



# RVRC HOLDING AB (publ)

Full year report, July 2021 – June 2022

The full year report relates to the Group in which RVRC Holding AB (559129-4623) is the parent company, which in the report is called RevolutionRace.

## Fourth quarter (Apr-Jun 2022)

- Net sales for the period increased by 16 percent to SEK 318.2 (273.7) million.
- Operating profit (EBIT) increased by 9 percent and amounted to SEK 73.0 (66.7) million, corresponding to an EBIT margin of 21.3 (23.9) percent. Adjusted operating profit (EBIT) amounted to SEK 73.0 (79.0) million, corresponding to an adjusted EBIT margin of 21.3 (28.3) percent.
- Average net order value (AOV) was SEK 774 (740). The increase is primarily explained by a favourable market mix.
- Earnings per share before dilution amounted to SEK 0.52 (0.44) and after dilution SEK 0.52 (0.44).

## Full year (Jul 2021 – Jun 2022)

- Net sales for the full year 2021/22 increased by 48 percent to SEK 1,331.5 (897.1) million.
- Operating profit (EBIT) increased by 59 percent and amounted to SEK 366.8 (230.4) million, corresponding to an EBIT margin of 26.3 (25.2) percent. Adjusted operating profit (EBIT) amounted to SEK 366.8 (252.2) million, corresponding to an adjusted EBIT margin of 26.3 (27.6) percent.
- Average net order value (AOV) was SEK 803 (763).
- The board of directors proposes a dividend of SEK 0.77 (0.64) per share.

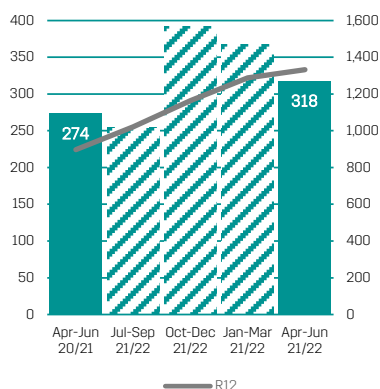
## Financial overview

| SEKm                                    | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Δ       | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 | Δ       |
|---|------------------|------------------|---------|------------------|------------------|---------|
| Net sales                               | 318.2            | 273.7            | 16.3%   | 1,331.5          | 897.1            | 48%     |
| Average order value (AOV), (SEK)*       | 774              | 740              | 4.5%    | 803              | 763              | 5.2%    |
| Gross profit*                           | 230.0            | 200.8            | 14.5%   | 962.7            | 648.3            | 48%     |
| EBIT*                                   | 73.0             | 66.7             | 9.4%    | 366.8            | 230.4            | 59%     |
| Adjusted EBIT*                          | 73.0             | 79.0             | -7.6%   | 366.8            | 252.2            | 45%     |
| Result for the period                   | 58.1             | 47.7             | 22%     | 288.0            | 171.6            | 68%     |
| Earnings per share before dilution, SEK | 0.52             | 0.44             | 18.2%   | 2.55             | 1.59             | 60%     |
| Earnings per share after dilution, SEK  | 0.52             | 0.44             | 18.2%   | 2.55             | 1.59             | 60%     |
| Gross margin*                           | 72.3%            | 73.4%            | -1.1 pp | 72.3%            | 72.3%            | 0.0 pp  |
| EBIT margin*                            | 21.3%            | 23.9%            | -2.6 pp | 26.3%            | 25.2%            | 1.1 pp  |
| Adjusted EBIT margin*                   | 21.3%            | 28.3%            | -7.0 pp | 26.3%            | 27.6%            | -1.3 pp |

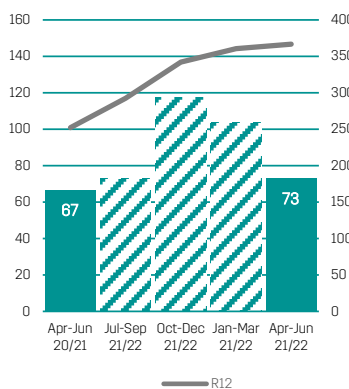
RevolutionRace's financial year is July-June.

\*Alternative performance measures, see pages 20-22.

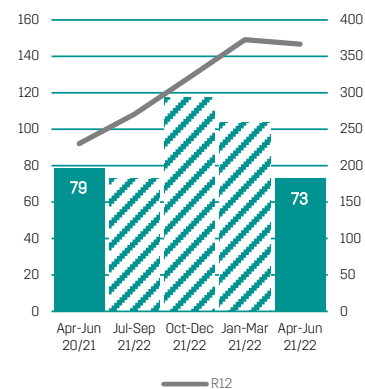
Net sales, per quarter and rolling 12 months



EBIT, per quarter and rolling 12 months



Adjusted EBIT, per quarter and rolling 12 months





## Comment from the CEO

**Strong year of global growth – RevolutionRace's net sales grew by 48% to SEK 1,331.5 million, while EBIT grew by 59% to SEK 366.8 million over the full 2021/22 financial year**

**I take great pride and satisfaction in RevolutionRace's earnings over its first financial year as a listed company. Fourth quarter demand remained strong, despite macroeconomic challenges altering consumer behaviour. Summing up the 2021/22 financial year, I am happy to affirm that RevolutionRace has been able to close the books for a highly successful year of operations characterized by strong growth in numerous markets. For the full year, net sales rose a full 48 percent to SEK 1,331.5 million and gross profit rose to SEK 962.7 million, corresponding to a gross margin of 72.3 percent. As a result of this strong development over the year, the Board of Directors proposes a dividend of SEK 0.77 per share.**

What a year for RevolutionRace! Through successful launches in new geographic markets and marketplaces, a broadened product range, a developed price strategy and increased customer loyalty, we have, during 2021/22, succeeded in increasing our sales by almost 50 percent, to exceed SEK 1.3 billion, while maintaining favourable profitability. Operating profit (EBIT) for the full year rose to SEK 367 million, an increase of 59 percent compared with the preceding year. We also perceive an ever-increasing commitment to our wholly-owned brand, a factor contributing strongly to the company's high gross margin. We continue to produce high quality content for social and digital platforms in-house, adding a further dimension to the overall RevolutionRace experience. Through our strong financial position and the organization's hard work, we have placed ourselves in a favourable position that enables us to continue prioritizing profitable growth while also navigating external macroeconomic challenges.

### Strong growth in priority markets in the fourth quarter

During the fourth quarter, the previously observed tendencies accelerated, with inflation and interest rates rising from historically low levels, bringing a more uncertain environment and resulting in changed consumer behaviour. The war in Ukraine continues and the aftermath of the pandemic continues to cause disruptions and delays in global supply chains.

Given the background of this more challenging market climate, I am particularly proud of RevolutionRace's development over the fourth quarter. We noted continued good demand in both new and established markets and have, by means of favourable inventory levels and our digital expertise, successfully maintained a high level of growth.

I am convinced that our continued success is strongly linked to our ability to deliver unmatched value to our customers, in terms of the price, quality and design of our products alike. At the same time, we again made use of the flexibility in our digital model during the quarter, allocating additional resources to priority markets with more favourable KPIs.



Net sales for the fourth quarter increased by 16 percent to SEK 318.2 (273.7) million. In our most important market, the DACH region, net sales increased by 37 percent to SEK 167.4 million, accounting for 53 percent of total fourth quarter sales. The Rest of the World region also reported strong sales growth of 35 percent to SEK 51.0 million. In the Nordic region, sales decreased by 12 percent due to prioritized successful marketing efforts in the other regions. Operating profit (EBIT) increased by 9 percent to SEK 73.0 (66.7) million, corresponding to an EBIT margin of 21.3 (23.9) percent. One of our most important KPIs, the average net order value (AOV), increased to SEK 774 (740) thanks to a favourable market mix.

### Strengthened brand position

Through our customer focus and understanding of when, how and where to communicate and attract new and existing customers, we further strengthened our brand position over the year. Tonality and feeling, both locally and globally, on various social and digital platforms enable us to continue capturing market shares. Understanding how and where we are present, capturing changing customer behaviour and the type of animated content that attracts attention and cuts through the noise are factors critical to our success. The RevolutionRace brand attracts a broad customer base, with both men and women aged 20-70 using our multifunctional

products in urban environments, as well as in their active everyday lives and for various types of activities, such as hiking and climbing.

### **Product range for a broad target group**

Over the year, we continued work on developing our product strategy. For some time, RevolutionRace has been building a range designed to attract people with active lifestyles. The company's range is divided between "Base", "Pro" and "Statement" according to product specifications and target group, and we continuously assess further segmentation of collections into subcategories to increase the relevance of the offer for different customer groups. The division entails access to a large target group and means we still have every opportunity to perform better than the market as a whole.

Another important element in our growth strategy entails launching new product categories. A clear trend is that sales of newly launched products are largely driven by returning customers. By adding products with a generally higher cost profile, the average order value also rises. During the year, new products and colours accounted for 34 percent of the company's sales.

We currently have a strong product pipeline of new categories at a late stage of development. Although the pandemic has caused longer lead times, I am hopeful that I will have to provide a positive update in the future. The interest and response from our customers in connection with recent launches of shoes and backpacks, has been tremendous, with the product reviews being overwhelmingly positive. This strengthens us for continued investment in new product categories that must all follow the same simple rule – multi-functionality at unmatched value.

### **A Responsible Race**

We are proud of our continued work with our sustainability report, which will be published in October. We have further increased the transparency of the report, setting clear and concrete social and environmental targets. RevolutionRace sells durable and versatile functional products that can be used for a long time. We love the countryside and the DNA of our brand includes doing everything we can to influence and improve the entire value chain. We care for our planet and want to contribute to a better and more sustainable world – in every conceivable way!

### **Looking ahead**

Geopolitical unrest, with a war taking place in the immediate vicinity, affects consumers' purchasing power and causes continued disruption in the supply of goods, leading to increased costs for goods and parts for our range, which we

are working to neutralize. We sell to a broad target group comprising women and men of all ages who have a need for functional clothing in their active everyday lives and leisure time. The large target group increases our opportunities to communicate and calibrate our offer broadly in a global market. RevolutionRace is well positioned against its competition in terms of quality, design, fit and functionality. We also offer our multifunctional products at attractive prices. We are flexible and direct our marketing to the regions showing the greatest potential, where we can also extract the highest value.

We have previously proven our capacity for finding profitable paths of progress and the organization is highly accustomed to managing change. RevolutionRace offers high-quality products at competitive prices, which is a price segment that we believe has historically outperformed the market as a whole during times of economic turmoil. At the same time, we are humble in facing the macroeconomic challenges currently prevalent in the world. These entail reduced purchasing power among consumers as a result of rising inflation, for example. The cost of digital marketing is also increasing, which may affect our margin in the short term. We see that online sales volumes have generally decreased and it is likely that RevolutionRace may also be affected by this. We therefore expect that, in the short term, sales growth may abate over the upcoming quarters. In July 2022, we noticed lower sales growth compared with the quarter that had recently ended, that is Q4 21/22. This said, we are convinced that RevolutionRace is very well positioned for future profitable growth. We have our sights set on continuing to grow profitably over each quarter and year and therefore look to the future with great confidence.

Before finishing, I want to take the opportunity to extend our thoughts to all affected by the war in Ukraine. We are appalled by the continued events and hope that the human suffering will soon be over. RevolutionRace opposes all war. Finally, I would like to thank all of our employees, customers, shareholders and partners for a highly successful first full year as a listed company. Together, we are continuing on the journey towards our vision of becoming the world's most recommended outdoor brand and Sweden's next export wonder!

Pernilla Nyrensten

CEO and co-founder,  
RevolutionRace

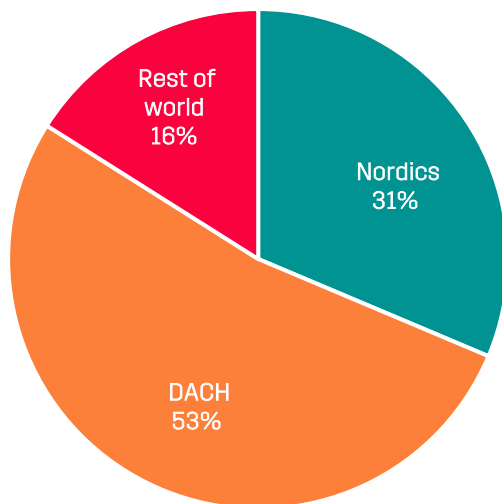
## Financial development

### Fourth quarter (Apr – Jun 2022)

#### Operating income

Net sales for the fourth quarter amounted to SEK 318.2 (273.7) million, an increase by 16.3 (13.6 in local currency) percent. Operating income for the period amounted to SEK 342.3 (279.2) million, the difference between net sales and operating income is other operating income which is mainly attributable to exchange rate gains.

Continued good demand for the company's multifunctional products, both in established and in new markets has driven high growth.



Graph: Regions share of net sales in the fourth quarter.

Net sales in the Nordic region decreased by 12 percent compared to the same period last year and amounted to SEK 99.8 (113.3) million, as a result of focused marketing efforts outside the Nordic region. In the DACH region (Germany, Austria and Switzerland), net sales increased by 37 percent to SEK 167.4 (122.6) million and in the rest of the world by 35 percent to SEK 51.0 (37.8) million. The strong growth in the DACH region is driven by a very strong development in the company's largest market, Germany.

#### Gross profit

Gross profit increased by 14 percent to SEK 230.0 (200.8) million, resulting in a decrease in gross margin by 1.1 percentage points to 72.3 (73.4) percent.

#### Operating profit (EBIT)

Operating profit (EBIT) increased by 9.4 percent to SEK 73.0 (66.7) million, corresponding to an EBIT margin of 21.3 (23.9) percent. The EBIT margin was primarily affected by higher marketing costs in the quarter. The adjusted EBIT decreased by 7.6 percent to SEK 73.0 (79.0) million, corresponding to an adjusted EBIT-margin of 21.3 (28.3) percent. Goods for resale increased to SEK -88.2 (-72.9) million driven by increased net sales. Other external costs amounted to SEK -147.1 (-117.1) million. Personnel expenses amounted to SEK -23.5 (-16.1) million during the quarter. Other operating expenses, which is mainly attributable to exchange rate losses, amounted to SEK -9.3 (-5.4) million.

#### Earnings and earnings per share for the period

Profit before tax amounted to SEK 72.4 (60.4) million. Profit for the period was SEK 58.1 (47.7) million. Earnings per share amounted to SEK 0.52 (0.44) and after dilution SEK 0.52 (0.44) SEK. Growth in earnings per share was 18 percent before dilution and 18 percent after dilution.

#### Cash flow

Cash flow from operating activities amounted to SEK 46.0 (28.0) million. The change is mainly attributable to increased inventory and accounts payable. Cash flow from investment activities amounted to SEK -1.0 (-0.6) million. Cash flow from financing activities was SEK -40.9 (62.2) million, whereof SEK -40.6 (230) million is attributable to repayment of borrowings. Cash flow for the period amounted to SEK 4.0 (89.7) million.

### Financial position

Net debt as of the closing date amounted to SEK -46.8 (-61.7) million.

Cash and cash equivalents amounted to SEK 74.8 (296.3) million. The change is mainly attributable to repayment of borrowings.

During the quarter, the Group expanded its total credit facility from SEK 300 million to SEK 600 million, to meet the Group's growth, while the credit facility was extended by one year and expires in the fourth quarter of 2027. Within the credit facility, there is an overdraft facility of approximately SEK 300 million. The used bank overdraft amounted to SEK 22.3 (0) million as of the closing date.

The interest-bearing debt of SEK 28.1 (234.6) consist of liabilities to credit institutions of SEK 19.9 (228.5) million and lease liabilities of SEK 8.2 (6.1) million.

### Net working capital

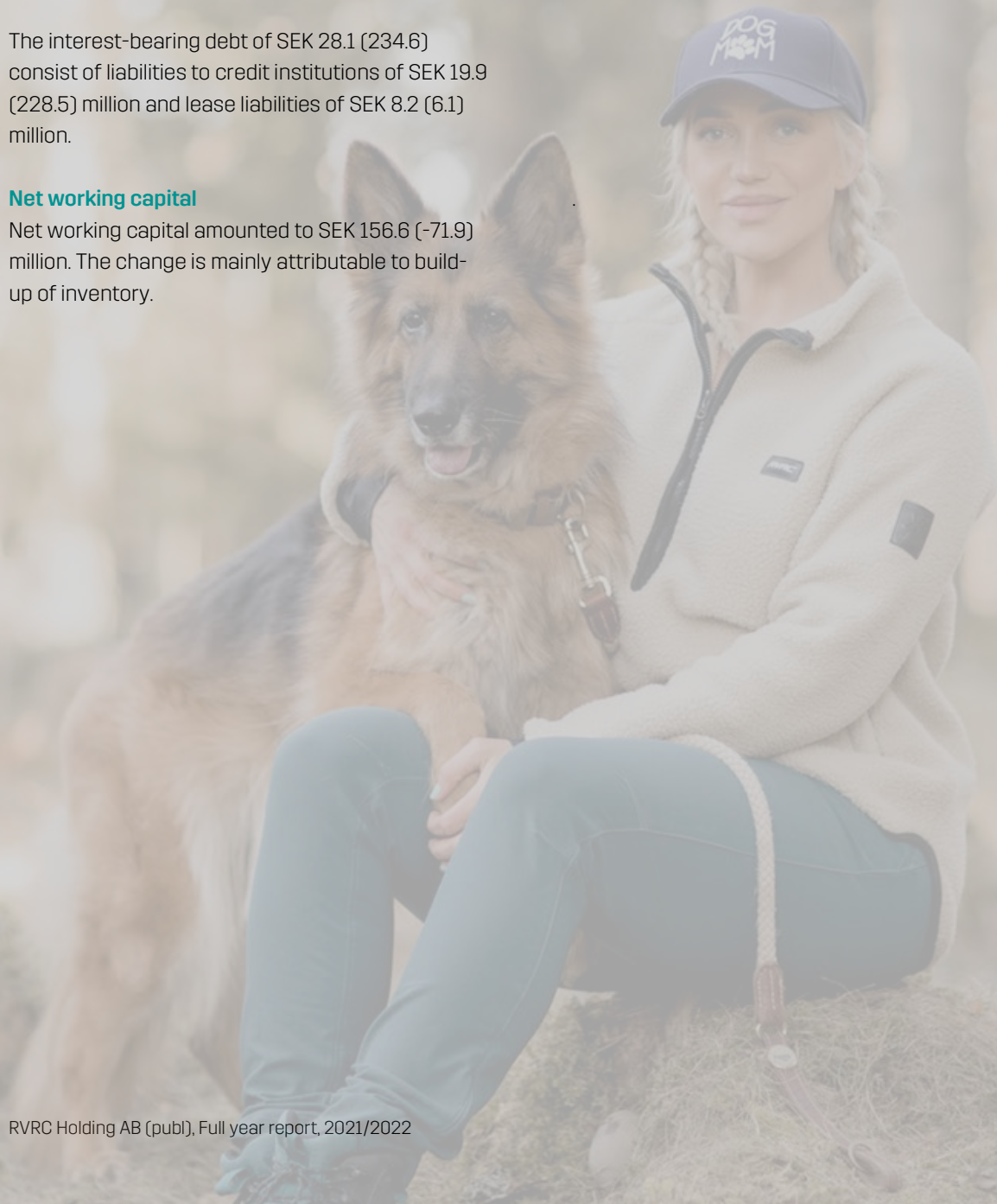
Net working capital amounted to SEK 156.6 (-71.9) million. The change is mainly attributable to build-up of inventory.

### Investments

Investments affecting cash flow amounted to SEK 1.0 (0.6) million during the period. Investments in intangible assets amounted to SEK 0.8 (0.6) million and are mainly attributable to activation of expenditures related to software development. Investments in tangible assets amounted to SEK 0.2 (0.0) million.

### Personnel

The number of employees at the end of the period was 126 (91). The average number of employees during the period was 122 (83). The increase in the number of employees is explained by the company's continued growth.

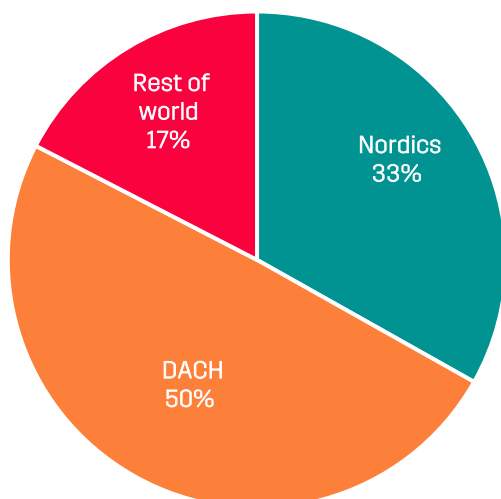




## Full year (1 Jul 2021 – 30 Jun 2022)

### Operating income

Net sales for the full year amounted to SEK 1,331.5 (897.1) million, an increase of 48 (48 in local currency) percent. Operating income for the period amounted to SEK 1,392.2 (912.7) million. The difference between net sales and operating income is other operating income which is mainly attributable to exchange rate gains. The increase in net sales is attributable to continued good demand for the company's multifunctional products as a result of successful optimization of marketing campaigns as well as a broadening of the product range and an improved inventory, which has driven growth in all regions.



Graph: Regions share of net sales in the full year.

Net sales in the Nordic region increased by 10 percent to SEK 441.7 (401.3) million, in the DACH region (Germany, Austria and Switzerland) by 81 percent to SEK 658.1 (363.8) million and in the rest of the world by 76 percent to SEK 231.7 (131.9) million. The strong growth in the DACH region is driven by a very good development in the company's largest market, Germany.

### Gross profit

Gross profit increased by 48 percent to SEK 962.7 (648.3) million, corresponding to a gross margin of 72.3 (72.3) percent.

### Operating profit (EBIT)

Operating profit (EBIT) increased by 59 percent to SEK 366.8 (230.4) million, corresponding to an EBIT margin of 26.3 (25.2) percent. The improvement in operating profit is explained by high sales growth and good efficiency in marketing and logistics. The adjusted EBIT increased by 45 percent to SEK 366.8 (252.2) million, corresponding to an adjusted EBIT-margin of 26.3 (27.6) percent. Goods for resale increased to SEK -368.8 (-248.8) million driven by increased net sales. Other external costs amounted to SEK -539.4 (-363.7) million. Personnel expenses in the period amounted to SEK -76.9 (-48.6) million. Other operating expenses, which is mainly attributable to exchange rate losses, amounted to SEK -35.7 (-17.4) million.

### Earnings and earnings per share for the period

Profit before tax amounted to SEK 363.5 (218.4) million. Profit for the period was SEK 288.0 (171.6) million. Earnings per share amounted to SEK 2.55 (1.59) and after dilution SEK 2.55 (1.59) SEK. The improvement in earnings per share was 60 percent before dilution and 60 percent after dilution.

### Cash flow

Cash flow from operating activities amounted to SEK 64.9 (224.8) million. The decrease is mainly attributable to an increase in inventories, which is according to plan. Cash flow from investment activities amounted to SEK -3.3 (-3.2) million. Cash flow from financing activities was SEK -283.4 (-42.4) million, whereof SEK -72.3 (-110.0) million is attributable to dividend paid and -209.0 (-230) is attributable to the amortisation of previous bank loan. Cash flow for the period amounted to SEK -221.8 (179.2) million.

### Financial position

Net debt as of the closing date amounted to SEK -46.8 (-61.7) million.

Cash and cash equivalents amounted to SEK 74.8 (296.3) million. The change is mainly attributable to repayment of borrowings.

During the third quarter, the Group converted previous bank loans from term loans to an overdraft facility in its entirety to increase flexibility in the Group's financial position. During the fourth quarter, the credit facility was expanded by SEK 300 million to meet the group's growth, while the credit facility was extended by one year and expires in the fourth quarter of 2027. The total credit facility after the expansion amounts to SEK 600 million, of which approximately SEK 300 million is an overdraft. As of the closing date, the utilized overdraft amounted to SEK 22.3 (0) million.

The interest-bearing debt of SEK 28.1 (234.6) consist of liabilities to credit institutions of SEK 19.9 (228.5) million and lease liabilities of SEK 8.2 (6.1).

### Net working capital

Net working capital amounted to SEK 156.6 (-71.9) million. The change is mainly related to build-up of inventory.

### Investments

Investments affecting cash flow amounted to SEK 3.3 (3.2) million during the period. Investments in intangible fixed assets amounted to SEK 3.0 (3.1) million and are mainly attributable to activation of expenditures related to software development. Investments in property, plant and equipment amounted to SEK 0.3 (0.1) million.

### Personnel

The number of employees at the end of the period was 126 (91). The average number of employees during the period was 108 (65). The increase in the number of employees is explained by the company's continued growth.



## Other information

### Financial goals

During the previous financial year 2020/21, the Board of Directors of RVRC Holding AB established several long-term financial goals as well as a dividend policy for the company.

- Net sales during the financial year 2023/2024 shall amount to at least SEK 2 billion
- The company shall maintain an annual EBIT margin of at least 25 percent
- RevolutionRace intends to distribute surplus capital to shareholders after considering long-term financial stability, growth opportunities and strategic initiatives. With these considerations in mind, RevolutionRace intends to distribute 40-60 percent of profits for the year.

### Significant events after the end of the period

No significant events after the end of the period.

### Future prospects

RevolutionRace's strategy is to continue to capitalize on the transformation from physical in-store trading to e-commerce and strong expected market growth. The company focuses on driving continued high growth in existing and new markets combined with good profitability. The company does not provide a forecast.

### Items affecting comparability

Items affecting comparability for the third quarter amounted to SEK 0 (12.3) million and for the period July 2021 - June 2022 to SEK 0 (21.8) and are attributable to listing preparations in the comparison periods.

### Proposed dividend

The Board of Directors proposes a dividend of SEK 0.77 per share, corresponding to a total of SEK 86.9 million, to be paid in connection with the Annual General Meeting 2022.

### Annual General Meeting

The planned date for the Annual General Meeting 2022 is November 10, 2022.

### Annual Report

The company's annual report for the fiscal year 2121/2022 will be published during the week commencing 10 October 2022 and will be available on the company's website [corporate.revolutionrace.com](https://corporate.revolutionrace.com).

### Parent company

RVRC Holding AB (publ), org. No. 559129-4623 is a Swedish public company with domicile in Borås, Sweden. Net sales for the fourth quarter of SEK 1.7 (1.1) million are attributable to intra-group services related to group management. The Parent Company's profit for the fourth quarter amounted to SEK 8.5 (6.2) million.

The Parent Company's profit for the period July 2021 – June 2022 amounted to SEK 0 (110.4) million.

### Risks and uncertainties

A full description of the risks and uncertainties associated with RevolutionRace can be found in the annual report published on 13 October 2021.

RevolutionRace is an international company and its operations as such can be affected by several risk factors in the form of both operational and financial risks. The risks related to the industry and the company include, but are not limited to, trends linked to people's interest in nature as well as increased competition. An economic downturn or change in consumer preferences could have a negative impact on the Group's net sales and profitability.

RevolutionRace is further exposed to external factors that the company cannot influence. For example, it is difficult to assess future effects of the spread of COVID-19, even though demand for the company's products has been strong so far during the pandemic.

Since RevolutionRace operates globally, the company is exposed to changes in exchange rates, which may have a negative impact on the company's revenues as they are reported in SEK but since a large proportion of net sales originate from other currencies. In addition, the company's products are produced in Asia, which entails a currency risk also on the cost side. The company works actively to reduce currency risks by futures-proofing the Swedish krona against mainly EUR and USD.

## About RevolutionRace

RevolutionRace offers high quality functional clothing for people with an active lifestyle. The company was founded in 2013 by Pernilla Nyrensten, CEO and Niclas Nyrensten, Creative Director. Since its inception, the founders have had the goal of creating multifunctional clothing with great fit, in the highest quality and at reasonable prices under the tag line "Nature is our playground". By selling clothes online, directly to consumers without unnecessary intermediaries, RevolutionRace can offer products that have an unbeatable value in terms of price, quality, and design. Together with its customers, the company has grown rapidly and is selling its products to more than 35 countries with net sales exceeding SEK 1.3 billion (July 2021 - June 2022). Since June 16, 2021, RevolutionRace is listed on Nasdaq Stockholm Midcap. For more information, please visit [corporate.revolutionrace.com](https://corporate.revolutionrace.com).

Borås, 16 August 2022

Board of Directors

### Contact details

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### Auditor's audit

This full-year report has not been subject to a review by the company's auditors.

*This information is information that RVRC Holding AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation (EU) No 596/2014. The information was submitted for publication, through the agency of the contact person set out above, at 07:30 CET on August 16, 2022.*

## Group income statement, condensed

| SEKm  | Not | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 |
|---|-----|------------------|------------------|------------------|------------------|
| <b>Operating income</b>   |     |                  |                  |                  |                  |
| Net sales   | 3   | 318,2            | 273,7            | 1 331,5          | 897,1            |
| Other operating income  |     | 24,1             | 5,5              | 60,7             | 15,6             |
|   |     | <b>342,3</b>     | <b>279,2</b>     | <b>1 392,2</b>   | <b>912,7</b>     |
| <b>Operating expenses</b>                                       |     |                  |                  |                  |                  |
| Goods for resale  |     | -88,2            | -72,9            | -368,8           | -248,8           |
| Other external expenses   |     | -147,1           | -117,1           | -539,4           | -363,7           |
| Personnel expenses  |     | -23,5            | -16,1            | -76,9            | -48,6            |
| Depreciation and amortisation of tangible and intangible assets |     | -1,2             | -1,0             | -4,6             | -3,9             |
| Other operating expenses  |     | -9,3             | -5,4             | -35,7            | -17,4            |
|   |     | <b>-269,3</b>    | <b>-212,5</b>    | <b>-1 025,4</b>  | <b>-682,3</b>    |
| <b>Operating profit (EBIT)</b>                                  |     | <b>73,0</b>      | <b>66,7</b>      | <b>366,8</b>     | <b>230,4</b>     |
| Financial income  |     | 0,0              | 0,0              | 0,0              | 0,0              |
| Financial expenses  |     | -0,6             | -6,3             | -3,3             | -12,0            |
|   |     | <b>-0,6</b>      | <b>-6,3</b>      | <b>-3,3</b>      | <b>-12,0</b>     |
| <b>Profit before tax</b>  |     | <b>72,4</b>      | <b>60,4</b>      | <b>363,5</b>     | <b>218,4</b>     |
| Income tax  |     | -14,3            | -12,7            | -75,5            | -46,8            |
| <b>Profit for the period</b>                                    |     | <b>58,1</b>      | <b>47,7</b>      | <b>288,0</b>     | <b>171,6</b>     |
| Attributable to parent company's shareholders                   |     | 58,1             | 47,7             | 288,0            | 171,6            |
| <b>Earnings per share</b>                                       |     |                  |                  |                  |                  |
| Earnings per share before dilution, SEK                         |     | 0,52             | 0,44             | 2,55             | 1,59             |
| Earnings per share after dilution, SEK                          |     | 0,52             | 0,44             | 2,55             | 1,59             |

## Group statement on other comprehensive income, condensed

| SEKm   | Not | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 |
|--|-----|------------------|------------------|------------------|------------------|
| <b>Profit for the period</b>   |     | <b>58,1</b>      | <b>47,7</b>      | <b>288,0</b>     | <b>171,6</b>     |
| <b>Other comprehensive income</b>  |     |                  |                  |                  |                  |
| Items reclassified or which may be reclassified to profit for the period |     |                  |                  |                  |                  |
| Exchange rate differences upon translation of foreign subsidiaries       |     | -0,4             | -0,2             | 0,1              | 0,2              |
| <b>Other comprehensive income for the period, after tax</b>              |     | <b>-0,4</b>      | <b>-0,2</b>      | <b>0,1</b>       | <b>0,2</b>       |
| <b>Comprehensive income for the period</b>                               |     | <b>57,7</b>      | <b>47,6</b>      | <b>288,1</b>     | <b>171,7</b>     |
| Attributable to parent company's shareholders                            |     | 57,7             | 47,6             | 288,1            | 171,7            |

## Group statement of financial position, condensed

| SEKm  | 2022-06-30     | 2021-06-30     |
|---|----------------|----------------|
| <b>ASSETS</b>                                 |                |                |
| <b>Non-current assets</b>                     |                |                |
| <b>Intangible assets</b>                      |                |                |
| Capitalised expenditures for development work | 9,3            | 8,8            |
| Trademarks                                    | 171,2          | 171,2          |
| Goodwill                                      | 616,8          | 616,8          |
|   | <b>797,3</b>   | <b>796,8</b>   |
| <b>Tangible assets</b>                        |                |                |
| Expenditures on third-party property          | 0,3            | 0,4            |
| Equipment, tools and installations            | 1,0            | 1,1            |
| Right of use assets                           | 7,5            | 5,5            |
|   | <b>8,8</b>     | <b>7,0</b>     |
| Deferred tax asset                            | 1,4            | 1,5            |
|   | <b>1,4</b>     | <b>1,5</b>     |
| <b>Total non-current assets</b>               | <b>807,5</b>   | <b>805,3</b>   |
| <b>Current assets</b>                         |                |                |
| Goods in warehouse                            | 306,6          | 82,6           |
| Goods in transit                              | 126,9          | 53,2           |
| Right of return assets                        | 8,0            | 7,1            |
| Sum inventory                                 | 441,5          | 142,8          |
| Accounts receivable                           | 0,3            | 0,0            |
| Current tax assets                            | 5,2            | 2,7            |
| Other current receivables                     | 50,1           | 16,9           |
| Derivative instrument                         | 7,9            | 2,1            |
| Prepaid expenses and accrued income           | 7,1            | 1,9            |
| Cash and cash equivalents                     | 74,8           | 296,3          |
| <b>Total current assets</b>                   | <b>586,9</b>   | <b>462,7</b>   |
| <b>Total assets</b>                           | <b>1 394,4</b> | <b>1 268,1</b> |



## Group statement of financial position, condensed

| SEKm                                | Not | 2022-06-30     | 2021-06-30     |
|-------------------------------------|-----|----------------|----------------|
| <b>EQUITY AND LIABILITIES</b>       |     |                |                |
| <b>Equity</b>                       |     |                |                |
| Share capital                       |     | 1,1            | 1,1            |
| Other contributed capital           |     | 715,6          | 716,4          |
| Reserves, translation differences   |     | -0,1           | -0,2           |
| Retained earnings                   |     | -30,1          | -129,4         |
| Profit for the period               |     | 288,0          | 171,6          |
| <b>Total equity</b>                 |     | <b>974,5</b>   | <b>759,5</b>   |
| <b>Long-term liabilities</b>        |     |                |                |
| Liabilities to credit institutions  |     | 19,9           | 228,5          |
| Lease liabilities                   |     | 6,5            | 4,6            |
| Deferred tax liabilities            |     | 36,4           | 35,7           |
| <b>Total long-term liabilities</b>  |     | <b>62,8</b>    | <b>268,8</b>   |
| <b>Current liabilities</b>          |     |                |                |
| Lease liabilities                   |     | 1,6            | 1,5            |
| Accounts payable                    |     | 184,7          | 99,0           |
| Other current liabilities           |     | 40,0           | 35,1           |
| Derivative instrument               | 2   | 2,7            | 0,6            |
| Tax liabilities                     |     | 50,4           | 36,2           |
| Repayment liabilities               |     | 31,3           | 25,7           |
| Prepaid income and accrued expenses |     | 46,4           | 41,7           |
| <b>Total current liabilities</b>    |     | <b>357,1</b>   | <b>239,8</b>   |
| <b>TOTAL EQUITY AND LIABILITIES</b> |     | <b>1 394,4</b> | <b>1 268,1</b> |

## Group statement on cash flow, condensed

| SEKm   | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 |
|--|------------------|------------------|------------------|------------------|
| <b>Operating activities</b>  |                  |                  |                  |                  |
| Operating profit (EBIT)  | 73,0             | 66,7             | 366,8            | 230,4            |
| Adjustment for non-cash items  |                  |                  |                  |                  |
| Depreciation and amortisation  | 1,2              | 1,0              | 4,6              | 3,9              |
| Interest paid  | -0,4             | -6,3             | -2,7             | -11,8            |
| Paid income tax  | -3,8             | -3,1             | -63,0            | -27,5            |
| <b>Cash flow from operating activities before changes in working capital</b> | <b>70,0</b>      | <b>58,3</b>      | <b>305,7</b>     | <b>195,0</b>     |
| Increase (-)/Decrease(+) in inventory  | -76,2            | -51,8            | -296,5           | -118,0           |
| Increase (-)/Decrease(+) in operating receivables                            | 5,4              | 3,5              | -44,1            | -11,0            |
| Increase (+)/Decrease(-) in operating liabilities                            | 46,8             | 18,0             | 99,8             | 158,8            |
| <b>Cash flow from operating activities</b>                                   | <b>46,0</b>      | <b>28,0</b>      | <b>64,9</b>      | <b>224,8</b>     |
| <b>Investing activities</b>  |                  |                  |                  |                  |
| Acquisition of tangible assets   | -0,2             | 0,0              | -0,3             | -0,1             |
| Acquisition of intangible assets   | -0,8             | -0,6             | -3,0             | -3,1             |
| <b>Cash flow from investing activities</b>                                   | <b>-1,0</b>      | <b>-0,6</b>      | <b>-3,3</b>      | <b>-3,2</b>      |
| <b>Financing activities</b>  |                  |                  |                  |                  |
| Amortisation of lease liabilities  | -0,4             | -0,4             | -1,7             | -1,6             |
| Borrowings   | 0,0              | 230,0            | 0,0              | 230,0            |
| Repayment of borrowings  | -40,6            | -230,0           | -208,9           | -230,0           |
| Fees related to borrowings   | 0,1              | -1,5             | 0,3              | -1,5             |
| Dividend paid  | 0,0              | 0,0              | -72,3            | -110,0           |
| New issue  | 0,0              | 46,7             | 0,0              | 53,3             |
| Warrants, program 2021/24  | 0,0              | 17,4             | -0,8             | 17,4             |
| <b>Cash flow from financing activities</b>                                   | <b>-40,9</b>     | <b>62,2</b>      | <b>-283,4</b>    | <b>-42,4</b>     |
| <b>Cash flow for the period</b>  | <b>4,0</b>       | <b>89,7</b>      | <b>-221,8</b>    | <b>179,2</b>     |
| Cash and cash equivalents at start of period                                 | 71,1             | 207,2            | 296,3            | 116,7            |
| Exchange rate differences in cash and cash equivalents                       | -0,3             | -0,6             | 0,3              | 0,4              |
| <b>Cash and cash equivalents at end of period</b>                            | <b>74,8</b>      | <b>296,3</b>     | <b>74,8</b>      | <b>296,3</b>     |

## Group statement on changes in equity, condensed

| SEKm  | Share capital | Other contributed capital | Reserves, translation differences | Retained earnings | Profit for the period | Total equity |
|---|---------------|---------------------------|-----------------------------------|-------------------|-----------------------|--------------|
| <b>Opening balance, 1 July 2020</b>           | <b>0,1</b>    | <b>645,8</b>              | <b>-0,3</b>                       | <b>-78,2</b>      | <b>59,7</b>           | <b>627,1</b> |
|   |               |                           |                                   |                   |                       | 0,0          |
| Transfer of profits for the previous period   | -             | -                         | -                                 | 59,7              | -59,7                 | -            |
| Profit for the period                         | -             | -                         | -                                 | -                 | 171,6                 | 171,6        |
| Other comprehensive income                    | -             | -                         | 0,2                               | -                 | -                     | 0,2          |
| <b>Comprehensive profit/loss for the year</b> | <b>0,0</b>    | <b>0,0</b>                | <b>0,2</b>                        | <b>59,7</b>       | <b>111,9</b>          | <b>171,7</b> |
| <b>Transactions with owners</b>               |               |                           |                                   |                   |                       |              |
| Dividend                                      | 0,0           | 0,0                       | 0,0                               | -110,0            | 0,0                   | -110,0       |
| New issue                                     | 0,0           | 6,6                       | 0,0                               | 0,0               | 0,0                   | 6,6          |
| Capitalisation issue                          | 1,0           | 0,0                       | 0,0                               | -1,0              | 0,0                   | 0,1          |
| Warrants                                      | 0,0           | 46,7                      | 0,0                               | 0,0               | 0,0                   | 46,7         |
| Warrants, program 2021/24                     | 0,0           | 17,4                      | 0,0                               | 0,0               | 0,0                   | 17,4         |
| <b>Total</b>                                  | <b>1,0</b>    | <b>70,7</b>               | <b>0,0</b>                        | <b>-111,0</b>     | <b>0,0</b>            | <b>-39,3</b> |
| <b>Closing balance, 30 June 2021</b>          | <b>1,1</b>    | <b>716,4</b>              | <b>-0,2</b>                       | <b>-129,4</b>     | <b>171,6</b>          | <b>759,5</b> |
| <b>Opening balance, 1 July 2021</b>           | <b>1,1</b>    | <b>716,4</b>              | <b>-0,2</b>                       | <b>-129,4</b>     | <b>171,6</b>          | <b>759,5</b> |
| Transfer of profits for the previous period   | -             | -                         | -                                 | 171,6             | -171,6                | -            |
| Profit for the period                         | -             | -                         | -                                 | -                 | 288,0                 | 288,0        |
| Other comprehensive income                    | -             | -                         | 0,1                               | -                 | -                     | 0,1          |
| <b>Comprehensive profit/loss for the year</b> | <b>0,0</b>    | <b>0,0</b>                | <b>0,1</b>                        | <b>171,6</b>      | <b>116,4</b>          | <b>288,1</b> |
| <b>Transactions with owners</b>               |               |                           |                                   |                   |                       |              |
| Warrants, program 2021/24*                    | -             | -0,8                      | -                                 | -                 | -                     | -0,8         |
| <b>Total</b>                                  | <b>0,0</b>    | <b>-0,8</b>               | <b>0,0</b>                        | <b>-72,3</b>      | <b>0,0</b>            | <b>-73,1</b> |
| <b>Closing balance, 30 June 2022</b>          | <b>1,1</b>    | <b>715,6</b>              | <b>-0,1</b>                       | <b>-30,1</b>      | <b>288,0</b>          | <b>974,5</b> |

\*Relates to a buy-back of warrants.

## Parent company

### Parent company income statement, condensed

| SEKm  | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 |
|---|------------------|------------------|------------------|------------------|
| <b>Operating income</b>                       |                  |                  |                  |                  |
| Net sales                                     | 1,7              | 1,1              | 6,6              | 1,1              |
|   | <b>1,7</b>       | <b>1,1</b>       | <b>6,6</b>       | <b>1,1</b>       |
| <b>Operating costs</b>                        |                  |                  |                  |                  |
| Other operating expenses                      | -0,3             | -17,0            | -6,2             | -22,9            |
| Personnel expenses                            | -1,8             | -2,1             | -7,1             | -2,1             |
| Other operating expenses                      | 0,0              | 0,0              | -0,1             | 0,0              |
|   | <b>-2,0</b>      | <b>-19,2</b>     | <b>-13,4</b>     | <b>-25,0</b>     |
| <b>Operating profit (EBIT)</b>                | <b>-0,4</b>      | <b>-18,1</b>     | <b>-6,8</b>      | <b>-23,9</b>     |
| <b>Financial income and expenses</b>          |                  |                  |                  |                  |
| Profit from participations in group companies | 0,0              | 0,0              | 0,0              | 110,0            |
| Interest expenses and equivalents             | -0,4             | -0,1             | -2,5             | -0,1             |
| Interest income and equivalents               | 2,4              | 0,0              | 2,4              | 0,0              |
|   | <b>2,0</b>       | <b>-0,1</b>      | <b>-0,1</b>      | <b>109,9</b>     |
| <b>Profit or loss before tax</b>              | <b>1,6</b>       | <b>-18,2</b>     | <b>-6,9</b>      | <b>86,0</b>      |
| <b>Appropriations</b>                         |                  |                  |                  |                  |
| Group contribution received                   | 6,9              | 24,5             | 6,9              | 24,5             |
|   | <b>6,9</b>       | <b>24,5</b>      | <b>6,9</b>       | <b>24,5</b>      |
| <b>Profit or loss before tax</b>              | <b>8,5</b>       | <b>6,3</b>       | <b>-0,0</b>      | <b>110,5</b>     |
| Income tax                                    | 0,0              | -0,1             | 0,0              | -0,1             |
| <b>Profit/Loss for the period</b>             | <b>8,5</b>       | <b>6,2</b>       | <b>-0,0</b>      | <b>110,4</b>     |



## Parent company statement of financial position, condensed

| SEKm  | 2022-06-30   | 2021-06-30   |
|---|--------------|--------------|
| <b>ASSETS</b>                                 |              |              |
| <b>Non-current assets</b>                     |              |              |
| <b>Intangible assets</b>                      |              |              |
| Capitalised expenditures for development work | 0,2          | 0,0          |
| <b>Total intangible assets</b>                | <b>0,2</b>   | <b>0,0</b>   |
| <b>Financial assets</b>                       |              |              |
| Participations in group companies             | 644,3        | 644,3        |
| Receivables from group companies              | 0,0          | 230,0        |
| <b>Total financial assets</b>                 | <b>644,3</b> | <b>874,3</b> |
| <b>Total non-current assets</b>               | <b>644,5</b> | <b>874,3</b> |
| <b>Current assets</b>                         |              |              |
| Tax receivables                               | 3,8          | 0,0          |
| Receivables from group companies              | 6,9          | 24,9         |
| Other receivables                             | 0,0          | 2,4          |
| Prepaid expenses and accrued income           | 3,6          | 0,1          |
| <b>Total current receivables</b>              | <b>14,3</b>  | <b>27,5</b>  |
| <b>Cash and cash equivalents</b>              |              |              |
| Cash and cash equivalents                     | 0,0          | 68,6         |
| <b>Total cash and cash equivalents</b>        | <b>0,0</b>   | <b>68,6</b>  |
| <b>Total current assets</b>                   | <b>14,3</b>  | <b>96,1</b>  |
| <b>TOTAL ASSETS</b>                           | <b>658,8</b> | <b>970,3</b> |

## Parent company statement of financial position, condensed

| SEKm                                 | 2022-06-30   | 2021-06-30   |
|--------------------------------------|--------------|--------------|
| <b>EQUITY AND LIABILITIES</b>        |              |              |
| <b>Equity</b>                        |              |              |
| Restricted equity                    |              |              |
| Share capital                        | 1,1          | 1,1          |
|                                      | <b>1,1</b>   | <b>1,1</b>   |
| <i>Unrestricted equity</i>           |              |              |
| Share premium reserve                | 433,3        | 433,3        |
| Retained earnings                    | 211,3        | 173,2        |
| Profit for the period                | -0,0         | 110,4        |
|                                      | <b>644,7</b> | <b>717,0</b> |
| <b>Total equity</b>                  | <b>645,8</b> | <b>718,1</b> |
| <b>Non-current liabilities</b>       |              |              |
| Liabilities to credit institutions   | 0,0          | 228,5        |
| <b>Total non-current liabilities</b> | <b>0,0</b>   | <b>228,5</b> |
| <b>Current liabilities</b>           |              |              |
| Accounts payable                     | 0,1          | 1,2          |
| Prepaid income and accrued expenses  | 1,3          | 11,6         |
| Liabilities to Group companies       | 11,0         | 10,4         |
| Tax liabilities                      | 0,0          | 0,1          |
| Other liabilities                    | 0,6          | 0,5          |
| <b>Total current liabilities</b>     | <b>13,0</b>  | <b>23,8</b>  |
| <b>TOTAL EQUITY AND LIABILITIES</b>  | <b>658,8</b> | <b>970,3</b> |

## Definitions

### Items affecting comparability

Items affecting comparability refer to events of a material nature that make it difficult for the company to achieve good transparency and comparability over time in the financial statements.

### Key performance measures

Some key measures that management and analysts use to assess the Group's performance are not defined by IFRS (alternative performance measures – "APM"). The following table follows definitions and a description of the purpose of all key measures. The Company applies ESMA's guidelines for alternative performance measures.

| Key measure                                      | Definition  | Purpose   |
|--|---|---|
| <i>Adjusted EBIT<sup>1</sup></i>                 | Operating profit (EBIT) adjusted by items affecting comparability.  | Adjusted EBIT is used to maintain the clarity and comparability of the profit of the day-to-day operations. |
| <i>Adjusted EBIT margin<sup>1</sup></i>          | Adjusted EBIT as a percentage of operating income.<br><br>Operating income = Net sales + Other operating income.              | Adjusted EBIT margin is used to show the degree of profitability, excluding items affecting comparability.  |
| <i>Average net order value (AOV)<sup>1</sup></i> | Net sales for the period divided by number of orders for the period.  | Average net order value (AOV) is used to analyse the profitability per order.                               |
| <i>Cash flow from operations</i>                 | Cash flow attributable to operations, investment and financial activities not included.                                       | KPI defined by IFRS.  |
| <i>Earnings per share before dilution (SEK)</i>  | Net profit for the period attributable to holders of ordinary shares of the parent company, before dilution.                  | KPI defined by IFRS.  |
| <i>Earnings per share after dilution (SEK)</i>   | Net profit for the period attributable to holders of ordinary shares of the parent company, after dilution.                   | KPI defined by IFRS.  |
| <i>EBIT margin<sup>1</sup></i>                   | Earnings before interest and taxes divided by operating income.<br><br>Operating income = Net sales + Other operating income. | EBIT margin is used to analyse the degree of profitability of the operating business.                       |
| <i>EBT</i>                                       | Earnings before taxes.  | KPI defined by IFRS.  |

| Key measure  | Definition  | Purpose  |
|--|---|--|
| <i>Gross profit</i> <sup>1</sup>                     | Net sales less direct costs related to purchase of goods including freight and customs to warehouse.  | Gross profit is used to analyse the profitability of the sale of goods.  |
| <i>Gross margin</i> <sup>1</sup>                     | Gross profit divided by net sales.  | Gross profit margin is used to show the degree of profitability of the sale of goods.                                  |
| <i>Net sales</i>                                     | Total sales less exchange gains related to operational assets and liabilities.  | Net sales is used to analyse sales less exchange rate gains.   |
| <i>Net sales growth, local currency</i> <sup>1</sup> | Net sales for the period in local currency translated to SEK with comparison period currency rates, compared with net sales in comparison period. | Net sales growth, local currency is used to compare RevolutionRace growth, excluding currency effects.                 |
| <i>Net debt</i> <sup>1</sup>                         | Interest-bearing current and long-term liabilities reduced by interest-bearing assets, cash and cash equivalents.                                 | Net debt is used to determine if the company will be able to fulfil its financial commitments.                         |
| <i>Net working capital</i> <sup>1</sup>              | Current assets reduced by cash and cash equivalents minus non-interest bearing current liabilities.   | Net working capital is used to analyse the condition of the company to finance the day-to-day operations.              |
| <i>Number of orders</i> <sup>1</sup>                 | Number of orders before cancellations and returns in the period.  | Number of orders is used to measure the level of customer activity and to calculate the average net order value (AOV). |
| <i>Operating profit (EBIT)</i> <sup>1</sup>          | Earnings before interest and taxes  | Operating profit (EBIT) is used to analyse the profitability of the operating business.                                |
| <i>Result for the period</i>                         | Result for the period.  | KPI defined by IFRS.   |

1) Alternative performance measures according to the guidelines of ESMA.



## Reconciliation tables, alternative performance measures

|   | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 |
|---|------------------|------------------|------------------|------------------|
| <b>Gross profit</b>   |                  |                  |                  |                  |
| Net sales   | 318,2            | 273,7            | 1 331,5          | 897,1            |
| Goods for resale  | -88,2            | -72,9            | -368,8           | -248,8           |
| <b>Gross profit</b>   | <b>230,0</b>     | <b>200,8</b>     | <b>962,7</b>     | <b>648,3</b>     |
| <b>Operating Profit</b>   |                  |                  |                  |                  |
| Operating Income  | 342,3            | 279,2            | 1 392,2          | 912,7            |
| Operating Expenses  | -269,3           | -212,5           | -1 025,4         | -682,3           |
| <b>Earnings before interest and taxes</b>                                   | <b>73,0</b>      | <b>66,7</b>      | <b>366,8</b>     | <b>230,4</b>     |
| <b>Adjusted EBIT</b>  |                  |                  |                  |                  |
| Operating profit (EBIT) as reported   | 73,0             | 66,7             | 366,8            | 230,4            |
| Other external expenses, related to listing preparations (+)                | 0,0              | 12,3             | 0,0              | 21,8             |
| <b>Adjusted EBIT</b>  | <b>73,0</b>      | <b>79,0</b>      | <b>366,8</b>     | <b>252,2</b>     |
| <b>EBIT margin</b>  |                  |                  |                  |                  |
| Earnings before interest and taxes  | 73,0             | 66,7             | 366,8            | 230,4            |
| Operating income  | 342,3            | 279,2            | 1,392,2          | 912,7            |
| <b>EBIT Margin</b>  | <b>21.3%</b>     | <b>23.9%</b>     | <b>26.3%</b>     | <b>25.2%</b>     |
| <b>Adjusted EBIT margin</b>   |                  |                  |                  |                  |
| Adjusted EBIT   | 73,0             | 79,0             | 366,8            | 252,2            |
| Operating income  | 342,3            | 279,2            | 1,392,2          | 912,7            |
| <b>Adjusted EBIT margin</b>   | <b>21.3%</b>     | <b>28.3%</b>     | <b>26.3%</b>     | <b>27.6%</b>     |
| <b>Net working capital</b>  |                  |                  |                  |                  |
| Current assets  | 586,9            | 462,7            | 586,9            | 462,7            |
| Cash and cash equivalents (-)   | -74,8            | -296,3           | -74,8            | -296,3           |
| Current liabilities (-)   | -357,1           | -239,8           | -357,1           | -239,8           |
| Current interest-bearing liabilities (+)                                    | 1,6              | 1,5              | 1,6              | 1,5              |
| <b>Net working capital</b>  | <b>156,6</b>     | <b>-71,9</b>     | <b>156,6</b>     | <b>-71,9</b>     |
| Interest-bearing current liabilities are attributable to lease liabilities. |                  |                  |                  |                  |
| <b>Net debt</b>   |                  |                  |                  |                  |
| Interest-bearing debt   | 28,0             | 234,6            | 28,0             | 234,6            |
| Interest-bearing assets (-)   | 0,0              | 0,0              | 0,0              | 0,0              |
| Cash and cash equivalents (-)   | -74,8            | -296,3           | -74,8            | -296,3           |
| <b>Net debt</b>   | <b>-46,8</b>     | <b>-61,7</b>     | <b>-46,8</b>     | <b>-61,7</b>     |
| <b>Number of orders and average order value (AOV)</b>                       |                  |                  |                  |                  |
| Number of orders ('000)   | 411              | 370              | 1 659            | 1 176            |
| Net sales   | 318,2            | 273,7            | 1 331,5          | 897,1            |
| Average order value (AOV); (SEK)  | 774              | 740              | 803              | 763              |

## Notes

All amounts in the report in SEK million (SEKm), unless otherwise stated. Amounts are rounded to one decimal.

### NOTE 1 Accounting principles

RVRC Holding AB applies the International Financial Reporting Standards (IFRS) as adopted by the European Community (EC). The financial statements for the Group and the interim report have been prepared according to applicable sections of the Annual Accounts Act and IAS 34 Interim financial reporting.

The financial statements of the parent company have been prepared according to Annual Accounts Act and RFR 2.

For complete information regarding accounting and valuation principles applied by the group, please see the annual report that was published on October 13, 2021.

### New and amended standards and interpretations that have not yet been applied by the Group

There are no existing IFRS changes during July 2021 – June 2022 which are estimated having a significant effect on income statement and financial position for the group.

## Note 2 Fair value of financial instruments

|   | 30/06/2022     |            | 30/06/2021     |            |
|---|----------------|------------|----------------|------------|
|   | Reported value | Fair value | Reported value | Fair value |
| <b>Financial assets</b>   |                |            |                |            |
| Financial assets reported at fair value via income statement      |                |            |                |            |
| Derivative instrument   |                |            |                |            |
| Foreign exchange forwards   | 7.9            | 7.9        | 2.1            | 2.1        |
|   |                |            |                |            |
|   | 30/06/2022     |            | 30/06/2021     |            |
|   | Reported value | Fair value | Reported value | Fair value |
| <b>Financial liabilities</b>                                      |                |            |                |            |
| Financial liabilities reported at fair value via income statement |                |            |                |            |
| Derivative instrument   |                |            |                |            |
| Foreign exchange forwards   | 2.7            | 2.7        | 0.6            | 0.6        |

For other financial assets and liabilities, carrying amount represents a good approximation of fair value.

## Note 3 Income from agreements with customers

The company has one operating segment and has for the breakdown of income identified one category, geographical area, for which the smallest entity is market which belongs to a region. The definition of a market relates to the site on which the sales take place, for example revolutionrace.se for Sweden and revolutionrace.de for Germany.

Below, net sales is presented per geographical market and region, respectively.

| Market                 | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Δ          | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 | Δ          |
|------------------------|------------------|------------------|------------|------------------|------------------|------------|
| Germany                | 139.8            | 112.1            | 25%        | 570.9            | 323.3            | 77%        |
| Sweden                 | 45.5             | 48.8             | -7%        | 203.9            | 186.3            | 9%         |
| Finland                | 24.8             | 30.4             | -19%       | 130.3            | 115.5            | 13%        |
| Other                  | 108.2            | 82.4             | 31%        | 426.4            | 271.9            | 57%        |
| <b>Total net sales</b> | <b>318.2</b>     | <b>273.7</b>     | <b>16%</b> | <b>1,331.5</b>   | <b>897.1</b>     | <b>48%</b> |

| Region                 | Apr-Jun<br>21/22 | Apr-Jun<br>20/21 | Δ          | Jul-Jun<br>21/22 | Jul-Jun<br>20/21 | Δ          |
|------------------------|------------------|------------------|------------|------------------|------------------|------------|
| Nordics                | 99.8             | 113.3            | -12%       | 441.7            | 401.3            | 10%        |
| DACH                   | 167.4            | 122.6            | 37%        | 658.1            | 363.8            | 81%        |
| Rest of world          | 51.0             | 37.8             | 35%        | 231.7            | 131.9            | 76%        |
| <b>Total net sales</b> | <b>318.2</b>     | <b>273.7</b>     | <b>16%</b> | <b>1,331.5</b>   | <b>897.1</b>     | <b>48%</b> |

## Note 4 Related Party Transactions

The company has no external transactions with related parties in the period.

## Note 5 Number of shares and warrants

### Number of shares

| Date       | Description     | Change in number of shares | Total number of shares |
|------------|-----------------|----------------------------|------------------------|
| 2021-07-01 | Opening balance |                            | 112 918 918            |
| 2022-06-30 | Closing balance |                            | 112 918 918            |

### Number of warrants

| Description               | Utilisation period      | Subscription price | Number of shares per warrant | Issued    | Allocated |
|---------------------------|-------------------------|--------------------|------------------------------|-----------|-----------|
| 2021/24 incentive program | 2024-07-01 - 2024-12-31 | 96.88              | 1.01                         | 1,889,677 | 1,726,139 |

RevolutionRace holds an incentive program with warrants for senior management and key personnel. All warrants have been transferred at market price.

A buy-back of 51,072 warrants has been made in the period. The company has also, in connection with the dividend and according to the terms, recalculated the subscription price and the number of shares per warrant, reflected in above table.

## Note 6 Currency rates

RevolutionRace has a currency exposure mainly towards SEK, EUR, GBP, NOK and DKK for inflow and towards USD, EUR and SEK for outflow. RevolutionRace has accordingly an exposure towards these currencies. For inflow EUR is the primary currency and for outflow the primary currency is USD.

Below currency cross rates for SEK/EUR and SEK/USD for information purposes.

| Currency | Apr-Jun<br>21/22 |       | Apr-Jun<br>20/21 |       | Jul-Jun<br>21/22 |       | Jul-Jun<br>20/21 |       |
|----------|------------------|-------|------------------|-------|------------------|-------|------------------|-------|
|          | AR               | CR    | AR               | CR    | AR               | CR    | AR               | CR    |
| SEK/EUR  | 10.48            | 10.73 | 10.14            | 10.11 | 10.32            | 10.73 | 10.23            | 10.11 |
| SEK/USD  | 9.85             | 10.33 | 8.41             | 8.51  | 9.17             | 10.33 | 8.58             | 8.51  |

Source: European Central Bank

AR = average rate

CR = closing rate



### Financial Calendar



Interim report Jul-Sep 2022/2023: November 8, 2022  
Annual General Meeting 2022: November 10, 2022  
Interim report Jul-Dec 2022/2023: January 31, 2023  
Interim report Jul-Mar 2022/2023: May 9, 2023  
Year-end report 2022/2023: August 15, 2023



### Contact

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In the event of discrepancies between the English and Swedish reports, the Swedish version shall govern.

This report contains forward-looking statements that reflect the company's current expectations. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, it cannot be guaranteed that expectations will prove correct as they are subject to risks and uncertainties that could cause actual results to differ materially depending on a number of factors.

Such factors include, but are not limited to, changes in consumer demand, changing economic, market and competitive conditions, exchange rate fluctuations, developments in product liability disputes, regulatory environment changes and other government measures. Forward-looking statements relate only to expectations as of the date they were made, and beyond what is required by applicable law, the Company undertakes no responsibility for updating any of them in the event of new information or future events.