
Kabout Management LLC	4,938,372	7.4%	7.5%
Invesco	3,813,848	5.7%	5.8%
Swedbank Robur Funds	3,716,869	5.6%	5.7%
Arbejdsmarkedets Tillægspension (ATP)	3,369,065	5.0%	5.1%
Vanguard	1,998,695	3.0%	3.0%
Boozt AB (C-shares)	1,392,036	2.1%	0.2%
Danica Pension	1,193,713	1.8%	1.8%
La Financière de l'Echiquier	1,164,298	1.7%	1.8%
		57.2%	56.4%

Source: Data aggregated by Monitor by Modular Finance AB. (Sources: Euroclear, Morningstar, Finansinspektionen, Nasdaq, Millistream).

**General Meeting**

The general meeting is the Company's highest decision-making forum, where the shareholders exercise their right to decide on the Company's affairs.

The Annual General Meeting is held once a year, within six months from the end of the financial year. Notice of general meetings shall be published in the Swedish Official Gazette and be kept available on the company's website. At the time of the notice, an announcement with information that the notice has been issued shall be published in Svenska Dagbladet.

Registered shareholders who have given notice of their attendance on time are entitled to participate in the meeting and vote for the total number of shares they hold.

Shareholders who wish to participate in a general meeting must be included in the shareholders' register maintained by Euroclear Sweden on the day falling six banking days prior to the meeting and notify the Company of their participation no later than on the date stipulated in the notice convening the meeting. Shareholders may attend the general meetings in person or by proxy and may be accompanied by a maximum of two advisors. Typically, it is possible for a shareholder to register for the general meeting in several different ways as indicated in the notice of the meeting. A shareholder may vote for all shares owned or represented by the shareholder. Extraordinary general meetings can also be held when needed.

Among other things, the general meeting makes decisions concerning:

- Adoption of the income statement and balance sheet
- Adoption on consolidated income statement and statement of financial position
- Appropriation of the earnings according to the adopted balance sheet
- Resolution on authorisation for the Board of Directors regarding new share issue
- Resolution on implementation of long-term incentive program by way of directed issue of warrants and approval of transfer of warrants
- Discharge of the members of the Board of Directors and the CEO from liability
- Election of board members and the Chairman of the Board
- Remunerations to the Board of Directors
- Amendments to the Articles of Association
- Election of auditor
- Establishment of principles for the nomination committee

*2021 Annual General Meeting*

The Annual General Meeting was held on May 27, 2021, in accordance with Sections 20 and 22 of the Act (2020:198) on temporary exceptions to facilitate the execution of general meetings in companies and other associations, meaning that the shareholders have exercised their voting rights at the meeting only by advance voting, so called postal voting. All resolutions were passed with the required majority. In accordance with the proposal from the Nomination Committee Henrik Theilbjørn, Jón Björnsson, Kent Stevens Larsen, Cecilia Lannebo and Luca Martines was re-elected as ordinary board members and Aileen O`Toole and Julie Wiese was elected as ordinary board members. Henrik Theilbjørn was re-elected as Chairman of the board.

*2022 Annual General Meeting (the "AGM")*

The AGM will be held digitally on Wednesday April 27, 2022, as a postal voting meeting. A person who wishes to participate in the AGM must notify the company by casting its postal vote in advance. Details of the notification procedure are published in the notice convening the AGM. Notice to attend the AGM along with proposals from the Nomination Committee will be published on the company's website no later than March 30, 2022.

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Important dates for the AGM:

April 19, 2022 - record date for the 2022 AGM.

April 20, 2022 - 9:00AM deadline for re-registration of shares held with Euronext Securities in Denmark.

April 21, 2022 - deadline for re-registration of shares held with Euroclear Sweden.

April 26, 2022, deadline for notification of attendance by casting postal vote.

A shareholder who wishes to have a matter considered by the Annual General Meeting must submit a written request

- via email to: [agm@boozt.com](mailto:agm@boozt.com) or
- by letter to: Boozt AB (publ), Att: AGM/Årsstämma, Box 4535, 203 20 Malmö, Sweden.

Proposals for the Agenda shall be submitted no later than seven weeks prior to the Annual General Meeting, or in any case, if required, in time for the matter to be included in the notice convening the Annual General Meeting.

**Nomination Committee**

Companies complying with the Code shall have a nomination committee. According to the Code, the General Meeting shall appoint the members of the nomination committee or resolve on procedures for appointing the members. The Nomination Committee shall, pursuant to the Code, consist of at least three members of which a majority shall be independent in relation to the Company and the Group Management. In addition, at least one member of the nomination committee shall be independent in relation to the largest shareholder in terms of voting rights or Group of shareholders who cooperates in terms of the Company's management. At the Annual General Meeting held on May 27, 2021, it was resolved that the Nomination Committee should consist of representatives of the three largest shareholders listed in the shareholders' register maintained by Euroclear Sweden as of August 31, 2021, and the Chairman of the Board. The member representing the largest shareholder shall be appointed chairman of the nomination committee, unless the Nomination Committee unanimously appoints someone else.

The largest shareholders as per August 31, 2021, were BLS Capital Fondsmæglerselskab A/S (10.1%), Ferd AS (9.7%) and Kabouter Management LLC (6.2%). In order of size, the largest shareholders were asked if they

would accept a seat on the Nomination Committee. BLS Capital Fondsmæglerselskab A/S (10.1%), Swedbank Robur Funds (5.9%) and ATP (5.4%) accepted the seats. The Nomination Committee is therefore represented by Anders Lund (appointed by BLS Capital Fondsmæglerselskab A/S), Caroline Sjösten (appointed by Swedbank Robur Funds), Claus Wiinblad (appointed by ATP) and together with the Chairman of the Board of Directors Henrik Theilbjørn constitute the Nomination Committee. The Nomination Committee has appointed Anders Lund as chairman of the Nomination Committee as per August 31, 2021.

The Nomination Committee's complete proposals to the 2022 AGM will be presented in the official notification of the AGM.

Assessing the composition of the board, is reviewed continuously over the year. The Nomination Committee held meetings at the end of 2021 and in the beginning of 2022.

**Board of Directors**

The Board of Directors is the second highest decision-making body of the Company after the Annual General Meeting. Members of the Board of Directors are normally appointed by the Annual General Meeting for the period until the end of the next Annual General Meeting. According to the Company's articles of association, the members of the Board of Directors elected by the general meeting shall be not less than three and not more than ten members with no deputy members. At the 2021 AGM, 7 board members were elected, without deputy members.

Responsibilities of the Board of Directors and composition According to the Swedish Companies Act, the Board of Directors is responsible for the organisation of the Company and the management of the Company's affairs, which means that the Board of Directors is responsible for, among other things, setting targets and strategies, securing processes and systems for evaluation of targets, continuously assessing the financial condition and profits as well as ensuring an appropriate organisation, management, guidelines and internal control. The Board of Directors is also responsible for ensuring that annual reports and interim reports are prepared in a timely manner. Moreover, the Board of Directors appoints the Group CEO. According to the Code, the Chairman of the Board of Directors is to be elected by the General



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Meeting and is responsible for managing the work of the Board of Directors and to ensure that the work of the Board of Directors is efficiently organised. The Board of Directors applies written rules of procedures, which are revised annually and adopted by the inaugural board meeting every year. Among other things, the rules of procedure govern the practice of the Board of Directors and the division of work between the members of the Board of Directors and the Group CEO.

The Board is evaluated each year for the purpose of developing the board's work and to create a basis for the Nomination Committee's evaluation of the Board's composition. The latest evaluation of the Board took place in November 2020, the board members did a self-assessment with satisfactory results. The Board's evaluation revealed that the Board's work has worked well and that comments from the 2019 evaluation was taken into account. The evaluation showed that the board is deemed well-composed and that the members add relevant competence and has experience from various areas that are relevant to the Group's activities.

On recommendation from the Chairman of the Board, the Nomination Committee has approved not to do this year's evaluation primarily due to the recent addition of 2 new board members and the fact COVID-19 severely has limited offline meetings to a few since last AGM. In addition, the Nomination Committee has held interviews with individual board members to share their views on the board's work and competencies. Finally, the recent year's board evaluation has overall been very satisfactory.

In 2021, the Board of Directors held 21 (25) meetings.

The members' attendance is presented in the table.

Board of Directors 2021			Independent in relation to		Attendance			
Name	Position	Member since	The Company and executive management	Major shareholders	Board meetings	Audit Committee meetings	Remuneration Committee meetings	Directors' fees - KSEK
Henrik Theilbjørn	Chairman of the Board	2009	Yes	Yes	21/21	5/5	5/5	1,400
Kent Stevens Larsen	Board member	2009	Yes	Yes	21/21	5/5	-	700
Jón Björnsson	Board member	2012	Yes	Yes	20/21	-	5/5	600
Cecilia Lannebo	Board member	2018	Yes	Yes	20/21	5/5	-	625
Luca Martines	Board member	2019	Yes	Yes	20/21	-	3/3	450
Aileen O' Toole	Board member	2021	Yes	Yes	14/14	-	2/2	550
Julie Wiese	Board member	2021	Yes	No	14/14	-	-	450
Bjørn Folmer Kroghsbo*	Board member	2018	Yes	Yes	6/7	-	-	0

Directors' fees cover the period from AGM 2021 to AGM 2022

\* The Director left the Board on the 2021 AGM.



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**Work performed in 2021**

During the fiscal year, the Board of Directors held 21 (25) meetings, including statutory, extraordinary and per circulation. Ordinary meetings are held in accordance with a yearly adopted calendar. In addition to these meetings, additional board meetings can be convened to handle issues, which cannot be postponed until the next ordinary board meeting. In addition to the board meetings, the Chairman of the Board of Directors and the Group CEO continuously discuss the management of the Company.

During the year the Board regularly reviewed Boozt Group's consolidated earnings, financial position, organisation and administration. During its meetings, the Board has dealt with matters involving Boozt Group's strategy, including budget and other financial forecasting, capital structure and financing, investments in equipment, the establishment of new operations and continued streamlining of internal procedures and control processes.

The Company's Group CEO and other members of Group Management are present at all ordinary board meetings, but they do not participate when the Board evaluates the Group CEO or makes decisions regarding remunerations to Group Management or meets with the Company's auditors to evaluate Group Management.

At the inaugural board meeting, the Board of Directors adopts Rules of Procedure for the Board of Directors, written instructions to the Group CEO, including instructions for financial reporting.

*Audit committee*

The Company's Audit Committee consisting of three members: Kent Stevens Larsen (chairman), Cecilia Lannebo and Henrik Theilbjørn. The Audit Committee shall, without it affecting the responsibilities and tasks of the Board of Directors, monitor the Company's financial reporting, monitor the efficiency of the Company's internal controls, internal auditing and risk management, keep itself informed of the auditing of the annual report and the consolidated accounts, review and monitor the impartiality and independence of the auditors and pay close attention to whether the auditors are providing other services besides audit services for the Company, and assist in the preparation of proposals for the general meeting's decision on election of auditors.

The Audit Committee held 5 (6) meetings during 2021. The work of the Committee has mainly focused on review and improvement of the financial reporting and financial processes, examination of company risks and evaluation of the internal control environment, and follow-up and review of the work of the external auditor.

*Remuneration committee*

Boozt has a remuneration committee consisting of three members: Jón Björnsson (chairman), Aileen O' Toole and Henrik Theilbjørn. The remuneration committee shall prepare matters concerning remuneration principles, remuneration and other employment terms for the Group CEO and the Group Management.

The 2021 topics has mainly consisted of Short Term Incentive program, Long Term Incentive program and compensation for Group Management.

The remuneration committee held 5 (8) meetings during 2021.

*Diversity in the Board*

In 2017, the Board of Directors adopted the "Group Policy – Diversity in the BoD" in compliance with the directives in the Swedish Corporate Governance Code stating that the Board of Directors should be constituted of members with diverse competences, experiences, and backgrounds.

The adopted policy states that members should possess the competence and experience appropriate for the responsibilities and work carried out for the Group.

Additionally, it should be considered if the individual members are appropriate considering the aim for diverse competences, experiences, and backgrounds within the Board of Directors with respect to gender, age, geographical origin and educational background.

It is the responsibility of the Nomination Committee of the Board of Directors to consider the requirements stated in the policy.

With respect to gender 3 out of total 7 members (42.9%) in the Board of Directors are women.



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**Group CEO and Group Management****Group CEO**

The Group CEO is responsible for the daily operation of the Group in accordance with guidelines and instructions from the Board of Directors. The division of work between the Board of Directors and the Group CEO is set out in the rules of procedure for the Board of Directors and the written instructions to the Group CEO. The Group CEO is also responsible for the preparation of reports and compiling information for the board meetings and for presenting such materials at the board meetings. According to the instructions for the financial reporting, the Group CEO is responsible for the financial reporting in the Company and consequently must ensure that the Board of Directors receives adequate information for the Board of Directors to be able to assess the Company's financial condition.

Among other things, the Group CEO must focus on recruitment of senior executives, buying and logistics matters, the customer offering, pricing strategy, sales and profitability, sustainability matters, marketing, business development and IT development. The Group CEO reports to the Board of Directors and makes the necessary preparations for taking decisions on investments, expansion, etc. The role of Group CEO includes contact with the financial market, media and legal authorities.

**Group Management**

The Group CEO leads the Group Management team which consists of the Chief Financial Officer (CFO), Chief Commercial Officer (CCO), Chief Technical Officer (CTO), Chief Purchasing Officer (CPO), Chief Human Resources Officer and Chief Supply Chain Officer (CSCO). The Group CEO leads the work of Group Management. Group Management meetings are held weekly and focus primarily on monitoring of performance and strategic and operative monitoring and development. A presentation of Group Management is available in the section "Group Management" on pages 56-57.

**Ownership by Group Management and Board of Directors as per December 31, 2021.**

Name	Number of shares directly owned	Number of shares indirectly owned	% ownership	Total number of shares owned
Hermann Haraldsson (CEO)	522,155	81,911	0.90%	604,066
Sandra Gadd (CFO)	12,500	-	0.02%	12,500
Peter G. Jørgensen (CCO)	392,136	-	0.59%	392,136
Jesper Brøndum (CTO)	373,888	-	0.56%	373,888
Mads Bruun Famme (CPO)	222,772	-	0.33%	222,772
Lars Lindgaard (CSCO)	-	-	0.00%	-
Sandra Joy Sahlertz (CHRO)	56,810	-	0.08%	56,810
<b>Group Management Total</b>	<b>1,580,261</b>	<b>81,911</b>	<b>2.48%</b>	<b>1,662,172</b>
Henrik Theilbjørn	-	241,527	0.36%	241,527
Kent Stevens Larsen	682,521	-	1.02%	682,521
Jón Björnsson	28,569	-	0.04%	28,569
Cecilia Lannebo	5,000	-	0.01%	5,000
Luca Martines	-	-	0.00%	-
Aileen O`Toole	-	-	0.00%	-
Julie Wiese	-	-	0.00%	-
<b>Board of Directors total</b>	<b>716,090</b>	<b>241,527</b>	<b>1.43%</b>	<b>957,617</b>
<b>Board &amp; Management total</b>	<b>2,296,351</b>	<b>323,438</b>	<b>3.92%</b>	<b>2,619,789</b>

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**Auditors**

Boozt AB's auditor Deloitte AB was elected by the 2021 AGM for a period of one year. Didrik Roos, certified public accountant, has been responsible for the audit of the company on behalf of Deloitte AB.

The auditor reports its findings to the shareholders by means of the auditors' report, which is presented to the AGM. In addition, the auditor reports detailed findings to the Audit Committee and to the full Board at least once a year, and annually provide assurance of their impartiality and independence to the Audit Committee.

The Auditors has met with the Board of Directors without Group Management's presence on 1 occasion during the year.

Audit engagements involve examination of the annual report and financial accounting, administration by the Board and Group CEO, other tasks related to the duties of a company auditor and consultations or other services that may result from observations noted during such examination or implementation of such other engagements. For more detailed information on auditing fees for the year, see Note 7 in this annual report.

**Remuneration to Group Management**

Remuneration to the Group CEO and other members of Group Management are decided by the Board of Directors, who are authorised to make decisions in accordance with guidelines for remunerations as set by the AGM. The Remuneration Committee presents recommendations to the Board of Directors.

**Guidelines for remuneration**

The AGM held on May 27, 2021, adopted guidelines for remuneration applied for Group CEO and Group Management. The guidelines reflect the Company's objectives for good corporate governance as well as sustained long-term value creation for shareholders. The guidelines will apply unchanged for 2022.

*Remuneration of the CEO and Group Management*

The remuneration of Boozt's Group Management is proposed by the Remuneration Committee and subsequently approved by the Board of Directors. The total remuneration shall be based on market terms, be competitive, well

balanced, as well as contribute to good ethics and company culture. The fixed salary shall be based on the Group Management's competence and area of responsibility, be individual and shall normally be reviewed every year. See note 9 for more information.

*Short term incentive programs*

The remuneration of Group Management shall include a short-term incentive program (STIP) which is measured on financial targets related to net revenue growth and adjusted EBIT with a target of 35% of annual fixed salary. The STIP includes a possibility for Group Management to achieve a stretch bonus up to 35% of their annual fixed salary provided the Group's financial targets related to net revenue growth and adjusted EBIT are exceeded.

*Benefits*

In addition to the fixed salary, Group Management shall have benefits such as company car, contribution to health activities and newspapers.

*Pension / Severance payments*

Group Management shall not be entitled to a company paid pension scheme, but has a 5% mandatory self-financed pension scheme, which include insurances for health and loss of working ability. Severance payment cannot exceed 12 months of fixed salary if stipulated in contracts.

**Deviations from the guidelines**

The Board may decide to deviate from the above guidelines if special reasons so justify. Deviations could include additional STIP elements based on length of employment, exceptional performance or similar. In such case the additional remuneration, cannot exceed 50% of the fixed annual salary.

**Long-term incentive programs**

The Company's long-term incentive programs (LTIP) shall have the objective of aligning interests of the Group Management and selected key employees with the long-term goals of the Company and its shareholders. The vesting period for long term incentive programs shall be at least three years. LTIPs shall always be based on shares or share linked instruments. LTIPs shall ensure a long-term commitment to the development of the Company. Any share based long term incentive programs will be subject to shareholder approval before being launched.

As per December 31, 2021, the Company has four outstanding programs: Options program 2015/2025, Performance share program 2019/2022, Performance share program 2020/2023, Performance share program 2021/2024.

Options program 2015/2025 was issued in November 2015 and fully vested by the participants in June 2020. In June 2018 the first 33% of the program vested with the possibility to exercise first time in August 2018. The next 33% vested in June 2019 with the possibility to exercise first time in August 2019 and the last 34% vested in June 2020 with the possibility to exercise in August 2020.

Performance share program 2019/2022 was issued in June 2019 where participants can receive a number of performance shares subject to certain performance targets (Share Price (Group Mgmt), Net Promoter Score, Revenue Growth, EPS and NWC ratio). Max number of shares to be awarded in the programme is 406,950 shares. The programme has a 36-month cliff vesting period and expires in July 2022.

Performance share program 2020/2023 was issued in July 2020 where participants can receive a number of performance shares subject to certain performance targets (Net Promoter Score, Revenue Growth, Adjusted EBIT and NWC ratio). Max number of shares to be awarded in the programme is 1,040,000 shares. The programme has a 36-month cliff vesting period and expires in July 2023.

Performance share program 2021/2024 was issued in June 2021 where participants can receive a number of performance shares subject to certain performance targets (Net Promoter Score, Revenue Growth, Adjusted EBIT and NWC ratio). Max number of shares to be awarded in the programme is 630,000 shares. The programme has a 36-month cliff vesting period and expires in July 2024.

For more information on the programs please see [www.booztgroup.com](http://www.booztgroup.com).

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**The board's report on internal controls**

To ensure that Boozt complies with applicable laws and regulations and to ensure that the Group's values are incorporated throughout the organisation the Group has adopted a Code of Conduct with mandatory principles regarding behaviour for management and employees. Additionally, several Group-wide policies have been adopted and a process for managing governing documents such as policies and procedures has been implemented.

In addition to the overall risk management system, a level of expected governance and key controls has been stipulated for identified key processes of the operations and supporting financial processes. The expected governance and key controls should be in place at all times with the purpose to enhance and ensure a sufficient level of internal controls. At least once a year the Board evaluates the identified top 10 risks of the company and discuss with Group Management the prioritisation of risks and which activities should be in place to mitigate any impact of risks.

Processes relating to financial closing and reporting are specifically considered in the internal control system. It appoints ownership of sub-processes and accountability to ensure compliance with applicable laws, regulations and internal policies and procedures. Processes managing the business and delivering value shall be defined within the business management system. Further descriptions (procedures, instructions) within the Group shall be aligned with these processes. Group CEO is responsible for the process structure within the Group.

The Board's focus is to strengthen the efficiency in the internal controls systematically in order to secure as little impact as possible in the events of errors or inadequacies..

**Information and communication**

The Group's policies and procedures are updated on an ongoing basis by the appointed policy owner. The Board of Directors assesses the need to add/ update or delete policies continuously. Policies are shared with all employees via a shared online portal. The policy owner is responsible to ensure that all employees to whom the policy is of importance are informed and aware of policies that should be applied.

A self-assessment of minimum requirements of defined controls mitigating identified risks for each business process shall annually be performed and reported to the Audit Committee and the Board of Directors. Group CFO is responsible for the self-assessment process, which is facilitated by the Internal Controls Function. In addition, the Internal Controls Function performs reviews of the Risk and Internal Controls system according to the plan agreed with the Board of Directors and Group Management.

The self-assessment has been carried out during 2021 without any significant findings and has been reported to the Audit Committee and the Board of Directors accordingly.

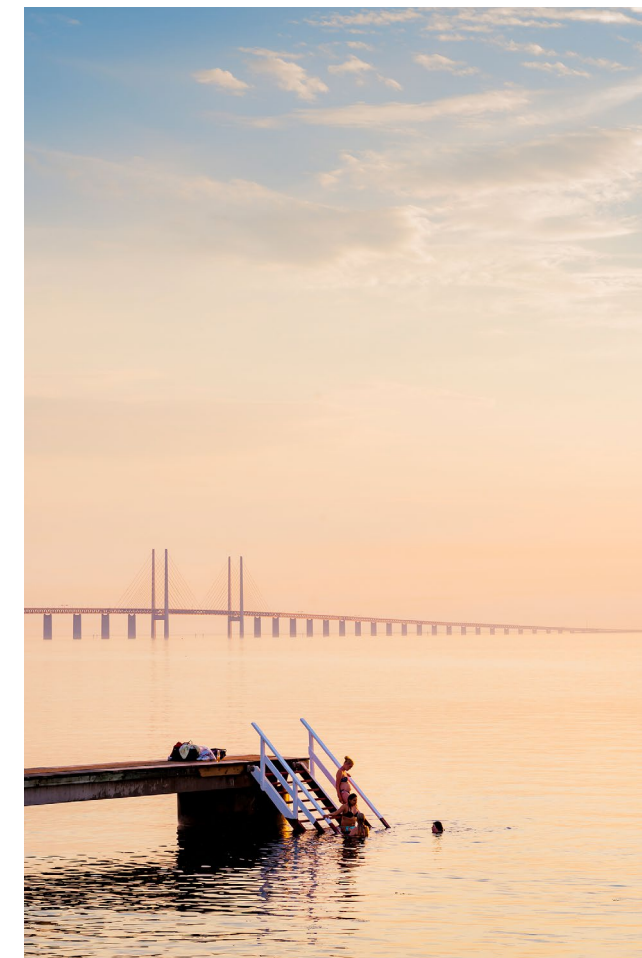
**Monitoring**

Boozt Group shall comply with applicable laws and the Governing documents are a support for this. Management and employees have the responsibility for compliance within the working areas that they are responsible for. Within the Governing documents each policy has an appointed owner that is responsible for following up on the policy within the Group. Group CFO is responsible for reporting to the Audit Committee and Board of Directors on policy compliance as a whole for the Group once a year.

The Group CEO shall address any request for exception in writing to the Board of Directors. The Board of Directors shall assess and decide on each request individually. The assessment shall take both local and group-wide risks into consideration.

**Internal audit**

With respect to the Company's current size and operations, the Board of Directors has decided not to have a separate internal audit function, but it annually assesses the need of such a function. The Board has again assessed in 2021 that the most effective method for the monitoring and follow-up of internal control in the Group still is through an internal control function, which is integrated in the Group's finance function. This internal control function monitors all subsidiaries of the Group. The function regularly reports to the Group CFO, who in turn reports back to the Audit Committee. In addition, the company's external auditor review and assess the company's internal control environment and reports its observations and evaluation to the Audit Committee.





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# Board of Directors

**HENRIK THEILBJØRN****Born:** 1961.**Chairman of the board since:** 2009.**Education:** Master of Science in Economics and Management, Aarhus University.**Other current assignments:**

Chairman of the board of DAY Birger Mikkelsen A/S, Masai Group A/S, Unique Furniture A/S, ELKA Rainwear A/S, Traede Aps. Board member of MP Strømper A/S, Sahva A/S. Member of the advisory board in Scan Global Logistics A/S. CEO of EMMADS Invest A/S.

**Previous assignments:** Chairman of the board of Bygghemma Group A/S, Shamballa Jewels A/S, PWT Holding A/S, Baum und Pferdgarten A/S, Languagewire A/S, Onstage ApS, Borch Textile Holding ApS, Borch Textile Group A/S, Birger Christensen China Holding A/S, Birger Christensen A/S, Saint Tropez af 1993 A/S, Munthe A/S and Bruuns Bazar A/S, Performance Group Scandinavia A/S, Carl Ras A/S, HTM Group A/S. Board member of Birger Christensen General Trading Company A/S, Rabens Saloner A/S, Jamist Holding A/S, Jamist A/S, Jamist Support A/S, Jamist Invest A/S, Langulize A/S, Bloomingville A/S, BV Holding Company ApS and HB Textil A/S**Shareholding in Boozt AB**

241,527 indirectly

**JÓN BJÖRNSSON****Born:** 1968.**Board member since:** 2012.**Education:** Bachelor of Science in Business Administration, Rider University.**Other current assignments:** CEO of Origo hf., Chairman Braud & Co, Board member of Joe & Juice Iceland, Klappir Green Solutions, Yay, Dropp.**Previous assignments:** CEO of Festi hf. Iceland and Magasin du Nord. Board member of IC Group, Malene Birger A/S, Ahlens AB.**Shareholding in Boozt AB**

28,569 directly

**CECILIA LANNEBO****Born:** 1973.**Board member since:** 2018.**Education:** MBA from Mälardalen University and Wirtschaftsuniversität Vienna.**Other current assignments:**

CEO and director of i-Core Communications AB. Board member of Scandi Standard AB, board member of Zubizuri Pensionsstiftelse AB and deputy board member of Zubizuri AB.

**Previous assignments:** Head of Investor Relations in Humana AB, Leovegas AB and Balco Group AB, Research equity analyst at SEB Enskilda.**Shareholding in Boozt AB**

5,000 directly

**LUCA MARTINES****Born:** 1975.**Board member since:** 2019.**Education:** Bachelor in Political Science, Sapienza University of Rome, Italy.**Other current assignments:**

General Manager of Castelli Cycling YOOX and TheOutnet (YOOX-Net-à-porter Group), Chief Executive officer of Rewoolution (Reda1865 Group)

**Shareholding in Boozt AB**

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**KENT STEVENS LARSEN****Born:** 1964.**Board member since:** 2009.**Education:** Master of Science in Engineering, Technical University of Denmark and MBA, INSEAD.**Other current assignments:** CEO of Phoenix Capital ApS, Phoenix Advisors ApS, UM Properties ApS, Aketopa Holding ApS and Bjorktorpet Invest ApS. Chairman of the board of Hørsholm City ApS. Board member of Dansk Vækstkapital II Komplementar ApS, Dansk Vækstkapital II K/S, Apoteka ApS, Hudkræftklinikken.dk ApS, Norna Playgrounds A/S and Norna Partners ApS.**Previous assignments:** Senior Director at Nordic Capital and consultant at McKinsey & Co.**Shareholding in Boozt AB**

682,521 directly

**JULIE WIESE****Born:** 1986.**Board member since:** 2021.**Education:** BA International Studies at Oslo University, MSc Management at Imperial College Business School and MSc Investment Management at Cass Business School.**Other current assignments:** Board member in Servi Group AS. Investment Professional at Ferd Capital.**Previous assignments:** WebMed AS, IntMed AS.**Shareholding in Boozt AB:**

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# Group Management

**HERMANN HARALDSSON,  
CO-FOUNDER & GROUP CEO****Born:** 1966.**Group CEO since:** 2010.**Education:** Master of Science in Business Economics, Copenhagen Business School.**Board assignments:** TV2 Danmark A/S, Brøndbyernes I.F. Fodbold A/S.**Responsibilities:** The CEO is responsible for the daily management of the company as instructed by the Board of Directors. This means that, among other things, the CEO focuses on sales and profitability, customer offering, expansion and business development. The CEO reports to the Board of Directors on Boozt's development and makes the necessary preparations for taking decisions on investments, expansion and other strategic matters. As CEO, Hermann is the primary contact for communicating with external stakeholders. Before joining Boozt, Hermann was CEO of Brøndbyernes IF Fodbold A/S, a company listed on Nasdaq Copenhagen. Previous positions include CEO of Omnicom Media Group Nordic.**Shareholding in Boozt AB**

522,155 directly

81,911 indirectly

**SANDRA GADD  
GROUP CFO****Born:** 1983**Group CFO since:** 2019.**Education:** MBA, Lund University. **Board assignments:** Hållbar E-handel, Hövding Sverige AB.**Responsibilities:** As CFO, Sandra's responsibilities include financial business planning including budgets and forecasts, liquidity and financing. Further, the Finance Team (responsible for accounting, tax and financial reporting as well as management of internal controls), the Legal team, the Sustainability team and the Order Management team (responsible for customer fraud and the Fair Use policy) within the Group are also under Sandra's purview. Prior to this role Sandra held the positions as Transformation Finance Manager and Business Development Director. Before joining Boozt, Sandra was an Authorized Public Accountant and Audit Manager at Deloitte.**Shareholding in Boozt AB**

12,500 directly

**MADS BRUUN FAMME  
GROUP CPO****Born:** 1976.**Group CPO since:** 2017.**Education:** Three years of economics studies at the University of Southern Denmark.**Responsibilities:** As CPO (Chief Purchasing Officer), Mads oversees buying and merchandising. He focuses on using a data-driven approach combined with soft fashion buying skills. Mads is responsible for deciding the product and brand mix for Boozt, identifying the market wants and trends, and handling the stock mix and pricing strategies. Prior to Boozt, Mads was Head of Merchandising at Magasin du Nord in Denmark.**Shareholding in Boozt AB**

222,772 directly

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**CO-FOUNDER & GROUP CTO****Born:** 1969.**Group CTO since:** 2010.**Education:** Master of Science in Analysis, Aalborg University and Ph.D. in Multivariate Data Processing Faculty of Science, Copenhagen University.**Responsibilities:** As CTO, Jesper is responsible for technology and engineering at Boozt. This includes all systems, technical infrastructure, research & development, and maintenance of the e-commerce platform: webstores & apps, as well as all internal business systems and proprietary software. Before joining Boozt, Jesper was Principal at Netcompany A/S.**Shareholding in Boozt AB**  
373,888 directly**SANDRA JOY SAHLERTZ**  
**GROUP CHRO****Born:** 1983.**Group CHRO since:** 2021.**Education:** Master of Science in Business Administration, Copenhagen Business School.**Responsibilities:** As CHRO, Sandra holds the responsibility for Human Resources across the company. Her engagement includes but is not limited to developing and implementing our HR strategy with valuable business impact, ensuring that Boozt has the right team in place at all times. Furthermore, she is in charge of empowering and nurturing the culture at Boozt, securing an agile and passion-driven environment across the organization. Before joining Boozt, Sandra was Marketing Consultant at Telenor Group, listed on Oslo Stock Exchange.**Shareholding in Boozt AB**  
56,810 directly**PETER G. JØRGENSEN**  
**CO-FOUNDER & GROUP CCO****Born:** 1975.**Group CCO since:** 2011.**Education:** Master of Science in Int. Marketing & Management, Copenhagen Business School.**Responsibilities:** As CCO, Peter is responsible for the teams that drive sales, on- and offline marketing, CRM, design, usability and Business Intelligence. Before joining Boozt, Peter was CMO at Telenor Denmark, Consumer Market, a part of the Telenor Group, listed on Oslo Stock Exchange.**Shareholding in Boozt AB**  
392,136 directly**LARS LINDGAARD**  
**GROUP CSCO****Born:** 1972.**Group CSCO since:** 2020.**Education:** Graduate Diploma in Business Administration, Copenhagen Business School.**Responsibilities:** As CSCO, Lars holds the responsibility for strengthening and expanding our warehouse operations, ensuring that Boozt has fast and cost-efficient processes in place. This includes overseeing fulfilment and distribution activities. Prior to Boozt, Lars was Distribution Director at Nemlig.com.**Shareholding in Boozt AB**

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*As communicated on February 28, 2022, Lars Lindgaard will no longer be a part of Group Management as of April 2022. Lars will be succeeded by Sven Thiessen starting April 1, 2022.*

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**Share price performance 2021**

At year-end, the closing price of Boozt shares on Nasdaq Stockholm was SEK 183.8, down 1.6% since year-end 2020. At year-end, the closing price of Boozt shares on Nasdaq Copenhagen was DKK 129.8, down 5.4% since year-end 2020.

The average daily trading volume of Boozt shares on Nasdaq Stockholm and Nasdaq Copenhagen was 388,755 shares in 2021 equivalent to 0.5% of shares issued.

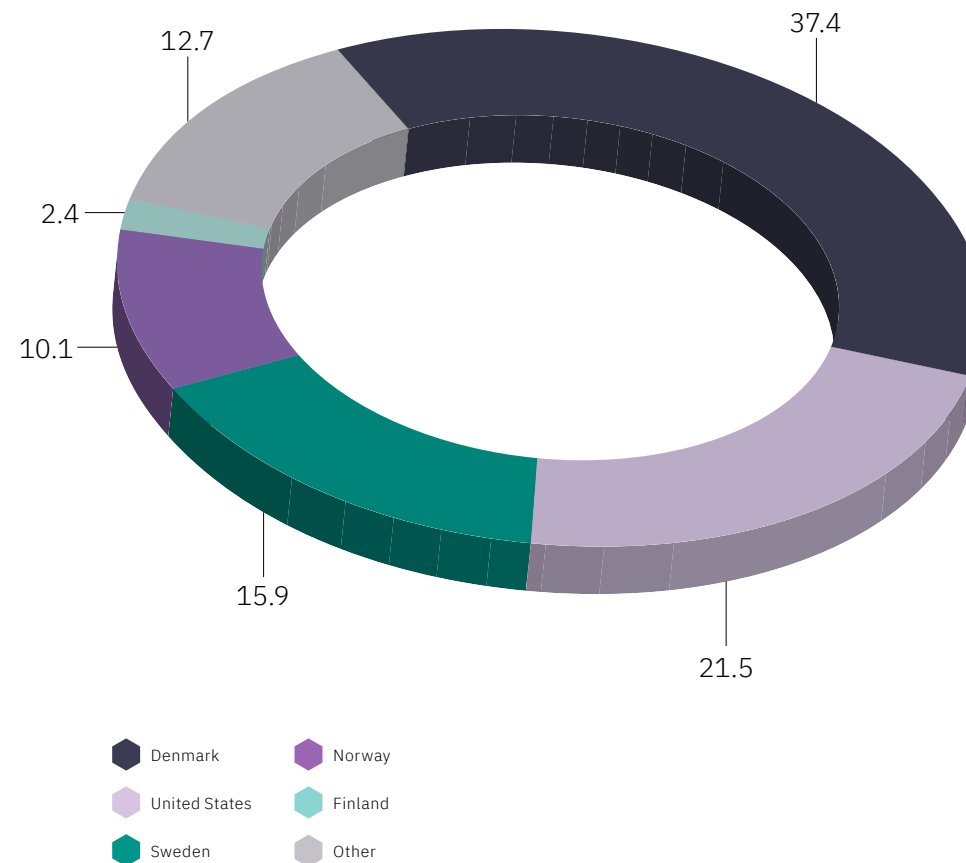
As per December 31, 2021, the market capitalization of Boozt was SEK 12.3 billion against SEK 10.7 billion at the end of 2020.

**Ownership**

On December 31, 2021, Boozt had 17,994 registered shareholders. The largest 20 shareholders owned 67.0% of the share capital.

Boozt has no majority shareholders. Shareholders owning more than 5% of the share capital in Boozt according to latest shareholding notifications, are:

- BLS Capital (14.93%)
- Ferd AS (9.97%)
- Kabouter Management LLC (6.34%)
- Invesco (5.70%)
- Swedbank Robur Funds (5.56%)
- ATP (5.04%)

**Communication with shareholders**

Through open and proactive communication, we aim to provide the basis for fair and efficient pricing of the Boozt share. To keep investors updated, we host conference calls with management following the release of financial results.

Group Management and Investor Relations preserved close contact with both existing and potential investors during 2021 by ensuring engagement with investors and analysts through a combination of in-person and virtual roadshows along with participation in in-person and virtual conferences hosted by various brokers.

We observe a four-week silent period prior to the publication of annual and interim reports.

Boozt is covered by 8 equity analysts. For more information about analyst coverage, please visit : <https://www.booztgroup.com/>

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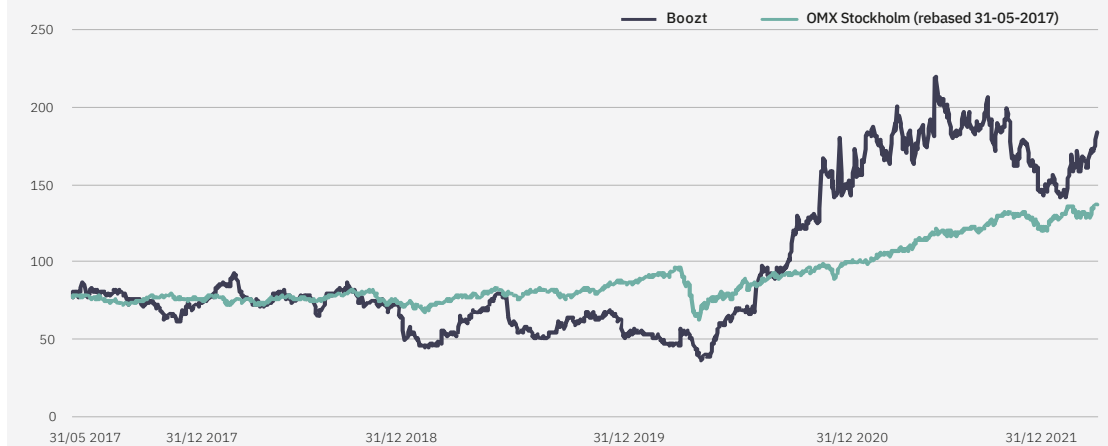
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## Company announcements

In 2021, we published 22 press releases. The most important ones are listed in the table below:

9 Feb	Boozt shows strong momentum in fourth quarter and expects 20-25% growth for 2021
16 Apr	Boozt AB publishes the Annual Report 2020
7 May	Boozt reports best ever first quarter results with strong growth and profitability
2 Jun	Boozt acquires technology partner Estina
21 Jun	Boozt acquires Rosemunde
13 Aug	Boozt delivers very strong second quarter with a raised outlook for the full year
9 Nov	Boozt reports another strong quarter and reconfirm upgraded outlook for 2021
30 Nov	Boozt continues strong momentum now expecting growth in the upper end of the 2021 outlook

## Graph with share price development



Shares issued ('000)	2017	2018	2019	2020	2021
Number of shares issued (year end)	56,338	57,082	57,371	64,067	66,891
Average number of shares issued	52,336	56,610	57,188	58,423	65,792
Average number of shares issued at end of period after dilution	54,782	57,625	57,815	60,084	67,173



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## Financial calendar 2022

**March 24, 2022**

Annual and sustainability report 2021

**April 27, 2022**

Annual General Meeting

**April 28, 2022**

Interim report January-March 2022

**August 12, 2022**

Half-year report January-June 2022

**November 8, 2022**

Interim report January-September 2022



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# Auditor's report on the corporate governance statement

To the general meeting of the shareholders in Boozt AB,  
corporate identity number 556793-5183

**Engagement and responsibility**

It is the board of directors who is responsible for the corporate governance statement for the financial year 2021-01-01 - 2021-12-31 on pages 45-60 and that it has been prepared in accordance with the Annual Accounts Act.

**The scope of the audit**

Our examination has been conducted in accordance with FAR's auditing standard RevU 16 The auditor's examination of the corporate governance statement. This means that our examination of the corporate governance statement is different and substantially less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. We believe that the examination has provided us with sufficient basis for our opinions.

**Opinions**

A corporate governance statement has been prepared. Disclosures in accordance with chapter 6 section 6 the second paragraph points 2-6 the Annual Accounts Act and chapter 7 section 31 the second paragraph the same law are consistent with the annual accounts and the consolidated accounts and are in accordance with the Annual Accounts Act.

Malmö March 24, 2022

**Deloitte AB**

Signature on Swedish original

**Didrik Roos**

Authorized Public Accountant





# Sustainability Report

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**The industry faces many challenges** on the road to implementing more sustainable practices. Using our position and size we have the unique opportunity to push for a more sustainable industry. The Boozt responsibility vision is to use our local Nordic position and our technology platforms to make sustainable choices easy for our customers and our partners.

The company Care-For strategy is our roadmap to becoming the leading responsible e-commerce company in the Nordics by 2025. As part of this strategy we have set actionable goals to concentrate our efforts on significant impact areas such as the company operations and committing to partnering with organizations that are working to better areas of the supply chain. Read more about the sustainability strategy and goals on pages 29-32.

## About the report

This report focuses on the most material topics for Boozt based on our materiality assessment. It includes disclosures on material topics and is structured after three pillars; Environmental, Social and Governance. The report covers the financial year from January 1, 2021 to December 31, 2021 and references the GRI (Global Reporting Initiative). The company reports annually to the UN Global Compact, and since 2021 to the CDP, Higg BRM and the Nasdaq ESG Data Portal taking their different disclosures into account.

### Enablers of the sustainability reporting

1. Defined roles and responsibilities (see Sustainability Governance structure, page 72)
2. Reporting systems: Boozt uses a sustainability data platform as a formalised reporting channel, where data gets collected in an efficient and traceable way. The platform includes an audit trail enabling control and review of the reported data.
3. Reporting principles: Boozt is committed to sharing and reporting accurate, comprehensive, comparable and material data in an accountable and transparent way. As a part of this commitment we have recalculated certain metrics from 2020 by improving the calculation methodology or data quality for increasing accuracy and validity. Notes to this effect are made at the relevant place in the footnotes. Where recalculation of the data is not possible, a note is included indicating that key figures are not comparable over year to year data.

## Reporting standards and frameworks

Reporting standards and frameworks guide the disclosure part of the report and bridge the gap between internally measured and publicly available ESG data, facilitating transparency. Publicly available data enables customers, investors, suppliers and governmental authorities to access information about companies' impact and responsibility.

Since 2018, Boozt uses **GRI** as a reporting guideline to improve the quality of its sustainability reporting. Global Reporting Initiative (GRI) is the independent international organization – headquartered in Amsterdam with regional offices around the world – that helps businesses, governments and other organizations understand and communicate their sustainability impacts. The GRI Content Index can be found at <https://www.booztgroup.com/sustainability-reports>

As participants of the **UN Global Compact**, the CEO and company management of Boozt are committed to aligning business goals with the Sustainable Development Goals. This has been the focus of our 2021 sustainability initiatives and this report serves as our Communication on Progress (COP).

In 2021, Boozt was a first-time responder to the **CDP (Carbon Disclosure Project)** to increase efforts in calculating and monitoring environment and climate-related impact. CDP is a not-for-profit charity and runs a global disclosure system. Companies that submit CDP's questionnaires are publicly available on CDP's website and database.

The **EU Taxonomy** got established in 2018 as a new classification system for what is considered a sustainable economic activity. There are currently no eligible economic activities for Boozt that allow further reporting. A review of the technical screening criteria for the four remaining environmental goals is expected during the year.

In 2021, Boozt started working with the **Nasdaq ESG Data Portal** to increase our transparency efforts and share more data with our investor community. The portal provides a central database for investors to access ESG data and performance metrics of Nasdaq-listed companies. Partnering companies submit their data directly to the portal allowing Nasdaq to compile it into standardised ESG metrics covering a wide range of environmental, social and governance topics.



## Materiality assessment

Based on the company's yearly materiality analysis, this report focuses on the most important sustainability issues for our business and includes the economic, social and environmental topics we have prioritised. For that purpose our materiality assessment follows a three-steps approach:

**1) Identify:** We first create a long list of potentially material topics based on current global and ESG trends, external standards, legislation, challenges in the sector and the sector relevance, stakeholder dialogue, business developments and interest.

**2) Prioritise:** To prioritise and choose the material topics we take into account and analyse the stakeholder relevance and the significance of the economic, social, environmental impact from a double materiality approach, meaning both how sustainability issues affect our business, and how our business and operations impacts society and the environment. A list of our stakeholders and how we interact with them can be found in the Additional Information, on page 74.

**3) Monitor and review:** We review the current process of the materiality assessment and its topics on a regular basis and will increase efforts in engaging with stakeholders.

## Materiality matrix

The below Materiality matrix is a result of the process in which we identified 16 material topics. Boozt reports on all material topics, focusing on the ones with the highest significance for stakeholders as well as the environmental, economic and social impact. Wherever possible, measurable KPI's are disclosed. Climate impact disclosure, transparency and supply chain management and assessment have gained relevance during the year.

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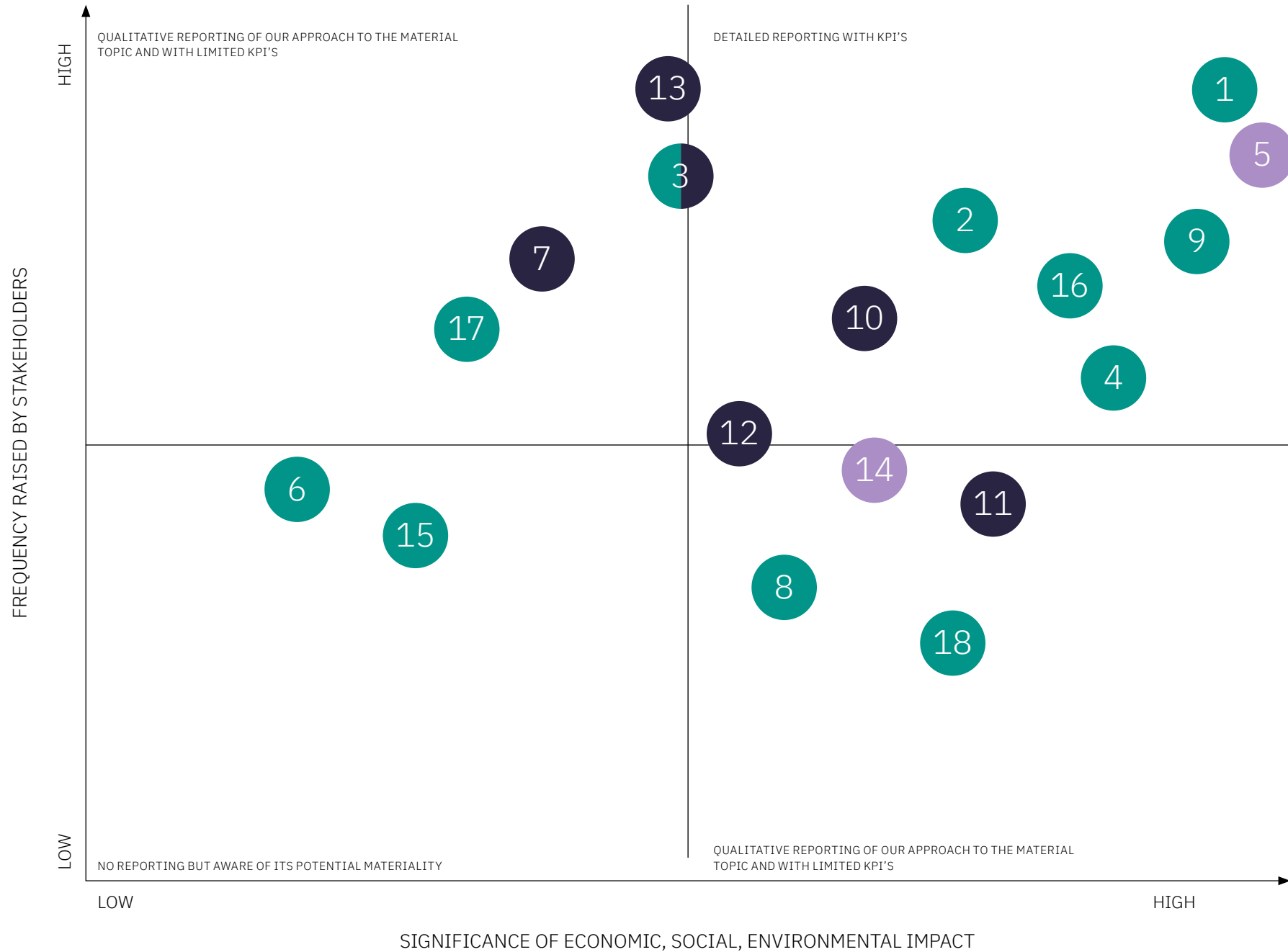
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No.	Identified topic
1	Climate Impact & GHG emissions
2	Energy
3	Supply Chain Management
4	Packaging & Waste
5	Transparency
6	Water
7	Human rights
8	Animal Welfare
9	Distribution & Returns
10	Employee Diversity & Equality
11	Employee Health & Safety
12	Social engagement
13	Consumer Privacy & Data Security
14	Business ethics & Policies
15	Biodiversity
16	Responsible selection
17	Circular Business
18	Opportunities in Green Building

- Environmental
- Social
- Governance



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# Our material topics relate to the following Sustainable Development Goals:



**GOAL 9.**  
Build resilient infrastructure, promote inclusive and sustainable industrialisation and foster innovation.



**GOAL 12.**  
Ensure sustainable consumption and production patterns.



**GOAL 13.**  
Take urgent action to combat climate change and its impacts.



**GOAL 17.**  
Strengthen the means of implementation and revitalize the global partnership for sustainable development.



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# Environment

## Climate Impact and GHG emissions

As a fast-growing company, we not only leave an environmental footprint, but as an international retailer linked into global supply chains, we can also be directly affected by climate change. Therefore, it is a priority and responsibility for Boozt to measure our greenhouse gas emissions and become aware of the main impact areas before developing measurable reduction measures.

Boozt reports greenhouse gas emissions (GHG) in accordance with the Greenhouse Gas Protocol, which is the global standardized framework to measure the climate impact of companies and organizations. The emissions are reported separately for Scope 1, 2 and 3. This year, we have focused on improving our existing calculation methodologies as well as expanding the Scope of our measurement. More information about the GHG emissions methodology and data used is available under Additional Information on page 75.

### Total CO<sub>2</sub>e emissions

in tons CO <sub>2</sub> e emissions <sup>1</sup>	2021	2020
Scope 1 CO <sub>2</sub> e emissions <sup>2</sup>	94.2	96.1
Scope 2 CO <sub>2</sub> e emissions (market-based) <sup>3</sup>	43.3	0.0
Scope 3 CO <sub>2</sub> e emissions	3,239.9	2,522.2
<b>Total CO<sub>2</sub>e emissions</b>	<b>3,377.4</b>	<b>2,618.3</b>

Footnotes to the table Total CO<sub>2</sub>e emissions:

<sup>1</sup> CO<sub>2</sub>e = Carbon dioxide equivalent, a term for describing different greenhouse gases in a common unit

<sup>2</sup> Recalculation of 2020 value due to change in activity data and calculation method

<sup>3</sup> Following GHG protocol recommendation of dual reporting, the location-based value for 2021 is 79.6 tons CO<sub>2</sub>e emissions. Scope 2 emissions between 2021 and 2020 are not comparable due to different scope and more entities included in 2021 energy consumption

For Scope 1, which are our direct emissions from company cars, the calculation of the emissions has been updated from a spend-based approach to a distance-based approach. Despite having added more cars in 2021, the emissions decreased compared to last year due to the increase in use of hybrid cars. This year, data for Scope 2 emissions was extended to include more entities, resulting in 43.3 tons CO<sub>2</sub>e emissions. However, emissions from the purchased energy continue to be zero for our main operations as we source only renewable energy for our fulfilment centre and headquarter. As the business continues to grow we will continue to broaden the data collection to account for the full impact of all operations.

As for most companies, the majority of Boozt's CO<sub>2</sub>e emissions come from indirect emissions along the value chain (Scope 3). Despite the significant impact, Scope 3 is currently the hardest to accurately and fully measure due to limitations in the data collection. This year, we extended the boundary of our Scope 3 emissions according to GHG protocol to include the emissions from our Google Cloud products as well as from waste generated in the fulfilment centre. In 2022, the goal is to calculate the remaining material Scope 3 categories to understand the full impact across the value chain.

In 2021, the company's indirect Scope 3 emissions make up 96% of the total CO<sub>2</sub>e footprint. The increase in absolute emissions from downstream transportation and distribution can be explained by a higher number of orders shipped during 2021. To put that figure into perspective with business growth, we track the CO<sub>2</sub>e intensity per order. More information on that is available under 'Distribution and Returns' on page 68.

### Breakdown of Scope 3 CO<sub>2</sub>e emissions 2021 and 2020

in tons CO <sub>2</sub> e emissions	2021	2020
Data Centre and Cloud Usage	31.4	n/a
Fuel- and Energy-Related Activities <sup>1</sup>	79.3	20.5
Business Travel <sup>2</sup>	26.8	29.0
Waste generated in Operations	46.3	28.2
Downstream Transportation and Distribution <sup>3</sup>	3,056.1	2,444.5
<b>Total Scope 3 CO<sub>2</sub>e emissions</b>	<b>3,239.9</b>	<b>2,522.2</b>

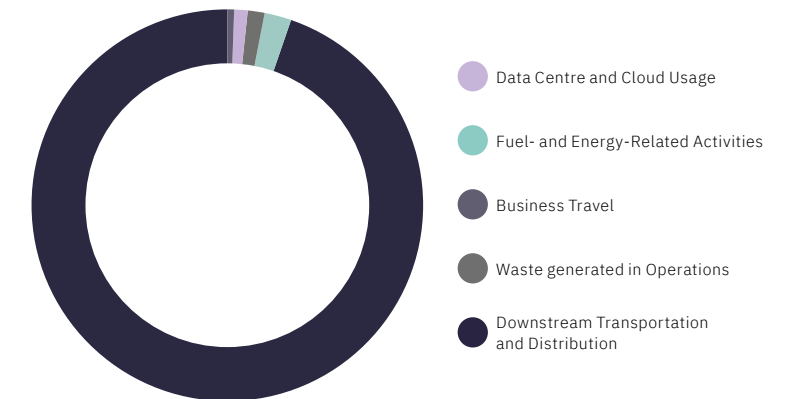
Footnotes to Table Breakdown of Scope 3 CO<sub>2</sub>e emissions:

<sup>1</sup> Fuel- and Energy-Related Scope 3 emissions between 2021 to 2020 data is not comparable due to different and extended scope of energy collection

<sup>2</sup> Recalculation of 2020 Business travel emissions due to change in data source and emission factors from 2021 on.

<sup>3</sup> Recalculation of 2020 Downstream transportation and distribution: Distributors that use HVO100 fuel recalculated 2020 data due to the fact that the Swedish energy agency has recently and retroactively for 2020 increased the emission factor.

### Breakdown of Scope 3 CO<sub>2</sub>e emissions 2021



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## Energy

A key commitment for Boozt has always been to scale up the use of renewable energy. Following the reporting recommendations by GHG protocol and CDP we separately disclose fuel, electricity, heat, and cooling consumption. The biggest impact in terms of energy consumption is at our fulfilment centre and headquarter where we fully rely on renewable energy from hydropower as well as the generated electricity from own solar panels at the fulfilment centre. While our focus lies on where we have and can make the greatest impact, we are looking into and measuring the energy consumption and sources in our smaller offices and buildings. In 2021, 94% of the total energy consumed in Scope 2 came from renewable sources, with hydropower as a primary source and solar energy as a secondary source. Looking at the share of electricity, Boozt sourced 96% renewable electricity in 2021.

### Energy consumption by Energy Activity

in MWh	2021 <sup>1</sup>	2020
Consumption of fuel	426.7	406.2
Consumption of purchased electricity	2,542.3	1,789.3
Consumption of purchased heat	477.1	211.6
Consumption of purchased cooling	48.8	74.6
Consumption of self-generated solar energy	448.7	227.4
<b>Total energy consumption</b>	<b>3,943.6</b>	<b>2,709.0</b>

Footnotes to table Energy consumption by energy activity:  
<sup>1</sup>= 2021 to 2020 data is not comparable due to different and extended scope of energy collection. 2020 energy data included the main operations (Headquarter and Fulfilment centre). 2021 includes main operations and office in Aarhus and Lithuania, 2 Retail stores and Outdoor Marketing Signs.

### Headquarter

Our headquarter is located in a building certified by WELL. The International WELL Building Institute (IWBI) is a globally recognised building standard focused on human health and wellness in workplaces. The building is also environmentally certified with Miljöbyggnad Gold level, a Swedish environmental certification for sustainable buildings by the Sweden Green Building Council. This certification guarantees a reduction of energy consumption by 25% compared to conventional buildings. The energy used for our headquarters comes from 100% renewable energy. In terms of energy intensity<sup>1</sup>, 47.2 kWh per square meter were required to provide the electricity, heating and cooling in the headquarters.

### Fulfilment Centre

Local and innovative, the Boozt Fulfilment Centre (BFC) represents one of the most significant stops on a product's journey to our customer's door. As a Green Building certified facility, the fulfilment centre operations are driven by energy-efficient and modern technology. The fulfilment centre runs on 100% renewable energy, consisting of purchased energy from hydropower and own generated solar energy. A sign of our energy efficient operations is the indicator energy intensity<sup>1</sup>. 44.6 kWh energy per square meter was required to power the fulfilment centre.

### Financial impact of generated solar energy

A key commitment for Boozt has always been to scale up the use of renewable energy. The generation of own electricity by solar panels is an opportunity to reduce CO<sub>2</sub>e emissions and be more independent from energy supply and rising energy prices. We see that sustainable investments like this one will pay out in the long run. With the generation of solar energy we are currently saving around SEK 630,000 yearly in comparison to average electricity costs from purchased energy. The solar panels contributed 20% of the total energy consumption at the fulfilment centre in 2021, that is an increase from 13% in 2020.

<sup>1</sup> Measured in kWh per square meter including total energy consumption (electricity, heating and cooling) of the facility.



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Boozt aims to optimise the efficiency of distribution in various ways, not only for customers to receive their orders in a timely and reliable manner, but also to reduce the environmental impact. In 2021, we redesigned the check-out to make it easier for customers to select more environmentally-friendly delivery options, such as fossil free and climate compensated delivery. The share of fossil free and climate compensated deliveries has almost doubled, from approximately 16% in 2020 to 31% in 2021.

Enabling our GHG emissions accounting we work with distributors to collect emissions data on downstream transportation and distribution, and through this we calculate the CO<sub>2</sub>e intensity per order. In 2021, the number of orders fulfilled increased by approximately 30% compared to the previous year. Even though the absolute emissions from delivery and returns have grown, our local and optimised delivery patterns and fossil free delivery options have allowed us to maintain a low 0.34 kg CO<sub>2</sub>e per order associated with deliveries and returns.

**CO<sub>2</sub>e Footprint of Transportation and Distribution**

in tons and kg CO <sub>2</sub> e emissions per order	2021	2020
Total CO <sub>2</sub> e emissions from delivery and returns <sup>1</sup>	3,056.1	2,444.5
thereof compensated CO <sub>2</sub> e emissions by distributors	1,193.3	373.3
kg CO <sub>2</sub> e intensity per order (from delivery and returns) <sup>2</sup>	0.34	0.34
kg CO <sub>2</sub> e intensity per order (across the company) <sup>3</sup>	0.38	0.36

## Footnotes:

<sup>1</sup> equivalent to Scope 3 Category: Downstream Transportation and Distribution<sup>2</sup> CO<sub>2</sub>e intensity per order (from delivery and returns) is related to Scope 3 emissions from Downstream Transportation and Distribution. Recalculation of absolute Downstream Transportation and Distribution emissions and the CO<sub>2</sub>e intensity per order value for 2020 data.<sup>3</sup> CO<sub>2</sub>e intensity per order (across the company) is related to total CO<sub>2</sub>e emissions (Scope 1, 2 and 3)*Fair Use policy*

As part of our efforts to lead the change towards a more responsible industry, we have taken a stand against unnecessary returns. In 2019, Boozt introduced the Fair Use policy to our Terms & Conditions as a way to eliminate unnecessary returns and establish more sustainable business practices. Returns are an integral part of shopping online and we want to make it as easy as possible for our customers to return. However, Fair Use helps us have a transparent and honest dialogue with, and possibly pause, customers that repeatedly exploit our high service levels of free shipping and returns at the expense of our business, other customers and the environment.

Around 25,000 customers, or 0.8% of the total customer base, have been paused through the Fair Use policy. This is a small part of the more than 3 million active customers on Boozt and Booztlet, yet these customers represent around 16% of our total return volume. By pausing these accounts and reducing unnecessary returns, Boozt has eliminated the need for approximately 300 delivery trucks during one year and saved approximately 310 tons CO<sub>2</sub>e in 2021.

**Fair Use policy in numbers**Estimated annual CO<sub>2</sub>e savings in tons due to the Fair Use Policy: **310**Decrease in total return volume: **16%**Number of customers currently paused: **25,000**Reduced hours in customer service: **7,000**Reduced amount of delivery trucks: **300****Packaging**

The impact of packaging is a core area of focus for Boozt, as we look for more circular options to ship orders. It's important that customers receive their orders in the right-sized, recyclable packaging materials that minimise waste and ensure damage-free and intact delivery. The Boozt shipping bags are made from 100% recycled plastic, Blue Angel certified, and the shipping boxes are made from 100% certified paper to ensure full traceability and recyclability. We are also in dialogue with our packaging partners to explore possible ways to reduce the use of polybags and the need to utilise new raw material. In 2021, we worked to reduce the amount of plastic filling in our shipments by repurposing cardboard as packaging material and testing its quality across various packaging alternatives.

**Waste**

For both our growing business and customers, we are persistent in our effort to reduce waste across our operations. Waste treatment methods and waste processes play an enormously important role in seeing waste as a resource and increasing the share of recycled waste. A local waste management facility handles our waste and also reports the different waste volumes to us so we are able to track and improve the process on a regular basis. The main part of the waste is recycled and in the past three years the share of recycled waste has increased from 62% in 2019 to 66% in 2021. Recycled waste mainly consists of cardboard and paper waste that is used as a resource to process it back into the same product. However, as of now, not everything is recycled. Two certified centres in Sweden are treating burnable waste and residual waste to generate heat and electricity for buildings. Organic waste such as food waste is used to generate biogas.

**Total waste and waste treatment methods**

in tons	2021	2020
<b>Total waste <sup>1</sup></b>	2,197.5	1,350.1
thereof recycled	1,445.1	854.7
thereof incinerated to generate heat and electricity	710.8	453.8
thereof anaerobic digestion to generate biogas <sup>2</sup>	41.6	41.6

<sup>1</sup> Increased total waste from 2020 due to change in product mix<sup>2</sup> organic waste is currently estimated based on the average weight on a filled container



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## Employees

The growth and well-being of our employees is always a top priority as the success of Boozt is a product of our talented, hardworking people and the array of skills they bring to the table. Knowing this, we strive to create a healthy work environment that provides opportunities for their continuous development and satisfaction. The company's Care-Why culture is about encouraging a curious and innovative mind-set, with a focus on making decisions that respect the company, customers and colleagues. This is supported by the company values of Trust, Freedom and Responsibility. More information and metrics about Boozt employees is available under People and Culture on pages 26-28.

### Employee Diversity

We believe that the core strength of our company is the diversity of our backgrounds. At 38 nationalities, we acknowledge our differences but still share the same goals. Boozt strongly believe in and actively support each employees equal rights and are against any kind of discrimination, harassment or differential treatment as stipulated in the employee Code of Conduct.

Attracting the right talent with a fair and equal recruitment process is key for business success. A new tool for behavioral and cognitive assessments was introduced in 2021 to further support a transparent and fair recruitment process.

Parental leave for both men and women is an intrinsic part of our company and employees have the ability to combine part-time parental leave with part-time work. In 2021, 12% of Boozt Group employees took parental leave, thereof 31% men and 69% women. In Boozt Fulfilment Centre, 11% of the employees took parental leave, thereof 69% men and 31% women.



### Professional growth and job satisfaction

We believe in giving freedom and responsibility for personal career development by offering employees opportunities to develop themselves professionally within the company. We promote internal hires and encourage individuals to apply for internal positions when they feel ready to take the next step in their career. In this way, we can retain critical talent and skills in the business while allowing employees to evolve and challenge themselves. In 2021, a new internal training program for managers was developed focused on improving leadership skills and team performance.

Our employee engagement survey platform provides information about employee work satisfaction and facilitates the data needed to provide a healthy company culture. The platform uses an employee Net Promoter Score (eNPS) to benchmark employee engagement with others in the same sector. In 2021, the average aggregated participation rate for the survey was 73% (57% in 2020) and the average eNPS score was 50 (36 in 2020). This puts us in the top tier employee engagement benchmarked against our sector and means we reach our goal for employee engagement set in our Care-For strategy.

### Health and Safety

Boozt is committed to contributing to the creation of healthier and happier employees. Our HR-policy, guided by the UN Guiding Principles on Business and Human Rights (UNGP) Discrimination and Harassment policy, covers occupational health and safety, as well as employee wellbeing. The company work environment is systematically reviewed and developed and a work environment handbook is available to all employees. We support the right to freedom of association for all our employees as stated in our Code of Conduct. We have collective bargaining agreements for all employees at our headquarters and the fulfilment centre.

During the ongoing COVID-19 pandemic, the health and safety of our employees remained our main priority. We acted to ensure that employees had the necessary tools and resources to work from home, with IT and technical support and increased focus on internal communication with frequent updates from our CEO and around the business. Offices remained open with necessary safety and hygiene measures, including regular testing and physical-distancing procedures, implemented for the safety of employees working on location.



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Our employees have access to medical evaluation and advice, including occupational health, on a weekly basis from an inhouse primary care doctor. During 2021, the doctor also offered voluntary tests for COVID-19. This, along with stricter hygiene measures and physical-distancing procedures, has ensured a safe working environment for employees working from the office. Having access to a medical professional, especially during this year, helps us tend to the wellbeing of employees and reduce sick-leave. In 2021, 37 employees (5.4%) in Boozt Group were on sick leave for more than 14 days (6.8% in 2020).

*Occupational safety at our headquarters*

Healthy and safe workplaces are a top priority. Any assessed risks related to the working environment are managed through a systematic approach to occupational health and safety (OHS). Risks at our headquarters include health risks due to poor ergonomics, lighting or ventilation, and also psychosocial risks, such as from stress. All employees who manage personnel are required to go through OHS training by external facilitators. The training includes work environment regulations, systematic occupational health and safety, organisational and social work environment and rehabilitation. We register the occurrence of any and all accidents. For severe accidents, which need to be reported to authorities in accordance with regulations, no accidents were reported in 2021.

*Occupational safety at the Fulfilment Centre*

All working conditions and environmental hazards are carefully considered and to prevent the high potential for work-related incidences we conduct frequent risk analyses. Risks related to the work environment include the risk of fire, physical risks, mainly in the handling of products and product returns, and also psychosocial risks, such as stress related to repetitive tasks and prolonged standing. The most common work-related injury is pain from recurring work and forklift accidents. For severe accidents and incidents, which need to be reported to authorities in accordance with regulations, three accidents and no serious incidents were reported in 2021.



## Social engagement

We use our size and reach as one of the leading online retailers in the Nordics to support a number of charities and causes within society that have a positive social impact. The contributions we made in 2021 have gone into helping important causes on their mission to make a difference. As our business grows we aim to invest more in giving back to our local community the coming year.

“Boozt has brought together a strong team to raise awareness for cancer prevention and research through our support of the Knæk Cancer campaign”

*5-skoler*

We work in close partnership with the charity 5-skoler to support their efforts to help children in areas of war, conflict and disaster. The Danish led program builds life-education-centres for children in Syria, giving them the opportunity for an education and a more secure future. Boozt's donations during the year have gone towards the girls' empowerment project that focuses on creating a safe and equal environment for the young girls in Syrian refugee camps, as well as helping provide school uniforms for the children in the life-education-centres.

*Knæk Cancer*

For the eighth year in a row, Boozt has brought together a strong team to raise awareness for cancer prevention and research through our support of the Knæk Cancer campaign. In 2021, we have raised more than SEK 1.8 million for this important cause. The full amount raised was donated to Knæk Cancer and goes toward the prevention, research, and support for patients and relatives. We will continue to partner with well known Nordic fashion brands to bring greater awareness and support the Knæk Cancer campaign.

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# Responsible Selection

Boozt aims to make sustainable choices easy for customers through transparency and technology. As a part of the fashion industry and together with our brands, we strive to guide our customers towards more sustainable consumption. The company continues to explore new models and scalable solutions that help prolong the life of products. In 2021, the second-hand platform ReBoozt was launched, promoting a more circular approach to buying fashion and lifestyle products where customers can resell and buy previously purchased items from Boozt.com.

The Made With Care section on Boozt.com was launched during 2021, aimed at helping customers shop according to their values. Customers can browse fashion and beauty products that meet the sustainability criteria set by Boozt. The Made With Care experience also acts as an informative space for customers to engage with the complex topic of sustainability through content that is transparent, inspiring and easy to understand. By the end of 2021, 21% of our apparel assortment was part of our Made With Care category.

Boozt continues to raise its standards for brands that are part of the Made With Care assortment. Along with the launch of the new section, the scope for the sustainability criteria has been updated. The Fashion and Beauty criteria are shared publicly and are available at:

<https://www.booztgroup.com/>

With Boozt's ambition to offer a larger selection in the Made With Care category, we are meeting a growing consumer interest and demand for Made With Care products. The share of orders that contain Made With Care products increases continuously and reached 22% by the end of the year. Similarly, the share of net sales out of total net sales, that is generated through the Made With Care assortment, has grown steadily throughout the year and reached 17% in December.

# Supply Chain Management

As a retailer, we strive to ensure that any products and goods sold by us have been produced under safe and fair working conditions. Our Boozt Suppliers Code of Conduct aims to outline minimum requirements for suppliers, including respect for human rights and decent working conditions. To amplify our efforts we have joined the multi-stakeholder alliance the Sustainable Apparel Coalition (SAC) in 2020.

## *Supplier Assessment*

Boozt works to establish ongoing due diligence efforts across its value chain and monitors compliance with supplier requirements. During 2021, Boozt completed the first Brand and Retail Module (BRM) assessment in collaboration with the SAC, to better understand the social and environmental risks in our supply chain.

As part of the company's goal to ensure 100% of our apparel brand partners are committed to supply chain transparency and to working with the Higg BRM tool we are collaborating with the SAC and other third party retailers to onboard around 100 brand partners on the Brand and Retail Module (BRM). At the end of 2021, 69 of our brands are either SAC members or BRM users. In 2022, we hope to onboard an additional 100 brands partners to the platform. We see this as an opportunity to push for standardized reporting regarding environmental social & labour impacts across the value chain and a tool for preventative risk assessment.

From 2022, Boozt starts systematically assessing suppliers in terms of their ESG performance through the distribution of a supplier survey. The first part of our survey focuses on the extent of compliance with the Suppliers Code of Conduct and other Governance aspects. More sections with environmental and social questions will be added to the survey to help understand where brands are on their sustainability journey and to identify improvement areas where we can support them.



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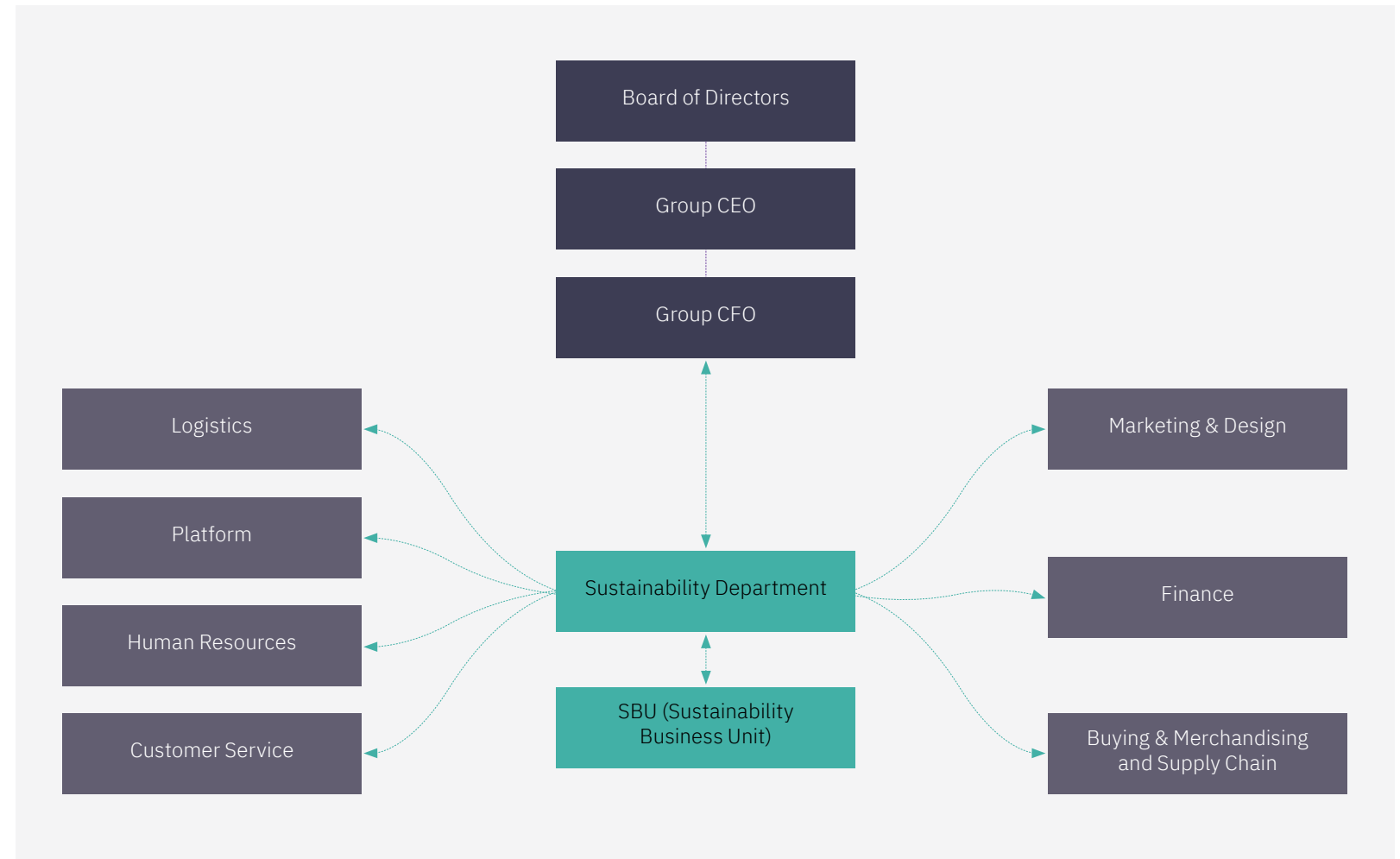
# Governance

Boozt are committed to conducting our business responsibly, with the highest possible standards of ethics, openness, and transparency. The company's sustainability work is an integrate part of the business and the structured processes for mitigating and managing all risks and possibilities. Read more about Boozt's Risk management on pages 41-43.

### Sustainability governance structure

The sustainability manager is responsible for the implementation and execution of the Boozt Group sustainability strategy together with the executive management team. The sustainability department is responsible for setting the Group wide sustainability strategy, goals, policies and internal procedures. Their role includes integrating relevant metrics into the business through collaboration across the organisation as well as external stakeholders. Internal sustainability business unit meets monthly to discuss progress against sustainability key performance indicators.

Sustainability data collected is reported through a ESG reporting platform and reviewed quarterly. The sustainability manager reports directly to the Group CFO and reviews findings with the CEO and CFO. Group performance is reported to the Board of Directors once a year.



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To support Boozt's Care-For strategy and sustainability goals the company follows various standards and polices to ensure compliance with rules and regulations and the protection of its operations and employees. Where applicable, the standards and polices are developed based on internationally recognized initiatives such as the UN Guiding Principles on Business and Human Rights.

*Supplier Code of Conduct*

The Boozt Supplier Code of Conduct sets the minimum standards requirement. The standards set out in the document are based on the UN Universal Declaration of Human Rights and the conventions of the International Labour Organization (ILO). Suppliers must meet all legal requirements and regulations in operating countries.

*Animal welfare policy*

The Animal Welfare policy is updated to align with principles on specific banned materials and the responsible treatment certification we prefer. Boozt does not permit the use of any fur, feathers or any skins of snake, crocodile, alligator or any species specified in the IUCN Red List of Threatened Species in any of our products.

*Environmental policy*

We conduct a yearly follow-up of our direct environmental impact and have initiated mapping and measuring of indirect impacts. The environmental policy commits to work proactively and continuously to identify challenges, set priorities and report on our progress through well-established standards such as the Greenhouse Gas Protocol, GRI (Global Reporting Initiative) and CDP.

*Whistleblower policy*

The whistleblower channel is available to all employees to report any illegal activity or violations to the code of conduct or other policies we have. The whistleblower channel supported by an external supplier is used to support such reporting, and all cases are reported to the Chairman of the Board of Directors. No cases were reported in the whistleblower channel in 2021.

*Anti-corruption and bribery policy*

Our anti-corruption, insider and procurement policies are there to ensure that the business is conducted ethically. These policies outline our various positions on preventing and prohibiting corruption and bribery in accordance with local legislation where we operate as well as significant international regulatory regimes and laws with extraterritorial reach such as the UK Bribery Act and the US Foreign Corruption Practices Act. These policies include never-acceptable practices and monitoring activities to support the prevention of corruption, bribery, and conflicts of interest. All policies are reviewed at least once a year and formally approved by the Board of Directors at a Board Meeting during the fiscal year. Anti-corruption policies are communicated to all brands and business partners through our Buying and Merchandising department. To ensure communication of the internal Code of Conduct to all levels of the company the document is available on the intranet, and all employees sign a document acknowledging its receipt. No substantiated complaints of corruption or anti-competitive behaviour were reported in 2021.

**Data privacy and security**

Data security and integrity is a strategic priority for the company and as part of our compliance work, we have processes in place to meet EU laws and local law frameworks on data protection. Based on a risk-based approach, as advocated by GDPR, we especially focus on high impact areas such as further improving our data management, internal training, and Boozt's transparency towards our data subjects. In 2021, we worked on digitising and reorganising our internal privacy controls, taking a holistic view of the data that is being processed by us. An internal GDPR system was implemented requiring each department within Boozt to document any processing activity and its purpose.

Both in compliance with GDPR, for the trust of our customers and employees, we have put controls in place (and are continually improving) for data subjects to exercise their rights under GDPR. This year, we have updated our privacy communication to improve transparency and make it easier to understand. Increased accessibility of privacy controls has shown that more and more customers are making a conscious choice in relation to their data.

Cross-border activity in a digital environment requires the company to be up to date with all the legislative updates in the areas where our operations are active, such as the European Commission's decision on new standard contractual clauses for the transfer of personal data to countries outside the European Economic Area. Strategic cooperation with leading EU law firms ensures we stay up to date with local data protection laws while also preparing for future developments.

Established data infrastructure allows us to stay informed about notifiable IT vulnerabilities and can combat these at an early stage. Our IT systems are regularly tested, both internally and through third party penetration testing, to keep abreast with security threats.

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## Stakeholder engagement

Boozt values the ongoing dialogue with our stakeholders. This table provides an overview of key stakeholder groups identified, how we interact with these stakeholders, as well as key topics raised throughout the ongoing stakeholder dialogue.

Stakeholder	Interaction and dialogue opportunities	Key Sustainability Topics
Customers	Customer service, customer satisfaction ratings, emails, social media, webportal Boozt.com, certifications (product descriptions), Sustainability Report, FAQ section on customer service page	Made With Care category and sustainability criteria for products to be in the category, sustainability in Boozt operations, packaging, claims and repairs, customer privacy and security, ReBoozt
Brand Partners	Partnership / joint projects, Boozt Partner Portal, meetings, agreements, sustainability data templates	ESG supplier survey and assessment, materials and certifications, packaging, eligibility and products in the Made With Care category, SAC and HIGG BRM (Brand and Retail Module)
Distribution Partners	Meetings, agreements, ESG data platform	Emissions reporting, GHG emission methodology, route planning, return handling
Employees	Employee survey, code of conduct, policies, staff handbook, procedures, training and teaching modules, all staff meeting, Intranet, work environment groups	Talent acquisition, employee development, health and work environment, equality and diversity, business ethics and environmental aspects in our own operations and the supply chain, social engagement, customer awareness
Shareholders & Investors Community	Investor meetings, board meetings (selective), corporate communication publications (annual report and sustainability report, financial statements, corporate web, audiocasts)	ESG reporting and legal requirements, supply chain transparency, requirements for brands, gender diversity, policies and internal control, consumer privacy and data security, climate impact & GHG emissions, distribution
Media	Press releases, interviews, panel discussions	Made With Care category, Fair Use Policy, packaging, consumer behavior, delivery and returns, climate impact & GHG emissions
Research Institutions & Education	Research projects, network meetings, workshops in schools, surveys	Sustainability awareness and education, packaging, delivery and returns, climate impact & GHG emissions, corporate sustainability, consumer behavior



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**GHG emissions - Methodology**

Definitions of Scope 1, 2 and 3:

**Scope 1:** Direct emissions of greenhouse gases from sources owned by us that are not connected to energy delivery. This includes company vehicles.

**Scope 2:** Indirect emissions of greenhouse gases as a result of the consumption of purchased electricity, heating and cooling in our locations. Following the new reporting requirements of "dual reporting" by GHG protocol we disclose scope 2 emissions according to two methods. Location-based emissions are determined by the average emission factor of the local grid. Market-based emissions are the ones associated with your procurement of energy from a contracted energy supplier and that may be used in competitive energy markets. This means that any green tariffs or renewable certificates can be considered in the final market-based emission calculation.

**Scope 3:** Other indirect emissions generated in the value chain, that for example result from waste generated, the consumption of materials, goods, fuels, transport with vehicles that are not owned by the organization.

Scope and Category	Description of the activity data and sources	Emission calculation method	Scope
<b>Scope 1 CO<sub>2</sub>e emissions</b>	The total fuel amount (in litres) per fuel type and the car-specific amount of fuel used per kilometre (litre/km) is used to estimate the driven kilometres. Emitted CO <sub>2</sub> e per kilometre for the specific car model is taken from Transportstyrelsen (Swedish Transport Agency) and multiplied with the driven kilometres.	Distance-based method	Refers to all driver individual company cars as well as pool cars
<b>Scope 2 CO<sub>2</sub>e emissions</b>	Calculated emissions are based on the quantities and energy sources of heating, cooling, electricity consumption. Location-based and market-based emissions are disclosed separately.	Average-data method	Refers to energy consumption of: headquarter, fulfilment centre, offices in Lithuania and Aarhus, 2 Retail stores, outdoor marketing signs
<b>Scope 3 CO<sub>2</sub>e emissions: Upstream</b>			
Data Centre and Cloud Usage	Emissions are based on the electricity associated with the usage of covered Google Cloud services and refer to location-based emissions. Read more about Google's Carbon Footprint reporting methodology on: <a href="https://cloud.google.com/carbon-footprint/docs/methodology">https://cloud.google.com/carbon-footprint/docs/methodology</a>	Average-data method	Refers to all operations and entities using google cloud
Fuel- and Energy-Related Activities	Calculated emissions are based on the quantities and types of fuel as well as the quantities and energy sources of heating, cooling, electricity consumption	Average-data method	Refers to energy consumption from headquarter, fulfilment centre, offices in Aarhus and Lithuania, 2 Retail stores, outdoor Marketing Signs, and fuel consumption from all company cars
Business Travel	Emissions are based on the travelled kilometers and type of flight (domestic, nordic, european, international). Source for emission factors: DEFRA (UK Department for Environment, Food and Rural Affairs)	Distance-based method	Includes emissions from air travel and hotel nights
Waste generated in Operations	Calculated emissions are based on the weight of the waste type (in tons) and the specific waste treatment method. Source for emission factors: BEIS (UK Department for Business, Energy & Industrial Strategy)	Waste-type-specific method	Refers to waste from the fulfilment centre
<b>Scope 3 CO<sub>2</sub>e emissions: Downstream</b>			
Downstream Transportation and Distribution	Distributors are reporting the kilometres, number of packages and total CO <sub>2</sub> e emissions per transport mean in our ESG data platform. Data refers to both delivery and return shipments.	Supplier-specific	Includes emissions from road and air transportation and represents emissions of 93% of all packages delivered

## SUSTAINABILITY REPORT

Environment

Social

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Additional information

Auditor's report on  
the statutory  
sustainability report

# Auditor's report on the statutory sustainability report

To the general meeting of the shareholders in Boozt AB (publ), corporate identity number 556793-5183

This is a translation of the Swedish language original. In the events of any differences between this translation and the Swedish original the latter shall prevail.

**Engagement and responsibility**

It is the Board of Directors who is responsible for the statutory sustainability report on the pages 63-75 for the year 2021 and that it has been prepared in accordance with the Annual Accounts Act.

**The scope of the audit**

Our examination has been conducted in accordance with FAR's auditing standard RevR 12 The auditor's opinion regarding the statutory sustainability report. This means that our examination of the statutory sustainability report is substantially different and less in scope than an audit conducted in accordance with International Standards on Auditing and generally accepted auditing standards in Sweden. We believe that the examination has provided us with sufficient basis for our opinion.

**Opinion**

A statutory sustainability report has been prepared.

Malmö March 24, 2022

**Deloitte AB**

Signature on Swedish original

**Didrik Roos**

Authorized public accountant



# Financial statements

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**CONSOLIDATED INCOME STATEMENT**

SEK million unless otherwise indicated	Note	01-01-2021 31-12-2021	01-01-2020 31-12-2020
<b>OPERATING INCOME</b>			
Net revenue	3,4	5,813.8	4,359.3
Other operating income	5	-	-
<b>Total operating income</b>		<b>5,813.8</b>	<b>4,359.3</b>
<b>OPERATING COSTS</b>			
Goods for resale		-3,462.2	-2,589.9
Other external costs	6,7,8	-1,486.4	-1,081.1
Cost of personnel	9	-438.3	-325.5
Depreciation and amortisation of tangible and intangible assets	8,10	-167.0	-161.8
Other operating costs	5	4.7	-18.8
<b>Total operating costs</b>		<b>-5,549.2</b>	<b>-4,177.0</b>
<b>OPERATING PROFIT (EBIT)</b>		<b>264.5</b>	<b>182.3</b>
<b>FINANCIAL INCOME AND EXPENSES</b>			
Financial income	11	0.3	0.0
Financial expenses	8,11	-19.8	-12.0
<b>Net financial items</b>		<b>-19.5</b>	<b>-11.9</b>
<b>PROFIT BEFORE TAX</b>		<b>245.0</b>	<b>170.4</b>
Income tax	12	-49.8	-37.6
<b>PROFIT FOR THE YEAR</b>		<b>195.2</b>	<b>132.8</b>
<b>ATTRIBUTABLE TO:</b>			
Parent company's shareholders		188.7	132.8
Non-controlling interest		6.5	-
		<b>195.2</b>	<b>132.8</b>
Earnings per share (SEK)	13	2.87	2.27
Earnings per share after dilution (SEK)	13	2.81	2.21

**CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME**

SEK million		01-01-2021 31-12-2021	01-01-2020 31-12-2020
<b>RESULT FOR THE YEAR</b>			
Translation differences	24	3.1	0.4
<b>TOTAL COMPREHENSIVE PROFIT/LOSS FOR THE YEAR</b>		<b>198.3</b>	<b>133.2</b>
<b>ATTRIBUTABLE TO</b>			
Parent company's shareholders		191.8	133.2
Non-controlling interest		6.6	-

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**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

SEK million	Note	Dec 31, 2021	Dec 31, 2020	SEK million		Dec 31, 2021	Dec 31, 2020
<b>ASSETS</b>				<b>EQUITY AND LIABILITIES</b>			
<b>Non-current assets</b>				<b>Equity</b>			
<b>Intangible assets</b>				Share capital			
Trademarks	14,15	84.5	-	Other capital contributions		5.6	5.3
Goodwill	14,15	275.5	9.4	Reserves		2,201.9	2,010.3
Web platform	15	136.6	99.1	Retained earnings including profit for the year		3.6	0.6
		<b>496.6</b>	<b>108.6</b>	<b>Equity attributable to parent company shareholders</b>	<b>24</b>	<b>2,176.5</b>	<b>1,908.1</b>
<b>Tangible assets</b>				<b>Non-controlling interest</b>			
Right of use asset	8	456.7	460.8	Non-controlling interest		121.1	-
Machinery and equipment	16	517.5	292.4	<b>Total equity</b>		<b>2,297.7</b>	<b>1,908.1</b>
		<b>974.3</b>	<b>753.1</b>	<b>Non-current liabilities</b>			
<b>Other non-current assets</b>				<b>Non-current liabilities</b>			
Deposits		8.3	7.0	Non-current interest bearing liabilities	21	205.1	114.1
Deferred tax asset	12	5.1	9.4	Non-current lease liabilities	8	402.6	432.9
		<b>13.4</b>	<b>16.4</b>	Other non-current liabilities		119.3	-
<b>Total non-current assets</b>		<b>1,484.2</b>	<b>878.0</b>	Other non-current provisions	22	49.2	50.0
<b>Current assets</b>				Deferred tax liabilities	12	17.4	-
Inventories	17	1,732.2	1,247.4	<b>Total non-current liabilities</b>		<b>793.6</b>	<b>597.0</b>
Account receivables	18	36.5	29.4	<b>Current liabilities</b>			
Other receivables		108.7	91.3	Interest bearing liabilities	21	168.2	103.2
Current tax assets		30.1	1.9	Lease liabilities	8	66.7	58.1
Prepaid expenses and accrued income	19	101.0	69.1	Accounts payable		895.8	889.0
Cash and cash equivalents	20	1,564.9	1,714.5	Current tax liabilities		40.7	-
<b>Total current assets</b>		<b>3,573.5</b>	<b>3,153.8</b>	Other liabilities		337.4	123.3
<b>TOTAL ASSETS</b>		<b>5,057.8</b>	<b>4,031.8</b>	Accrued expenses and prepaid income	24	457.7	353.1
				<b>Total current liabilities</b>		<b>1,966.5</b>	<b>1,526.6</b>
				<b>Total liabilities</b>		<b>2,760.1</b>	<b>2,123.7</b>
				<b>TOTAL EQUITY AND LIABILITIES</b>		<b>5,057.8</b>	<b>4,031.8</b>



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**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

SEK million	Share capital	Other capital contributions	Reserves	Profit brought forward incl. profit for the year	Equity attributable to parent company shareholders	Non-controlling interest	Total equity
<b>Equity as per Jan 1, 2020</b>	<b>4.8</b>	<b>1,178.6</b>	<b>0.2</b>	<b>-240.9</b>	<b>942.6</b>	-	<b>942.6</b>
Profit for the year	-	-	-	132.8	132.8	-	132.8
Other comprehensive income	-	-	0.4	-	0.4	-	0.4
<b>COMPREHENSIVE PROFIT/LOSS FOR THE PERIOD</b>	<b>-</b>	<b>-</b>	<b>0.4</b>	<b>132.8</b>	<b>133.2</b>	<b>-</b>	<b>133.2</b>
New share issue	0.6	847.7	-	-0.0	848.2	-	848.2
Cost of share issue	-	-30.7	-	-	-30.7	-	-30.7
Share-based compensation	-	14.8	-	-	14.8	-	14.8
<b>Total transactions with owners</b>	<b>0.6</b>	<b>831.8</b>	<b>-</b>	<b>-0.0</b>	<b>832.3</b>	<b>-</b>	<b>832.3</b>
<b>Equity as per Dec 31, 2020</b>	<b>5.3</b>	<b>2,010.3</b>	<b>0.6</b>	<b>-108.2</b>	<b>1,908.1</b>	<b>-</b>	<b>1,908.1</b>

SEK million	Share capital	Other capital contributions	Reserves	Profit brought forward incl. profit for the year	Equity attributable to parent company shareholders	Non-controlling interest	Total equity
<b>Equity as per Jan 1, 2021</b>	<b>5.3</b>	<b>2,010.3</b>	<b>0.6</b>	<b>-108.2</b>	<b>1,908.1</b>	-	<b>1,908.1</b>
Profit for the year	-	-	-	188.7	188.7	6.5	195.2
Other comprehensive income	-	-	3.0	-	3.0	0.1	3.1
<b>TOTAL PROFIT FOR THE PERIOD</b>	<b>-</b>	<b>-</b>	<b>3.0</b>	<b>188.7</b>	<b>191.8</b>	<b>6.6</b>	<b>198.3</b>
Share capital increases	0.2	137.3	-	-0.1	137.5	-	137.5
Cost of share issue	-	-	-	-	-	-	-
Share based compensation	-	54.3	-	-	54.3	-	54.3
Acquisition of non-controlling interest	-	-	-	-	-	114.6	114.6
Liabilities to non-controlling interest	-	-	-	-115.1	-115.1	-	-115.1
<b>Total transactions with owners</b>	<b>0.2</b>	<b>191.6</b>	<b>-</b>	<b>-115.2</b>	<b>76.6</b>	<b>114.6</b>	<b>191.2</b>
<b>Equity as per Dec 31, 2021</b>	<b>5.6</b>	<b>2,201.9</b>	<b>3.6</b>	<b>-34.6</b>	<b>2,176.5</b>	<b>121.1</b>	<b>2,297.7</b>

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**CONSOLIDATED STATEMENT OF CASH FLOW**

SEK million	Jan 1 - Dec 31, 2021	Jan 1 - Dec 31, 2020
<b>OPERATING ACTIVITIES</b>		
Operating profit	264.5	182.3
<b>Adjustments for non-cash items:</b>		
Share-based compensations - social charges	-2.2	38.0
Share-based compensations	54.3	14.8
Change in other provisions	-0.9	1.5
Depreciations and amortisation	10 167.0	161.8
Other items not included in cash flow	2.8	-0.4
Interest received	11 0.3	
Interest paid	11 -19.8	-12.0
Paid income tax	-30.0	-0.7
<b>CASH FLOW BEFORE CHANGES IN WORKING CAPITAL</b>	<b>436.1</b>	<b>385.4</b>
<b>WORKING CAPITAL</b>		
Changes in goods inventory	-465.8	-203.6
Changes in current assets	-29.3	97.3
Changes in current liabilities	303.3	468.2
<b>Cash flow from working capital</b>	<b>-191.9</b>	<b>361.9</b>
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>244.2</b>	<b>747.3</b>

**INVESTMENTS**

Acquisition of subsidiaries, net liquidity effect	14	-232.0	-2.0
Acquisition of fixed assets	16	-296.3	-95.7
Acquisition of financial assets		-1.3	5.3
Acquisition of intangible assets	15	-79.8	-58.3

**CASH FLOW FROM INVESTMENTS****FINANCING**

Share capital issue	24	137.5	848.2
Transaction costs		-	-30.7
New loans	27	295.4	289.3
Loan repayments	27	-139.4	-279.7
Repayments of lease liability	8, 27	-77.4	-47.7

**CASH FLOW FROM FINANCING**

Cash flow for the year		-149.0	1,375.9
Currency exchange gains/losses in cash and cash equivalents		-0.6	-0.8
Cash and cash equivalents beginning of the year		1,714.5	339.4

<b>CASH AND CASH EQUIVALENTS END OF THE YEAR</b>	<b>20</b>	<b>1,564.9</b>	<b>1,714.5</b>
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**Note 1 - Significant accounting principles**

These annual accounts and consolidated accounts include the Swedish parent company Boozt AB (publ), corporate identity number 556793-5183, and its subsidiaries. The Group's main business is sale of fashion, kids, home, sport and beauty.

The parent company Boozt AB (publ) (registration number 556793-5183) is a Swedish public limited liability company registered in Sweden domiciled in Malmö. The head office address is Hyllie Boulevard 35, 215 37 Malmö.

The Board of Directors and the CEO has on March 24, 2022 approved the annual accounts and consolidated accounts which will be submitted for adoption at the Annual General Meeting on April 27, 2022.

**Applied rules and regulations**

The consolidated accounts have been prepared in accordance with the Swedish Annual Accounts Act and International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as defined by the European Union (EU). In addition, the consolidated accounts follow the recommendation of the RFR 1 "Supplementary accounting rules for Groups".

**New or amended accounting standards and interpretations**

The ongoing reference interest rate reform, which means that the existing reference interest rates IBOR, will be replaced by alternative risk-free interest rates. As part of the reference interest rate reform, changes have been made to IFRS 9 and IFRS 7. These changes were made in two phases, where phase 1 was applicable from 1 January 2020, and phase 2 was applicable from January 1, 2021. Boozt is mainly exposed to IBOR through existing external borrowing and to other reference interest rates such as EURIBOR, LIBOR, NIBOR and CIBOR via the Group's available credit facility. The exposure to IBOR is limited and the amendments have not had any significant impact on the Group's financial reporting for 2021. Other new or revised accounting standards and interpretations that were adopted in 2021 have not had any significant impact on the Group's financial reporting for 2021.

**Currency**

Functional currency is the currency of the primary economic environment in which companies operate. The parent company's functional currency is SEK, which is also the reporting currency for the parent company and the Group. This means that the financial reports are presented in SEK. All amounts, unless otherwise indicated, are rounded to the nearest million with one decimal.

**Consolidation****Subsidiaries**

Subsidiaries are all entities over which the Group has control. The Group has control of a subsidiary when it is exposed to or has the right to variable returns from its holdings in the company and has the opportunity to impact the return, through its influence in the company. Subsidiaries are consolidated from the date on which the control is transferred to the Group. They are excluded from the consolidated accounts from the date

when the control ceases. Acquisitions are accounted for using the purchase method. The method implies that the acquisition of a subsidiary is considered a transaction through which the Group indirectly acquires the subsidiary's assets and assumes its liabilities. The acquisition analysis/purchase price allocation establishes the fair value at the acquisition date of the identifiable assets acquired and liabilities assumed and any non-controlling interests.

Transaction costs, except for transaction costs that are attributable to the issuance of equity or debt instruments, are recognised immediately in the income statement for the year. For acquisitions where the consideration transferred exceeds the fair value of acquired assets and assumed liabilities that are recognised separately, the difference is recognised as goodwill. When the difference is negative, known as a bargain acquisition, this is recognised directly in the income statement for the year.

**Non-controlling interest**

When an acquisition does not involve 100% of the subsidiary, a non-controlling interest ("NCI") arise. The Group has recognised equity attributable to its non-controlling interest at fair-value, including the non-controlling interest's proportionate share of the goodwill.

**Acquisition of non-controlling interests**

The Group has issued a written put-option towards non-controlling interest that entitle the Group to acquire the remaining shares in Everyday Luxury Feeling A/S. The put-option has been recognised according to the "present-access method" and the Group has recognised equity attributable to the NCI and a financial liability towards the NCI. The financial liability has been recognised towards Retained earnings within Equity attributable to shareholders in the parent company. The financial liability is measured as the discounted present-value of the estimated future strike price of the written put-option. Change in fair value of the financial liability is recognised as a financial cost within the Income statement. Any subsequent change in estimate of the future strike price is also recognised as a financial income/cost in the Income statement.

When controlling interest has been achieved, the change in ownership is recognised as a transfer in equity between the parent company and the non-controlling interest, without remeasuring the subsidiary's net assets.

**Transactions eliminated in consolidation**

Group internal receivables and liabilities, revenues or costs and unrealised gains or losses relating to Group internal transactions between Group companies are eliminated when the Group's accounts are consolidated.

**Classification**

Fixed assets and long-term liabilities essentially consist of amounts expected to be recovered or settled after more than twelve months from the statement of financial position date. Current assets and current liabilities essentially consist of amounts expected to be recovered or settled within twelve months from the statement of financial position date.

**Segment reporting**

An operating segment is a component of the Group that conducts operations from which it can generate revenues and incur costs and for which independent information is available. Operating segments are reported in a manner consistent with the internal reporting provided to the chief executive decision-maker (Board of Directors) to allocate resources to the operating segment. Boozt has identified and reports two operating segments; Boozt.com and Booztlet.com.

Until December 31, 2020 the Group also reported a third segment; Other, which contained the Group's three physical stores. The previous Other segment corresponded to 0.6% of the Group's net revenue in 2020 and has from January 1 2021 been included in the Boozt.com and Booztlet.com segments to reflect the internal reporting structure, where the Beauty by Boozt store is a part of Boozt.com and the two Booztlet stores are included in Booztlet.com. The historical comparison periods included in the financial report has been re-calculated according to the new segment structure.

The Group does not internally report or separate assets and liabilities between the two segments as these cannot be distinguished between the segments. Hence, no information on segment assets or liabilities is provided as no separate segmentation is made for the Group's financial position.

The assumptions and key ratios for allocating resources to the operating segments have been consistent over time except for above mentioned change. Information about reporting by segment is included in Note 4.

**Transactions in foreign currency**

Transactions in foreign currencies are translated into the functional currency at the exchange rate prevailing on the transaction date. Monetary assets and liabilities in foreign currencies are translated into the functional currency at the exchange rate prevailing at the statement of financial position date. Exchange rate differences arising on translation are recognised in the income statement for the year. Exchange gains and losses on operating receivables and liabilities are recognised in operating profit/loss, while gains and losses on financial assets and liabilities are reported as financial items.

**Translation of foreign operations**

Assets and liabilities of foreign operations, including goodwill and other Group surpluses and deficits, are translated from their functional currency to the Group's reporting currency, Swedish kronor, at the exchange rate prevailing on the statement of financial position date. Revenues and expenses of foreign operations are translated to Swedish kronor at an average rate that is an approximation of the exchange rates prevailing on the transaction dates. Translation differences arising on translation of foreign operations are recognised as comprehensive income and accumulated in a separate component in equity called translation reserve. On loss of control due to disposal of a foreign operation, the cumulative translation differences relating to the activities are realised, whereby they are reclassified from comprehensive income to the income statement for the year.

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**Revenue recognition**

Revenue is recognized in line with IFRS 15 Revenue from Contracts with Customers. A revenue is recognised when the control of the product passes to the customer or the service is provided in accordance with the agreement, its amount can be measured in a reliable manner and the future economic benefit is likely to accrue to the Group. Recognised revenue is equivalent with the expected economic compensation where adjustment has been made for the performance obligations the Group is obliged to comply with in accordance to contractual commitments, as discount and return obligations.

**Sale of goods: Business to consumer**

The Group identifies its performance obligations within sale of goods when the goods have been delivered from the Boozt Fulfilment Centre. All sales are made on a 30-day return. Revenue recognised is reduced with the transactional price (excl. VAT) for the items that are expected to be returned. The reduced amounts are accounted for as a refund liability for returns and complaints. The refund liability is classified as accrued expenses and the goods expected to be returned is classified as inventories.

The expected return is based on historical sales statistics and an assessment of future complaints and returns, and occurs in the same period as the sale.

**Sale of goods: Business to Business**

The Group sell products under own brands to other business and re-sellers and recognize a revenue when the control over the items has been transferred to the buyer. The recognized revenue corresponds to the transactional price excl. VAT and other deductions directly attributable to the sale, as discounts, complaints etc.

**Commission Sales**

When the Group sells goods or services as an agent, revenue and payments to suppliers are recognised net under net revenue and represent the margin/commission earned by the Group. The Group is liable for any value added tax on the total value of items sold to end consumers. The Group recognises actual and expected returns in the same manner as for sale of goods. Whether the Group is considered as principal or agent in a transaction is based on an analysis of both the legal form and the content of the agreement between the Group and its business partner, these assessments affect the amount of recognised net sales and operating expenses, but not profit/loss for the year or cash flows.

**Gift Cards**

Upon the sale of gift cards, the entire amount is recognised as a liability and is recognised as revenue when the gift card is used, or when its validity expires. For gift cards with a non-expiry date, the group recognises revenue when it's likely to not be utilized.

**Sale of marketing services**

For sale of marketing services, a revenue is recognised from the brand partners that the Group sell marketing services to. The net revenue is recognised when the services are performed where the company has fulfilled its obligation to the brand partner. The services are normally invoiced in advance, hence the company recognizes an accrued income in the statement of financial position until the Group has performed its obligation, such as a specific marketing campaign.

**Employee benefits****Current benefits**

Current employee benefits such as salary, social security contributions, holiday pay and bonus are expensed in the period when the employees provide the services.

**Pensions**

The Group's pension obligations are covered by defined contribution plans. A defined contribution plan is a pension plan under which the Group pays fixed contributions into a separate external party. The Group has no legal or informal obligations to pay further contributions if this legal entity does not have sufficient assets to pay all employee benefits relating to employee services in the current and prior periods. The Group has therefore no additional risk. The Group's obligations for contributions to defined contribution plans are recognised as an expense in profit/loss for the year as they are earned by the employee performing services for the Group during a period.

**Compensation on termination**

An expense for remuneration in connection with termination of personnel is recognised only if the company is demonstrably committed, without realistic possibility of withdrawal, by a formal detailed plan to terminate an employment before the normal dismissal time. When remuneration is paid as an offer to encourage voluntary redundancy, a cost is recognised if it is probable that the offer will be accepted and the number of employees who will accept the offer can be reliably estimated.

**Share-based payments**

Key employees, including senior executives are invited to participate in long-term incentive programs in Boozt AB (publ). The Group has four ongoing equity settled programs classified as share-based payment under IFRS 2.

LTI 2015/2025 gives the participants right to convert an vested option to twelve ordinary shares at a pre-determined price if the option holder is still in service at the end of each vesting period in the program. LTI 2019/2022, LTI 2020/2023 and LTI 2021/2024 are based on performance shares, where the participants will receive shares in the company at a subscription price of SEK 0.00 when the vesting period ends if certain performance measures are met at the end of the performance period. Costs for share-based payment are recognised as the value of services received, allocated over the vesting periods for the plans, calculated as the fair value of the allotted equity instruments. The fair value is determined on the grant-date, the date the LTI Program was approved by the general meeting. Non-market criteria's included in the performance criteria's are valued at the actual share price at the grant date and the value of market criteria's are determined by applying valuation technique, such as Black & Scholes or a Monte Carlo simulation. No recalculation of the fair value is made.

Since the programs are equity settled, the corresponding amount to the recognised cost are recognised in equity within other capital contributions. The recognised cost is based on the number of shares that are expected to be issued when the vesting period ends. The cost for the expected shares is accrued over the vesting period. The recognized costs are adjusted on each reporting period if the expected number of shares that are expected to be vested are changed during the vesting period due to changed assumptions of expected employee retention and expected achievement of

the performance criteria's. Non-market condition's, such as service condition or certain performance targets are adjusted according to the actual outcome of the program when the vesting period ends. Market conditions are recognised as costs regardless of whether the specific market condition is met.

Social security contributions on the employee benefit value are expensed and accrued over the vesting period. The social security provision is based on the estimated number of shares that have been vested at each reporting date and is recalculated to the actual market price of the Company's share. Costs for changed share price are recognised in the current period.

For further information of the Group's share-based payments, see Note 9.

**Leases**

The Group assesses whether a contract is, or contains, a lease at the beginning of the contract. The Group recognizes a right of use asset and a corresponding lease liability for all leases in which the Group is lessee, except for short-term leases (leases with a leasing period of a maximum of 12 months) and for leases where the underlying asset is of low value (approximately SEK 50,000).

For lease contracts that meet the criteria for the relief rules, the Group recognizes leasing fees as a straight-lined operating cost over the lease period, unless another systematic method of accruing the lease fee gives a more accurate picture of how the economic benefits from the underlying asset are consumed by the lessee.

The lease liability is initially valued at the present value of future lease payments that have not been paid at the commencement date of the lease, discounted with the implicit interest rate, or if this cannot be easily determined, the group's marginal loan interest rate. The loan interest rate is the interest rate that a lessee would have to pay for financing through loans during a corresponding period, and with similar collateral, for the right of use of an asset in a similar economic environment.

Lease payments included in the valuation of lease liabilities include the following;

- Fixed fees (including in-substance fixed fees), after deduction of any benefits in connection with the signing of the lease to be obtained;
- Variable fees that depend on an index or price initially valued using the index or price at the commencement date;
- Amounts expected to be paid by the lessee under residual value guarantees;
- The exercise price for an option to buy if the lessee is reasonably sure to take advantage of such an opportunity; and
- Penalty fees that are payable upon termination of the lease agreement, if the lease period reflects that the lessee will use an opportunity to terminate the lease.

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Lease liabilities are presented on a separate line in the statement of financial position. Lease liabilities are recognised in the subsequent period by increasing the debt to reflect the effect of interest and reducing it to reflect the effect of lease payments made. Lease liabilities are revalued with a corresponding adjustment of the right of use according to the rules found in the standard.

The rights of use asset are initially recognized at the value of the lease liability, with the addition of lease payments made on or before the commencement date of the lease and initial direct expenses. The right of use asset is recognised in the subsequent period at cost less depreciation and write-downs. If the Group incurs obligations for dismantling of a leased asset, restoration of land or restoration and renovation of access to condition agreed in a contract, a provision for such obligations is reported in accordance with IAS 37. Right of use assets are depreciated over the estimated useful life or, if shorter, over the agreed lease term. If a lease transfers ownership at the end of the lease period or if the acquisition value includes a probable exercise of a call option, the right of use is depreciated over the useful life.

Depreciation begins on the commencement date of the lease. Right of use assets are presented on a separate line in the report on financial position with specification in Note 8. The Group applies the principles in IAS 36 for impairment of rights to use assets and reports this in the same way as described in the principles for impairment of non-financial assets.

Variable lease payments that do not depend on an index or price are not included in the valuation of lease liabilities and right of use assets. Such lease payments are recognised as an expense in operating profit in the period in which they arise.

For further information about the Group's leases, see Note 8.

**Financial income and costs**

Finance income comprises of interest income on funds invested and financial instruments that are measured through profit or loss.

Financial expenses comprise interest expenses on borrowings, interest expenses on leases and losses on financial instruments measured at fair value through profit or loss.

**Income taxes**

Reported tax comprises current tax and deferred tax. Income tax is recognised in profit or loss unless the underlying transaction is recognised in other comprehensive income or in equity, whereby the associated tax effect is recognised in other comprehensive income or in equity. Current tax is tax to be paid or received for the current year, using tax rates enacted or substantially enacted at the statement of financial position date. Current tax also includes adjustments of current tax attributable to previous periods. Deferred tax is recognised in full, using the statement of financial position method, on all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts. Temporary differences attributable to participations in subsidiaries and associated companies that are not expected to be reversed in the foreseeable future are not considered.

The valuation of deferred tax is based on how underlying assets or liabilities are expected to be realised or settled. Deferred tax is calculated by applying the tax rates and tax rules enacted or announced at the statement of financial position date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled. Deferred tax assets for deductible temporary differences and tax losses carried forward are only recognised to the extent that it is probable that they can be utilised. The value of deferred tax assets is reduced when it is no longer considered probable that they can be utilised.

**Intangible assets****Trademarks**

Trademarks with a determinable useful lifetime are recognised at cost less accumulated depreciation and any accumulated impairment losses. Trademarks with an indefinite useful life are tested for impairment annually and carried at cost less accumulated impairment losses. Trademarks that are deemed to have an indefinite useful lifetime originate from acquisitions. This assessment that the useful life is indefinite is based on:

– these trademarks being considered well-established in their respective markets and the Group having the intention of keeping them and developing them further,

– these trademarks being considered to be of material economic significance by both indicating credibility and innovation in the products and in extension such that both affect pricing and competitiveness. Accordingly, through the connection to operating activities, these brands are considered to have an indefinite useful life and are expected to be used as long as operations continue.

**Web platform**

Development expenditure for new or improved processes within the Group's web platform designed for e-commerce is recognised as an asset in the statement of financial position if the process is technically and commercially feasible and the Group has sufficient resources to complete the process. Capitalised expenses relates to software and software platform. Resources to capitalised proprietary software such as Fastlane, Propilot, Partner Portal, CSEye and BooztFinance is allocated via an allocation formula based on the number of code lines produced by the Group's developers.

**Amortization principles**

Amortization is recognised in profit/loss of the year on a straight-line basis over the depreciable intangible assets' estimated useful lives.

The estimated useful lives are;

- Trademarks with a definite useful period: 5 years
- Web platform: 5 years

The useful lives are reviewed at least annually.

**Goodwill**

Goodwill is measured at cost less any accumulated impairment losses. Goodwill is allocated to cash-generating units and tested at least once a year for potential impairment as no goodwill amortization is made. Goodwill represents the difference between the acquisition value and the fair value of acquired assets, assumed liabilities and possible liabilities. Goodwill in foreign currency is recalculated on each reporting date.

**Tangible assets**

Tangible assets are recognised at acquisition cost less accumulated depreciation and any impairment losses. The cost includes the purchase price and expenses directly attributable to the asset to bring it in place and in condition to be used in accordance with the purpose of the acquisition. The carrying amount of an asset is derecognised from the statement of financial position on disposal or sale or when no future economic benefits are expected from the use or disposal/ sale of the asset.

Gain or loss arising on the disposal or disposal of an asset is the difference between the sale price and the asset's carrying amount less direct selling expenses. Gains and losses are recognised as other operating income/ expenses.

**Subsequent expenditure**

Subsequent expenditure is capitalised only if it is probable that future economic benefits associated with the asset will flow to the Group and the acquisition cost can be measured in a reliable way. All other subsequent expenditure is expensed in the period they occur. Repairs are expensed continuously.

**Depreciation principles**

Depreciation is made on a straight-line basis over the asset's estimated useful life.

**The estimated useful lives are;**

- Equipment, tools, fixtures and fittings: 5 years
- Computers: 3 years
- Aluminium grids and boxes in automated storage system, AutoStore: 10 years

Depreciation methods, residual values and useful lives are reassessed at each year-end.

**Impairment of non-financial assets**

Assets that are depreciated are assessed for impairment whenever events or changes in circumstances indicate that the carrying value may not be recoverable. An impairment loss is the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less selling expenses and value in use. When assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). When impairment has been identified for a cash-generating unit (group of units) the impairment loss is primarily allocated to goodwill. Thereafter, a proportional impairment of other assets in the unit (group of units) is made. The previously recognised impairment loss is reversed if the recoverable amount is estimated to exceed the



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carrying value. However, reversal must only be made with an amount so that the carrying value amounts to what it would have been if the impairment had not been recognised in previous periods. Impairment of goodwill is never reversed though.

**Financial instruments**

A financial asset or financial liability is recognised in the statement of financial position when the Group becomes a party to the instrument's contractual terms. Financial instruments include cash and cash equivalent, deposit, accounts receivable, interest bearing receivable, accounts payable, derivative and borrowing. Account receivables are recognised when invoices are sent to the customer. Since a receivable relating to consumer transactions are transferred to a credit institution at the time of the customers' transaction, no account receivable is recognized. Instead the receivable is classified as other receivable until the credit institution makes the payment. When a consumer use invoice as payment method, instead of direct debit, the Group sell the receivable to a financial institute. The transactional cost for the selling of the accounts receivable is recognised as an external operating cost. Liabilities are recognised when the counterparty has performed, and there is a contractual obligation to pay, even if an invoice not yet has been received. Account payables are recognised when invoices are received.

A financial asset is derecognised in the statement of financial position when the contractual rights are realised, expire or the Group loses control over them. The same applies to part of a financial asset. A financial liability is derecognised in the statement of financial position when the obligation in the agreement is fulfilled or otherwise settled. The same applies to part of a financial liability. Financial assets and financial liabilities are offset and the net amount is recognised in the statement of financial position only when there is a legal right to offset the amounts and there is an intention to settle the items on a net basis or to realise the asset and at the same time settle the liability. The Group has not offset any asset and liabilities in the statement of financial position as of December 31, 2021. Purchases and sales of financial assets are recognised on the trade date. Trade date is the day when the company commits to acquire or sell the asset.

**Classification and valuation of financial instruments**

Financial instruments are initially recognised at acquisition cost, corresponding to fair value of the instrument plus transaction costs for all financial instruments except for those classified as financial assets/liabilities recognised via income statement, which are recognised at fair value excluding transaction costs. A financial instrument is classified on initial recognition among others based on the Group's business model and purpose for which it was acquired and its contractual cash flow. The classification determines how the financial instrument is valued after the initial recognition.

**Financial instruments are classified based on the following categories:**

- Financial assets or liabilities valued at amortised cost
- Financial assets or liabilities measured at fair value via income statement.
- Financial assets or liabilities measured at fair value through other comprehensive income

**Financial instruments valued at amortised cost**

The Group valued financial instruments at amortised cost in the following categories;

- Financial assets
- Financial liabilities
- Cash and cash equivalents

**Financial assets**

Financial assets are financial assets that are not derivatives, that have fixed or determinable payments and that are not listed in an active market. These assets are valued at accrued acquisition cost. Accrued acquisition cost is determined using the effective interest rate calculated at the acquisition date. Receivables are recognised at the amount expected to be received i.e. after deductions for bad debts.

**Other financial liabilities**

Loans and other financial liabilities such as accounts payables are included in this category. Amortised cost refers to the amount at which liability measured is initially recognised net of amortisation and impairment losses as well as additions for the accrual of the initial amount and the maturity amount at amortised cost. Other financial liabilities are subsequently measured at amortised cost using the effective interest method.

**Cash and cash equivalents**

Cash and cash equivalents consist of cash deposited through banks and similar financial institutions. It may occur that parts are restricted. For more information see Note 20.

**Financial assets or liabilities measured at fair value via income statement**

Financial assets and liabilities measured at fair value may consist of derivatives and liabilities for purchase consideration. Financial instruments valued at fair value via the income statement are classified according to the fair value hierarchy as follows:

- Listed prices (unadjusted) in active markets for identical assets or liabilities (level 1),
- Other observable input data for the asset or liability than listed prices included in level 1, either directly (i.e. as price quotations) or indirectly (i.e. derived from price quotations) (level 2),
- Input for the asset or liability that is not based on observable market data (i.e. non-observable input data) (level 3).

More information about financial instruments measured at fair value can be found in Note 28. The Group has no financial instrument measured at fair value through other comprehensive income.

**Provision for credit losses**

A provision for expected credit loss is recognised for all financial assets other than financial assets measured at fair value via income statement. The Group has applied the simplified approach for calculation of expected credit loss on the Group's trade receivables. At each reporting date, in addition to a provision for individual estimates, a provision corresponding to expected credit losses for the remaining maturity period of the asset is recognised which reduces the value of the asset. The expected credit

loss is based on estimates built upon the Group's knowledge and historical information about similar assets or counterparties together with present circumstances, potential future events, forecast for future financial conditions and the time value of money. The assessments are done on both a collective and individual basis. The underlying criteria and assumptions are evaluated on a continuous basis to reflect the current situation. Bootz defines credit deteriorated as the fact that it is considered unlikely that the counterparty will meet its obligations due to indicators such as financial difficulties and non-payment. Regardless, default is considered to exist when the payment is 180 days late. Financial assets are together with coherent credit loss provisions derecognised from the statement of financial position when there aren't any expectations of future recovery, remaining collateral or all right to collections has been settled.

Impairment of trade receivables and other receivables is reported as operating expenses. Impairment of cash and cash equivalents and other long-term securities holdings is reported as a financial expense. For cash and cash equivalents with a maturity of less than 12 months, the general model is assumed with the assumption of low credit risk. Also, receivables from joint ventures / associated companies, other receivables, receivables from group companies and accrued income is covered by the general model. Placement of liquid assets may only be made in banks or credit institutions with a high credit rating in accordance with the Group's Treasury policy. Historically, there have never been any customer losses regarding cash and cash equivalents, and it is also not considered likely that this will occur in the future. For more information of the Group's financial instruments, see Note 18-23 and Note 27-28.

**Inventories**

Inventories are valued at the lower of acquisition cost and net realisable value. Acquisition cost is calculated under the so-called first-in first-out principle and includes expenditure incurred in acquiring the inventories and bringing them to their present location and condition. Net realisable value is defined as the selling price less selling expenses. Inventories are exposed to obsolescence. Factors that affect the risk of obsolescence includes among others the risk that returned goods are unsaleable and risk of redundancy.

The Group made seasonal write-downs twice a year when prior year season goods are written-down during a six month's period, meaning the items are fully written-down after eighteen months. Written-down items are primarily sold at the Group's offprice web shop Bootzlet.com or at Bootzlet's physical outlet before they eventually are discarded.

**Contingent liabilities**

A contingent liability is recognised when there is a possible obligation that arises from past events and whose existence is confirmed only by one or more uncertain future events or when there is one or several commitments that are not recognised as a liability or provision because it is not probable that an outflow of resources will be required.

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**Earnings per share**

The calculation of earnings per share is based on consolidated net profit attributable to the Parent Company shareholders and on the weighted average number of shares outstanding during the year. When calculation earnings per share after dilution, the average number of shares outstanding is adjusted with potential dilutive effects of potential ordinary shares. Outstanding options and performance shares from the Group's equity settled long-term incentive programs are dilutive to the extent they are likely to be vested. Options held in own custody from LTI 2015/2025 have not been included in earnings per share after dilution.

For more information, see Note 9 and Note 13.

**Estimates and assumptions**

Preparation of the financial reports in accordance with IFRS requires management to make assessments and estimates and assumptions that affect application of the accounting policies and the recognised amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and assumptions are continually evaluated. Changes in estimates are recognised in the period the change is made if the change only affected that period or in the period the change is made and in future periods if the change affects both current and future periods.

**Leasing**

When reporting leases under IFRS 16 estimates and judgements are made in the terms of the possibility and coherent probability to exercising extending options, termination of contracts, estimated useful life of a lease that is extended on an ongoing basis if neither party actively terminates the lease and actual expected useful life of the lease asset. Boozt has estimated the useful life of a lease in line with the underlying contract. The largest lease contract, which constitutes approximately 70% of the value of the Group's leases is the premises for the fulfilment centre in Ängelholm which runs for 11 years until 2032.

**Return provision**

The estimate on expected returns is based on historical statistical information on the return percentage on sales. The Group's standard term is a 30-days return period. Estimations are monitored and deviations are investigated monthly. At the reporting date, the provision for expected returns amounts to SEK 230.5 million classified as accrued expenses and prepaid income and a receivable of SEK 148.0 million classified as inventory.

**Inventory obsolescence**

Inventories are recognised at the lower of acquisition cost and net realisable value. When calculating the net realisable value, an assumption is made of outgoing items, surplus items, damaged goods and the estimated sales value based on available information.

More information can be found in Note 17.

**Share based payments**

For LTI 2019/2022, 2020/2023 and LTI Program 2021/2024, a probability assessment of reaching the pre-defined targets and fulfil the terms and conditions for achieving a grant of performance share is performed at each reporting date. The assessments are thereby a factor in the calculation of the liability (social charges) for share-based payments to employees for the period. At the reporting date, the Group has recognised a provision for social charges related to its long-term incentive programs of SEK 44.3 million.

More information regarding the Group's long-term incentive program can be found in Note 9 and Note 24.

**Financial liability to non-controlling interest**

The Group has issued a put-option to non-controlling interest in Everyday Luxury Feeling A/S, which entitle the Group to acquire the remaining shares in the future at a pre-determined price. The strike price is dependent of financial performance in the future and the liability has been measured as the discounted present value of the estimated future strike price. At the reporting date, the Group has recognised a liability of SEK 119.0 million towards the non-controlling interest.

More information can be found in Note 14.

**Legal proceedings**

In accordance with IFRS, a liability is recognised when there is an obligation as a result of an event and it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. A regular review is made of the outstanding legal cases. An assessment is then made of the need for provisions in the financial reports. The Group companies are only involved in minor disputes that are directly attributable to the business. Appropriate provisions are made when the assessment resulted in a risk. As per December 31, 2021 no liabilities related to legal proceedings are accounted for.

**Note 2 - Accounting standards that the group will adopt as from 1 January, 2022**

New and revised standards and interpretations that come into force for financial years beginning after January 1, 2022 are not considered to have a significant impact on the Group's financial reporting.

**Note 3 - Net revenue per region and breakdown of revenue**

SEK million	2021	2020
<b>Net revenue</b>		
Nordics	5,379.2	4,048.9
Rest of Europe	434.6	310.4
<b>Total</b>	<b>5,813.8</b>	<b>4,359.3</b>

SEK millionz	2021	2020
<b>Net revenue</b>		
Sale of goods	5,570.8	4,230.4
Commission sales	79.4	67.2
Other services	163.6	61.7
<b>Total</b>	<b>5,813.8</b>	<b>4,359.3</b>

Of the Group's sale of goods, approximately 98.5% (99.4) are through the online stores Boozt.com and Booztlet.com. The remaining sale of goods are through the Group's fashion brand Rosemunde and the Group's physical outlet- and beauty stores. Commission sales consist of commission service fee when Boozt act as an agent for the business partner who's goods are sold on the online stores Boozt.com and Booztlet.com.

Other net revenue is revenue not directly linked to the product such as marketing income from Boozt Media Partnership, BooztPay and breakage from gift cards.

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**Note 4 - Segment reporting**

SEK million	2021	2020
<b>Net revenue - Boozt.com</b>		
Nordics	4,594.5	3,505.3
Rest of Europe	343.7	275.2
<b>Total</b>	<b>4,938.2</b>	<b>3,780.5</b>
<b>Net revenue - Booztlet.com</b>		
Nordics	784.7	543.8
Rest of Europe	90.9	35.2
<b>Total</b>	<b>875.6</b>	<b>579.0</b>
<b>NET REVENUE</b>		
Boozt.com	4,938.2	3,780.5
Booztlet.com	875.6	579.0
<b>Total</b>	<b>5,813.8</b>	<b>4,359.4</b>
<b>EBIT</b>		
Boozt.com	236.5	138.5
Booztlet.com	28.0	43.8
<b>Total</b>	<b>264.5</b>	<b>182.3</b>
<b>Earnings before tax</b>		
Boozt.com	219.9	127.8
Booztlet.com	25.0	42.5
<b>Total</b>	<b>245.0</b>	<b>170.4</b>

The Group reports operating segments in accordance with IFRS 8. The Group's operations are divided into two segments which constitute 100% of the revenue generated. Operations in the Group are divided into two operating segments, Boozt.com and Booztlet.com. The Boozt.com segment includes operations related to the Boozt.com site, the physical Beauty by Boozt store and Rosemunde. Segment Booztlet.com includes operations on the Booztlet.com site, which is the Group's online outlet, and the Group's physical outlet Booztlet.

The Group reports net revenue, EBIT and earning before tax for each of the operating segments. No information on segment assets or liabilities is provided, as no separate segmentation is made for the Group's financial position. Until December 31, 2020, the Group reported the Group's physical stores within an Other-segment but has since January 1, 2021 been included in the Boozt.com and Booztlet.com segments. The historical comparisons figures have been re-calculated. Of the Group's fixed assets, SEK 11.2 million (1.1%) is located outside Sweden.

**Note 5 - Other operating income and costs**

SEK million	2021	2020
Currency exchange rate differences	4.7	-18.8
Other	0.0	0.0
<b>Total</b>	<b>4.7</b>	<b>-18.8</b>

**Note 6 - External costs**

SEK million	2021	2020
Fulfilment and distribution costs	-683.2	-505.4
Marketing costs	-609.6	-429.9
Administration and other external costs	-193.6	-145.7
<b>Total</b>	<b>-1,486.4</b>	<b>-1,081.1</b>

**Note 7 - Audit fees**

SEK million	2021	2020
<b>Deloitte</b>		
Auditing assignments	-1.3	-1.2
Tax advice	-0.1	-
Other services	-0.3	-0.8
<b>Total</b>	<b>-1.7</b>	<b>-1.9</b>
<b>Other</b>		
Auditing assignments	-0.6	-0.3
Tax advice	-0,0	-
Other services	-	-
<b>Total</b>	<b>-0.6</b>	<b>-0.3</b>

Auditing assignments include auditing of the annual accounts and bookkeeping as well as administration for the Board of Directors and the CEO, other duties undertaken by the Group's accountants, and advice or other assistance arising from observations during such auditing or implementation of similar tasks. Other services include advice in accountancy related fields such as accounting, due diligence etc.

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**Note 8 – Leases****Amounts reported in the Statement of financial position**

The Group recognizes a right of use asset and a corresponding lease liability for all leases in which the Group is lessee, except for short-term leases (leases with a leasing period of a maximum of 12 months) and for leases where the underlying asset is of low value (approximately SEK 50,000).

The lease portfolio mainly comprises of:

- Warehouse premises recognised in the asset class of property,
- Headquarter and minor offices and stores recognised in the asset class of office- and store premises,
- Cars and trucks recognised in the asset class of vehicles.

**Right of use asset**

SEK million	Property	Office- and store-premises	Vehicles	Total
<b>Opening balance as of January 1, 2020</b>	<b>290.0</b>	<b>128.0</b>	<b>3.4</b>	<b>421.4</b>
New and amended contracts	150.2	-41.3	3.5	112.4
Depreciation for the year	-24.6	-21.3	-2.1	-48.0
Impairment losses for the year	-	-25.7	-	-25.7
Terminated contracts	-	-	-0.3	-0.3
Translation difference for the year	-	1.0	-	1.0
<b>Closing balance as of December 31, 2020</b>	<b>415.6</b>	<b>40.7</b>	<b>4.5</b>	<b>460.8</b>

<b>Opening balance as of January 1, 2021</b>	<b>415.6</b>	<b>40.7</b>	<b>4.5</b>	<b>460.8</b>
New and amended contracts	19	33	3.7	55.7
Depreciation for the year	-39.6	-17.2	-2.4	-59.2
Impairment losses for the year	-	-	-	-
Terminated contracts	-	-	-0.7	-0.7
Translation difference for the year	-	0.1	-	0.1
<b>Closing balance as of December 31, 2021</b>	<b>395.0</b>	<b>56.6</b>	<b>5.1</b>	<b>456.7</b>

New and amended contracts are primarily related to an expansion of the Group's HQ and a minor warehouse in Helsingborg used in the Group's fulfilment operations. In 2020, the Group decided to close its physical retail store in Copenhagen by using an exit clause during 2021. The contract expire in April 2022 and the remaining lease asset were written-down to SEK 0.0 million in 2020.

Right of use asset are included within tangible asset in the Statement of financial position.

**Lease Liability**

SEK million	2021	2020
Short-term liability	66.7	58.1
Long-term liability	402.6	432.9
<b>Total</b>	<b>469.3</b>	<b>491.0</b>

Long- and short-term lease liabilities are included within interest-bearing liabilities in the Statement of financial position.

**Amount reported in the Statement of profit or loss and other comprehensive income**

SEK million	2021	2020
Depreciation of right of use asset	-59.2	-48.0
Impairment of right of use asset	-	-25.7
Interest on lease liabilities	-7.4	-5.0
Variable lease payments not included in the the lease liability	-8.6	-2.5
Costs for short-term leasing and contracts of lower value	-5.9	-2.9
<b>Total</b>	<b>-81.1</b>	<b>-84.1</b>

**Amount reported in the cash flow statement**

SEK million	2021	2020
<b>Total cash flow attributable to leases</b>	<b>-99.3</b>	<b>-51.9</b>

**Future lease payments**

Existing lease contracts vary in length from 1 to 11 years. There are no material subleases, no material contingent rents, no renewal or purchase options nor any restrictions imposed by leasing agreements.

Future payments, including interest for non-cancellable lease amount to SEK 545.6 million (541.1) and are broken down as follows:

SEK million	2021	2020
Within 3 months	21.7	16.9
Between 3-12 months	58.4	50.7
Between 1 and 5 years	241.7	216.2
Between 5 and 9 years	170.8	163.9
Longer than 9 years	53.0	93.4
<b>Total</b>	<b>545.6</b>	<b>541.1</b>

**Lease agreements not yet started**

There are no significant lease agreement not yet started as of December 31, 2021.

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**Note 9 - Employees and personnel costs**

<b>Average number of employees by country 2021</b>	Average number of employees	Whereof women	Whereof men
Sweden	967	504	463
Denmark	82	47	35
Lithuania	27	6	21
<b>Total</b>	<b>1,049</b>	<b>551</b>	<b>498</b>
<b>Gender among senior executives 2021</b>			
Board members	7	3	4
CEO and other senior executives	7	2	5
<b>Total</b>	<b>14</b>	<b>5</b>	<b>9</b>
<b>Average number of employees by country 2020</b>			
Sweden	335	224	111
Denmark	40	21	19
Lithuania	-	-	-
<b>Total</b>	<b>375</b>	<b>245</b>	<b>130</b>
<b>Gender among senior executives 2020</b>			
Board members	6	1	5
CEO and other senior executives	8	2	6
<b>Total</b>	<b>14</b>	<b>3</b>	<b>11</b>

**Personnel costs and remuneration to senior executives****Personnel costs for the Group**

SEK million	2021	2020
Salaries and remuneration	-308.5	-171.2
Social costs	-111.5	-142.5
Pension costs	-17.4	-11.3
Other employee costs	-1.0	-0.4
<b>Total</b>	<b>-438.3</b>	<b>-325.5</b>

**Salaries and remuneration to senior executives including benefits**

SEK million	2021	2020
<b>Hermann Haraldsson (Group CEO)</b>		
Base salary and remuneration	-7.4	-5.3
Variable remuneration	-3.4	-3.7
Other benefits	-24.1	-0.3
Costs according to share-based payments	-6.3	-2.2
Social security costs	-5.8	-13.0
Pension costs	-	-
<b>Total</b>	<b>-47.0</b>	<b>-24.5</b>

**Other senior executives**

Base salary and remuneration	-18.1	-13.0
Variable remuneration	-8.3	-8.3
Other benefits	-59.1	-2.0
Costs according to share-based payments	-22.1	-7.6
Social costs	-18.2	-32.9
Pension costs	-	-
<b>Total</b>	<b>-125.9</b>	<b>-63.8</b>



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Senior executives include the Board of Directors, the Group CEO, and other senior executives. The other senior executives include the Group CFO, Group CCO, Group CTO, Group CSCO, Group CPO, and Group CHRO, whom together with the Group CEO constitutes the management team of the Group.

Salaries and remuneration include costs for fixed and variable salaries and share-based payment recognised in the Group's profit & loss during the year. Other benefits correspond to the value of taxable benefits that senior executives have received during the year subject to social security charges. Other benefits include, among other things, car benefit, brobizz, daily newspaper and the taxable benefit value of exercised options from the Group's long-term incentive programs. Social costs include social security charges on the Group's long-term incentive programs determined by the Group's share price. During the year the Group's has recognised SEK 54.3 million (14.8) in IFRS 2 costs and social security charges of SEK 23.7 million (49.2) for share-based payments.

**Decision processes for remuneration**

Remuneration and terms for the Group CEO are decided by the Board of Directors. Remuneration of other senior executives is decided by the Group CEO, in some cases after consultation with the Chairman of the Board. The Chairman of the Board and members of the Board of Directors receive a fixed fee as well as board meeting remuneration in accordance with the Annual General Meeting's decision. For more information on remuneration to senior executives and the Board of Directors, see the Corporate Governance Report on pages 49 and 52.

**Remuneration and conditions for senior executives**

Remuneration to the Group CEO and other senior executives consists of basic salary, variable remuneration and other benefits such as a company car. Other senior executives include the six other C-level managers who together with the Group CEO comprise the Group Management. Variable remunerations refer to bonus that is paid out depending on the performance according to pre-established goals. The Group CEO has a notice period of 6 months plus 12 months' severance payment if the termination is decided by the Group. If the Group CEO chooses to terminate his employment, the notice period is the same. No pension benefits are paid to the Group CEO and senior executives.

Criteria for variable remuneration are measured over a period of one year and may amount to a maximum of 25% in base target and 25% in stretch target for 2021 and 35% in base target and 35% in stretch target for 2022 and going forward, of the fixed annual salary for senior executives. Additional variable compensation may be paid in the event of extraordinary events and such compensation may not exceed 50% of the fixed annual salary and may not be paid more than once a year and per individual. During 2021, no extraordinary compensation to senior executives has been paid.

*Share-based compensation*

During the year members of the executive management have exercised 483,347 warrants from LTI 2018/2021, whereof 172,347 by the Group CEO, for subscription of 483,347 new shares. The transaction was made at a pre-determined subscription price of SEK 96.31 per share and the net proceeds obtained by the Group amounted to SEK 46.5 million. The warrants were not subject to any taxable benefit value.

Members of the executive management have also during 2021 exercised 55,263 stock options from LTI 2015/2025, whereof 16,080 by the Group CEO, for subscription of 663,157 new shares. The transaction was made at a pre-determined subscription price corresponding to SEK 26.17 plus compounded interest of 8 percent per annum from June 30, 2015. The Group obtained SEK 27.7 million in net proceeds from the transaction. The taxable benefit value subject to social security costs by the Group amounted to SEK 81.7 million, whereof SEK 23.8 million to the Group CEO.

The maximum number of performance shares from the Group's ongoing LTI programs that can be allotted to the CEO if certain performance criteria are met are 51,366 from LTI Program 2019/2022, 120,000 from LTI 2020/2023 and 70,000 from LTI 2021/2024.

The maximum number of performance shares that can be allotted to the other senior executives if certain performance criteria are met are 131,656 from LTI 2019/2022, 457,300 from LTI 2020/2023 and 250,000 from LTI 2021/2024.

**Directors' fees**

The 2021 Annual General meeting approved the directors' fees to the board members for a total amount of SEK 4.8 million, whereas SEK 1.1 million to the chairman and SEK 2.7 million to the other board members. In the total amount to the board members SEK 0.6 million is assigned to the audit committee and SEK 0.4 million to the remuneration committee.

Name	Directors' fees
Henrik Theilbjørn	1,400,000
Kent Stevens Larsen	700,000
Jón Björnsson	600,000
Cecilia Lannebo	625,000
Luca Martines	450,000
Aileen O' Toole	550,000
Julie Wiese	450,000
<b>Total</b>	<b>4,775,000</b>

**Long-term incentive programs in Boozt AB (publ)**

Boozt AB (publ) has four active Long-term incentive programs with individual terms and conditions (LTI 2015/2025, LTI 2019/2022, LTI 2020/2023 and LTI 2021/2024). The programs are directed to staff identified as key employees. The Group CEO is included among these.

**LTI 2015/2025**

The Group issued a stock option program for employees identified as key personnel in the Group at the extra general meeting in November, 2015. The Group CEO is included in this group. A total of 267,500 options have been issued within the program. Out of these options, 63,954 options have been issued to a fully owned subsidiary with purpose to counteract cash flow implications related to the social charges that the Group will be liable to pay at the redemption date.

Each option gives a right to subscribe for 12 new ordinary shares in the Group at a subscription price corresponding to SEK 26.17 plus compounded interest of 8 percent per annum from June 30, 2015 capitalized yearly as per 30 June until the last day in the calendar month immediately preceding the day when an exercise of an option is made, subject to recalculation in accordance with the terms.

The vesting of options was triggered in conjunction with the listing of the Group's shares on Nasdaq Stockholm on May 31, 2017. The vesting was conditional of the participants' employment. 33% of the options was vested 12 months following the IPO, in May 2018, 33% was vested 24 months following the IPO, in May 2019, and 34% was vested in May 2020. The right to exercise will be on quarterly basis until May, 2022, when the program ends and the remaining outstanding options will be voided. As of December 31, 2021, 190,478 options have been exercised and converted into 2,285,736 new ordinary shares.

LTI 2015/2025 is classified as an equity-based incentive program and the cost has been recognised as share-based payment under IFRS 2. The costs associated with the program have been distributed over the vesting period. The Group recognises a provision for social security costs for the remaining outstanding options held by participants where the Group is subject to social security charges on the taxable benefit value.

The outstanding number of options in the LTI 2015/2025 are 13,068 inclusive 55 unallocated and 12,577 unvested due to the participants having left the Group during the vesting period. In addition, the Group has 63,954 options in its own portfolio, to offset any cash flow impact of the exercise of warrants. However, the Group has not utilised any options in its own portfolio to offset the cash flow impact from social charges on options. The Group has as of December 31, 2021 not recognised any provision for social security costs on any of the remaining options.

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**LTI 2019/2022**

The Extraordinary Annual General Meeting on June 24, 2019 in Boozt AB (publ) resolved a long-term incentive program by way of approval of transfer of performance shares (C shares) to Group Management and key employees. The LTI 2019/2022 entitles the Group's CEO, Group Management and key employees to receive shares in the Group at a subscription price of SEK 0.00 if certain performance measures are met at the end of the performance period on December 31, 2021. The performance targets include Net Revenue Growth, Net Promoter Score, Earnings Per share and Share price development (executive management). The terms and conditions of the program also contains a net working capital constraint. The the performance criterions were met at 100% for the net revenue growth, 100% for Net Promoter Score, 58.7% for Earnings Per Share, and 100% for share price development.

The vesting period started in June 2020, 12 months after the program was adopted. The shares will be distributed to the participants when the vesting period ends in June 2022 based on the achievement of the performance targets stipulated in the program and the number of participants still employed. The extraordinary general meeting resolved that the maximum number of performance shares that can be distributed to the participants are 406,994. On March 2, 2020, 374,586 C shares was issued and repurchased under LTI 2019/2020 pursuant to authorization by the extraordinary general meeting on June 24, 2019. Before the distribution to the participants, the C shares will be converted to ordinary shares.

LTI 2019/2022 is classified as an IFRS 2 program, whereas the costs associated with the program will be distributed over the period from July 2019 until the end of June 2022. The cost for non-market criteria's amount to SEK 61.7 per share, corresponding to the actual market share price on the grant date. The share price target applied for group management has been based on a Monte Carlo simulation to SEK 40.1 per performance share. With the weighting of 40% market conditions and 60% non-market conditions, the cost per performance share amounted to SEK 53.06 for the group management. In addition, the Group will account for provisions for social charges on the employee benefit value

With the actual outcome on achievement of the performance targets and the estimated employee retention rate, the Group has recognised costs on 282,846 performance shares as of December 31,2021.

More information about LTI 2019/2022 can be found on the Group's website: [www.booztgroup.com/annual-general-meeting](http://www.booztgroup.com/annual-general-meeting)

**LTI 2020/2023**

The Extraordinary General Meeting on July 1, 2020 in Boozt AB (publ) resolved a long-term incentive program by way of approval of transfer of performance shares (C shares) to group management and key employees. The LTI Program 2020/2023 entitles the Group's CEO, Group Management and key employees to receive shares in the Group at a subscription price of SEK 0.00 if certain performance measures are met at the end of the performance period on December 31, 2022. The performance targets include Net Revenue Growth, Net Promoter Score and Adjusted EBIT. The terms and conditions of the program also contains constraints regarding net working capital and adjusted EBIT margin. The vesting period will start in July 2021, 12 months after the program was

adopted. The C shares will be distributed to the participants when the vesting period ends in July 2023 based on the achievement of the performance targets stipulated in the program and the number of participants still employed. The extra general meeting resolved that the maximum number of performance shares that can be distributed to the participants are 1,040,000. Before the distribution to the participants, the C shares will be converted to ordinary shares.

LTI 2020/2023 is classified as an IFRS 2 program, whereas the costs associated with the program will be distributed over the period from July, 2020 until July, 2023. The performance targets included in the program are all classified as non-market criteria. The cost for non-market criteria's amount to SEK 91.8 per share, corresponding to the actual market share price on the grant date. In addition, the Group will account for provisions for social charges during the expected lifetime of the LTI program.

With current estimates on achievement of the performance targets and employee retention rate, the Group has recognised costs on 426,734 performance shares as of December 31,2021.

More information about LTI 2020/2023 can be found on the Group's website: [www.booztgroup.com/annual-general-meeting](http://www.booztgroup.com/annual-general-meeting)

**LTI 2021/2024**

The Annual General Meeting on May 27, 2021 in Boozt AB (publ) resolved a long-term incentive program by way of approval of transfer of performance shares (C shares) to Group Management and key employees. LTI 2021/2024 entitles the company's CEO, Group Management and key employees to receive shares in the Group at a subscription price of SEK 0.00 if certain performance measures are met at the end of the performance period on December 31, 2023. The performance targets include Net Revenue Growth, Net Promoter Score and Adjusted EBIT. The terms and conditions of the program also contains constraints regarding net working capital and adjusted EBIT margin. The vesting period will start in May 2022, 12 months after the program was adopted. The C shares will be distributed to the participants when the vesting period ends in May 2024 based on the achievement of the performance targets stipulated in the program and the number of participants still employed. The general meeting resolved that the maximum number of performance shares that can be distributed to the participants are 630,000. Before the distribution to the participants, the C shares will be converted to ordinary shares.

LTI 2021/2024 is classified as an IFRS 2 program, whereas the costs associated with the program will be distributed over the period from May, 2021 until May, 2024. The performance targets included in the program are all classified as non-market criteria. The cost for non-market criteria's amount to SEK 187.3 per share, corresponding to the actual market share price on the grant date. In addition, the Group will account for provisions for social charges during the expected lifetime of the LTI program.

With current estimates on achievement of the performance targets and employee retention rate, the Group has recognised costs on 92,721 performance shares as of December 31,2021.

More information about LTI 2021/2024 can be found on the Group's website: [www.booztgroup.com/annual-general-meeting](http://www.booztgroup.com/annual-general-meeting)

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**Note 10 - Depreciations and impairment losses of tangible and intangible assets**

SEK million	2021	2020
Web platform	-35.8	-24.5
Equipment	-72.0	-63.5
Right of use asset	-59.2	-73.8
<b>Total</b>	<b>-167.0</b>	<b>-161.8</b>

**Note 11 - Net financial items**

SEK million	2021	2020
<b>Financial income</b>		
Interest income	0.3	0.0
<b>Total</b>	<b>0.3</b>	<b>0.0</b>
<b>Financial expenses</b>		
Interest expense	-8.6	-7.0
Lease interests	-7.4	-5.0
Net change in value of liabilities measured at fair value via income statement	-3.9	-
<b>Total</b>	<b>-19.8</b>	<b>-12.0</b>
<b>Total net financial items</b>	<b>-19.5</b>	<b>-12.0</b>

Financial expenses derived from change in value of liabilities measured at fair value via income statement is primarily related to change in fair value on written-put option liability to non-controlling interest. More information are available in Note 14 and Note 28.

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**Note 12 – Taxes****Tax recognised in the income statement**

SEK million	2021	%	2020	%
<b>Current tax</b>				
Tax on profit for the year	-45.3		-	
<b>Total</b>	<b>-45.3</b>		<b>-</b>	
<b>Deferred tax</b>				
Utilization of tax losses carried forward	-8.1		-37.6	
Deferred tax on changes in temporary differences	3.6		-	
<b>Total</b>	<b>-4.5</b>		<b>-37.6</b>	
<b>Total reported income tax</b>	<b>-49.8</b>		<b>-37.6</b>	
<b>Reconciliation of reported tax and effective tax rate</b>				
Profit/loss before tax	245.0		170.4	
Tax in accordance with current tax rates for parent company	-50.5	20.6%	-36.5	21.4%
Impact of other tax rates on foreign subsidiaries	-0.4	0.2%	0.0	0.0%
Non-deductible expenses/Non taxable income	-0.4	0.2%	1.1	-0.7%
Recalculation according to new Swedish tax rate, 20,6%	-	0.0%	-0.4	0.2%
Deductible expenses, not recognised in profit and loss	2.3	-0.9%	7.9	-4.6%
Not recognised tax asset related to tax losses carried forward	0.0	0.0%	-4.3	2.5%
Utilisation of tax losses carryforward in Danish subsidiaries where no recognition of defferex tax previously has been made	-	0.0%	0.2	-0.1%
Temporary differences	-0.8	0.3%	-5.6	3.3%
Adjustment attributable to previous years	0.0	0.0%	-0.1	0.1%
<b>Total</b>	<b>-49.8</b>	<b>20.3%</b>	<b>-37.6</b>	<b>22.1%</b>

The Group has no tax items in other comprehensive income or direct in equity

A deferred tax asset is accounted for only if the probability that the Group will use the deferred tax asset is highly probable. Deferred tax assets for tax losses carried forward are reported to the extent that it is likely that they will be able to be used. Historically, the Group has only recognised deferred tax on tax losses carryforward for Swedish subsidiaries.

The Group's losses carried forward amounts to SEK 73.9 million (118.1) at year end, whereof deferred tax has been recognised on SEK 0.0 million (45.6). There is no time limitation for remaining tax losses carried forward.

**Reported deferred tax assets and liabilities**

SEK million	Deferred tax assets		Deferred tax liabilities	
	2021	2020	2021	2020
Trademarks	-	-	-17.2	-
Other receivables	-	-	-0.2	-
Inventory	1.4	-	-	-
Tax losses carried forward	0.0	9.4	-	-
Other	3.7	-	-	-
<b>Total</b>	<b>5.1</b>	<b>9.4</b>	<b>-17.4</b>	<b>-</b>

**Specification of changes in deferred tax assets and liabilities**

SEK million	Deferred tax assets		Deferred tax liabilities	
	2021	2020	2021	2020
Opening value	9.4	46.9	-	-
Utilisation of tax losses carry forward	-8.1	-37.5	-	-
Acquisition of subsidiaries	-	-	-17.2	-
Temporary differences	3.8	-	-0.2	-
<b>Closing value</b>	<b>5.1</b>	<b>9.4</b>	<b>-17.4</b>	<b>-</b>

**Note 13 - Earnings per share**

SEK million	2021	2020
Profit for the year	195,201,693	132,757,568
Profit for the year attributable to non-controlling interest	-6,488,592	-
<b>Profit for the year attributable to shareholders in the parent company</b>	<b>188,713,101</b>	<b>132,757,568</b>
Average number of shares issued at end of period	65,792,208	58,422,573
<b>Earning per share before dilution</b>	<b>2.87</b>	<b>2.27</b>
Profit for the year attributable to shareholders in the parent company	188,713,101	132,757,568
Average number of shares issued at end of period after dilution	67,172,900	60,083,616
<b>Earning per share after dilution</b>	<b>2.81</b>	<b>2.21</b>

Earnings per share is calculated by dividing the profit/loss for the period with the weighted average number of shares outstanding during the period. With respect to the Group's LTI programs which is described in Note 9, there is a potential future dilution effect of the Group's issued shares given that certain criteria are met. Options within LTI Program 2015/2025 that are held in own custody, and options where the holders have terminated their employment before the end of the vesting period, have not been included in earnings per share after dilution.

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**Note 14 - Acquisitions of subsidiaries****Acquisitions in 2021****Rosemunde**

Boozt acquired 66.7% of the shares in the Danish fashion brand Rosemunde (via Everyday Luxury Feeling A/S) on July 1, 2021 with an agreement to acquire the remaining shares in three phases until 2026 at the same EV/EBIT multiple as used in the transaction of 7.5x EV/EBIT. The transaction multiple was based on EBIT for the financial year 2020. The transaction was made at an enterprise value of DKK 250 million on a cash and debt free basis and has been financed through the Group's cash. Rosemunde is an established lifestyle brand retailing online and in more than 1,000 select shops and department stores worldwide and have personnel of around 30 employees. As an effect of the acquisition, the Group has recognised equity attributable to non-controlling interest in Rosemunde. The option issued to non-controlling interest that entitle the Group to acquire the remaining shares in the future has been recognised as a liability and has been classified as a separate transaction with the non-controlling interest. The initial value of the liability of SEK 115.1 million at the time of the acquisition, is measured at the discounted present value of the estimated future strike price and has reduced the Group's equity.

Rosemunde has been included in the consolidated financial statement from July 1, 2021 has contributed with ~1% to the Group's net revenue growth and had a limited impact on the Group's net working capital and profitability. Rosemunde has been included in the Boozt.com segment.

As of January 24, 2022 the Group has utilized the option and acquired the remaining shares in Everyday Luxury Feeling A/S to take full ownership of the company. More information can be found in Note 29, subsequent events.

**Estina**

On June 2, 2021 the Group announced the acquisition of 100% of the shares in its longstanding technology partner Estina (via Estina Group UAB). The acquisition was a strategic investment to secure a scalable platform and frictionless online experience. Boozt has engaged Estina continuously since 2010 and the close partnership has been crucial to building tech solutions tailored to the business. After the acquisition, the Estina team of more than 30 developers will continue to be based in Vilnius, Lithuania while fully integrating with Boozt and eventually changing name to Boozt Technology Baltics. Estina will only perform group-internal work and not generate any external net revenue. The total purchase price amounted to EUR 2.2 million, whereof EUR 0.6 million in conditional earn-out that will be paid over a three-year period. The purchase price has been paid through the Group's own cash and 100% of the conditional earn-out has been recognised as a liability.

**Effects of acquisitions 2021**

Million SEK

**The acquired company's net assets on the acquisition date:**

	Fair value
Intangible assets	77.3
Tangible assets	1.1
Inventory	19.0
Accounts receivables and other receivables	26.2
Cash and cash equivalents	13.2
Deferred tax liabilities	-17.0
Accounts payables and other current liabilities	-20.2
<b>Total identified net assets</b>	<b>99.5</b>
Non-controlling interest	-113.5
Consolidated goodwill	263.2
<b>Purchase price</b>	<b>249.2</b>

The fair value of identified assets and liabilities was allocated to trademarks at SEK 77.3 million (DKK 56.7 million), deferred tax liabilities at SEK 17.0 million (DKK 12.5 million) and Goodwill at SEK 263.2 million (DKK 179.8 million and EUR 1.8 million). The acquired trademark will have a strategic role in the Group's future development and the useful time has been assessed to be indefinite and are thus not amortised, but annually tested for impairment.

The recognised goodwill is not expected to be tax deductible. Goodwill generated from the acquisition of Rosemunde reflects, among other things, the value of the Group's market position and expertise within the fashion market, as well as future expected growth and profitability synergies. The Estina acquisition was made in order to gain access to the Group's aggregated technical knowledge and know-how, which correspond to the recognised goodwill.

**Transferred consideration**

SEK million	2021	2020
Cash on transfer of control	243.2	-
Conditional purchase consideration recognised as liability	6.1	-
<b>Total</b>	<b>249.2</b>	<b>-</b>

**Effect on cash flow**

SEK million	2021	2020
Purchase consideration paid	-243.2	-
Cash and cash equivalent in acquired operations	13.2	-
Paid earn-out	-2.0	-2.0
<b>Total</b>	<b>-232.0</b>	<b>-2.0</b>



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**Note 15 – Intangible assets**

SEK million	Web platform	Trademarks	Goodwill	Total
<b>Accumulated acquisition values, opening balance Jan 1, 2020</b>	122.7	-	9.8	132.5
Acquisitions	58.3	-	-	-
Acquired through subsidiaries	-	-	-	58.3
Translation difference	-	-	-0.4	0.4
<b>Acquisition values, closing balance Dec 31, 2020</b>	<b>181.0</b>	<b>-</b>	<b>9.4</b>	<b>190.4</b>
<b>Accumulated amortisation according to plan, opening balance Jan 1, 2020</b>	-57.3	-	-	-57.3
Depreciation for the year	-24.5	-	-	-24.5
<b>Accumulated depreciations according to plan, closing balance Dec 31, 2020</b>	<b>-81.9</b>	<b>-</b>	<b>-</b>	<b>-81.9</b>
<b>Net carrying value at end of year Dec 31, 2020</b>	<b>99.1</b>	<b>-</b>	<b>9.4</b>	<b>108.6</b>

SEK million	Web platform	Trademarks	Goodwill	Total
<b>Accumulated acquisition values, opening balance Jan 1, 2021</b>	181.0	-	9.4	190.4
Acquisitions	73.3	6.5	-	79.8
Acquired through subsidiaries	-	77.3	263.2	340.5
Translation difference	-	0.7	2.9	3.6
<b>Acquisition values, closing balance Dec 31, 2021</b>	<b>254.3</b>	<b>84.5</b>	<b>275.5</b>	<b>614.2</b>
<b>Accumulated amortisation according to plan, opening balance Jan 1, 2021</b>	-81.8	-	-	-81.8
Depreciation for the year	-35.8	-	-	-35.8
<b>Accumulated depreciations according to plan, closing balance Dec 31, 2021</b>	<b>-117.7</b>	<b>0.0</b>	<b>-</b>	<b>-117.7</b>
<b>Net carrying value at end of year Dec 31, 2021</b>	<b>136.6</b>	<b>84.5</b>	<b>275.5</b>	<b>496.6</b>

Web platform relates to capitalized development costs on the Group's internal developed platforms used in its operation. During the year the Group acquired the Swedish fashion brand Svea through an asset acquisition, whereof the carrying value of the trademark was set to SEK 6.5 million, which will be subject to annual amortisation. Trademarks acquired through acquisition of subsidiaries relates to Rosemunde, where the useful time has been assessed to be indefinite and subject to annual impairment. Acquired goodwill in 2021 derives from acquisition of the subsidiaries Estina and Rosemunde.

**Impairment**

The Group performs, at least annually, an impairment testing of its intangible assets with an indefinite useful time and its goodwill. As of December 31, 2021, the intangible assets subject to annual impairment testing was:

SEK million	2021	2020
Trademarks	78.0	-
Goodwill	275.5	9.4
<b>Total</b>	<b>353.5</b>	<b>9.4</b>

The acquired operation through Rosemunde has been determined as the lowest independent cash-generating unit. The carrying values deriving from the acquisition has been subject for impairment testing. The carrying values included in the impairment test were trademarks of SEK 78.0 million and goodwill of SEK 244.8 million. The calculation of recoverable amount has been done jointly for trademarks and goodwill as the cash flow from the trademark cannot be distinguished from other cash flows within the cash-generating unit.

The recoverable amount has been determined through a discounted cash flow analysis of future cash flow projections. Determination of future cash flows are based on internal budgets and long-term forecast adopted by the executive management for the coming five years. The growth rate applied for the perpetual period has been determined to 2% (n/a), which is based on the Group's assessment of the opportunities and risks associated with the business.

The discount rate used is calculated as the current weighted average cost of capital (WACC), including small-entity- and low liquidity risk premiums in accordance with market standard for companies of similar size and operations as Rosemunde, and currently is 10.3% (n/a).

The recoverable amount exceeds the carrying value of the assets subject for impairment testing. To assess the sensitivity in the applied assumptions, Management has applied a change in discount rate with + 2.5pp, a decrease of the annual growth rate applied for each year in the explicit forecast period of - 1 pp, and a change in the perpetual annual growth rate of -1 pp, without any implications of impairment.

Remaining goodwill value of SEK 30.7 million derives from the acquisition of the IT development companies Estina (2021) and Touchlogic (2019). These acquisitions were made in order to gain access to the staff's gathered competence and expertise, and since they only perform internal development works, they don't have any external revenue streams. Hence, these companies are included in the Group as the lowest cash-generating unit since the Group does not internally report or separate assets and liabilities between its two operating segments Boozt.com and Booztlet.com. These acquisitions contained conditional purchase considerations based on development and retention of the gathered competence and expertise within the staff for three years following the acquisition. As of December 31, 2021 no indications of not achieving 100% of the purchase considerations has been identified, hence any need of impairment has not been identified.

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**Note 16 – Equipment, tools and installations**

SEK million	2021	2020
<b>Equipment, tools and installations</b>		
Accumulated acquisition values, opening balance	476.4	380.5
Acquisitions	296.3	95.7
Acquired through subsidiaries	1.1	-
Translation difference for the year	0.3	0.1
<b>Acquisition values, closing balance</b>	<b>774.1</b>	<b>476.4</b>
Accumulated amortisation according to plan, opening balance	-184.0	-120.7
Depreciation for the year	-72.0	-63.5
Translation difference for the year	-0.6	0.1
<b>Accumulate depreciations according to plan, closing balance</b>	<b>-256.6</b>	<b>-184.0</b>
<b>Net carrying value at end of year</b>	<b>517.5</b>	<b>292.4</b>

**Note 17 - Inventories**

SEK million	2021	2020
Inventories - goods for resale	1,571.5	1,126.2
Expected returns	148.0	114.6
Packing materials	12.8	6.6
<b>Total</b>	<b>1,732.2</b>	<b>1,247.4</b>

During the year, inventory items were written down with a value of SEK 55.8 million (110.0). This amount is entirely accounted for in the income statement as Goods for resale. In March, 2020 at the outbreak of the COVID-19 pandemic the Group took some precautionary measures and made an extraordinary write-down of prior season goods of SEK 57.8 million. The extraordinary write-down in 2020 was a consequence of the then expected subdued demand for the remainder of the year. Written-down items are primarily sold at the Group's off-price web shop Booztlet.com before they eventually are recycled. No reversal of write-downs in previous periods has been made during the year.

**Note 18 - Account receivables**

SEK million	2021	2020
Account receivables	38.0	29.8
Provision for bad debt	-1.4	-0.4
<b>Total</b>	<b>36.5</b>	<b>29.4</b>

Boozt accounts for a bad debt provision when a credit loss is expected according to the Group's applied model for expected credit loss or where an individual assessment indicates a loss, where uncollectible receivables are fully written off. Account receivables consist of business-to-business sales of marketing services and of sale of goods through wholesale. The current provision for bad debt consists of individual anticipated allowances, and a general provision for expected credit loss. Most of the Group's B2B customers are the Group's brand partners which the Group regularly conducts purchases from, why the credit risk is mitigated through the Group's accounts payable.

Customer losses recognised in the income statement during the year amount to SEK 0.4 million (2.4). There are no collateral or bank guarantees for the Group's accounts receivables. No accounts receivables are pledged. For more information about the Group's account receivables, see Note 27.

**Note 19 - Prepaid expenses and accrued income**

SEK million	2021	2020
Prepaid inventories	16.2	20.2
Prepaid marketing expenses	6.3	12.4
Prepaid rental charges	12.8	5.9
Prepaid fulfillment costs	11.0	2.0
Accrued inventory discounts	3.1	3.3
Prepaid customs	35.2	19.3
Other prepaid expenses	16.4	6.2
<b>Total</b>	<b>101.0</b>	<b>69.1</b>

**Note 20 - Cash and cash equivalents**

SEK million	2021	2020
Cash and bank	1,564.9	1,714.5
<b>Total</b>	<b>1,564.9</b>	<b>1,714.5</b>

Restricted cash amounts to SEK 15.0 million (13.3) and is attributable to the leasing agreement for the Boozt headquarter and to a few suppliers.

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**Note 21 - Liabilities to credit institutions**

SEK million	2021	2020
<b>Non-current</b>		
Liabilities to credit institutions	205.1	114.1
<b>Total</b>	<b>205.1</b>	<b>114.1</b>
<b>Current</b>		
Liabilities to credit institutions	168.2	103.2
<b>Total</b>	<b>168.2</b>	<b>103.2</b>
<b>Total liabilities to credit institutions</b>	<b>373.3</b>	<b>217.3</b>

Loans to credit institutions carry an average effective interest rate of 1.5% per annum (1.5% per annum). Total borrowing consists of a loan to Danske Bank for the automated storage and retrieval system AutoStore. Security for the bank loans consist of floating charges.

**Credit facilities**

SEK million	2021	2020
Used credit facilities	-	-
Available credit facilities	284.8	260.0
<b>TOTAL</b>	<b>284.8</b>	<b>260.0</b>

The Group has a multicurrency revolving credit facility (RCF) with Danske Bank of SEK 200 million available for drawings in SEK, DKK, NOK and EUR, which can be used for general corporate and working capital purposes as well as potential acquisitions. The revolving credit facility agreement was entered into on February 17, 2020 and runs for three years and replaced the previous credit facility agreement. Interest rate base consists of the current reference interest rate depending on in which currency drawings has been made: STIBOR, CIBOR, NIBOR and EURIBOR. Marginal interest is based on covenant fulfillment and was in 2021 1.5%.

The Group's drawdown of funding under the Revolving Credit Facility is subject to several conditions. The Revolving Credit Facility Agreement contains customary representations and warranties made as of the signing date of the Revolving Credit Facility Agreement and, in relation to certain representation and warranties, as of certain subsequent dates. The Revolving Credit Facility Agreement contains customary undertakings from the Group, such as maintaining authorizations, complying with laws (including sanctions and anticorruption), not changing the business, restrictions on mergers, restrictions on disposals, negative pledge, restrictions for incurring financial indebtedness, restrictions on providing loans and guarantees and restrictions on acquisitions.

The Revolving Credit Facility Agreement also includes financial covenants requiring that the Group's net debt to adjusted EBITDA ratio does not increase above 3.0:1 and that the interest coverage ratio must not be less than 4.0:1. The covenants are reported quarterly on a rolling 12-month basis and have not been breached at any time during 2021. The Revolving Credit Facility may terminate upon the occurrence of certain customary events, including in connection with a change of control of the Group or a delisting of the parent company from Nasdaq Stockholm. The Group has, pursuant to the Revolving Credit Facility Agreement, provided security to Danske Bank in the form of corporate mortgages in a total amount of SEK 61 million, see Note 25.

In addition to the Revolving Credit Facility, the Group also has overdraft facilities totalling SEK 84.8 million, whereof SEK 60 million in Danske Bank subject to renewal every year. The Group has not utilized any of its credit facilities during 2021.

**Note 22 – Other provisions**

SEK million	2021	2020
Provision for social charges related to LTI 2015/2025	0.0	31.1
Provision for social charges related to LTI 2019/2022	15.8	7.7
Provision for social charges related to LTI 2020/2023	23.0	7.6
Provision for social charges related to LTI 2021/2024	5.5	-
Other provisions	4.9	3.5
<b>Total</b>	<b>49.2</b>	<b>50.0</b>

For information of share-based payments and the Group's LTI programmes, see Note 1 and Note 9. Other provisions include purchase considerations from recent acquisitions of Estina Grup UAB in 2021 and Touchlogic ApS in 2019. Total purchase considerations amounted to SEK 12.2 million, whereof SEK 4.1 million has been paid during the period 2020-2021. Of remaining purchase considerations has SEK 4.1 million been recognised as current liabilities in the statement of financial position. For more information of acquisitions, see Note 14.

**Note 23 – Accrued expenses and prepaid income**

SEK million	2021	2020
Accrued holiday pay	32.8	25.0
Accrued social charges relating to personnel	21.1	18.9
Accrued marketing costs	10.0	8.9
Accrued costs - inventories	7.0	0.9
Accrued costs for returns	230.5	176.7
Accrued salaries	31.3	20.0
Prepaid marketing fee	55.7	50.1
Other	69.3	52.6
<b>Total</b>	<b>457.7</b>	<b>353.1</b>

Accrued costs for returns relate to the groups expected returns, for more information see important assessments in Note 1.

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**Note 24 – Equity****Share capital**

As of December 31, 2021 the registered share capital amounts to SEK 5,574,219 SEK (5,338,930) with a nominal value of SEK 0.0833. The share capital consists of two share classes: ordinary shares (65,498,601 shares issued) with 1 voting right per share and C shares (1,392,036 shares issued) with 1/10 voting right per share. Holders of ordinary shares are entitled to a dividend, while holders of C shares are not entitled to dividend. All shares have the same right to the remaining net assets, however C shares are not entitled to an amount exceeding the quota value of the share. The C shares were issued and repurchased in accordance with the LTI 2019/2022 as of March 2, 2020, and LTI 2020/2023 as of March 1, 2021, and will be distributed to the participants when the vesting periods ends based on the achievement of the performance targets stipulated within the programs. Before the distribution to the participants, the C shares will be converted to ordinary shares. All shares are fully paid and no ordinary shares are reserved for transfer. No ordinary shares are held by the parent company or its subsidiaries.

Specification of changes in share capital below:

Date	Event	No. Of shares pre new issue	Share issue	New number of shares	Share capital changes	Share capital after transaction
12-05-2017	Share split 1:12	3,891,295	42,804,245	46,695,540	0	3,891,295
31-05-2017	Conversion of options from LTI 2012/2022 into shares	46,695,540	2,405,361	49,100,901	200,447	4,091,742
02-06-2017	Sell of shares in own portfolio of shares	49,100,901	786,532	49,887,433	65,544	4,157,286
02-06-2017	New share issue in connection with IPO	49,887,433	6,451,000	56,338,433	537,583	4,694,869
21-08-2018	Conversion of options from LTI 2015/2025 into shares	56,338,433	744,000	57,082,433	62,000	4,756,869
30-08-2019	Conversion of options from LTI 2015/2025 into shares	57,082,433	288,420	57,370,853	24,035	4,780,904
02-03-2020	Issue of C shares under LTI 2019/2022	57,370,853	374,586	57,745,439	31,216	4,812,120
27-08-2020	Conversion of options from LTI 2015/2025 into shares	57,745,439	555,672	58,301,111	46,306	4,858,426
30-11-2020	Conversion of options from LTI 2015/2025 into shares	58,301,111	28,968	58,330,079	2,414	4,860,840
20-11-2020	New share issue in conenction with dual listing	58,330,079	5,737,085	64,067,164	478,090	5,338,930
01-03-2021	Issue of C shares under LTI 2020/2023	64,067,164	1,017,450	65,084,614	84,788	5,423,717
08-05-2021	Conversion of options from LTI 2015/2025 into shares	65,084,614	5,520	65,090,134	460	5,424,177
07-06-2021	Conversion of warrants from LTI 2018/2021 into shares	65,090,134	772,347	65,862,481	64,362	5,488,540
15-06-2021	Conversion of warrants from LTI 2018/2021 into shares	65,862,481	365,000	66,227,481	30,417	5,518,956
18-08-2021	Conversion of options from LTI 2015/2025 into shares	66,227,481	663,156	66,890,637	55,263	5,574,219
	<b>Closing balance</b>			<b>66,890,637</b>		<b>5,574,219</b>

**Conversion of options and warrants****LTI 2015/2025**

During 2021 options from LTI 2015/2025 have been exercised and converted into shares at two times. In May, 460 issued options were exercised and converted into 5,520 ordinary shares. The exercise price was set at SEK 3.41 per option, equal to 40.99 per share, and the proceeds from the sales of shares was SEK 0.2 million. In August, another 55,263 issued options were exercised and converted into 663,156 ordinary shares. The exercise price was set at SEK 3.48 per option, equal to 41.79 per share, and the proceeds from the sales of shares was SEK 27.7 million.

**LTI 2018/2021**

In June, 1,137,347 warrants from LTI 2018/2021 were exercised and converted into 1,137,347 new shares at a pre-defined exercise price of SEK 96.31 per share. The obtained proceeds from the exercise amounted to SEK 109.5 million.

**Other capital contributions**

Other capital contributions consist of equity contributed by the Group's owners and IFRS 2 costs from share-based compensations related to the Group's equity-based incentive programs. Recognised IFRS 2 costs from share-based compensations amount to SEK 54.3 million (14.8) for 2021.

**Reserves**

Reserves consist of a translation reserve, which includes the exchange rate differences arising on conversion of financial statements of foreign operations that have prepared their financial reports in a currency other than the operating currency in which the consolidated financial statements are presented. The Parent Company and the Group present their financial reports in Swedish kronor (SEK). The translation difference for 2021 amounts to SEK 3.0 million (0.4). The translation differences for the year are accounted for in the statement of comprehensive income and the accumulated translation differences are recognised in the income statement in the event of a disposal of the foreign operation.

**Long-term incentive programs**

The Group has four ongoing long-term incentive programs of which one program, LTI 2015/2025, is based on options, and three programs, LTI 2019/2022, LTI 2020/2023 and LTI 2021/2024, are based on performance shares.

As per December 31, 2021, the total number of outstanding options under the LTI Program 2015/2025 amounted to 77,022, corresponding to 924,264 new ordinary shares if fully exercised. If all programs would be fully utilized, a total of 2,946,300 new ordinary shares were to be issued/converted entailing a dilution of approximately 4.3 per cent of the parent company's ordinary shares based on the total number of ordinary shares in the parent company

For more information of the Groups LTI programs, see Note 9.

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**Note 25 - Pledged assets and contingent liabilities**

SEK million	2021	2020
Floating charges	76.5	61.0
Restricted cash	15.0	13.3
<b>Total</b>	<b>91.5</b>	<b>74.9</b>

Of the floating charges, SEK 61 million is attributable to the Group's Revolving Credit Facility from Danske Bank. Restricted cash is attributable to the leasing agreement for the Boozt headquarter and to the Group's suppliers. A contingent liability exists where Danske Bank in case of a breach of contract from the Group is entitled to reclaim the Group's automated warehouse system Auto-Store with a book value of SEK 485.3 million.

**Note 26 – Related party transactions****Management of Boozt AB (publ)**

There have been transactions classified as related party transactions as members of the Group Management utilized vested stock options from LTI 2015/2025 to subscribe for 663,157 new shares totalling SEK 27.7 million (0.4). Members of the Group Management have also exercised 483,347 warrants from LTI 2018/2021 to subscribe for 483,347 new shares totalling SEK 46.5 million.

Also during the year a new LTI 2021/2024 has been implemented. More information regarding remuneration to senior executives and the Group's long-term incentive programs can be found in Note 9.

**Suppliers classified as related parties**

The Group also had transactions with external related parties during the year within the ordinary course of business. All transactions are carried out on normal commercial terms. All transactions are priced at market terms and in accordance with the arm's length principle. The Group regularly purchase goods or commercial services from the following companies: Day Birger et Mikkelsen A/S, Masai Clothing Company ApS, Rabens Saloner A/S, Baum und Pferdgarten A/S, TV/2 Danmark A/S, Brøndbyernes I.F. Fodbold A/S, Hövding Sverige AB (publ) and Position Green AB. These suppliers are classified as related parties since members of the Board of Directors or Group Management are or have been board members or otherwise related party to the companies. Below disclosures do not include transactions during the periods that occurred before or after the counterpart was classified or ceased to be classified as a related party.

Boozt AB (publ) has not provided guarantees or securities to or for the benefit of directors or other senior executives. None of the directors or other senior executives in 2021 or 2020 had any direct or indirect business transactions with the Group over and above the remuneration stated in this note and Note 9.

**Related party transactions**

SEK million	Jan 1 - Dec 31, 2021	Jan 1 - Dec 31, 2020
<b>Management of Boozt AB (publ) (PDMR)</b>		
Subscription of shares LTI 2015/2025	27.7	0.4
Subscription of shares LTI 2018/2021	46.5	-
<b>Total transactions with management of Boozt AB (publ) (PDMR)</b>	<b>74.2</b>	<b>0.4</b>
<b>Suppliers classified as related parties</b>		
Purchase of goods and services	81.2	58.1
<b>Total transactions with suppliers classified as related parties</b>	<b>81.2</b>	<b>58.1</b>
<b>Total transactions with related parties</b>	<b>155.4</b>	<b>58.5</b>

**Related party liabilities**

SEK million	Dec 31, 2021	Dec 31, 2020
<b>Suppliers classified as related parties</b>		
Accounts payable	2.1	6.2
<b>Total liabilities to related parties</b>	<b>2.1</b>	<b>6.2</b>



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**Note 27 - Financial risks**

The Group's business is exposed to various financial risks; currency risk, interest rate risk, credit risk and liquidity risk. The Group's overall risk management strategy is focused on managing uncertainty in the financial markets and strives to minimise potential adverse effects on the Group's financial results. The Group has developed a risk management framework in order to strengthen risk management in the Group. The framework establishes how risks are identified, assessed and monitored. The Board of Directors has decided on the general principles that apply to the management of financial risks through the adopted treasury policy. The treasury policy mainly covers the following areas; capital structure, capital raising, debt financing and liquidity management. The key financial risks are described below.

**Currency risk**

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates. The main exposure is derived from the Group's sales and purchases in foreign currencies. This exposure is called transactional exposure. Currency risks also exist in the translation of foreign operations' assets and liabilities into the parent company's functional currency, known as translational exposure. The translational exposure for the Group is limited. According to the Group's treasury policy, transactional exposure is primarily managed through natural hedges, which means that the risk of major performance impact due to fluctuations in exchange rates is reduced by having available cash with the corresponding currency distribution as for future payments of current liabilities. The applied principle also implies that the Group will strive to make procurement with the corresponding currency distribution as budgeted revenues. In addition, the Group shall evaluate any imbalances in the currency inflow and outflow and seek forward contracts to hedge those imbalances. The Group has in this respect during 2021 recognised a surplus in DKK/EUR and NOK and a deficit in SEK. During the year, the Group hedged parts of its transactional exposure in NOK through a NOK forward. The Group's acquired subsidiary Rosemunde hedges its purchases from China in CNY and USD. As of December 31, 2021, the Group has recognised a derivative asset of SEK 1.1 million included in other receivables. As shown in the table below, the Group's main transaction exposure consists of SEK, DKK/EUR and NOK. A 3% stronger SEK against the EUR and DKK would have an estimated positive effect on profit before tax of SEK 27.5 million. A 3% stronger NOK against the SEK would have, with all other variables held constant, an estimated positive effect on profit before tax for the year of SEK 19.2 million.

**Currency exposure 2021 (2020)**

Currency	Operating income	Operating expenditure
SEK	32% (33)	53% (53)
DKK	37% (38)	27% (28)
EUR	16% (15)	15% (14)
NOK	14% (13)	3% (4)
USD	0% (0)	1% (1)
Other	1% (0)	1% (1)
<b>Total</b>	<b>100% (100)</b>	<b>100% (100)</b>

Currency	Short term liabilities	Cash and cash equivalents
SEK	54% (70)	40% (63)
DKK	16% (16)	33% (18)
EUR	24% (10)	18% (9)
NOK	4% (4)	6% (7)
USD	1% (0)	1% (1)
Other	1% (0)	2% (1)
<b>Total</b>	<b>100% (100)</b>	<b>100% (100)</b>

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**Interest rate risk**

The Group is exposed to interest rate risk on interest-bearing long-term and current liabilities. The Group is exposed to the impact of variable interest on liabilities to credit institutions. On fixed-rate loans, the Group is exposed to market risk. With regards to the Group's loan-to-value ratio, the present interest risk is limited. During 2021 the average effective interest rate to liabilities to credit institutions has been 1.5% per annum (1.6). If interest rates had been 3 percentage points higher with all other variables held constant, profit before tax for the year would have been approximately SEK 4.7 million lower. If the interest will increase with 3% the group's future lease contracts will be discounted with an implicit rate of 4.5%.

**Credit risk**

At the time of a consumer transaction, the Group receives the payment immediately, or the transaction is transferred to the payment provider, whom the Group recognises an "other receivable" towards until the payment is collected. In general, the payment is collected within 1-3 days. If the consumer chooses to use invoice as payment option, the Group transfers the receivable to a credit institution who grants and carries the credit risk. The Group has recognised a receivable of SEK 68.7 million towards its payment providers from undeposited funds from sales transactions around the reporting date, included in other receivables in the statement of financial position. Business-to-Consumer represent 96.9% of the Groups total net revenue in 2021. The Business-to-Business sale relates to sales of marketing services to the Group's brand partners and sale of goods through wholesale. The counter parties to the Group's account receivables are the Group's brand partners, which the Group continuously is buying goods from and holds account payables towards. The account receivables are monitored continuously, and the value of doubtful debts is not significant, for information is available in Note 18. With regard to credit risks arising from the Group's other financial assets, which include cash and cash equivalents, the Group's main credit risk is associated with counterparties' failure to comply with their commitments, e.g. due to the counterparty going into bankruptcy. The Group's maximum exposure consists of the carrying value of these financial instruments. Approximately 96.8% of the Group's financial assets has a financial institute or bank as counterpart. Of the Group's financial assets, including cash and cash equivalent, approximately 86.4% are towards the Group's main bank, Danske Bank. Placement of liquid assets may only be made in banks or credit institutions with a high credit rating in accordance with the Group's Treasury policy. Historically, there have never been any credit losses regarding cash and cash equivalents, and it is also not considered likely that this will occur in the future. The Group assesses that there is no significant credit risk for the Group's financial assets at the end of 2021.

**Maturity structure of outstanding account receivables and other receivables**

SEK million	Dec 31, 2021	Dec 31, 2020
<b>Accounts receivables</b>		
Payment not due	21.4	11.1
Overdue 1-30 days	9.9	17.7
Overdue > 30 days	6.7	1.0
Doubtful accounts receivables	-1.3	-0.4
<b>Total</b>	<b>36.5</b>	<b>29.4</b>
<b>Other receivables</b>		
Paid within 0-30 days	108.7	91.3
Paid later than 30 days	-	-
Doubtful other receivables	-	-
<b>Total</b>	<b>108.7</b>	<b>91.3</b>

For the Group's principles regarding expected credit loss, see Note 1.

**Liquidity risk**

The liquidity risk to which the Group is exposed is attributable to the operation's seasonal variations. Purchases are cyclical, and inventories are built up before each season, based on the Group's expected sales. This means that the timing of the outflow of cash for the purchase of stock items is not consistent with the timing of inflows of cash and cash equivalents attributable to sales, resulting in a liquidity risk. The liquidity risk is managed by the principle of financial flexibility covered by the Group's treasury policy and implies that there should be available liquid funds covering expected liquidity needs during the periods when the Group has the lowest access to liquid funds. This is managed by having access to overdraft facilities, which as per year-end 2021 amounts to SEK 84.8 million and a revolving credit facility of another SEK 200 million, which can be called without further credit approval. As per year-end 2021, available liquidity amounts to SEK 1,849.7 million. There is also a liquidity risk attributable to business growth and the need to improve, upgrade and invest in technology and infrastructure to manage increased sales volumes and complexity in operations. To manage this risk, the Board of Directors has set guidelines for the level of liquidity reserves to strive for in order to meet the arising needs. Cash flow forecasts are prepared and followed up on a weekly basis (operational activities, credits and current liquidity). Rolling forecasts are also prepared to ensure constant availability of sufficient liquidity to meet business needs as well as to have reserves in unexploited credit flows. The Group monitors that credit limits are not violated.

The maturity structure for all of the Group's financial liabilities, including principal and interest, is shown in the table below. The table shows contractually undiscounted amounts.

	Total borrowing	Maturity within 3 months	Maturity within three to twelve months	Maturity within one to five years	Maturity within five to nine years	Maturity after nine years
<b>Maturity structure of borrowing Dec 31, 2020</b>						
Liabilities to credit institutions	222.6	40.9	54.6	126.1	1.0	-
Lease liabilities	541.1	16.9	50.7	216.2	163.9	93.4
Accounts payables	889.0	868.8	20.2	-	-	-
Other liabilities	125.4	121.3	2.0	2.0	-	-
<b>Total</b>	<b>1,778.1</b>	<b>1,047.9</b>	<b>127.5</b>	<b>344.3</b>	<b>164.9</b>	<b>93.4</b>
<b>Maturity structure of borrowing Dec 31, 2021</b>						
Liabilities to credit institutions	382.5	89.2	82.4	206.6	4.4	-
Lease liabilities	545.6	21.7	58.4	241.7	170.8	53.0
Accounts payables	895.8	895.8	20.2	-	-	-
Other liabilities	492.9	333.2	4.1	155.6	-	-
<b>Total</b>	<b>2,316.9</b>	<b>1,339.9</b>	<b>165.1</b>	<b>603.9</b>	<b>175.2</b>	<b>53.0</b>

**Capital risk management**

Regarding capital structure, the Group strives to secure the Group's ability to continue to operate in order to continue to generate profit for shareholders and value for other stakeholders as well as maintaining an optimal capital structure. To maintain or adjust the capital structure, the Group can change any future dividends paid to shareholders, repay capital to shareholders, issue new shares or sell assets to reduce liabilities. The Group assesses the capital based on the debt/equity ratio. The debt/equity ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including current interest-bearing liabilities and non-current interest-bearing liabilities) less cash and cash equivalents. The Group has covenant obligations requiring that Group's net debt to adjusted EBITDA ratio does not increase above 3.0:1 and that the interest coverage ratio must not be less than 4.0:1. The covenants are reported quarterly on a rolling 12-month basis and have not been breached at any time during 2021. See Note 21 for further information.

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**Note 28 – Financial instruments at fair value**

SEK million	Financial assets valued at amortised costs	Financial liabilities valued at amortised costs	Financial instruments measured at fair value via income statement	Total carrying amount	Fair value
<b>Financial assets as per December 31, 2020</b>					
Deposits	7.0	-	-	7.0	7.0
Accounts receivable	29.4	-	-	29.4	29.4
Other receivables	91.3	-	-	91.3	91.3
Cash and cash equivalents	1,714.5	-	-	1,714.5	1,714.5
<b>Total financial assets December 31, 2020</b>	<b>1,842.2</b>	<b>-</b>	<b>-</b>	<b>1,842.2</b>	<b>1,842.2</b>
<b>Financial liabilities as per December 31, 2020</b>					
Liabilities to credit institutions	-	217.3	-	217.3	217.3
Lease liabilities	-	491.0	-	491.0	491.0
Accounts payables	-	889.0	-	889.0	889.0
Other liabilities	-	121.3	4.1	125.4	125.4
<b>Total financial liabilities December 31, 2020</b>	<b>-</b>	<b>1,718.6</b>	<b>4.1</b>	<b>1,722.7</b>	<b>1,722.7</b>
<b>Financial assets as per December 31, 2021</b>					
Deposits	8.3	-	-	8.3	8.3
Accounts receivable	36.5	-	-	36.5	36.5
Other receivables	107.6	-	1.1	108.7	108.7
Cash and cash equivalents	1,564.9	-	-	1,564.9	1,564.9
<b>Total financial assets December 31, 2021</b>	<b>1,717.3</b>	<b>-</b>	<b>1.1</b>	<b>1,718.4</b>	<b>1,718.4</b>
<b>Financial liabilities as per December 31, 2021</b>					
Liabilities to credit institutions	-	373.3	-	373.3	373.3
Lease liabilities	-	469.3	-	469.3	469.3
Accounts payables	-	895.8	-	895.8	895.8
Other liabilities	-	333.3	127.5	460.8	460.8
<b>Total financial liabilities December 31, 2021</b>	<b>-</b>	<b>2,071.7</b>	<b>127.5</b>	<b>2,199.2</b>	<b>2,199.2</b>

**Financial instruments valued at fair value via income statement**

The Group has derivative instrument that comprise of foreign exchange forwards used for hedging purposes, which are measured at fair value according to Level 2 of the valuation hierarchy. Derivative assets amount to SEK 1.1 million (0.0). Other financial liabilities measured at fair value consists of liabilities related to non-controlling interest of SEK 119.3 million (0.0) at the end of the period, and earn-outs from acquisitions of subsidiaries of SEK 8.1 million (4.1), of which some parts are conditional. Other financial liabilities measured at fair value can be found at Level 3 of the valuation hierarchy. More information of liability to non-controlling interest can be found in Note 1 and 14. The Group's other financial assets and liabilities are considered to be close to the carrying amount, after which the carrying amount is estimated to be the same as the fair value.

SEK million	Level 1	Level 2	Level 3	Total
<b>Financial assets measured at fair value via income statement</b>				
Derivative assets	-	-	-	-
<b>Total Dec 31, 2020</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Financial liabilities measured at fair value via income statement</b>				
Purchase considerations liabilities	-	-	4.1	4.1
Written-put option liability to non-controlling interest	-	-	-	-
<b>Total Dec 31, 2020</b>	<b>-</b>	<b>-</b>	<b>4.1</b>	<b>4.1</b>
<b>Financial assets measured at fair value via income statement</b>				
Derivative assets	-	1.1	-	1.1
<b>Total Dec 31, 2021</b>	<b>-</b>	<b>1.1</b>	<b>-</b>	<b>1.1</b>
<b>Financial liabilities measured at fair value via income statement</b>				
Purchase considerations liabilities	-	-	8.1	8.1
Written-put option liability to non-controlling interest	-	-	119.3	119.3
<b>Total Dec 31, 2021</b>	<b>-</b>	<b>-</b>	<b>127.5</b>	<b>127.5</b>

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**Note 29 - Significant events after year end****Acquisition of the remaining shares in Rosemunde**

Boozt has as of January 24, 2022 acquired the remaining 33.3% of the shares of every-day Luxury Feeling A/S to take full ownership of the company. By taking full ownership, Boozt expects to accelerate the positive development of Rosemunde and to further develop the Brand Hub organisation to drive a successful expansion of acquired brands like Svea. The transaction was made at a total enterprise value of DKK 275 million on a cash and debt free basis for 100% of the shares and has been financed through own cash.

**Transfer to Large Cap**

From January 3, 2022, Boozt AB (publ) is a part of the Nasdaq Large Cap segment for companies with a market value above EUR 1 billion. The Boozt share was previously traded on Nasdaq Mid Cap.

**Change in Group Management**

On February 28, 2022 it was announced that Lars Lindgaard had decided to step down as Chief Supply Chain Officer for the Group. He will be succeeded by Sven Thiessen, who joins from Zalando where he has been Director Logistics and Content Creation Zalando Off-price since 2019. Sven Thiessen joins April 1, 2022 and will be supported by Lars Lindgaard for an interim period.

**Issue and repurchase of C shares for performance-based share program**

Pursuant to the authorization granted by the General Meeting on May 27, 2021, the Board of directors decided on March 4, 2022 to issue and then repurchase 577,000 C-shares. The shares were issued and repurchased in accordance with the performance-based share program LTI 2021, which was adopted by the General Meeting on May 27, 2021. The subscription price amounted to the share's quota value of approximately SEK 0.083333 per share.

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**PARENT COMPANY INCOME STATEMENT**

SEK million	Note	Jan 1 - Dec 31, 2021	Jan 1 - Dec 31, 2020
<b>OPERATING INCOME</b>			
Net revenue		102.9	62.9
<b>Total operating income</b>		<b>102.9</b>	<b>62.9</b>
<b>OPERATING COSTS</b>			
Other external costs	2.3	-9.6	-11.7
Personnel costs	4	-121.0	-107.2
<b>Total operating costs</b>		<b>-130.6</b>	<b>-118.9</b>
<b>OPERATING PROFIT</b>		<b>-27.7</b>	<b>-56.0</b>
<b>FINANCIAL INCOME AND EXPENSES</b>			
Financial expenses		-0.2	0.0
<b>Net financial items</b>		<b>-0.2</b>	<b>0.0</b>
<b>PROFIT/LOSS BEFORE TAX</b>		<b>-27.9</b>	<b>-56.1</b>
<b>ALLOCATIONS</b>			
Group contributions		60.8	128.0
<b>RESULT BEFORE TAX</b>		<b>32.9</b>	<b>71.9</b>
Income tax	5	-7.0	-9.2
<b>PROFIT/LOSS FOR THE YEAR</b>		<b>25.9</b>	<b>62.8</b>

**PARENT COMPANY STATEMENT OF OTHER COMPREHENSIVE INCOME**

SEK million	Jan 1 - Dec 31, 2021	Jan 1 - Dec 31, 2020
<b>PROFIT/LOSS FOR THE YEAR</b>	<b>25.9</b>	<b>62.8</b>
Other comprehensive income	-	-
<b>COMPREHENSIVE PROFIT/LOSS FOR THE YEAR</b>	<b>25.9</b>	<b>62.8</b>



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**PARENT COMPANY STATEMENT OF FINANCIAL POSITION**

SEK million	Note	Dec 31, 2020	Dec 31, 2020
<b>ASSETS</b>			
<b>Non-current assets</b>			
Shares in Group companies	6	974.2	747.3
Deferred tax asset	5	-	7.0
<b>Total non-current assets</b>		<b>974.2</b>	<b>754.2</b>
<b>Current assets</b>			
Other receivables		0.3	0.4
Receivables from Group companies		976.6	1,006.4
Current tax assets		0.0	0.0
Prepaid expenses and accrued income		0.2	0.4
Cash and cash equivalents	7	4.6	2.0
<b>Total current assets</b>		<b>981.7</b>	<b>1,009.2</b>
<b>TOTAL ASSETS</b>		<b>1,955.9</b>	<b>1,763.4</b>

SEK million		Dec 31, 2021	Dec 31, 2020
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
<b>Restricted equity</b>			
Share capital	8	5.6	5.3
		<b>5.6</b>	<b>5.3</b>
<b>Unrestricted equity</b>			
Share premium reserve		2,116.3	1,947.1
Retained earnings		-292.4	-355.1
Net income		25.9	62.8
<b>Total unrestricted equity</b>		<b>1,849.8</b>	<b>1,654.8</b>
<b>TOTAL EQUITY</b>		<b>1,855.4</b>	<b>1,660.1</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Other provisions	9	28.3	40.0
<b>Total non-current liabilities</b>		<b>28.3</b>	<b>40.0</b>
<b>Current liabilities</b>			
Accounts payable		-0.1	0.2
Liabilities to Group companies		37.8	37.8
Other liabilities		3.1	2.3
Accrued expenses and prepaid income	10	31.3	23.0
<b>Total short term liabilities</b>		<b>72.2</b>	<b>63.3</b>
<b>TOTAL LIABILITIES</b>		<b>100.5</b>	<b>103.3</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,955.9</b>	<b>1,763.4</b>

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## PARENT COMPANY CHANGES IN COMPANY

SEK million	Share capital	Share premium reserve	Profit/loss brought forward	Total Equity
<b>Equity as per Jan 1, 2020</b>	<b>4.8</b>	<b>1,120.3</b>	<b>-355.1</b>	<b>770.0</b>
Profit for the year	-	-	62.8	62.8
<b>Comprehensive profit for the year</b>	<b>-</b>	<b>-</b>	<b>62.8</b>	<b>62.8</b>
Share capital increase	0.6	847.7	-0.0	848.2
Transaction costs	-	-30.7	-	-30.7
Share based compensation	-	9.7	-	9.7
<b>Total transactions with owners</b>	<b>0.6</b>	<b>826.7</b>	<b>-0.0</b>	<b>827.2</b>
<b>Equity as per Dec 31, 2020</b>	<b>5.3</b>	<b>1,947.1</b>	<b>-292.3</b>	<b>1,660.1</b>
SEK million	Share capital	Share premium reserve	Profit/loss brought forward	Total Equity
<b>Equity as per Jan 1, 2021</b>	<b>5.3</b>	<b>1,947.1</b>	<b>-292.3</b>	<b>1,660.1</b>
Profit for the year	-	-	25.9	25.9
<b>Comprehensive profit for the year</b>	<b>-</b>	<b>-</b>	<b>25.9</b>	<b>25.9</b>
Share capital increase	0.2	137.3	-0.1	137.4
Share based compensation	-	32.0	-	32.0
<b>Total transactions with owners</b>	<b>0.2</b>	<b>169.3</b>	<b>-0.1</b>	<b>169.4</b>
<b>Equity as per Dec 31, 2021</b>	<b>5.5</b>	<b>2,116.3</b>	<b>-266.5</b>	<b>1,855.4</b>

## PARENT COMPANY CASH FLOW

SEK million	Note	Jan 1 - Dec 31, 2021	Jan 1 - Dec 31, 2020
<b>OPERATING ACTIVITIES</b>			
Operating profit		-27.7	-56.0
<b>Adjustments for items not included in cash flow</b>			
Non-cash remuneration from share based payments		20.3	45.0
<b>CASH FLOW BEFORE CHANGES IN WORKING CAPITAL</b>		<b>-7.5</b>	<b>-11.0</b>
<b>WORKING CAPITAL</b>			
Changes in current assets		30.1	-946.9
Changes in current liabilities		8.8	13.0
Cash flow from working capital		38.9	-933.9
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		<b>31.5</b>	<b>-944.9</b>
<b>INVESTMENTS</b>			
Acquisition of subsidiaries	6	-226.9	
Shareholder contributions		60.8	128.0
<b>CASH FLOW FROM INVESTMENTS</b>		<b>-166.1</b>	<b>128.0</b>
<b>FINANCING</b>			
New share issue		137.4	848.2
Cost of share issue		-	-30.7
<b>CASH FLOW FROM FINANCING</b>		<b>137.4</b>	<b>817.5</b>
Cash flow for the year		2.7	0.7
Cash and cash equivalents beginning of period	7	2.0	1.3
<b>CASH AND CASH EQUIVALENTS END OF PERIOD</b>	7	<b>4.6</b>	<b>2.0</b>

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**Note 1 - Parent company's accounting principles****Parent company accounting principles**

The parent company has prepared its annual accounts in accordance with the Swedish Annual Accounts Act and the recommendation RFR2 'Accounting for Legal Entities' issued by The Swedish Financial Reporting Council. The differences between the Group's and the parent company's accounting principles are shown below. The below stated accounting principles of the parent company have been applied consistently to all periods presented in the parent company's financial reports, unless otherwise stated.

**Subsidiaries**

Participations in subsidiaries are recognised in the parent company using the acquisition cost method. This means that transaction costs are included in the carrying value of participations in subsidiaries.

**Financial assets and liabilities**

Due to the connection between accounting and taxation, the rules on financial instruments in accordance with IFRS 9 are not applied in the parent company as a legal entity, but the parent company applies in accordance with the Swedish Annual Accounts Act, the acquisition cost method. In the parent company, thus financial fixed assets are valued at acquisition cost less any impairment loss and financial current assets at the lower of cost or market.

**Shareholders' contributions**

Shareholders' contributions are recognised directly against equity at the recipient and capitalized in shares and participations at the contributor to the extent impairment is not required.

**Accounting of Group contributions**

Paid and received Group contributions are recognised as an appropriation.

**Estimates and assumptions**

Preparation of the financial reports in accordance with RFR 2 requires management to make assessments and estimates and assumptions that affect application of the accounting policies and the recognised amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and assumptions are continually evaluated. Changes in estimates are recognised in the period the change is made if the change only affected that period or in the period the change is made and in future periods if the change affects both current and future periods.

**Share-based payments**

For the long-term incentive programs LTI 2019/2022, LTI Program 2020/2023 and LTI Program 2021/2024, a probability assessment of reaching the pre-defined targets and fulfill the terms and conditions for achieving a grant of performance share is performed at each reporting date. The assessments are thereby a factor in the calculation of the liability (social charges) for share-based payments to employees for the period.

More information can be found in Note 9 for the Group.

**Note 2 - Audit fees****Audit fees**

SEK million	2021	2020
<b>Deloitte AB</b>		
Auditing assignments	-0.8	-0.1
Other services	-0,0	-0.8
<b>TOTAL</b>	<b>-0.8</b>	<b>-0.9</b>

Auditing assignments include auditing of the annual accounts and bookkeeping as well as administration for the Board of Directors and the CEO, other duties undertaken by the Group's accountants, and advice or other assistance arising from observations during such auditing or implementation of similar tasks. Other services include advice in accountancy related fields such as accounting, tax, new share issue etc.

**Note 3 - External costs**

SEK million	2021	2020
Other external costs	-9.6	-11.7
<b>Total</b>	<b>-9.6</b>	<b>-11.7</b>

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**Note 4 - Employees and personnel costs**

Average number of employees by country 2021	Average number of employees	Whereof women	Whereof men
Sweden	16	3	13
<b>Total</b>	<b>16</b>	<b>3</b>	<b>13</b>
Gender among senior executives 2021			
Board members	7	3	4
CEO and other senior executives	7	2	5
<b>Total</b>	<b>5</b>	<b>5</b>	<b>9</b>
Average number of employees by country 2020			
Sweden	13	2	11
<b>Total</b>	<b>13</b>	<b>2</b>	<b>11</b>
Gender among senior executives 2020			
Board members	6	1	5
CEO and other senior executives	8	2	6
<b>Total</b>	<b>14</b>	<b>3</b>	<b>11</b>

**Parent Company's personnel costs**

SEK million	2021	2020
Salaries and remuneration	-88.9	-53.7
Social costs	-31.8	-53.2
Pension costs	-0.3	-0.3
<b>Total</b>	<b>-121.0</b>	<b>-107.2</b>

**Salaries and remuneration to senior executives including benefits**

SEK million	2021	2020
<b>Hermann Haraldsson (Group CEO)</b>		
Base salary and remuneration	-7.4	-5.3
Variable remuneration	-3.4	-3.7
Other benefits	-24.1	-0.3
Costs according to share-based payments	-6.3	-2.2
Social security costs	-5.8	-13.0
Pension costs	-	-
<b>Total</b>	<b>-47.0</b>	<b>-24.5</b>
<b>Other senior executives</b>		
Base salary and remuneration	-18.1	-13.0
Variable remuneration	-8.3	-8.3
Other benefits	-59.1	-2.0
Costs according to share-based payments	-22.1	-7.6
Social costs	-18.2	-32.9
Pension costs	-	-
<b>Total</b>	<b>-125.9</b>	<b>-63.8</b>

Senior executives include the Board of Directors, the Group CEO, and other senior executives. The other senior executives include the Group CFO, Group CCO, Group CTO, Group CSCO, Group CPO, and Group CHRO, who together with the Group CEO constitutes the management team of the Group.

Salaries and remuneration include costs for fixed and variable salaries and share-based payment recognised during the year. Social costs include social charges on the Group's long-term incentive programs determined by the Group's share price. During the year the Company has recognised SEK 32.0 million (9.7) in IFRS 2 costs for share-based payments and social charges of SEK 12.6 million (35.3). Other benefits correspond to the value of taxable benefits that senior executives have received during the year. Other benefits include, among other things, car benefit, brobizz, daily newspaper and the taxable benefit value of exercised stock options from the Group's long-term incentive programs. More information about the remuneration to senior executives can be found in Note 9 for the Group.

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**Note 5 – Taxes****Tax recognised in the income statement**

SEK million	2021	%	2020	%
<b>Current tax</b>				
Tax on profit for the year	-		-0,0	
<b>Total</b>	<b>-</b>		<b>-0,0</b>	
<b>Deferred tax</b>				
Change in deferred tax related to tax losses carried forward	-7.0		-9.1	
<b>Total</b>	<b>-7.0</b>		<b>-9.1</b>	
<b>Total reported income tax</b>	<b>-7.0</b>		<b>-9.2</b>	
<b>Reconciliation of reported tax and effective tax rate</b>				
Profit/loss before tax	32.9		71.9	
Tax in accordance with current tax rates for parent company	-6.8	20.6%	-15.4	21.4%
Non-deductible expenses and non-taxable income	-0.2	0.6%	-0.1	0.1%
Deductible expenses, not recognised in profit and loss	-	-	6.6	-9.1%
Recalculation according to new swedish tax rate of 20.6 %	-	-	-0.3	0.4%
<b>Total</b>	<b>-7.0</b>	<b>21.2%</b>	<b>-9.2</b>	<b>12.7%</b>

**Reported deferred tax**

SEK million	2021	2020
<b>Deferred tax asset</b>		
Deferred tax related to tax losses carried forward	-	7.0
<b>Total</b>	<b>-</b>	<b>7.0</b>

**Specification of changes in deferred tax assets**

SEK million	2021	2020
Recognised deferred tax asset relating to tax losses carried forward	7.0	16.1
Utilization of tax losses carryforward	-7.0	-9.1
<b>Total</b>	<b>0.0</b>	<b>7.0</b>

A deferred tax asset is accounted for only if the probability that the Company will use the deferred tax asset is highly probable. As of December 31, 2021 the company has SEK 0.0 million (33.9) in tax losses carryforward.



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**Note 6 - Shares in group companies****Participations in subsidiaries**

SEK million	2021	2020
Opening balance	747.3	747.3
Acquisition of subsidiary	226.9	-
<b>Closing balance</b>	<b>974.2</b>	<b>747.3</b>

Company name	Corporate identity number	Domicile	Proportion of capital/voting rights	Book value, SEK million
Boozt Fashion AB	556710-4699	Malmö, Sweden	100%	747.3
Boozt Fulfilment & Logistics AB	556723-8182	Malmö, Sweden	100%	-
Boozt Retail AB	556734-1200	Malmö, Sweden	100%	-
Boozt Fashion Norge AB	556746-1222	Malmö, Sweden	100%	-
November 2009 Option Holding AB	556826-4652	Malmö, Sweden	100%	-
AkurPei AB	559306-0022	Malmö, Sweden	100%	-
Boozt Retail Copenhagen A/S	38138871	Copenhagen, Denmark	100%	-
Boozt Retail A/S	37982148	Copenhagen, Denmark	100%	-
Boozt Technology A/S	39032197	Copenhagen, Denmark	100%	-
Boozt Innovation Lab ApS	31863147	Copenhagen, Denmark	100%	-
Boozt Fashion ApS	32551416	Copenhagen, Denmark	100%	-
Boozt Technology Poland sp.z.o.o	0000904917	Poznań, Poland	100%	-
Boozt Baltics UAB	305785629	Vilnius, Lithuania	100%	-
Estina Group UAB	305743676	Vilnius, Lithuania	100%	-
Estina LT UAB	304614924	Vilnius, Lithuania	100%	-
Everyday Luxury Feeling A/S	32783910	Vedbæk, Denmark	66.7%	226.9
Rosemunde ApS	28860005	Vedbæk, Denmark	100%	-
Rosemunde International ApS	32099424	Vedbæk, Denmark	100%	-
Rosemunde Norge AS	917397759	Rud, Norway	100%	-
<b>Total</b>				<b>974.2</b>

Information about acquisitions during the year can be found in Note 14 for the Group.

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**Note 7 – Cash and cash equivalent**

SEK million	2021	2020
Cash and bank	4.6	2.0
<b>Total</b>	<b>4.6</b>	<b>2.0</b>

The Company is a part of a multi-currency cash pool, where the subsidiary Boozt Fashion AB is the cash pool owner. As of December 31, 2021, the Company has a balance in the cash pool of SEK 1.6 million (-8.5), recognised as an intragroup receivable.

**Note 8 – Equity**

As of December 31, 2021 the registered share capital amounts to 5,574,218 SEK (5,338,930) with a nominal value of SEK 0.0833. The share capital consists of two share classes: ordinary shares (65,498,601) shares issued) with 1 voting right per share and C shares (1,392,036 shares issued) with 1/10 voting right per share. Holders of ordinary shares are entitled to a dividend, while holders of C shares are not entitled to dividend. All shares have the same right to the remaining net assets, however C shares are not entitled to an amount exceeding the quota value of the share. All shares are fully paid and no shares are reserved for transfer. No ordinary shares are held by the company or its subsidiaries.

More information about the Company's equity can be found in Note 24 for the Group.

**Note 9 - Other provisions**

SEK million	2021	2020
Provision for social charges related to LTI 2015/2025	-	30.0
Provision for social charges related to LTI 2019/2022	9.4	4.9
Provision for social charges related to LTI 2020/2023	15.5	5.0
Provision for social charges related to LTI 2021/2024	3.4	-
<b>Total</b>	<b>28.3</b>	<b>40.0</b>

For information of share-based payments and the Group's LTI programmes, see Note 1 and Note 9 for the Group.

**Note 10 - Accrued expenses and prepaid income**

SEK million	2021	2020
Accrued holiday pay	8.0	4.5
Accrued social charges relating to personnel	7.1	6.1
Accrued salaries	16.2	12.4
Other accrued expenses and prepaid income	0.2	0.0
<b>Total</b>	<b>31.3</b>	<b>23.0</b>

**Note 11 - Proposed appropriation of profits**

SEK	2021	2020
Premium fund	2,116,335,401	1,947,053,012
Retained earnings	-292,404,134	-355,165,155
Profit for the year	25,933,687	62,485,808
<b>Total</b>	<b>1,849,864,954</b>	<b>1,654,373,665</b>

**Note 12 - Significant events after year end****Acquisition of the remaining shares in Rosemunde**

Boozt has as of January 24, 2022 acquired the remaining 33.3% of the shares of everyday Luxury Feeling A/S to take full ownership of the company. By taking full ownership, Boozt expects to accelerate the positive development of Rosemunde and to further develop the Brand Hub organisation to drive a successful expansion of acquired brands like Svea. The transaction was made at an enterprise value of DKK 275 million on a cash and debt free basis and has been financed through own cash.

**Transfer to Large Cap**

From January 3, 2022, Boozt AB (publ) is a part of the Nasdaq Large Cap segment for companies with a market value above EUR 1 billion. The Boozt share was previously traded on Nasdaq Mid Cap.

No other significant events have occurred in the parent company after the reporting date. For more information of significant events after year end for the group, see Note 29

**Changes in Group Management**

On February 28, 2022 it was announced that Lars Lindgaard had decided to step down as Chief Supply Chain Officer for the Group. He will be succeeded by Sven Thiessen, who joins from Zalando where he has been Director Logistics and Content Creation Zalando Off-price since 2019. Sven Thiessen joins April 1, 2022 and will be supported by Lars Lindgaard for an interim period.

**Issue and repurchase of C shares for performance-based share program**

Pursuant to the authorization granted by the General Meeting on May 27, 2021, the Board of directors decided on March 4, 2022 to issue and then repurchase 577,000 C-shares. The shares were issued and repurchased in accordance with the performance-based share program LTI 2021, which was adopted by the General Meeting on May 27, 2021. The subscription price amounted to the share's quota value of approximately SEK 0.083333 per share.

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# Certification

**The Board of Directors** and the CEO certify that the consolidated financial statements have been prepared in accordance with the Swedish Annual Accounts Act and International Financial Reporting Standards (IFRS) as adopted by the EU and give a true and fair view of the Group's financial position and results.

The annual report has been prepared in accordance with generally accepted accounting principles and gives a true and fair view of the parent company's financial position and results.

The Directors' Report for the Group and the Parent Company provides a fair review of the Group's and Parent Company's operations, financial positions and results, and describes significant risks and uncertainty factors that the Parent Company and the companies included in the Group face.

The income statement and balance sheet and consolidated balance sheets will be presented to the Annual General Meeting on April 27, 2022 for adoption.

On March 24, 2022 the annual report was approved by the Board of Directors and the CEO for publication.

# Signatures

MALMÖ, MARCH 24, 2022

HENRIK THEILBJØRN  
Chairman of the BoardAILEEN O'TOOLE  
Board MemberCECILIA LANNEBO  
Board MemberJÓN BJÖRNSSON  
Board MemberJULIE WIESE  
Board MemberKENT STEVENS LARSEN  
Board MemberLUCA MARTINES  
Board MemberHERMANN HARALDSSON  
Group CEO

Our audit report was submitted on March 24, 2022  
Deloitte AB

Didrik Roos  
Authorised Public Accountant

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Auditor's report

# Auditor's report

**To the general meeting of the shareholders of Boozt AB (publ) corporate identity number 556793-5183****Report on the annual accounts and consolidated accounts***Opinions*

We have audited the annual accounts and consolidated accounts of Boozt AB (publ) for the financial year 2021-01-01 - 2021-12-31. The annual accounts and consolidated accounts of the company are included on pages 33-43 and 77-112 in this document.

In our opinion, the annual accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the parent company as of 31 December 2021 and its financial performance and cash flow for the year then ended in accordance with the Annual Accounts Act. The consolidated accounts have been prepared in accordance with the Annual Accounts Act and present fairly, in all material respects, the financial position of the group as of 31 December 2021 and their financial performance and cash flow for the year then ended in accordance with International Financial Reporting Standards (IFRS), as adopted by the EU, and the Annual Accounts Act. The statutory administration report is consistent with the other parts of the annual accounts and consolidated accounts.

We therefore recommend that the general meeting of shareholders adopts the income statement and balance sheet for the parent company and the group.

Our opinions in this report on the annual accounts and consolidated accounts are consistent with the content of the additional report that has been submitted to the parent company's audit committee in accordance with the Audit Regulation (537/2014) Article 11.

*Basis for Opinions*

We conducted our audit in accordance with International Standards on Auditing (ISA) and generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements. This includes that, based on the best of our knowledge and belief, no prohibited services referred to in the Audit Regulation (537/2014) Article 5.1 have been provided to the audited company or, where applicable, its parent company or its controlled companies within the EU.

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

*Key Audit Matters*

Key audit matters of the audit are those matters that, in our professional judgment, were of most significance in our audit of the annual accounts and consolidated accounts of the current period. These matters were addressed in the context of our audit of, and in forming our opinion thereon, the annual accounts and consolidated accounts as a whole, but we do not provide a separate opinion on these matters.

**Revenue recognition with right of return***Description of risk*

The Group recognizes revenue when the control has been transferred to the buyer and its amount can be measured in a reliable manner and it is probable that future economic benefits will accrue to the Group. Net sales amount to SEK 5,814 million in 2021, spread over approximately 7.1 million customer

orders, which means that Boozt handles large transaction volumes on a daily basis. Well-established routines for secure IT operations and well-functioning IT processes are thus of great importance for Boozt's operations since the extensive and intensive transaction volume means that completeness is critical for a significant error in the financial reporting not to arise. Revenue recognition also includes estimates and judgments since the reserve for expected returns, which as of December 31, 2021 amounts to SEK 231 million, is based on historical data and management's judgement.

Consequently, revenue recognition of sales of goods with the right of return is deemed to be a key audit matter.

For further information, see Note 1 on "Accounting principles" Revenue and Estimates and assumptions, Note 3 "Net sales per region and distribution of income", and Note 23 "accrued expenses and prepaid income".

*Our audit procedures*

Our audit procedures included, but were not limited to:

- Review of general security controls for involved systems for customer orders, inventories and accounting systems with involvement of IT auditor.
- Data analysis on completeness and accuracy in sales and inventory transactions.
- Review of the Group's processes and routines for revenue recognition with tests of design and implementation of key controls.
- Assessed the management's assumption by comparing the accuracy of historical assessments in order to assess the precision and made the subsequent examination of actual outcomes of returns.
- Review of completeness and correctness in relevant notes and disclosures provided in the financial statements.

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Auditor's report**Inventory valuation***Description of risk*

On December 31, 2021, Boozt's inventories representing approximately 34% of the Group's total assets and amounts to SEK 1,733 million. Inventories mainly consist of goods in the Group's central warehouse in Ängelholm. Inventories are valued at the lower of cost and net realisable value, where the acquisition value is calculated according to the "first-in-first-out principle" and the net realisable value is defined as the selling price reduced by selling costs.

Incorrect assessment of purchases and large stocks that bind capital entail a risk of obsolescence and to determine the size of the obsolescence, the management must make assessments of future events and sales of individual products and product groups. Consequently, inventory valuation is deemed to be a key audit matter.

For further information, see Note 1 on "Accounting principles" on inventories and Estimates and assumptions, and Note 17 "Inventories".

*Our audit procedures*

Our audit procedures included, but were not limited to:

- Review of the Group's processes and routines regarding the reporting of inventories with tests of design and implementation of key controls
- Carried out data analysis to identify slow-moving and obsolete items and possibly additional obsolescence needs.
- Participate in physical counting
- Performed data analysis on sales transactions to ensure that valuation takes place according to the lowest value principle.
- Review of completeness and correctness in relevant notes and disclosures provided in the financial statements.

*Other information than the annual accounts and consolidated accounts*

This document also contains other information than the annual accounts and consolidated accounts and is found on pages 2-32, 44-76 and 118-121. The remuneration report also constitutes other information. The Board of Directors and the Managing Director are responsible for this other information.

Our opinion on the annual accounts and consolidated accounts does not cover this other information and we do not express any form of assurance conclusion regarding this other information.

In connection with our audit of the annual accounts and consolidated accounts, our responsibility is to read the information identified above and consider whether the information is materially inconsistent with the annual accounts and consolidated accounts. In this procedure we also take into account our knowledge otherwise obtained in the audit and assess whether the information otherwise appears to be materially misstated.

If we, based on the work performed concerning this information, conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

*Responsibilities of the Board of Directors and the Managing Director*

The Board of Directors and the Managing Director are responsible for the preparation of the annual accounts and consolidated accounts and that they give a fair presentation in accordance with the Annual Accounts Act and, concerning the consolidated accounts, in accordance with IFRS as adopted by the EU. The Board of Directors and the Managing Director are also responsible for such internal control as they determine is necessary to enable the preparation of annual accounts and consolidated accounts that are free from material misstatement, whether due to fraud or error.

In preparing the annual accounts and consolidated accounts, The Board of Directors and the Managing Director are responsible for the assessment of the company's and the group's ability to continue as a going concern. They disclose, as applicable, matters related to going concern and using the going concern basis of accounting. The going concern basis of accounting is however not applied if the Board of Directors and the Managing Director intends to liquidate the company, to cease operations, or has no realistic alternative but to do so.

The Audit Committee shall, without prejudice to the Board of Director's responsibilities and tasks in general, among other things oversee the company's financial reporting process.

*Auditor's responsibility*

Our objectives are to obtain reasonable assurance about whether the annual accounts and consolidated accounts as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance,

but is not a guarantee that an audit conducted in accordance with ISAs and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual accounts and consolidated accounts.

A further description of our responsibilities for the audit of the annual accounts and consolidated accounts is located at the Swedish Inspectorate of Auditors website: [www.revisorsinspektionen.se/revisornsansvar](http://www.revisorsinspektionen.se/revisornsansvar). This description forms part of the auditor's report.

**Report on other legal and regulatory requirements***Opinions*

In addition to our audit of the annual accounts and consolidated accounts, we have also audited the administration of the Board of Directors and the Managing Director of Boozt AB (publ) for the financial year 2021-01-01 - 2021-12-31 and the proposed appropriations of the company's profit or loss.

We recommend to the general meeting of shareholders that the profit to be appropriated in accordance with the proposal in the statutory administration report and that the members of the Board of Directors and the Managing Director be discharged from liability for the financial year.

*Basis for Opinions*

We conducted the audit in accordance with generally accepted auditing standards in Sweden. Our responsibilities under those standards are further described in the Auditor's Responsibilities section. We are independent of the parent company and the group in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

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



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Auditor's report*Responsibilities of the Board of Directors and the Managing Director*

The Board of Directors is responsible for the proposal for appropriations of the company's profit or loss. At the proposal of a dividend, this includes an assessment of whether the dividend is justifiable considering the requirements which the company's and the group's type of operations, size and risks place on the size of the parent company's and the group's equity, consolidation requirements, liquidity and position in general.

The Board of Directors is responsible for the company's organization and the administration of the company's affairs. This includes among other things continuous assessment of the company's and the group's financial situation and ensuring that the company's organization is designed so that the accounting, management of assets and the company's financial affairs otherwise are controlled in a reassuring manner. The Managing Director shall manage the ongoing administration according to the Board of Directors' guidelines and instructions and among other matters take measures that are necessary to fulfill the company's accounting in accordance with law and handle the management of assets in a reassuring manner.

*Auditor's responsibility*

Our objective concerning the audit of the administration, and thereby our opinion about discharge from liability, is to obtain audit evidence to assess with a reasonable degree of assurance whether any member of the Board of Directors or the Managing Director in any material respect:

- has undertaken any action or been guilty of any omission which can give rise to liability to the company, or
- in any other way has acted in contravention of the Companies Act, the Annual Accounts Act or the Articles of Association.

Our objective concerning the audit of the proposed appropriations of the company's profit or loss, and thereby our opinion about this, is to assess with reasonable degree of assurance whether the proposal is in accordance with the Companies Act.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with generally accepted auditing standards in Sweden will always detect actions or omissions that can give rise to liability to the company, or that the proposed appropriations of the company's profit or loss are not in accordance with the Companies Act.

A further description of our responsibilities for the audit of the management's administration is located at the Swedish Inspectorate of Auditors website: [www.revisorsinspektionen.se/rn/showdocument/documents/rev\\_dok/revisors\\_ansvar.pdf](http://www.revisorsinspektionen.se/rn/showdocument/documents/rev_dok/revisors_ansvar.pdf). This description forms part of the auditor's report.

**The auditor's examination of the Esef report***Opinion*

In addition to our audit of the annual accounts and consolidated accounts, we have also examined that the Board of Directors and the Managing Director have prepared the annual accounts and consolidated accounts in a format that enables uniform electronic reporting (the Esef report) pursuant to Chapter 16, Section 4 a of the Swedish Securities Market Act (2007:528) for Boozt AB for the financial year 2021.

Our examination and our opinion relate only to the statutory requirements.

In our opinion, the Esef report **995b73d59795df76ad0749df-3ca510ba77263c25d3aef1fd964ad894b79b5651** has been prepared in a format that, in all material respects, enables uniform electronic reporting.

*Basis for opinion*

We have performed the examination in accordance with FAR's recommendation RevR 18 Examination of the Esef report. Our responsibility under this recommendation is described in more detail in the Auditors' responsibility section. We are independent of Boozt AB in accordance with professional ethics for accountants in Sweden and have otherwise fulfilled our ethical responsibilities in accordance with these requirements.

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

*Responsibilities of the Board of Directors and the Managing Director*

The Board of Directors and the Managing Director are responsible for the preparation of the Esef report in accordance with the Chapter 16, Section 4 a of the Swedish Securities Market Act (2007:528), and for such internal control that the Board of Directors and the Managing Director determine is necessary to prepare the Esef report without material misstatements, whether due to fraud or error.

*Auditor's responsibility*

Our responsibility is to obtain reasonable assurance whether the Esef report is in all material respects prepared in a format that meets the requirements of Chapter 16, Section 4(a) of the Swedish Securities Market Act (2007:528), based on the procedures performed.

RevR 18 requires us to plan and execute procedures to achieve reasonable assurance that the Esef report is prepared in a format that meets these requirements.

Reasonable assurance is a high level of assurance, but it is not a guarantee that an engagement carried out according to RevR 18 and generally accepted auditing standards in Sweden will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Esef report.

The audit firm applies *ISQC 1 Quality Control for Firms that Perform Audits and Reviews of Financial Statements, and other Assurance and Related Services Engagements* and accordingly maintains a comprehensive system of quality control, including documented policies and procedures regarding compliance with professional ethical requirements, professional standards and legal and regulatory requirements.

The examination involves obtaining evidence, through various procedures, that the Esef report has been prepared in a format that enables uniform electronic reporting of the annual accounts and consolidated accounts. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement in the report, whether due to fraud or error. In carrying out this risk assessment, and in order to design audit procedures that are appropriate in the circumstances, the auditor considers those elements of internal control that are relevant to the preparation of the Esef report by the Board of Directors and the Managing Director, but not for the purpose of expressing an opinion on the effectiveness of those internal controls. The examination also includes an evaluation of the appropriateness and reasonableness of assumptions made by the Board of Directors and the Managing Director.

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The procedures mainly include a technical validation of the Esef report, i.e., if the file containing the Esef report meets the technical specification set out in the Commission's Delegated Regulation (EU) 2019/815 and a reconciliation of the Esef report with the audited annual accounts and consolidated accounts.

Furthermore, the procedures also include an assessment of whether the Esef report has been marked with iXBRL which enables a fair and complete machine-readable version of the consolidated statement of financial performance, financial position, changes in equity and cash flow.

Deloitte AB, was appointed auditor of Boozt AB by the general meeting of the shareholders on the 2021-05-27 and has been the company's auditor since 2018-04-27.

Malmö, March 24, 2022  
Deloitte AB

Signature on Swedish original

Didrik Roos  
Authorized Public Accountant





Additional information

## ADDITIONAL INFORMATION

Definitions and rationale  
for the use of certain  
Alternative Performance  
Measures (APM)

# Definitions and rationale for the use of certain Alternative Performance Measures (APM)

Explanation	APM / IFRS	Definition	Rationale
Active customers	APM	Number of customers which made at least one order during the last 12 months	The measure is to display, together with historical figures, how the number of active customers have developed in absolute figures.
Adjusted Admin & Other cost ratio	APM	Total operating costs less items affecting comparability, less share based compensations, less fulfilment costs, less marketing costs, less goods for resale less depreciation plus other operating income divided by net revenue	The aim of the figure is to demonstrate the development of administration & other costs without the effect of one time events, as well as costs linked to the share price development of Boozt AB (publ)
Adjusted depreciation cost ratio	APM	Depreciation cost less items affecting comparability divided by net revenue	The aim of the figure is to track the development of depreciation / Amortization costs and then evaluate these costs against net revenue created, without the effect of one-time events that affect the comparability
Adjusted earnings per share after dilution	APM	Profit/loss for the period, adjusted with share-based payments and items affecting comparability, divided by the diluted weighted average number of shares outstanding the period.	The aim is to distribute the company's profit after adjustments to each share including the net-non registered shares (i.e. warrants or similar).
Adjusted EBIT	APM	Profit/loss before interest, tax, share based payments related to employees and items affecting comparability	The aim of the figure is to display the operating profit excluding non-recurring items and share based compensation related to employees and items affecting comparability are excluded from this metric.
Adjusted EBIT margin	APM	Adjusted EBIT divided by net revenue	The aim of the figure is to display the Group's effectiveness in profit creation excluding impact from share price dependent costs.
Admin & Other cost ratio	APM	Total operating costs less fulfilment costs, less marketing costs, less goods for resale, less depreciation plus other operating income divided by net revenue	The aim of the figure is to demonstrate the development of admin & other costs and then evaluate these costs against net revenue created.
Average order value	APM	Transactional net revenue divided by no. of orders	The aim of the figure is to show the average consumer monetary value per basket excluding VAT, which again is very important to determine and understand the unit economics of each basket of the Group's operation.
Conversion rate	APM	Total number of orders divided by total number of site visits	The aim is to understand how traffic sent to the Group's websites are converting into monetary orders
Depreciation cost ratio	APM	Depreciation and amortizations divided by net revenue	The aim of the figure is to track the development of depreciation / amortization costs and then evaluate these costs against net revenue created.
Equity / asset ratio	APM	Total equity divided by total assets	To what degree are the Group's assets funded by capital ultimately owned by the Group's shareholders.

## ADDITIONAL INFORMATION

Definitions and rationale for the use of certain Alternative Performance Measures (APM)

Explanation	APM / IFRS	Definition	Rationale
Free Cash flow	APM	Cash flow from operating activities and Cash flow from investing activities	The aim is to show the cash flow generated in the Group when excluding the cash flow impact from financing activities.
Fulfilment cost ratio	APM	Fulfilment and distribution cost divided by net revenue	The aim is to group the costs which is related to pick, pack, returnhandling, indeliveries and all distribution costs associated with shipping parcels to and from customers as well as business to business distribution costs and then evaluate these costs against net revenue created.
Gross profit	APM	Net revenue decreased with cost of goods for resale	The aim is to show the contribution left after cost of goods for resale, implying the amount of funds available for the remaining costs and profit.
Gross margin	APM	Gross profit (excluding other operating income) as a percentage of net revenue	The aim is to analyse gross profit over time, expressed as percent of net revenue.
Growth in local currency	APM	Growth in net revenue when using exchange rates from the comparable period	To illustrate the growth adjusted for the impact of exchange rate effects.
Invested capital	APM	Net working capital, machinery and equipment, right of use assets and intangible assets including Goodwill	To illustrate the invested capital that forms the basis of our business activities.
Items affecting comparability	APM	Items that are not related with the operations and are the type of items that are not expected to re-occur often or regularly and that are items of significant value	The aim is to isolate events, that cannot be characterised as normal operational costs or non-recurring.
Marketing cost ratio	APM	Marketing cost divided by net revenue	The aim is to group the costs which is related to production, media airtime, online exposures, analytics concerning monitoring of sales, CRM activities and then evaluate these costs against net revenue created.
Net working capital	APM	Current assets, excluding cash and cash equivalents, less non-interest bearing current liabilities	The purpose of displaying net working capital is to display short-term financial health since the measure indicate if the company has enough short-term assets to cover its short-term debt. Net working capital can be put in relation to net revenues to understand efficiency of net working capital tied up in operations.
Net debt / net cash	APM	Interest bearing liabilities less cash and cash equivalents	The aim is to display the cash and cash equivalent available after having theoretical settled all interest bearing liabilities be it current or non-current.
No. of orders	APM	Number of orders placed by customers during the period, irrespective of cancellations or returns	Number of orders is a parameter in measuring the average order value
No. of orders per active customer (order frequency)	APM	Number of orders during the last 12 months divided by the total number of active customers end of period	This number illustrates the frequency for an isolated cohort (active customers). It helps the reader in understanding to what extend the customers are coming back and the frequency at which they have shopped during the last 12 months, irrespective of whether they have been active from the start of the 12 months or are new customers who have been active in less than 12 months.
Site visits	APM	Number of visits to a site or group of sites, irrespective of device used	This number is relevant to understand the conversion rate
Share based payments	APM	Costs of the Group which are settled via issuing of shares	The aim is to isolate all costs associated with share based payments be it IFRS 2 costs and taxes associated with share based payments. Since these costs to a large extend will fluctuate with the share price development or employee turnover, it can assist the reader in evaluating the Group's performance excluding these share based payment costs.
Transactional net revenue	APM	Gross sales (incl. gross value consignment sales) less freight, invoice income, discounts and returns (excl. VAT)	The aim of the figure is to display the total consumer value of the orders processed less returns and excluding VAT. Transactional net revenue less fee to consignment partners plus other revenue not related to consumer orders equals net revenue. The transactional net revenue can be calculated as average order value (AOV) multiplied with no. of orders.
True frequency	APM	Order frequency for customers that have been with Boozt.com during last 12 months, hence not impacted by orders from new customers	This figure isolates the co-hort which purchased with the Group 12 months ago, and then looks at this co-hort's behavior for the proceeding 12 months in terms of frequency (how many orders do they place on average). This will give the reader an understanding about the co-horts frequency behavior once they mature.



## ADDITIONAL INFORMATION

Definitions and rationale for the use of certain Alternative Performance Measures (APM)

**Reconciliation of total operating income**

SEK million	01-01-2021 31-12-2021	01-01-2020 31-12-2020
<b>GROUP</b>		
Transactional net revenue	5,730.7	4,393.6
Less consignment sales	-80.5	-96.0
Other revenue	163.6	61.7
<b>Net revenue</b>	<b>5,813.8</b>	<b>4,359.3</b>
<b>BOOZT.COM</b>		
Transactional net revenue	4,872.0	3,814.4
Less consignment sales	-77.7	-95.7
Other revenue	143.9	61.7
<b>Net revenue</b>	<b>4,938.2</b>	<b>3,780.4</b>
<b>BOOZTLET.COM</b>		
Transactional net revenue	858.8	579.3
Less consignment sales	-2.8	-0.3
Other revenue	19.6	0.0
<b>Net revenue</b>	<b>875.6</b>	<b>579.0</b>

**Reconciliation of adjusted EBIT**

SEK million	01-01-2021 31-12-2021	01-01-2020 31-12-2020
EBIT	264.5	182.3
Share based payments related to employees (social charges)	23.7	49.2
Share-based payments related to employees	54.3	14.8
Non-recurring items affecting comparability*	0.0	44.1
<b>Adjusted EBIT</b>	<b>342.5</b>	<b>290.3</b>

\*Non-recurring items affecting comparability are related to the closing of the Beauty by Boozt store in Copemnhagen and IPO related costs in connection with the dual-listing on Nasdaq Copenhagen during 2020.

**Specification of adjustments affecting comperability**

SEK million	01-01-2021 31-12-2021	01-01-2020 31-12-2020
Admin & other costs	78.0	73.8
Depreciation and amortisation	0.0	34.2
<b>Total adjustments</b>	<b>78.0</b>	<b>108.0</b>

## ADDITIONAL INFORMATION

Definitions and rationale for the use of certain Alternative Performance Measures (APM)

**RECONCILIATION WITH FINANCIAL STATEMENTS ACCORDING TO IFRS**

SEK million unless otherwise indicated	01-01-2021 31-12-2021	01-01-2020 31-12-2020
Cash and cash equivalents	-1,564.9	-1,714.5
Interest bearing liabilities (current and non-current)	373.3	217.3
Interest bearing lease liabilities	469.3	491.0
Other non-current liabilities	119.3	-
<b>Net debt / -net cash</b>	<b>-602.9</b>	<b>-1,006.2</b>
Total equity	2,297.7	1,908.1
Total assets	5,057.8	4,031.8
<b>Equity / asset ratio</b>	<b>45.4%</b>	<b>47.3%</b>
Cash flow from operating activities (A)	241.8	747.3
Cash flow from investing activities (B)	-606.9	-150.8
<b>Free cash flow (A) + (B)</b>	<b>-365.1</b>	<b>596.5</b>
No. of orders (000) (A)	1,194.1	841.0
Site visits (000) (B)	45,679.1	34,768.2
<b>Boozt.com - Conversion rate (A) / (B)</b>	<b>2.61%</b>	<b>2.42%</b>
Transactional net revenue - Boozt.com (A)	4,872.0	3,814.9
Other sales (B)	-66.1	-3.9
No. of orders (000) (C)	5,879.9	4,696.4
<b>Average order value (Boozt.com) (A)-(B)/(C)</b>	<b>817.3</b>	<b>811.5</b>
No. of orders (000) (LTM) (A)	5,879.9	4,696.4
Active customers (000) (B)	2,502.7	2,043.2
<b>No. of orders per active customer (Boozt.com) (A) / (B)</b>	<b>2.35</b>	<b>2.30</b>

Inventory	1,732.2	1,247.4
Accounts receivable	36.5	29.4
Other receivables	108.7	91.3
Current tax asset	30.1	1.9
Prepaid expenses and accrued income	101.0	69.1
Accounts payables	895.8	889.0
Other liabilities	337.4	123.3
Current tax liabilities	40.7	-
Accrued expenses and prepaid income	457.7	353.1
<b>Net working capital</b>	<b>277.0</b>	<b>73.8</b>
Net working capital - percent of LTM net revenue rolling 12 months	4.8%	1.7%
Gross margin (%)	40.4%	40.6%
Fulfilment cost ratio (%)	-11.8%	-11.6%
Marketing cost ratio (%)	-10.5%	-9.9%
Admin & other cost ratio (%)	-10.8%	-11.2%
Depreciation cost ratio (%)	-2.9%	-3.7%
<b>EBIT margin (%)</b>	<b>4.5%</b>	<b>4.2%</b>

Rounding differences may affect the summations.

Some of the alternative performance measures included in the report are not included above but reconciliations of these can be found on the Group's website, [www.booztgroup.com](http://www.booztgroup.com) - "Investors" - "Reports & Presentations"

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## Financial calendar 2022

March 24, 2022

Annual and sustainability report 2021

April 27, 2022

Annual General Meeting

April 28, 2022

Interim report January-March 2022

August 12, 2022

Half-year report January-June 2022

November 8, 2022

Interim report January-September 2022

## Financial reports

Consolidated financial statements are available at [www.booztgroup.com](http://www.booztgroup.com).

Boozt AB (publ) is a public limited company. In case of enquiries or questions to the Group, please contact:

Ronni Funch Olsen, Head of Investor Relations [rofo@boozt.com](mailto:rofo@boozt.com) / +45 31 22 04 56

or Sandra Gadd, Group CFO [sga@boozt.com](mailto:sga@boozt.com) / +46 768 27 61 18

This report is such information as Boozt AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact person set out above, at 16.00 CET on March 24, 2022. This report may contain forward-looking information that is based on the present expectations of Boozt's management. No assurance may be given that these expectations will prove to be correct. Actual outcomes may deviate significantly from what is reflected in the forward-looking information due to changed conditions relating to the economy, market or competition, changes in legal requirements and other political measures, fluctuations in exchange rates and other factors outside of Boozt's control.

## Contact details

Address: Hyllie Boulevard 35, 215 37 Malmö  
Phone: +46 40 12 80 05

E-mail: [info@boozt.com](mailto:info@boozt.com)  
[www.booztgroup.com](http://www.booztgroup.com)

Org.nr 556793-5183  
VAT nr SE556793518301