# **DESENIO** GROUP



2024

ANNUAL REPORT AND SUSTAINABILITY REPORT







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# IN BRIEF



3,900,000

**DESENIO** Instagram 2M, Facebook 394K POSTER STORE Instagram 1M, Facebook 486K TOTAL 137,550 on Pinterest, YouTube & TikTok

Making millions of homes more beautiful with affordable wall art and home decoration.

VISITORS TO OUR WEBSITES

# About Desenio Group

We are the leading e-commerce company in affordable art in Europe and aim to become the leading company in North America too. We offer our customers everything they need to decorate their walls — a unique and curated range of around 9,000 different prints, frames and accessories. We are present in 37 countries and are gradually expanding into new markets. We are now building on our dynamic growth model, including our proprietary technology platform, industrialised creative processes and high-impact digital customer acquisition strategies.

#### **OUR MISSION**

Desenio Group's business model is simple – we help our customers create beautiful homes using affordable art that's on-trend and designed to suit their homes and individual styles. Using data-driven creativity, we produce our own artwork and own the rights to our art, which is a whole new way of approaching the global design category with huge expected growth potential.

#### **OUR CULTURE**

At our international workplace, we are one big family. A variety of nationalities are represented at Desenio Group, and we use this strength to understand local markets while uniting in common values and goals. We are a team that sets an example for one another and takes its own initiatives, always focusing on the customer and constantly delivering results.

#### **AGILE ORGANISATION**

We adapt our organisation to current market conditions in order to be ready and take advantage of future growth potential. The focus is on generating cash flow and profitability.

## **NEW MARKETS AND PRODUCTS**

In addition to profitability, we also focus on selectively breaking new ground in future key markets, such as North America, while continuing to broaden our range with a mix of new categories and current trends in art and home decor.

# **COMPANY VALUES**

# CUSTOMER DEDICATION

Know our customer Inspire & engage Be passionate

# STAND TOGETHER

One team

Common goals

Celebrate success

# ALWAYS BE CLOSING

Keep it simple Find solutions Deliver result

# LEAD BY EXAMPLE

Dare to lead Walk the talk Show respect

# INCREASED PROFITABILITY DESPITE A WEAK MARKET

In 2024, Desenio's sales were slightly lower than in the previous year, but profitability improved significantly. The market as a whole remained relatively weak and our customers showed some restraint due to reduced purchasing power. As a result, conditions for marketing remained challenging. Despite this, we did well in markets where our brand is well established, such as the Nordics, while sales in markets with lower brand awareness developed weaker.

Throughout the year, we focused on developing our marketing approach by increasingly combining social media with physical events. Our marketing cost in relation to net sales remained consistent with the previous year, indicating that we have not yet fully achieved the efficiency gains we are aiming for. However, we are allocating more resources than before on building our brand, with our artists and unique motifs playing a central role in our efforts. We therefore continue to invest heavily in the artistic side of our business, where unique motifs create interest and strengthen our brand identity. As part of our brand evolution, we're also placing greater emphasis on canvas art - a category that's of growing interest for our customers. The strategy led to an increase in the gross margin in 2024 compared with the corresponding period the previous year.

During the year, we continued to benefit from our economies of scale, not only through ongoing cost savings but also by further streamlining our logistics, and we now have two strategically located logistics centres, one in the Czech Republic and one in the US. Our efforts are already yielding positive results. Fulfilment costs as a percentage of sales decreased in 2024 while our adjusted EBITA margin increased despite lower volumes. This, when combined with our increasing gross margin and scalability, positions us well for when consumer purchasing power recovers.

## **OPTIMISED CAPITAL STRUCTURE**

Our challenge in recent years, apart from a weak market, has been the Group's high net debt in relation to our cash flow. Throughout the year, we maintained an ongoing dialogue with our bondholders to identify a refinancing solution for Desenio Group's bonds, maturing on 16 December 2024. On 3 December, Desenio Group received approval to extend the maturity of its bonds, and on 24 December, the Group signed a term sheet to restructure both the bonds and its capital structure. The agreement included a debt conversion which implied a 75% writedown of the bonds and a 95% dilution of existing shareholders. On 24 February 2025, the bondholders approved the restructuring and on 4 March 2025, an Extraordinary General Meeting of Desenio Group resolved to implement the restructuring of Desenio's bonds.

This has given the Group a capital structure that is well adapted to the current profit levels. In addition, there is room for value creation going forward, provided that we reverse the negative sales trend we saw in 2024.

## CONDITIONS FOR PROFITABLE GROWTH

We are now well positioned to continue operating Desenio successfully, despite the challenging market conditions. We are the leading e-commerce company for affordable art in Europe, have established a presence in North America, and operate with a fully integrated web platform and efficient distribution model. This, together with our artistic and data-driven design and marketing, provides an excellent basis for continuing to build our brand and gaining market share.

I am therefore convinced that we will succeed in turning around the sales trend and capitalise on our economies of scale when the market recovers. By significantly increasing profitability in 2024, despite lower volumes, we demonstrated that Desenio is an efficient and resilient business, well-positioned for future growth.

Stockholm, May 2025

President and CEO, Desenio Group

#### FREDRIK PALM



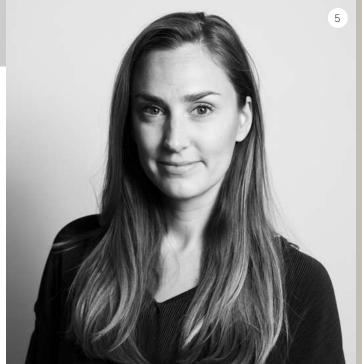
# **DESENIO GROUP**











# EXECUTIVE MANAGEMENT TEAM

**COMPANY CEO SINCE 17 APRIL 2017 AND CEO OF DESENIO AB SINCE 3 JUNE 2016** 

# Fredrik Palm

Born: 1974 Education: Master of Management of Growing Enterprises from Gothenburg School of

Work experience: Former CEO of Lekmer AB, Rum21 AB, Tretti AB. Former Chairperson of the Board and Board Member of Sleepo AB.

Other ongoing engagements: Chairperson of the Board of Beauty Icons AB, and Beauty Icons Holding AB. Board Member of Brand plus Net Consulting AB, Brand plus Net AB, Desenio AB, and Poster Store Sverige AB. Deputy Board Member of Glas Scandinavia

Holdings: 9,708,445 shares and warrants corresponding to 93,000 shares.

# CHIEF FINANCIAL OFFICER SINCE 13 JANUARY

# 2 Johan Roslund

Born: 1987- Education: Master of Science in Accounting & Financial Management from Stockholm School of Economics and MBA courses from Duke University.

Work experience: Former CFO of Plant, Fund Manager at GP Bullhound, Chairman of the Board of Unga Aktiesparare, Chairman of the Board of ZealiD AB, Investment Manager at NFT Ventures, Board Member of Paydrive AB, Board Member of Aktiespararna, various roles CDON Group.

Other ongoing engagements: Chairman of the Board of Nordic Asia Investment Group. Board Member of Verve Group.

Holdings: -

**EXECUTIVE CREATIVE DIRECTOR AND EMPLOYED** WITHIN THE GROUP SINCE 5 SEPTEMBER 2016

# Annica Wallin

Born: 1969 Education: Advertising & Graphic Design and Design Management Executive from Berghs School of Communication.

Work experience: Former Global Creative Director at Oriflame Cosmetics, Art Director Lead and consultant at Valtech and Art Director at Pacer Communication.

Other ongoing engagements: -

Holdings: 459,246 shares.

#### CHIEF COMMERCIAL OFFICER SINCE 1 JULY 2024.

# Michael Kurlancheek

Born: 1987 Education: Master of Science in Accounting from Indiana University - Kelley School of Business.

Work experience: Former General Manager of Lime, Portfolio Manager at Morgan Stanley, Investment Analyst at Bachrach Asset Management, Equity Research Analyst at Sidoti & Company, Senior Associate at KPMG LLP.

Other ongoing engagements: -

Holdings: -

#### **CHIEF PEOPLE & CULTURE OFFICER SINCE 1** SEPTEMBER 2024.

# Amanda Rietz

Born: 1991 Education: Bachelor's degree, Behavioural

Work experience: Former Human Resources Business Partner at Instabox and Consultant and Talent Manager at Jurek

Other ongoing engagements: -

Holdings: -

# THE BOARD OF DIRECTORS

UNTIL 23 APRIL 2025



# Alexander Hars

THE COMPANY'S CHAIRPERSON OF THE **BOARD SINCE 16 DECEMBER 2019 AND** CHAIRPERSON OF THE BOARD OF DESENIO AB SINCE 19 DECEMBER 2016. CHAIRPERSON OF THE REMUNERATION COMMITTEE. Born: 1978

**Education**: Master of Computer Technology from Chalmers University of Technology.

Work experience: Co-founder and CEO of Alva Linen AB, Lets Deal AB and System OK

Other ongoing engagements: Chairperson of the Board of Once Upon Publishing AB, Go North Group AB, Go North Group Holding

AB and Zalster AB. Board Member and CEO of Alva Linen AB. Board Member of Hälsa Hemma Sverige AB, Glas of Scandinavia AB, Hars Holding AB, Desenio AB and Poster Store Sverige AB. Deputy Board Member in Jodgo AB, Johan & Johan AB, several Go North Rocket companies, Textual Relations AB and Fifth and Folsom AB.

Holdings: 14,188,500 shares and warrants corresponding to 11,000 shares.

Independent in relation to the Company and its senior executives: Yes.

Independent in relation to the Company's major shareholders: No.



# Sarah Kauss

COMPANY BOARD MEMBER SINCE 24 JUNE 2021. MEMBER OF THE AUDIT COMMITTEE. Born: 1975

Education: Bachelor of Science in Accounting, University of Colorado and MBA from Harvard Business School.

Work experience: Founder and former CEO at S'well with knowledge in brand building, marketing, sales, operations, finance, new product development, manufacturing and managing a global supply chain. Previously a Certified Professional Accountant at Ernst &

Other ongoing engagements: Board Member of Thorne Health Tech and Glowforge. FloorFound. Entrepreneur in Residence, Harvard Business School. Regional Board Member, UNICEF USA, New York. Member of the Henry Crown Fellows and Braddock Scholars within the Aspen Global Leadership Network at the Aspen Institute

Independent in relation to the Company and its senior executives: Yes.

Independent in relation to the Company's major shareholders: Yes



Max Carlsén

COMPANY BOARD MEMBER SINCE 16 DECEMBER 2018 AND FORMER DEPUTY BOARD MEMBER/BOARD MEMBER OF DESENIO AB SINCE 19 DECEMBER 2016. MEMBER OF THE AUDIT COMMITTEE. BOTN: 1991

**Education**: Bachelor of Science in Business and Economics from Stockholm School of Economics

Work experience: Principal at Verdane and part of the investment team since 2016.

Previous experience as Board Member of Stor & Liten AB, JSB Group A/S and Jupiter Bach A/S. Chairperson of the Board of Verdane Capital X Cordelia Co-invest AB, and management consulting at AT Kearney and investment banking at Citigroup and Handelsbanken.

Other ongoing engagements: Board Member of Pierce Group AB (publ), MATCHi AB, Babyland Online Nordic AB, Rörstrand Invest AB and Norsk Bildelsenter AS. Deputy Board Member of Cura of Sweden AB, Desenio AB and Poster Store Sverige AB.

Holdings: -

Independent in relation to the Company and its senior executives: Yes.

Independent in relation to the Company's major shareholders: No.



# Martin Blomqvist

COMPANY BOARD MEMBER SINCE 16 DECEMBER 2019 AND FORMER CHAIRMAN OF THE BOARD/BOARD MEMBER OF DESENIO AB SINCE 31 JULY 2008. Born: 1072

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**Education:** Jakobsberg High School (Sw. gymnasium), natural sciences track.

Work experience; Co-founder of Desenio.

Other ongoing engagements: Board Member in MBHB Holding AB, FMA Holding AB, and Kiano Life AB.

Holdings: 14,779,758 shares.

Independent in relation to the Company and its senior executives: Yes.

Independent in relation to the Company's major shareholders: No.



Nathalie du Preez

COMPANY BOARD MEMBER SINCE 18 JANUARY 2021 AND FORMER BOARD MEMBER OF DESENIO AB SINCE 3 MAY 2019. MEMBER OF THE REMUNERATION COMMITTEE. BOTIL: 1983-

Education: Bachelor of Science magna cum laude in Economics from The Wharton School, University of Pennsylvania, and an MBA from Harvard Business School

Work experience: Co-founder and COO at Coherent Healthcare and Luminary Leaders. Previously VP Operations at Jellyfish and COO at Quill Content (with knowledge in business development, marketing, operations, customer service, sales, and technical development), COO at BLOW LTD, CEO and Co-founder of Bunchcut in the United States, Marketing Search Strategist at Net-a-Porter in London, and Financial Analyst at Goldman Sachs in New York and London.

Other ongoing engagements: Advisory Board member of Wunderkind, School Governor of The Francis Holland Schools

Holdings: 12,500 shares.

Independent in relation to the Company and its senior executives: Yes.

Independent in relation to the Company's major shareholders: Yes.

At an Extra General Meeting in Desenio Group AB (publ) the 23<sup>rd</sup> of April 2025 a new Board of Directors was elected: Martin Weiss (Chairman), Erik Flinck (Deputy Chairman), Andreas Otto och Stephen Taylor-Matthews. More information is available on Desenio Groups website.

# SUSTAINABILITY REPORT

- This report has been created for Desenio Group AB (publ), org. no. 559107-2839 and covers the full year 2024.
- This report covers the areas of social and environmental sustainability that Desenio Group has focused on in 2024.
- All of the facts and data presented in this report are derived from internal systems, external suppliers and partners.
- Store Sverige AB, Desenio Group Inc. and DGFC s.r.o. (Desenio Group Fulfilment Center) unless otherwise specified.
- The report is divided into two main areas, People and Planet, in line with Desenio Group's approach to sustainability and the way we work.
- The report has been prepared in accordance with the requirements of Chapter 6, Sections 10-14 of the Swedish Annual Accounts Act (1995:1554).



# SUSTAINABILITY AT DESENIO GROUP

Sustainability is close to Desenio
Group's heart, as our products
couldn't exist without the use of
raw materials from our forests.
Creating beauty through art is why
we exist, and doing this in a
sustainable way means always
striving to improve our production
methods and actively reducing our
impact on the environment.

WE STRIVE TO DO EVERYTHING WE CAN to achieve a sustainable future, but we are also mindful of the fact that we still have many steps ahead of us. With an emphasis on FSC®-certified raw materials and sustainable production methods, we actively work to reduce our environmenta impact with a carefully selected team of partners. Our sustainability work is divided into two main areas, People and Planet, where People is related to social sustainability and Planet is related to environmental sustainability. In the 'People' area, we focus particularly on ensuring social compliance in our value chain. This work is carried out through our Code of Conduct, through our

factory audit programme, and through our close cooperation with our suppliers. This focus area also includes HR issues. In the Planet area, we work across our value chain to reduce our impact on the environment, for example by choosing the right raw materials and taking measures to minimise our carbon emissions. We also work with selected charitable organisations to raise awareness or important issues, and to offset our emissions through projects with a clear link to our core business.

# **FACTS**



EMPLOYEES

117 (average 2024)

**BOARD OF DIRECTORS** 

40% WOMEN 60% MEN



**EXECUTIVE MANAGEMENT TEAM** 

> 40% WOMEN 60% MEN

**TOTAL** 

74% WOMEN 26% MEN

10,400



Suppliers who have SIGNED OUR CODE OF CONDUCT = 100%

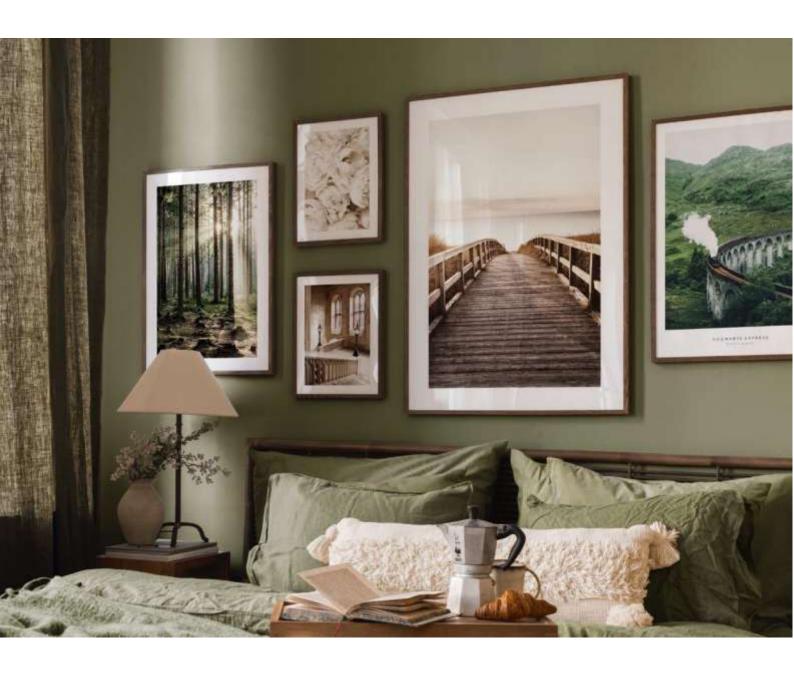
GEOGRAPHICAL DISTRIBUTION FACTORIES

NORTH AMERICA

**COUNTRIES** 

**SUPPLIERS** 





# PEOPLE SOCIAL SUSTAINABILITY

Our vision is to be an attractive employer in affordable and sustainable wall art. We want to lead the way by having a transparent value chain where all the people who are involved in our business have the same rights, good working conditions, and equal opportunities to create a bright future.

# **OBJECTIVES**

## **REDUCE SICK LEAVE**

Reduce our employees' sick leave during 2024.

Outcome 2024: In 2024, the annual sick leave rate was 2.8%, compared to 4.5% in 2023.

## STRESS MANAGEMENT

Train our staff in stress management and time management.

Outcome 2024: We have deepened our understanding of stress management by engaging external experts, including a psychologist and a yoga instructor. Through their insights, our staff has gained practical tools to support recovery.

## SKILLS DEVELOPMENT

Integrate skills development as a core part of managerial responsibility.

Outcome 2024: We have introduced annual appraisals with a focus on feedback and arowth. We also organised a lecture on self-leadership to encourage employees to take ownership of their personal and professional growth. In addition, we continue to support ongoing learning by offering one competence development day per month, known as a 'selfdevelopment day".

#### **SOCIAL AUDITS**

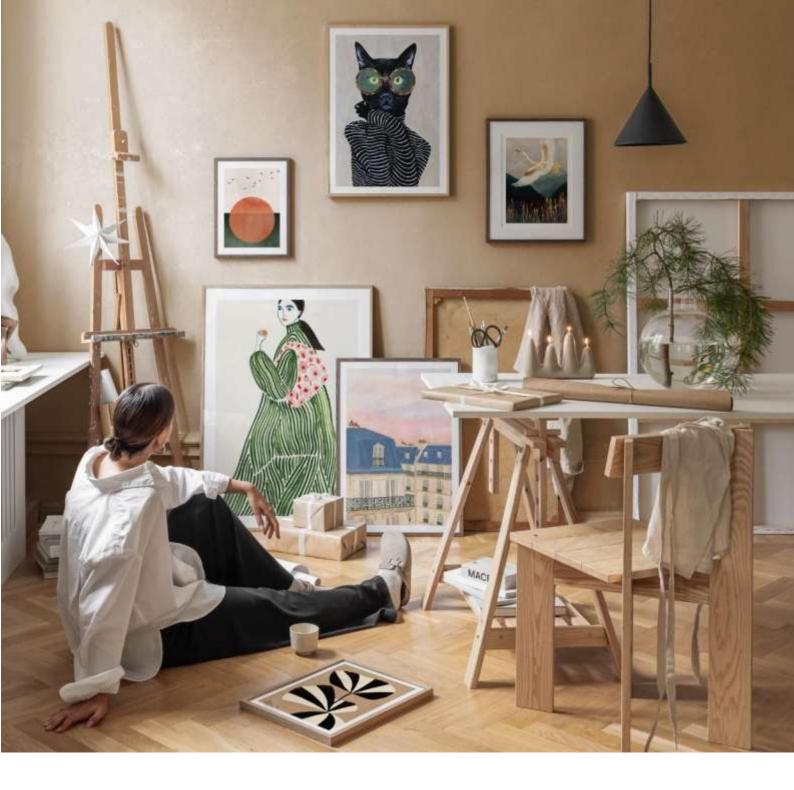
Ensure that at least 80% of our suppliers in high-risk countries have completed and passed an independent social audit under our social audit programme.

Outcome 2024: In 2024, 80% of our suppliers in high-risk countries conducted and passed an independent social audit.

# CODE OF CONDUCT

Ensure that all suppliers have communicated our Code of Conduct to all subcontractors involved in the manufacture of products for Desenio Group.

Outcome 2024: In 2024, all our suppliers communicated our Code of Conduct to all their subcontractors.



# PEOPLE & CULTURE

Our business would not exist without the people in our organisation. We want all our employees to feel welcome and appreciated every day, because as they grow, so does Desenio Group. Desenio Group is the place to influence, inspire, and grow. Our work environment is thriving because of our core values of passion, commitment and kindness. In 2024, we had an average of 117 employees working at Desenio Group. Together we have a number of distinct nationalities and speak more than 20 different languages. We work together as a team and we embody our values every day. Our ultimate goal in the area of People & Culture is to provide a good work environment that prevents health problems and accidents from occurring, while creating a workplace that encourages personal development and is

stimulating for all employees. Desenio Group works consciously, in a structured and active way to create a solid foundation for a work environment that encourages cooperation, motivation and personal development. We describe some of the initiatives we worked on in 2024 to achieve our People & Culture vision below.

#### **WORK ENVIRONMENT**

Our vision is to be a sustainable employer and a great place to work, offering all the necessary conditions to ensure wellbeing and performance. A place where you can influence, inspire and grow. To guide us in this work, we have our Work Environment Policy, which contains guidelines for the working environment at Desenio Group, health and safety targets, and what initiatives need to be implemented to achieve the targets. The aim of our Work Environment Policy is to create and develop an efficient organisation, and to create simple procedures to support the health, safety and wellbeing of our employees in the workplace. Managers and employees both contribute to creating and maintaining a motivating, proactive and healthy working environment.

At Desenio Group we do not tolerate harassment, bullying or victimisation. Our anti-harassment and anti-bullying work plan complements our work environment policy and describes how managers and employees should act in the event of such situations. We are well aware that this type of problem in the workplace is a threat to wellbeing, health and development opportunities, and that it leads to reduced productivity and therefore has a negative impact on the business. All managers are responsible for creating a work environment that is friendly, open, and respectful. We work together to maintain a positive work environment, and it is up to each employee to ensure that their attitude and behaviour reflect our values, and to inform their line manager if they see any signs of victimisation or harassment in the workplace. If an employee feels harassed or suspects that someone else is being harassed, we have a process in place to quickly escalate and manage the issue internally.

"Desenio Group is the place to influence, inspire, and grow. Our work environment is built on our core values of passion, commitment and kindness."

At Desenio Group, we believe that gender equality is an important part of creating an inclusive culture and a sustainable workplace. We have implemented our Gender Equality Plan as part of our work environment policy, to ensure that we actively and systematically work together to achieve a good work environment that is free from discrimination. The Gender Equality Plan contains guidelines on working conditions, salary levels, recruitment and career development, skills development and training, reconciling work and parenting, and last but not least, external gender equality initiatives. The Gender Equality Plan is evaluated once a year and concrete improvement measures are documented and monitored.

Desenio Group closely follows the requirements and regulations on systematic work environment from the Swedish Work Environment Authority (AFS 2001:1). These regulations describe how an employer should systematically plan, implement, and monitor activities carried out to achieve a good work environment. The regulations require all employers to analyse their employees' work conditions in terms of workload, working hours, bullying and discrimination. This work is carried out at three different levels: organisational; social and physical.

#### **HEALTH AND SAFETY**

Our safety representatives are elected by Desenio Group employees. Their responsibilities include being a point of contact for all employees for questions or concerns about the work environment, sharing information with relevant stakeholders within the organisation, and participating in the annual safety audit that evaluates our organisational, social and physical work environment. We also have a safety committee that works systematically on issues related to health and safety. The safety committee consists of a safety representative, an employers' representative and a workers' representative. As part of our health and safety work, we regularly measure sick leave in our organisation. Sick leave in Desenio Group was 2.8% in 2024.

"At Desenio Group, we believe that gender equality is an important part of creating an inclusive culture and a sustainable workplace."



#### **EMPLOYEE SATISFACTION**

We measure our organisation's wellbeing on a weekly basis in each department through a system called Winningtemp. Every month, all Desenio Group employees are given the opportunity to answer four short questions in a survey format, which only takes a minute. The regular feedback gives us valuable insights into work conditions and is a very good tool to easily initiate a dialogue on what initiatives are needed to create a good work environment. The results of the surveys form the basis for workshops in each department, where members discuss positive and negative changes and what measures should be taken to create an engaging work environment.

Our employees' individual wellbeing is measured in Winningtemp with a metric called temperature. Our average temperature for 2024 was 7.2 out of 10. The strongest categories within Desenio Group were team spirit, leadership, and commitment.

Our main goal for Desenio Group is to conduct our business in an honest and direct way. Our employee Code of Conduct is available to everyone in our employee handbook. The Code of Conduct contains guidelines in areas such as anti-corruption, contracts with external parties, health and safety and press enquiries.



#### **VALUE CHAIN**

We work with around ten carefully selected suppliers, including four main suppliers (>SEK 1 million/year in purchases). 60% of all the factories we work with are based in Europe, 30% are in Asia and 10% are in North America. We nurture these relationships carefully and together we respect the important requirements for social and environmental sustainability that we have set out in our Code of Conduct. Our Code of Conduct has been signed by 100% of our main suppliers who produce products for Desenio Group. Before entering into a contract with a new supplier, we always require a signed Code of Conduct.

#### SUPPLIER CODE OF CONDUCT

For Desenio Group, it is important to take responsibility for our actions and the impact we have on our environment. One of our main responsibilities lies with the people involved in the production of our products. To clarify our position and what we expect from our suppliers and partners, we have created our Code of Conduct. Our Code of Conduct applies to all suppliers and their subcontractors who manufacture products for Desenio Group. The Code of Conduct is based on the UN and ILO conventions and sets out the minimum requirements that all suppliers and subcontractors must fulfil in order to do business with Desenio Group. Our Code of Conduct contains ten different principles in the areas of social and environmental sustainability.





**SOCIAL AUDIT PROGRAMME** 

To ensure that all suppliers meet the requirements of our Code of Conduct, in 2020 we established a social audit programme for our entire supplier base. We classify all our suppliers as low or high risk for social non-compliance, based on the six different dimensions, also known as Worldwide Governance Indicators (WGI).

- 1. Voice and accountability
- 2. Political stability and absence of violence/terrorism
- Government effectiveness
- 4. Regulatory quality
- 5. Rule of law
- Control of corruption

We use the Amfori BSCI classification to determine whether a country is at low risk or high risk of non-compliance. Lowrisk countries have an average WGI ranking of at least 60, and have a maximum of two individual dimensions ranked below 60. High-risk countries instead have an average ranking of between 0 and 60, and have three or more dimensions ranked below 60.

In our supplier base, 67% of all factories are in countries classified as low-risk, while the remaining 33% of factories are in high-risk countries. We require that all factories in high-risk countries undergo an annual independent social audit to ensure they fulfil the requirements of our Code of Conduct. All deviations must be rectified by the supplier within the period of time determined by Desenio Group. The supplier draws up an initial action plan followed by a list of completed actions including supporting evidence in the form of documentation. The action plan and the implemented measures are then checked and approved by Desenio Group.

We aim to conduct social audits in 100% of all factories in high-risk countries.

# PLANET ENVIRONMENTAL

# SUSTAINABILITY

Our vision is to be at the forefront of affordable and sustainable wall art, by creating products that are produced using certified raw materials and sustainable production methods, and by collaborating with external organisations that are dedicated to making our world a better place.

## **OUR PRODUCTION**

We set high standards when producing our products, and we highly value the craftsmanship behind each individual component. Together with our suppliers, we work to continuously improve the quality and lifespan of our products through careful product development.

In our Supplier Code of Conduct, we have defined the strict environmental requirements that all suppliers must fulfil. Our suppliers must implement and maintain an environmental management system or similar to minimise environmental risks. They must also take the necessary measures to minimise the negative impact on the environment throughout the value chain. This includes minimising pollution, promoting the sustainable use of energy and water, and minimising greenhouse gas emissions throughout the value chain. To ensure compliance with all these requirements, all factories are inspected by the local environmental protection authority. We have also determined how to handle chemicals when they are used in production. All chemicals must be handled, stored, and used with knowledge and care in accordance with documented processes. We require all our suppliers to maintain a list of the chemicals used in production, including the names of the chemicals, the area of use, and a reference to the safety data sheet. To ensure workplace safety, all suppliers must also provide training and protective equipment to all employees who handle chemicals or perform any other type of work where the use of protective equipment is recommended.



## **POSTERS**

At Desenio Group, the sustainability of our products is very important to us. We are proud of the craftsmanship and expertise behind the production of our products. We are also proud to be certified by the Forest Stewardship Council® (FSC®). We offer a wide range of posters with modern and stylish designs. All our posters (except for a few hand-picked designs) are printed on a premium uncoated paper weighing 200g/m2. The paper has a matt surface free of reflections, giving a sense of quality. Our paper is also age-resistant. The paper is produced in Sweden, and the pulp, paper mill and finished paper are all FSC® certified. This certification guarantees that the trees have been harvested in accordance with all applicable laws and regulations, and in accordance with the FSC organisation's strict requirements.

# **OBJECTIVES**

1 FSC® certification: ensures that the majority of our wood-based products from Desenio Group brands are FSC® certified.

Outcome 2024: In 2024, the majority of our wood-based product range was FSC® certified.

2 Inbound air shipping: to be used as an alternative shipping method only when other shipping methods are unsuitable or unavailable. A maximum of 5% of all inbound deliveries.

Outcome 2024: In 2024, we eliminated the use of air shipping for all deliveries to our European warehouses. For our U.S. warehouse, air shipping accounted for less than 5% of all inbound shipments.

3 **Outbound air shipping**: to be used as an alternative shipping method only when other shipping methods are unsuitable or unavailable. A maximum of 5% of all outbound deliveries.

Outcome 2024: In 2024, outbound air shipping was used in <5% of all outbound deliveries.

social and environmental sustainability.

The majority of our posters are printed in Sweden, but we endeavour to print as close to the end customer as possible. In 2022, we started a collaboration with a new printing company in the US. This supplier provides customers with posters throughout North America, resulting in shorter lead times, reduced transport needs, and a reduced climate impact. We use different printers to achieve the best quality for each design, depending on whether it is a photograph, a graphic design, or a foil print. The printing companies we work with use different types of ink depending on the printing method used, but the ink is always chosen taking into account all applicable EU regulations (including REACH). The ink is also 100% vegan. We are proud to say that we have very low levels of waste in our poster production, and that all waste is recycled into newspaper by the printers and paper mills we work with.

#### **FRAMES**

We offer elegant wooden and metal frames to suit all interior styles. We have everything from smaller frames that are great for photographs, to larger frames that can take centre stage on your walls. Our frames are made by hand by skilled craftsmen with extensive experience in frame making. Our metal and wood frames are FSC® certified, with a few exceptions, and come in eight different sizes. All frames come with transparent acrylic plexiglass, which is lightweight and shatterproof. All frames can be opened from the back using rotating metal clips, to easily mount posters without having to open sharp metal pins.

Our wooden frames are made from solid wood and come in black, white, oak, dark oak and pale wood. The wooden frames are produced in Europe and Asia. The oak frames are made from untreated solid oak. We also make frames in dark oak. These frames are partly made from waste material from our other oak frames, resulting in reduced waste and improved utilisation of raw materials. The dark oak frames are stained with a semi-transparent lacguer to achieve a dark and dusky design. The black and white wooden frames are made from tulip trees and then painted. Our pale wood frames are made from maple that is treated with a transparent colour for a natural finish. Our metal frames are available in the colours black, gold, silver and copper. They are produced in Europe and made of aluminium with a thin and elegant profile. The metal frames in gold, silver and copper have a glossy finish while the black metal frame is matt. We also make canvas frames. They are made from high quality solid pine and covered with a cotton canvas. These frames are an elegant addition to our range of wall decor.

# ACCESSORIES We offer a range

We offer a range of accessories to add that extra touch to your posters: from mounts to hanging solutions such as hooks, clips, poster hangers and washi tape, to picture ledges. All our passepartouts, poster hangers and picture ledges are FSC® certified. Our high-quality mounts are made in Sweden. With these, you can frame and accentuate a design and add an exclusive feel. Available in black and white, they are true to colour throughout, with the black having a black core and the white a white one. Our white mount has the exact same colour shade as the paper we use to print our posters. Our mounts, like our posters, are also acid-free.

# **OUR DISTRIBUTION**

We mainly use road and sea transport for our incoming deliveries from the factories to our warehouses. We only use air shipping in exceptional cases for smaller orders where road or sea transport is not possible due to low order volumes. Lorries and boats are always our preferred option. All incoming deliveries within Europe are distributed by lorries. Distribution is from our logistics centres in Bor, Czech Republic and Ohio, USA. This enables a reduced transport distance for all customers in Northern and Southern Europe and North America, resulting in a lower environmental impact through less use of air shipping. For deliveries from all three warehouses, we work with a large number of shipping companies to cover the 37 countries we operate in. As with inbound shipments, we treat air shipping as an option to be used only when other transportation methods are inappropriate or unavailable for the type of shipment or destination.



We use several different packaging options to ensure that we have the optimal packaging for each product category. Based on the product category and product mix of each order, we use different packaging options to minimise the amount of air in each package without compromising the quality of our products.



'We are proud to be an FSC® certified company since 2019 – a logical step in the journey towards our sustainability goals.'

## OUR COMMITMENT

#### FOREST STEWARDSHIP COUNCIL® (FSC®)

We have been certified according to the Forest Stewardship Council (FSC) Chain of Custody since 2019 – a logical step in the journey towards our sustainability goals. FSC is a non-profit organisation that sets high standards to ensure that forest management is carried out in an environmentally responsible and socially beneficial way. In 2021, we expanded our certificate from single-site to multi-site, allowing us to include all Desenio Group subsidiaries and deliver certified products to the 37 countries in which we operate.

Being certified by FSC means that we fulfil the high standards defined by FSC in the field of sustainable and socially beneficial forestry. It also guarantees that the materials we use in the production of our products come from sustainable, FSC-certified forests. FSC has a strong focus on safeguarding workers' rights by integrating core labour standards into its system. These labour standards include the effective abolition of child labour, the elimination of all forms of forced labour, the elimination of discrimination in relation to employment and occupation, respect for freedom of association, and the effective recognition of the right to collective bargaining. In addition, FSC's work also contributes to achieving 40 different targets under 14 distinct Sustainable Development Goals (SDGs). FSC contributes to achieving sustainable forest management worldwide, which is one of the goals of SDG 15 (Life on Land). This broad focus on environmental, social and economic factors in the FSC principles also contributes to meeting the Sustainable Development Goals which focus on poverty, gender equality, natural resources, production and consumption patterns, decent work, climate change, inclusive and responsible communities, and global partnerships.

Our certification code: FSC-COC-007047 (FSC-C153048)

# VI-SKOGEN

At Desenio Group, we care about the environment. To minimise our carbon footprint, we have been a proud supporter of Vi-skogen since 2017. Vi-skogen was founded in 1983, and has since planted over 160 million trees with the aim of fighting poverty and helping families to provide for their own living expenses. By planting trees in Kenya, Uganda and Tanzania, Vi-skogen is working to combat the impacts of both climate change and poverty in these areas. Agroforestry is at the heart of their business, which involves planting trees alongside other crops in areas where

livestock graze to create a balanced ecosystem that contributes to greater biodiversity and is more resilient to climate change. We are proud to support such an important cause. We plant two new trees for every tree used in the production of the posters we sell. In 2024, our contribution to Vi-skogen resulted in the planting of 10,400 trees that contribute to both carbon offsetting and social benefits. Since the beginning of our partnership, we have planted more than 51,655 trees.

# RISK MANAGEMENT

Our world is constantly changing, and the conditions and climate for businesses worldwide are heavily influenced by economic uncertainty, armed conflicts, and the effects of climate change. The importance of climate adaptation is growing, and will affect the daily operations of all businesses and even entire communities in the future. Sustainability as a field is becoming increasingly complex for companies to navigate, resulting in an increased need to conduct regular risk analyses. Risk management is an important aspect of our sustainability work, and is incorporated into everything we do. As an e-commerce company with a complex value chain, we work with many different external partners in areas such as purchasing, production and distribution. With this in mind, we conducted a risk analysis of our operations and value chain to identify and address risk areas.

In conducting our risk analysis for 2024, we focused on social and environmental sustainability. Within these two areas, we identified a number of risks that we consider relevant for Desenio Group's sustainability work in 2024 and beyond. The main risks identified within our organisation and extended value chain are presented below. We are mindful of the fact that despite these efforts, unforeseen events can still occur, and we are therefore constantly working to improve our risk management processes to minimise risks and ensure a proactive approach.

## **FSC®-CERTIFICATION**

As an FSC® certified company, we must carefully follow and respect the requirements of the FSC standard applicable to our certificate. These requirements are often more stringent than the legal requirements. To minimise the risk of non-compliance with our FSC® certification, we have created a comprehensive mapping of all the processes involved in this certification. These processes are carried out regularly according to a predetermined schedule, and all process descriptions are regularly updated to ensure that they always contain accurate information. Within the scope of these processes, we provide regular training for employees involved in working with FSC. We also undergo an annual independent audit where all processes and documentation are thoroughly checked and approved by the FSC organisation. Through these actions, we believe that Desenio Group is successfully managing the requirements that come with our FSC certification.

#### LAWS AND REGULATIONS

Within our organisation, the risks related to non-compliance with laws and regulations are mainly linked to our internal social and environmental sustainability processes and the

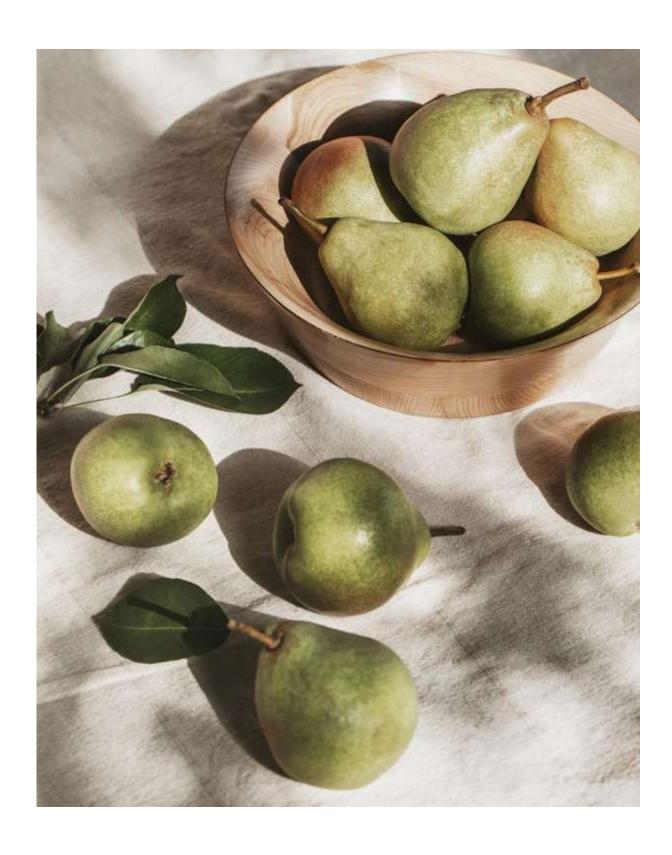
complexity of our global operations due to differences in local laws in various. As we have a market presence in 37 different markets around the world, with varying scope and levels of sustainability legislation, we recognise that there is a risk of non-compliance with local legislation in areas such as our value chain, producer responsibility and sustainability reporting. To ensure that we work in accordance with all local laws and regulations, we carefully examine all local laws before entering a new market. For markets where we have already established our operations, we conduct regular business intelligence to ensure that we comply with any new laws and regulations in the area of sustainability. New laws and regulations on sustainability are now being produced and published at a rapid pace, in Sweden as well as internationally. We have identified stricter requirements in sustainable supply chains, for example through the new EU Corporate Sustainability Due Diligence Directive. These changes are highly relevant to the daily operations of the Desenio Group. We also closely follow updates on sustainability reporting and producer responsibility. As a result, we see an increased need for social compliance resources and expertise to enable and ensure compliance with new and updated laws and regulations in this area. Thanks to these measures, we believe that the risk of noncompliance is low and that Desenio Group is well prepared to deal with future changes in this area.



#### **VALUE CHAIN**

Within our value chain, we consider non-compliance with our Supplier Code of Conduct to be the biggest risk. This mainly relates to human rights, the wellbeing and safety of the factory workers employed by our suppliers, anticorruption, and the general ethical business behaviour of our partners. This includes all ten areas previously presented in our Supplier Code of Conduct, such as issues related to child labour, corruption, working hours and living wages. As an online retailer with a complex value chain, we work with factories located in different parts of the world. As a result, it can be challenging to keep abreast of the differences between different countries' laws and regulations. We always need to ensure compliance with local laws, but in cases where the requirements of local laws are lower than the requirements of our Code of Conduct,

we must also ensure that our suppliers fulfil all the requirements of our Code of Conduct. This means it is very important that we carefully examine and evaluate these risks. Our social audit programme allows us to do just that. All of our suppliers in high-risk countries are required to carry out annual independent social audits. These audits include a review of all areas of our Code of Conduct and an assessment of the factory's status in each area. This provides us with the information we need to identify potential problems and quickly correct any deviations from our Code of Conduct. Through these efforts, we are confident that Desenio Group will continue to contribute to a more sustainable future by working to achieve our goals and actively making decisions with sustainability in mind.



# FINANCIAL REPORTS



# ADMINISTRATION REPORT

Desenio Group ("Desenio") is the leading e-commerce company in affordable wall art in Europe, and aims to become the leading company in North America. Customers are offered a unique and curated range of around 9,000 motifs, as well as frames and accessories in 37 countries. Sales take place directly to customers without the use of retailers, wholesalers or distributors.

#### **DESENIO'S OPERATION**

Desenio is the market leader in affordable wall art in Europe, and is well positioned to build further on its dynamic growth model, including an in-house developed technical platform, industrialised creative processes and effective digital customer acquisition strategies.

Desenio has four competitive advantages: a disruptive business model within a global design category with significant anticipated growth, industrial and data-driven scalable creativity which generates unique motifs, profitable from the first order through a customer acquisition model based on social media and search engines with valuable influencer partnerships, as well as a proven model for geographical expansion with significant potential in existing and so far unexploited markets.

#### **COLLEAGUES**

The average number of employees during the year was 117 (129), with the majority based in Stockholm. The proportion of women was 74 (78) percent.

# DEVELOPMENT OF THE COMPANY'S OPERATIONS, PROFITS, AND FINANCIAL POSITION

Net sales for the financial year decreased by 11.5% to SEK 856.2 (967.2) million.

The gross margin for the financial year was 85.1% (84.0%). Operating profit (EBIT) for the year amounted to SEK 95.9 (-175.0) million. Adjusted EBITA for the year amounted to SEK 106.6 (109.7) million and the adjusted EBITA margin was 12.5% (11.3%). Marketing costs as a percentage of net sales were 30.3% (30.2%) in the period. Items affecting comparability totalled SEK 8.2 million and relate to salary costs for employees made redundant that were recognised in Q1 2024, and costs for work related to the refinancing of Desenio Group's issued bond.

# SIGNIFICANT EVENTS 2024

On 24 December, Desenio Group signed a term sheet outlining the restructuring of its bonds and capital structure. The agreement includes a debt conversion which implies a 75% write-down of the bonds and a 95% dilution of existing shareholders.

On 28 November, Johan Roslund was appointed as the new CFO of Desenio Group.

Equity as at 31 December 2024 totalled SEK -67.6 million, compared with SEK -46.2 million at the start of the financial year. Cash and cash equivalents as at 31 December 2024 totalled SEK 115.6 million compared with SEK 149.9 million at the start of the financial year. Net debt amounted to SEK 1,000.6 million as at 31 December 2024 compared to 973.6 at the start of the financial year.

In December 2020, Desenio Group AB (publ) issued a covered bond of a total of SEK 1,100 million in connection with the acquisition of Poster Store. The bond runs with variable interest of STIBOR 3m +5.5 %. The bond has no ongoing covenants, except when new debt is raised and, for example, in the event of share dividends. Borrowing costs are amortised at a rate of SEK 2.2 million per quarter until December 2024. The amount is included in interest expenses and is non-cash.

#### FINANCING AND GOING CONCERN ASSUMPTION

The original maturity date of the bond was December 2024 and the bond was therefore classified as a current liability.

In June 2023, Desenio Group repurchased its own corporate bonds on the open market, corresponding to 3.2% of the total outstanding bond loan (nominal value SEK 35 million). The purchases were made at an average repurchase amount of 70% of the nominal value for a total sum equivalent to SEK 24.5 million. Through the repurchase of bonds below nominal value, the company reduced the bond-related debt from SEK 1,100 million to SEK 1,065 million.

On 24 December a term sheet was signed outlining the restructuring of the bonds. The agreement includes a debt conversion which implies a 75% write-down of the bonds and a 95% dilution of existing shareholders. This agreement was approved by the bondholders in February 2025 and ratified at an Extraordinary General Meeting of shareholders on 4 March 2025.

During the period, Desenio MidCo AB was registered as a subsidiary of Desenio Group AB to implement the refinancing. After the end of the period, the subsidiaries that were previously under Desenio Group AB were transferred to Desenio MidCo AB.

The former bond was exchanged for two new bonds in March 2025. Desenio Group AB has a 4-year bond with a nominal amount of SEK 251.3 million and an interest rate of 12.5% (8.75% is cash interest and 3.75% is payment-in-kind interest). Desenio MidCo AB has a 2.5-year bond with a nominal value of SEK 150 million and 7.75% cash interest.

As a result of this refinancing, the debt level and the maturity structure of the Company's financing have both improved significantly.

#### **INVESTMENTS AND CASH FLOW**

The cash flow from operating activities amounted to SEK - 16.9 (43.6) million for the period. Cash flow from changes in working capital totalled SEK -38.7 million, with inventories increasing by SEK 15.7 million during the period.

Net investments in intangible assets during the period totalled SEK 0.3 (2.1) million and mainly referred to investments in the warehouses in the USA and the Czech Republic. Investments in intangible assets totalled SEK 0.3 (0) million, which consisted primarily of investments in warehouse and business systems.

# ENVIRONMENTAL INFORMATION AND SUSTAINABILITY REPORT

A Sustainability Report has been prepared and may be found earlier on in this Annual Report. Desenio does not carry on any notifiable/licensable operations.

# EXPECTATIONS IN RESPECT OF FUTURE DEVELOPMENT

The market has been challenging in recent years and Desenio has had to cut costs as a result of this. Our aim is to get back to positive organic growth. The combination of our efficient operations and a cost level that is balanced in relation to current sales levels makes the company well equipped for growth.

# PROPOSED APPROPRIATION OF THE COMPANY'S PROFIT OR LOSS

The following amount in Swedish Kronor is at the disposal of the Annual General Meeting:

| Retained earnings       | 150 880 013 |
|-------------------------|-------------|
| Net profit for the year | -25 777 782 |
| Total                   | 125 102 231 |

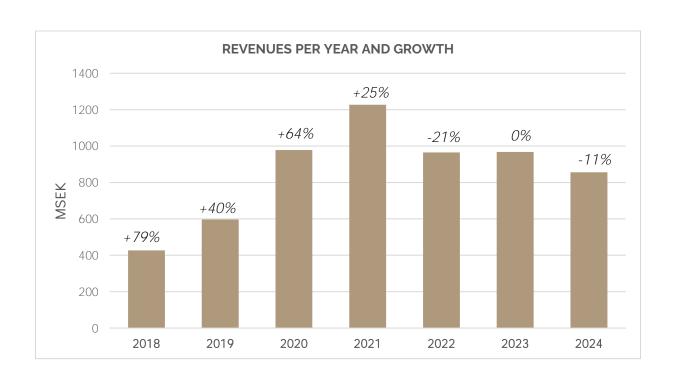
The Board of Directors proposes that the available profits be appropriated as follows:

| Dividend (SEK 0 per share) | -           |
|----------------------------|-------------|
| Carried forward            | 125 102 231 |
| Total                      | 125 102 231 |

For more detailed information on earnings and position in general, please refer to the following financial statements with accompanying notes.

#### **KEY PERFORMANCE INDICATORS 4 YEARS**

|  | 2024    | 2023   | 2022  | 2021    |
|--|---------|--------|-------|---------|
| Net sales  | 856.2   | 967.2  | 964.9 | 1 227.2 |
| Gross profit   | 728.6   | 812.1  | 810.5 | 1 008.2 |
| Gross profit margin, %   | 85.1%   | 84.0%  | 84.0% | 82.2%   |
| Operating profit (EBIT)  | 95.9    | -175.0 | 52.8  | 143.0   |
| Operating margin, %  | 11.2%   | -18.1% | 5.5%  | 11.7%   |
| Adjusted operating profit  | 104.1   | 75.0   | 66.0  | 166.2   |
| Adjusted operating margin, %   | 12.2%   | 7.8%   | 6.8%  | 13.5%   |
| Adjusted operating profit before amortisation of intangible assets           | 106.6   | 109.7  | 102.0 | 201.5   |
| Adjusted operating profit before amortisation of intangible assets margin, % | 12.5%   | 11.3%  | 10.6% | 16.4%   |
| Earnings per share   | -0.15   | -1.91  | -0.15 | 0.40    |
| Cash flow from operating activities  | -16.8   | 43.6   | 25.3  | 26.3    |
| Investments  | -       | 2.1    | 17.1  | 60.7    |
| Net debt   | 1 000.6 | 973.6  | 999.0 | 978.2   |
| Number of orders '000  | 1 482   | 1 788  | 1 891 | 2 520   |
| Average order value, SEK   | 580     | 565    | 526   | 498     |
| Number of active customers, '000   | 2 460   | 2 768  | 3 312 | 3 777   |
|  |         |        |       |         |



## **SHARES**

Desenio Group AB (publ) has been listed on First North Growth Market since 25 February 2021 under the symbol DSNO, and has the ISIN code SE0015657853. As at 31 December 2024, the Desenio Group had 2,746 shareholders, of which the largest were Verdane (25.2%), MBHB Holding AB (9.9%), and Hars Holding AB (9.5%).

#### SHARE PRICE PERFORMANCE AND TRADING

On the last trading day of the year, the share price was SEK 0.35. The highest closing price, SEK 0.54, was recorded in January, and the lowest closing price, SEK 0.20 were recorded in August and December. 51,377,812 shares were traded during the year.



#### THE COMPANY'S LARGEST SHAREHOLDERS 31 DECEMBER 2024

| Owner                      |               |        |        |
|----------------------------|---------------|--------|--------|
| Verdane Capital            | 37 546 878.0  | 25.2%  | 25.2%  |
| MBHB Holding AB            | 14 779 758.0  | 9.9%   | 9.9%   |
| Alexander Hars             | 14 188 500.0  | 9.5%   | 9.5%   |
| Fredrik Palm               | 9 708 445.0   | 6.5%   | 6.5%   |
| DNB Asset Management SA    | 7 454 362.0   | 5.0%   | 5.0%   |
| Per Ragnarsson             | 4 143 783.0   | 2.8%   | 2.8%   |
| Stefan Huss                | 3 843 000.0   | 2.6%   | 2.6%   |
| Klas Bengtsson             | 3 800 000.0   | 2.5%   | 2.5%   |
| Avanza Pension             | 3 585 718.0   | 2.4%   | 2.4%   |
| Nordnet Pensionsförsäkring | 3 190 817.0   | 2.1%   | 2.1%   |
| Total 10 largest           | 102 241 261.0 | 68.6%  | 68.6%  |
| Other                      | 46 841 249.0  | 31.4%  | 31.4%  |
| Total                      | 149 082 510.0 | 100.0% | 100.0% |

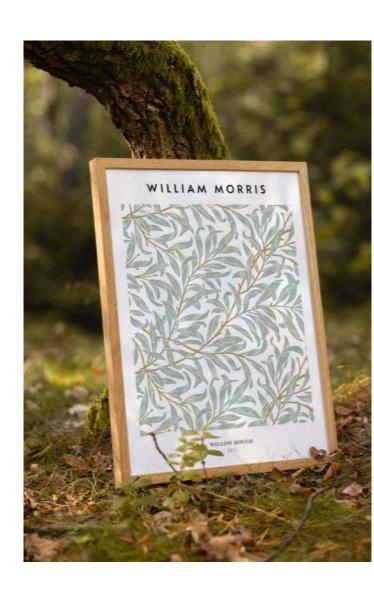
#### **DIVIDEND**

The Board proposes that no dividend be distributed for financial year 2024.

#### SHARES AND SHARE CAPITAL

The Company's registered share capital as at 31 December 2024 amounted to SEK 532,437.54, divided over 149,082,510 shares with a quota value of around SEK 0.003571. All shares have been issued in accordance with Swedish law and are fully paid-up and freely transferable. The Company has no holding of its own shares. The shares are registered in a Central Security Deposit (CSD) register in accordance with the Swedish Financial Instruments Accounts Act (1998:1479) which is held by Euroclear Sweden AB (Box 191, 101 23 Stockholm). No share certificates have been issued for the Company's shares. The shares are traded on Nasdaq First North Growth Market Stockholm in Swedish Kronor with ISIN code SE0015657853 and under the ticker symbol DSNO.

In 2024, 71,274 warrants were forfeited, of which 19,850 warrants as part of the long-term incentive programme 2021/2025, and 51,424 warrants as part of the long-term incentive programme 2022/2025.



#### **RIGHTS ATTACHED TO THE SHARES**

#### **VOTING RIGHT**

All shares in the Company entitle the holder to one (1) vote at shareholders' meetings, and every shareholder will have the right to vote for all shares which the shareholder holds in the Company.

#### PREFERENTIAL RIGHT TO NEW SHARES

If the Company issues new shares, warrants or convertibles in the course of a cash issue or a set-off issue, the main rule is that shareholders will have a preferential right to subscribe for such securities in proportion to their share of the Company's capital before the issue. The Company's Articles of Association do not restrict the Company's ability to take decisions on cash or set-off issues of new shares, warrants or convertibles with derogation from the shareholders' preferential right.

# RIGHT TO DIVIDENDS AND BALANCE IN LIQUIDATION

All shares have an equal right to dividends and to the Company's assets and any surplus in the event of liquidation.

The Annual General Meeting resolves on dividends. The right to a dividend accrues to any party which, on the record date determined by the Annual General Meeting, was registered as a shareholder in the share register held by Euroclear. Dividends are generally paid in cash through Euroclear, but may also be paid other than in cash (distribution in kind). If a shareholder cannot be reached through Euroclear, the shareholder's receivable from the Company in respect of the amount of the dividend remains, and such receivable is subject to a ten-year limitation period. At the end of the limitation period, the amount of the dividend accrues to the Company.

#### THE TRANSFERABILITY OF THE SHARES

The shares are freely transferable. The Articles of Association contain no provisions which restrict the right to transfer shares freely. The shares are not subject to offers made in consequence of mandatory bids, right of squeezeout or right of sell-out. No public takeover bid has been submitted in respect of the Company's shares since the formation of the Company.

#### SHAREHOLDERS' AGREEMENT

As far as the Board of Directors of the Company is aware, there are no Shareholders' Agreements or other Agreements among the Company's shareholders for the purpose of jointly influencing the Company. Nor is the Board of the Company aware of any Agreements or the equivalent which could lead to a change in the control of the Company.

#### **ANALYSTS WHO FOLLOW DESENIO**

ABG Sundal Collier, Benjamin Wahlstedt

#### DISTRIBUTION OF FINANCIAL REPORTS

Annual Reports and Interim Reports are available on the Company's website, www.deseniogroup.com.

#### **CERTIFIED ADVISER**

The Company's Certified Adviser at Nasdaq First North is FNCA Sweden AB, corporate ID number 559024-4876. Tel +46 (0)8-528 00 399, email info@fnca.se.

Source: Modular Finance, Euroclear, Morningstar, Finansinspektionen [the Swedish Financial Supervisory Authority] and Nasdag Stockholm.

#### ALTERNATIVE KEY PERFORMANCE INDICATORS

In this Annual Report, Desenio reports certain financial key performance indicators, including key performance indicators which are not defined under IFRS. The Company judges that these key performance indicators are an important complement, since they enable a better evaluation of the Company's financial trends. These financial key performance indicators are not to be assessed independently nor regarded as replacing performance indicators calculated in accordance with IFRS. Furthermore, key performance indicators of this type, as Desenio has defined them, should not be compared with other key performance indicators with similar names used by other companies. This is due to the fact that the above-mentioned key performance indicators are not always defined in the same way, and other companies may calculate them differently from Desenio.

Other definitions of alternative key performance indicators are contained in the Definitions of key performance indicators section.

| MSEK  | 2024    | 2023    | 2022    | 2021    |
|---|---------|---------|---------|---------|
| Operating profit (EBIT)                                     | 95.9    | -175.0  | 52.8    | 143.0   |
| Items affecting comparability                               | 8.2     | 250.0   | 13.2    | 23.2    |
| Adjusted operating profit                                   | 104.1   | 75.0    | 66.0    | 166.2   |
|   |         |         |         |         |
| Operating profit  | 95.9    | -175.0  | 52.8    | 143.0   |
| Amortisation of intangible assets                           | 2.5     | 34.9    | 35.9    | 35.3    |
| Operating profit before amortisation (EBITA)                | 98.4    | -140.3  | 88.7    | 178.3   |
| Items affecting comparability                               | 8.2     | 250.0   | 13.2    | 23.2    |
| Adjusted operating profit before amortisation of intangible | 106.6   | 109.7   | 102.0   | 201.5   |
| assets  |         |         |         |         |
| Operating profit  | 95.9    | -175.0  | 52.8    | 143.0   |
| Operating profit  | 95.9    |         |         |         |
| Amortisation of customer data                               | -       | 32.1    | 35.9    | 35.3    |
| Operating profit before amortisation                        | 95.9    | -142.9  | 88.7    | 178.3   |
| Depreciation/amortisation                                   | 20.7    | 26.7    | 19.7    | 2.1     |
| Operating profit before depreciation/amortisation (EBITDA)  | 116.7   | -116.2  | 108.4   | 180.4   |
| Items affecting comparability                               | 8.2     | 250.0   | 13.2    | 23.2    |
| Adjusted operating profit before depreciation/amortisation  | 124.9   | 133.8   | 121.6   | 203.6   |
|   |         |         |         |         |
| Non-current interest-bearing liabilities                    | -       | -       | 1 083.0 | 1 074.3 |
| Non-current lease liabilities                               | 31.0    | 49.2    | 52.1    | 51.4    |
| Current interest-bearing liabilities                        | 1 065.5 | 1 057.0 | -       | -       |
| Current lease liabilities                                   | 19.7    | 16.5    | 19.6    | 14.7    |
| Cash and cash equivalents                                   | -115.6  | -149.9  | -155.7  | -162.2  |
| Net debt (+) / Net cash (-)                                 | 1 000.6 | 972.8   | 999.0   | 978.2   |

Adjusted operating profit excludes items affecting comparability and is regarded, accordingly, as constituting a usable indicator of the Company's underlying profits generated from operating activities. Items affecting comparability in 2024 totalled SEK 8.2 million and relate to salary costs for employees made redundant that were recognised in Q1 2024, and costs for work related to the refinancing of Desenio Group's issued bond. Items affecting comparability in 2023 included a goodwill impairment of

SEK 250.0 million. In 2022, they were mainly attributable to warehouse relocation costs (SEK 2.5 million) and termination costs (SEK 10.8 million). In 2021, they related to transaction costs amounting to SEK 23.2 million. Adjusted operating profit before amortisation of intangible assets. The metric is relevant for giving an indication of the Company's underlying profits generated by operating activities.

# INFORMATION ON RISKS AND UNCERTAINTY FACTORS

Through its operations, the Desenio Group is exposed to various operating risks, market trends in general and to financial risks. The Group's overall risk management strategy aims to increase awareness of risks and to handle them in a way which minimises the negative impact on the Group's financial performance and position. The most important risks in respect of the operation, market trends and financial risks are described below.

# THE TREND IN THE GLOBAL ECONOMY AND THE CONSEQUENCES OF THE UKRAINE CRISIS

The Group has sales in 37 different countries. Developments in the economy, such as events which affect the general business climate, interest-rate changes, currency fluctuations, levels of deflation and inflation, taxes and similar costs, access to customer credits, stock market trends, the level of unemployment, other global and local economic factors and uncertainties over the economic outlook affect customers' purchasing behaviour and purchasing power in every market in which the Group operates. The risk level in the business climate varies among the Group's geographical markets.

If the war in Ukraine and other ongoing conflicts spread to other regions, this could lead to negative effects on both the global economy and consumers' willingness to purchase the Group's products.

#### **DOWNTURN IN ONLINE SALES**

The Group's principal demographic target group are women between 20 and 40 years old. A decline in demand online for furnishing/decoration within the specified target group could have a major negative impact on sales of the Group's products, given the present distribution. Factors which could lead to a decline in online sales could include scepticism concerning payment methods and inadequate IT security systems and the lack of an opportunity to physically see/feel the products before making a purchase decision, as well as perceptions concerning difficulties in returning products.

#### SEASONAL SALES AND CUSTOMER TRENDS

The Group generates a major part of its revenue during the fourth quarter of every year as a result of the Christmas festivities, as well as major sales events such as Black Friday. Potential problems which the Group's operation faces, and which are described in this section in relation to risk, could result in the Group performing sub-optimally during such periods of high sales volumes. In the event that the Group does not perform optimally during such periods, this could have a major negative impact on the Group's results and financial position.

The Group is dependent on its customers' trends and tastes. Accordingly, it is essential to have sufficient dedicated resources to ensure that the Group's selection of products is in line with customers' expectations and aesthetic preferences. The Group's ability to sell a sufficient number of products at a satisfactory price level is dependent on the Group's ability to anticipate and respond in time to trends and changes in customers' preferences. The Group operates in the market for affordable wall art (where the prices are under SEK 1,000 per product), which is sensitive to changes in customers' preferences. Customers' preferences in design, quality and price tend to fluctuate, and it is difficult to predict future trends with a high level of precision. The Group strives to identify and predict these trends correctly, but it may not always succeed in anticipating and responding to trends in time.

#### **RISK RELATED TO THE OPERATION'S**

#### **IT SYSTEM**

The Group's operation is online-based, which makes it possible for customers to order affordable wall art which is delivered to their homes or to another address. All orders are received through the Group's web platform. With the IT system and its web platform as the basis for its operational model, the Group is largely dependent on functional IT systems and on its ability to implement essential developments in IT systems which are appropriate for its products, its customers and the Group's needs. Consequently, the Group is exposed to risks involving IT attacks, viruses and attacks on software or through malware, leaking of customer data, breakdowns in the network and other interruptions in the Group's operation.

The Group's IT strategy may prove inadequate, and this could lead to problems with the Group's IT system. This, in turn, could result in errors in transactions and downtime in the Group's operation. Such errors and downtime could have a serious negative effect on the Group's operation through, for example, a loss of confidence among customers and delivery delays, which could have a serious negative impact on the Group's results and financial position.

# COMPETITION AND CHANGES IN MARKET CONDITIONS

The Group operates in a sector with competition from both national and international players. Some of the Group's foremost competitors are Juniqe, Allposters and Society6. The Group's future competitive situation depends partly on its ability to meet existing and future market needs. To remain competitive, the Group must continue to offer a competitive product offering and ensure that the products are delivered to the consumer in a satisfactory way. The Group must also increase and/or improve its offering and delivery methods for products. There is a risk that the Group

will not successfully provide and/or deliver new competitive products or delivery alternatives, or that expensive investment, restructuring and/or price reductions may need to be implemented to adapt the operation to the competitive situation. Certain sectors, market segments and investment objects can be attractive to a number of investors, and this can lead to a high level of competition and therefore to lower returns. The costs of following the development of products and technology can be significant, and are affected by factors which are wholly or partly outside the Group's control and which cannot be foreseen. This means that the level and timing of future operating costs and capital requirements needed to keep pace with developments in service and technology may deviate significantly from current estimates. The Group is active in an attractive category with high profitability and with a risk of increased competition from existing and new players.

#### DAMAGE TO THE GROUP'S REPUTATION

The Group is a well-established operation with high brand recognition within the market for affordable wall art (a price less than SEK 1,000 per item) as a result of its successful operation over the years.

The Group is dependent on its good name. The Group's reputation is particularly important in relation to new and current customers and suppliers. It is possible for example that an operational problem or IT problem could damage the Group's reputation, and this could lead to difficulties for the Group in acquiring new customers and retaining existing customers. The Group could also receive negative exposure in public and social media, such as Facebook and Instagram, with a limited ability to foresee or respond to this type of publicity.

# INFRINGEMENT OF INTELLECTUAL PROPERTY RIGHTS AND INADEQUATE PROTECTION OF INTELLECTUAL PROPERTY

The Group holds intellectual property rights in three ways for the motifs printed on posters: (i) royalty-agreements or perpetual licence agreements entered into with artists, photographers and third party rights holders; (ii) licence agreements for image banks, which give the Group the right to access, download and reproduce images and designs from third parties' databases on a subscription basis; and (iii) designs developed in-house. There have, however, been situations in the past, and there is a risk of similar situations arising in future, in which someone within the Group is accused of infringing a third party's intellectual property rights (including trademarks, company name and domain name) which may be obtained through registration, as well

as rights which cannot be registered. Infringements of this type could damage the Group's reputation in the market and incur costs for dispute resolution.

If, in turn, the Group's intellectual property rights are infringed, the Group may need to bring a legal action in respect of the infringement, and this could lead to costs for the Group. The Group also risks losing such a dispute, and accordingly the right to the disputed intellectual property rights, and the Group would also need to pay damages to the counterparty.

The business in which the Group operates is strongly focused on intellectual property rights, and it is crucial to ensure that no competitor, for example by selling similar posters at a lower price, utilises either a design or other intellectual property right which the Group has spent resources developing.

Certain employees within the Group develop intellectual property, such as motifs for posters, within the framework of their employment. When the employment relationship ceases, there is a risk of the employee asserting title to unregistered intellectual property which has been developed within the framework of the employment.

#### **CURRENCY RISK**

As a consequence of its international reach, the Group is exposed to risks related to currency fluctuations. The risk is primarily in connection with the sale of the Group's products in currencies other than SEK. Approximately 90% of the Group's net sales are in foreign currencies, mainly in EUR, GBP and DKK, and increasingly in USD. The Group presents its income statement and balance sheet in SEK, and, as a result, the Group's consolidated sales are exposed to exchange rate fluctuations. The Group is not currently attempting to hedge such currency exposure.

# FINANCING/LIQUIDITY RISK AND OBLIGATIONS RESULTING FROM THE BONDS ISSUED BY THE COMPANY

After the end of the financial year, the Group's bonds were refinanced, significantly reducing the debt and extending the term. No bonds are due to mature in the next two years. However, there is a risk that the Group will not be able to pay or refinance the bonds that have now been issued.

#### INTEREST-RATE RISK

Changes in interest rates have an impact on the Group's results and cash flow.



# CORPORATE GOVERNANCE REPORT

#### **GENERAL**

Desenio Group ("the Company") is a Swedish public joint-stock company. The Company's Articles of Association are based on Swedish law, particularly the Swedish Companies Act (2005:551), the Nasdaq First North Growth Market Rule Book and the Company's Articles of Association and internal rules (including, for example, the formal workplan of the Board of Directors and the CEO Instruction). The Company's bond has been listed on Nasdaq since 14 December 2021, and this obliges the Company to comply with the Swedish Code of Corporate Governance ("the Code").

The Code is based on the principle of "comply or explain", which means that a company which applies the Code need not comply with every rule in the Code on all occasions. If a company determines that a certain rule is not appropriate with reference to the company's specific circumstances, that company may choose to derogate from this rule, and this must then be reported by specifying the reasons for the derogation in the Corporate Governance Report.

## GENERAL MEETING OF SHAREHOLDERS

#### GENERAL

Under the provisions of the Companies Act, the General Meeting of Shareholders is the Company's highest decision-making body, and the shareholders exercise their voting right on key issues, such as the adoption of income statements and balance sheets, the appropriation of the Company's profit or loss, discharging the Board of Directors and the Chief Executive Officer from liability, the election of members of the Board of Directors and auditors and fees for the Board and the auditors. In addition to the Annual General Meeting, Extraordinary General Meetings can also be convened. Under the Articles of Association, notification is given of General Meetings of Shareholders through

advertisements in Post- och Inrikes Tidningar [the Swedish Official Gazette] and through the notification being posted on the Company's website. The fact that a notification has been issued is advertised simultaneously in the daily newspaper, Svenska Dagbladet.

# RIGHT TO PARTICIPATE AT GENERAL MEETINGS OF SHAREHOLDERS

To participate in a General Meeting of Shareholders, a shareholder must be entered in the share register kept by Euroclear six (6) banking days before the General Meeting, and must notify the Company no later than on the date specified in the notification of the General Meeting. Shareholders whose shares are nominee-registered with a bank or other nominee must, to be entitled to participate at the General Meeting, over and above informing the Company, request that their shares are temporarily registered in their own name in the share register kept by Euroclear no later than four (4) banking days before the General Meeting. Shareholders should inform their nominees of this in good time before the record date. Shareholders may attend the General Meeting in person or through proxies, and may be accompanied by a maximum of two (2) assistants.

#### **INITIATIVES FROM SHAREHOLDERS**

A shareholder who wishes to have a matter considered at the General Meeting must send a written request to this effect to the Board of Directors. Such a request must normally be in the hands of the Board no later than seven (7) weeks before the General Meeting.

#### **GENERAL MEETINGS DURING THE YEAR**

The Annual General Meeting held on 29 May 2024 resolved to adopt the Annual Report, the Consolidated Financial Statements, to appropriate the net profit for the year in accordance with the Board of Director's proposal, to grant the members of the Board of Directors and the Chief Executive Officer discharge from liability, to approve fees to

the Board of Directors and the auditors and to re-elect all members of the Board and the auditor. The Annual General Meeting resolved, in accordance with the proposal of the Board of Directors, to authorise the Board of Directors to decide on a new share issue.Desenio's Annual General Meeting will be held on 12 June 2025. For further information, see the Company's website, www.deseniogroup.com.

#### NOMINATIONS COMMITTEE

The Nominations Committee represents the shareholders. The Nominations Committee's task is to prepare and submit proposals for resolutions to be voted on by shareholders at the Annual General Meeting. The proposals concern the number and election of Board Members, the Chair of the Board, the remuneration of the Board and its committees, the election and remuneration of the auditors and, where appropriate, the process and criteria for appointing the members of the Nominations Committee.

The Annual General Meeting decides on the rules for the appointment and work of the Nominations Committee. The Company shall have a Nominations Committee consisting of members appointed by each of the three largest shareholders in terms of votes and the Chair of the Board of Directors. When forming the Nominations Committee, the ownership structure of the Company, based on information from Euroclear Sweden AB on the last business day in August and other reliable ownership information provided to the Company at that time, shall determine which are the three largest shareholders in terms of votes. The majority of the Nominations Committee's members shall be independent in relation to the Company and its management. The Chief Executive Officer or any other member of the Executive Management Team shall not be a member of the Nominations Committee. At least one of the members of the Nominations Committee shall be independent in relation to the largest shareholder or group of shareholders in the Company in terms of voting rights. Members of the Board of Directors may be members of the Nominations Committee, but may not constitute a majority of its members. If more than one Board Member is on the Nominations Committee, no more than one of them may be dependent in relation to the Company's major shareholders.

The Chair of the Company's Board of Directors shall convene the first meeting and shall ensure that the Nominations Committee promptly receives the relevant information regarding the results of the Board's evaluation of its work. Such information shall be provided in October at the latest and shall include information on the working methods of the Board and the effectiveness of its work, etc. The members of the Nominations Committee shall not receive any remuneration from the Company.

In accordance with the adopted instructions, a Nominations Committee for the Annual General Meeting 2025 has been constituted consisting of Chair Jacob Wiström appointed by Verdane Capital, Thomas Blomqvist appointed by MBHB Holding and Alexander Hars in his capacity as third largest owner and chairman of the board of Desenio Group.

#### **BOARD OF DIRECTORS**

The Board of Directors is the Company's second highest decision-making body after the General Meeting of Shareholders. The Board of Directors is appointed by the owners to be ultimately responsible for the organisation of the Company and the management of the Company's affairs in the best interests of the Company and its shareholders. Members of the Board are normally elected by the Annual General Meeting for the period until the close of the next Annual General Meeting. The Articles of Association state that the Board shall consist of a minimum of three (3) and a maximum of seven (7) members. As at the date of this Corporate Governance Report, the Board of Directors of the Company consists of five ordinary members.

The tasks of the Board are regulated by the Companies Act and the Company's Articles of Association. The work of the Board is further regulated by the formal workplan for the Board of Directors which the Board establishes annually. The formal workplan regulates the division of tasks between the Board of Directors, the Chair of the Board of Directors and the Chief Executive Officer. The Board also approves instructions for the Board's committees, as well as an instruction for the Chief Executive Officer (including instructions relating to the CEO's financial reporting).

The Board is responsible for the Company's organisation and the administration of the Company's affairs, which includes responsibility for drawing up overall, long-term strategies and goals, the establishment of guidelines to ensure that the Company's operation generates long-term value, taking decisions on issues affecting investments and sales, capital structure and Dividend Policy. The Board is also responsible for the development and adoption of the Company's central policies, ensuring that there is a control system in place for monitoring that policies and guidelines are complied with, ensuring that a control system is in place for monitoring the operation and risks, appointing the Company's Chief Executive Officer and setting salaries and other remuneration for the Chief Executive Officer and other senior executives.

#### Participating board members

| Board member      | Board meeting Au | dit com | Rem com |
|-------------------|------------------|---------|---------|
| Alexander Hars    | 14/14            | 3/3     | 1/1     |
| Martin Blomqvist  | 8/14             |         |         |
| Max Carlsén       | 14/14            | 3/3     |         |
| Nathalie du Preez | 14/14            |         | 1/1     |
| Sarah Kauss       | 14/14            | 3/3     |         |

#### THE WORK OF THE BOARD OF DIRECTORS

During the financial year, 14 minuted meetings were held, of which 12 were ordinary meetings. Board meetings have a recurrent structure with structured main points. Recurring topics for the year have been the Company's sales development and the company's borrowing in the form of issued corporate bonds. During its ordinary meetings, the Board dealt with the fixed items which arose at each Board meeting in accordance with the formal workplan of the Board of Directors, such as the business situation, financial outcomes, forecasts, liquidity, the annual financial statements and Interim Reports. Four of the Board meetings were held in preparation for Interim Reports. The Extraordinary Board meetings dealt with issues and decisions related to the repurchase of the company's own corporate bonds. Policies and guidelines adopted during the year related to the formal workplan of the Board of Directors, the work plans of the committees, CEO instructions, instructions for financial reporting, the Code of Conduct and delegation arrangements, as well as policies for anti-corruption, internal controls, financing, related party transactions, whistleblowers, IT, GDPR, information, information security, insider trading, continuity planning and risk management.

Before the Board meetings, the members of the Board received documentation concerning the matters which were intended for consideration. This material included the report of the Chief Executive Officer. The Chief Executive Officer and the Chief Financial Officer attended Board meetings as rapporteurs. As required, other members of staff reported on various matters to the Board of Directors. The Board of Directors approved a written formal workplan for the Board and a CEO instruction including a reporting instruction for the CEO.

# THE ROLE OF THE CHAIR OF THE BOARD OF DIRECTORS

The Chair of the Board of Directors is responsible for matters including ensuring that all necessary documents are provided for Board meetings along with the information required to enable the Board to carry out its work. The Chair of the Board of Directors shall, in close collaboration with the Chief Executive Officer, monitor the Company's performance, and shall prepare and chair Board meetings. The Chair of the Board of Directors is also responsible for ensuring that the Board of Directors evaluates both its own work and that of the Chief Executive Officer on an annual basis. The Board meets in accordance with a predetermined schedule. Over and above these meetings, additional Board meetings may be called to consider issues which cannot be delayed until the next ordinary Board meeting.

#### **EVALUATION OF THE WORK OF THE BOARD**

The Chair ensures that the Board and its work is evaluated annually and that the results of the evaluation are passed on to the Nominations Committee. The evaluation during the year was a self-assessment in which members responded in writing to questions on various topics related to the Board's work. Several issues were highlighted, including the climate of cooperation, breadth of knowledge, the execution of the meetings and the documentation for the meetings. The intention is to obtain a picture of how the members perceived the running of the work of the Board and to identify measures which can be taken to increase efficiency and improve the work.

The Board in addition evaluates the ongoing work of the Chief Executive Officer in a similar way.

#### **REMUNERATION COMMITTEE**

The company has a Remuneration Committee consisting of Alexander Hars (Chair) and Nathalie du Preez. The duties of the Remuneration Committee are set out in the formal workplan of the Remuneration Committee which is established annually. The Remuneration Committee shall prepare proposals in respect of remuneration principles and other terms and conditions of employment for senior executives, and will consult the CEO in respect of the remuneration of senior executives. The Remuneration Committee reports the results of its work to the full Board on a regular basis. The Committee held one meeting during the year. The Committee dealt with issues related to incentive programmes, remuneration for the CEO and Executive Management Team, and succession planning. The Head of HR at the Company acted as rapporteur on specific issues.

#### **AUDIT COMMITTEE**

The company has an Audit Committee consisting of Max Carlsén (Chair), Sarah Kauss and Alexander Hars. The Audit Committee has both an advisory (following up and evaluating) and a preparatory function for decision items before these are considered and decided by Desenio's Board. The Audit Committee's duties are set out in its formal workplan which is established annually. The Audit Committee is also responsible for maintaining and improving contacts with the Group's auditors and for exercising supervision of the procedures for accounting and financial reporting. The Audit Committee shall, in addition, monitor the effectiveness of the Company's internal controls, internal auditing and risk management. The Audit Committee reports the results of its work to the full Board on a regular basis. The Chief Financial Officer and the Chief Executive Officer attended all meetings during the year and acted as rapporteurs. The Company's auditors participated in several of the Committee's meetings during the year. During the year, the Committee dealt with issues of the Company's Interim Reports, risk management and internal

controls, and also assessed whether internal audits were appropriate for the Company.



# THE CHIEF EXECUTIVE OFFICER AND OTHER SENIOR EXECUTIVES

The Chief Executive Officer is subordinate to the Board, and is responsible for the Company's ongoing administration and the day-to-day operation of the Company. The allocation of work between the Board and the Chief Executive Officer is set out in the formal workplan for the Board and the instruction for the Chief Executive Officer, as well as the instruction for financial reporting.

The Chief Executive Officer is responsible for leading the operation in accordance with the Board's guidelines and instructions, and for ensuring that the Board receives information and essential decision-making data. The Chief Executive Officer leads the work of the Company's Executive Management Team and takes decisions after consulting its members. Furthermore, the Chief Executive Officer acts as Rapporteur at Board meetings and shall ensure that the members of the Board are provided with the information needed to follow the financial position, results, liquidity and development of the Company and the Group.

The Chief Executive Officer and other senior executives are presented in detail in the "Executive Management Team" section.

## REMUNERATION OF MEMBERS OF THE BOARD OF DIRECTORS, THE CHIEF EXECUTIVE OFFICER AND OTHER SENIOR EXECUTIVES

#### REMUNERATION OF THE BOARD OF DIRECTORS

For work on the Company's Board of Directors, according to the resolution of the Annual General Meeting, a fee of SEK 400,000 is paid to the Chair of the Board of Directors, SEK 200,000 to Board Members who are not employed by the Company and do not represent major shareholders, an additional SEK 75,000 to the Chair of the Audit Committee and SEK 30,000 to each of the other members of the Audit Committee who do not represent a major shareholder and an additional SEK 45,000 to the Chair of the Remuneration Committee and SEK 20,000 to each of the other members of the Remuneration Committee who do not represent a major shareholder.

A statement of the fees per member is given in Note 7.

# GUIDELINES FOR THE REMUNERATION OF THE CHIEF EXECUTIVE OFFICER AND OTHER SENIOR EXECUTIVES

The Company has not issued guidelines for the remuneration of the Chief Executive Officer and other senior executives since the company is not listed on a regulated market in Sweden. The Company does, however, have a bond which is listed on a regulated market.

## INTERNAL CONTROLS IN RESPECT OF FINANCIAL REPORTING

The Board's responsibility for internal controls is regulated by the Companies Act, the Swedish Annual Accounts Act (1995:1554) and the Code. Among other things, the Board must ensure that the Company has effective internal controls and formalised procedures which ensure that the established principles for reporting and internal controls are observed, and also that there are appropriate systems for monitoring and controlling the Company's operation and the risks to which the Company and its operation are exposed. The procedures for internal controls in respect of financial reporting have been formulated for the purpose of ensuring accurate overall financial internal and external reporting in accordance with IFRS, applicable laws and regulations, as well as the other requirements applicable to listed companies.

The whole operation of the Company is covered by the internal control, with the internal control of financial reporting, regulatory compliance and the Company's internal management being essential.

Internal control is based on the COSO framework, and covers primarily the following components (which are described below under the appropriate section) "Goals", "Internal control environment", "Risk assessment", "Control activities". "Evaluation of processes and key controls" and "Reporting and information flows".

#### **GOALS**

The Board of Directors sets strategies, objectives and focus areas for Desenio's operation, and the definition of goals constitutes a cornerstone for internal control and its procedures. Risk is defined as an event which, if it occurs, may have a negative effect on the Company's ability to achieve the set goals.

#### INTERNAL CONTROL ENVIRONMENT

At Desenio, the control environment consists, among other things, of the organisation's structure with defined areas of responsibility and reporting paths, as well as a systematic approach to quality control and governing documents in the form of policies, procedures for standardised work, work instructions and authorisation instructions. The Company's business plan, strategy and budget also constitute a part of the control environment. The nature of the operation, ecommerce in an international environment, is in its nature risk-aware, and, consequently, the Company works on all aspects through documentation, follow-up and feedback to provide an effective control environment.

The Board has overall responsibility for internal control, and the allocation of the Board's work is set out in the formal workplan of the Board of Directors. The CEO instruction as well as the Company's Internal Control Policy set out how reports to the Board are to be drawn up. The Board has also delegated responsibility for maintaining an effective control environment to the CEO, even though the Board continues to be ultimately responsible. Procedures have been set up to provide the Board with the necessary reports to enable the Board to assess risks and meet the requirements for adequate internal control and reporting on an ongoing basis.

Based on the assessed good control environment and the size of the Company, the Board has judged that there are no special circumstances in the operation or other circumstances which would justify the formation of an internal audit function.

#### **RISK ASSESSMENT**

Based on the set goals for the operation, a risk assessment is carried out for the purpose of identifying and evaluating the most significant risks which, if they occur, could have a negative effect on the Company's ability to achieve the set goals. The Board and the Executive Management Team ensure that specific risk assessments are carried out on a regular basis based on the set goals. The Executive Management Team is responsible for risk mapping, in which identified risks are assessed and categorised into areas such as customers, competitors, finance and IT. A risk assessment was carried out on the financial reporting using the Company's ICFR framework (Internal Control over Financial Reporting). The most important risks in respect of the operation, market trends and financial risks are described in the Administration Report in the "Information on risks and uncertainty factors" section.

#### **CONTROL ACTIVITIES**

The most significant risks are reviewed regularly and are managed through identified and documented key controls which describe how the Company is to manage and maintain control over risks. The formulation of control activities is based on the internal control environment with clear organisational structure defined reporting paths and a quality system with procedures and IT systems which are constantly improved to ensure that they are updated and comprehensive. Key controls linked to risks related to financial reporting may include, for example, procedures for authorising and approving disbursements and reports.

#### **EVALUATION OF PROCEDURES AND KEY ROLES**

The company regularly evaluates the procedures for internal control to ensure that all components are functioning and that the Board can maintain adequate oversight. The Company also specifically evaluates the identified controls linked to the more significant risks to ensure that they are correctly formulated and manage the risks in the intended way. The procedures which are evaluated based on the Company's ICFR framework and cover general controls, financial follow-up, employment, customer orders, purchases, inventories and general IT controls.

The external auditors, the Company's Finance Department and the Audit Committee are in regular contact throughout the financial year with the aim of detecting possible risks and dealing with problems which may affect financial reporting. The auditors also provide regular reports to the Board.

#### REPORTING AND INFORMATION FLOWS

Reporting and information flows are a very important component of the internal control procedures. The Board received continuous reports from the Company's Executive Management Team, for example as monthly reports, and can monitor the progress and status of the operation in relation to set goals and identified risks. The Group's operation, financial position, capital requirements, investments and cost base are discussed at every Board meeting. Reconciliations against the budget and outcome from previous years are made monthly, and major deviations are also reported to the Board at each Board meeting.

Internal information and communication deal with ensuring that the Company's staff are updated in respect of relevant internal control procedures, and that the latest versions of the policies, procedures for standardised work and work instructions are available to all members of staff. External information, which primarily takes place through press releases, financial statements and Interim Reports the the Company's website Annual Report and (deseniogroup.com), aims to keep the market updated on the progress of the Company's operation and ensure that Desenio lives up to the requirements for releasing accurate information to the market in accordance with the regulations of the First North Growth Market. This is also governed by the Company's adopted Information Policy. The Policy specifies what is to be communicated, by whom and in which way the information is to be released to ensure that both external and internal information are accurate and complete. The Chief Executive Officer has overall responsibility for the Company's IR operation. During the year, the Company engaged an external consultant who has handled part of the practical execution of the work.

## **INTERNAL AUDIT**

Given the Group's size, structure and the nature of the operation, the Audit Committee determined that it was not appropriate to establish a separate Internal Audit function. The Board agreed with the Committee's recommendation.

#### EXTERNAL AUDIT

The auditor shall audit the Company's Annual Reports, financial statements and bookkeeping, as well as the administration of the Company by the Board of Directors and the Chief Executive Officer. The audit of the Company's financial reports and financial statements, as well as the administration of the Company by the Board of Directors and the Chief Executive Officer are carried out in accordance with generally accepted audit standards in Sweden. After each financial year, the auditor shall submit an Audit Report and a Consolidated Audit Report to the Annual General Meeting. The Auditor carried out a general audit of the Company's Interim Report for the third quarter.

KPMG AB has been the Company's auditor since 2017, and was re-elected as the Company's auditor at the Annual General Meeting 2024 for the period until the close of the Annual General Meeting 2025. The auditor in charge is Mathias Arvidsson. Mathias Arvidsson is an Authorised Public Accountant and a member of FAR (FAR – the industry organisation for accounting, auditing and consulting).



#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| Net sales         3, 4         856.2         967.2           Cost of goods sold         -127.6         -155.1           Gross profit         728.6         812.1           Fulfilment costs         -222.3         -262.5           Marketing costs         -259.2         -324.6           Administration costs         -142.2         -146.3           Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Net profit/loss for the year         12         -15.1         -10.6           Net profit/loss for the year attributable to:         -1.5         -21.9         -284.2           Net profit/loss for the year         21.9         -284.2           Net profit/loss for the year         21.9         -284.2           Net profit/loss for the year         21.9         -284.2 | MSEK                                     | Note               | 2024   | 2023   |
|--|--|--------------------|--------|--------|
| Gross profit         728.6         812.1           Fulfilment costs         -222.3         -262.5           Marketing costs         -259.2         -324.6           Administration costs         -142.2         -146.3           Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year attributable to:         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2      | Net sales                                | 3, 4               | 856.2  | 967.2  |
| Fulfilment costs       -222.3       -262.5         Marketing costs       -259.2       -324.6         Administration costs       -142.2       -146.3         Other operating income       5       5.6       16.4         Other operating costs       6       -14.5       -270.1         Operating profit       4, 7, 8, 9, 22, 24       95.9       -175.0         Financial income       18.7       25.5         Financial expenses       -121.4       -124.1         Net financial income/expense       10       -102.7       -98.6         Profit/loss before tax       12       -15.1       -10.6         Net profit/loss for the year       12       -15.1       -10.6         Net profit/loss for the year attributable to:       -21.9       -284.2         Net profit/loss for the year       -21.9       -284.2         Net profit/loss for the year       -21.9       -284.2         Earnings per share       13       -       -         before dilution (SEK)       -0.15       -1.91   | Cost of goods sold                       |                    | -127.6 | -155.1 |
| Marketing costs         -259.2         -324.6           Administration costs         -142.2         -146.3           Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4,7,8,9,22,24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         12         -15.1         -10.6           Net profit/loss for the year         12         -15.1         -10.6           Net profit/loss for the year attributable to:         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dillution (SEK)         -0.15         -1.191   | Gross profit                             |                    | 728.6  | 812.1  |
| Marketing costs         -259.2         -324.6           Administration costs         -142.2         -146.3           Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4,7,8,9,22,24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         12         -15.1         -10.6           Net profit/loss for the year         12         -15.1         -10.6           Net profit/loss for the year attributable to:         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dillution (SEK)         -0.15         -1.191   |  |                    |        |        |
| Administration costs         -142.2         -146.3           Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -12.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dillution (SEK)         -0.15         -1.91  | Fulfilment costs                         |                    | -222.3 | -262.5 |
| Other operating income         5         5.6         16.4           Other operating costs         6         -14.5         -270.1           Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  | Marketing costs                          |                    | -259.2 | -324.6 |
| Other operating costs         6         -14.5         -270.1           Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  | Administration costs                     |                    | -142.2 | -146.3 |
| Operating profit         4, 7, 8, 9, 22, 24         95.9         -175.0           Financial income         18.7         25.5           Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year attributable to:         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  | Other operating income                   | 5                  | 5.6    | 16.4   |
| Financial income       18.7       25.5         Financial expenses       -121.4       -124.1         Net financial income/expense       10       -102.7       -98.6         Profit/loss before tax       -6.8       -273.6         Tax       12       -15.1       -10.6         Net profit/loss for the year         Net profit for the year attributable to:         The Parent's shareholders       -21.9       -284.2         Net profit/loss for the year       13       -       -         Earnings per share       13       -       -         before dilution (SEK)       -0.15       -1.91  | Other operating costs                    | 6                  | -14.5  | -270.1 |
| Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  | Operating profit                         | 4, 7, 8, 9, 22, 24 | 95.9   | -175.0 |
| Financial expenses         -121.4         -124.1           Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year         -10.6         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  |  |                    |        |        |
| Net financial income/expense         10         -102.7         -98.6           Profit/loss before tax         -6.8         -273.6           Tax         12         -15.1         -10.6           Net profit/loss for the year           Net profit for the year attributable to:           The Parent's shareholders         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dillution (SEK)         -0.15         -1.91   | Financial income                         |                    | 18.7   | 25.5   |
| Profit/loss before tax  -6.8 -273.6  Tax  12 -15.1 -10.6  Net profit/loss for the year  Net profit for the year attributable to:  The Parent's shareholders -21.9 -284.2  Net profit/loss for the year  13 - before dilution (SEK) -0.15 -1.91   | Financial expenses                       |                    | -121.4 | -124.1 |
| Tax 12 -15.1 -10.6  Net profit/loss for the year  Net profit for the year attributable to:  The Parent's shareholders -21.9 -284.2  Net profit/loss for the year   | Net financial income/expense             | 10                 | -102.7 | -98.6  |
| Tax 12 -15.1 -10.6  Net profit/loss for the year  Net profit for the year attributable to:  The Parent's shareholders -21.9 -284.2  Net profit/loss for the year   |  |                    |        |        |
| Net profit/loss for the year  Net profit for the year attributable to:  The Parent's shareholders  Net profit/loss for the year  -21.9 -284.2  Net profit/loss for the year  13 -  before dilution (SEK)  -0.15 -1.91  | Profit/loss before tax                   |                    | -6.8   | -273.6 |
| Net profit/loss for the year  Net profit for the year attributable to:  The Parent's shareholders  Net profit/loss for the year  -21.9 -284.2  Net profit/loss for the year  13 -  before dilution (SEK)  -0.15 -1.91  |  |                    |        |        |
| Net profit for the year attributable to:  The Parent's shareholders  Net profit/loss for the year  Earnings per share before dilution (SEK)  121.9  -284.2  -21.9  -284.2  -21.9  -284.2   | Tax                                      | 12                 | -15.1  | -10.6  |
| Net profit for the year attributable to:  The Parent's shareholders  Net profit/loss for the year  Earnings per share before dilution (SEK)  121.9  -284.2  -21.9  -284.2  -21.9  -284.2   |  |                    |        |        |
| The Parent's shareholders         -21.9         -284.2           Net profit/loss for the year         -21.9         -284.2           Earnings per share before dilution (SEK)         13         -         -   | Net profit/loss for the year             |                    |        |        |
| Net profit/loss for the year         -21.9         -284.2           Earnings per share         13         -         -           before dilution (SEK)         -0.15         -1.91  | Net profit for the year attributable to: |                    |        |        |
| Earnings per share 13 before dilution (SEK) -0.15 -1.91  | The Parent's shareholders                |                    | -21.9  | -284.2 |
| before dilution (SEK) -0.15 -1.91  | Net profit/loss for the year             |                    | -21.9  | -284.2 |
| before dilution (SEK) -0.15 -1.91  |  |                    |        |        |
|  | Earnings per share                       | 13                 | -      | -      |
| after dilution (SEK) -0.15 -1.91   | before dilution (SEK)                    |                    | -0.15  | -1.91  |
|  | after dilution (SEK)                     |                    | -0.15  | -1.91  |

#### CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

| KSEK   | Note | 2024  | 2023   |
|--|------|-------|--------|
| Net profit/loss for the year                                   | 29   | -21.9 | -284.2 |
| Translation differences transferred to net profit for the year |      | -     | -0.6   |
| Other comprehensive income                                     |      | -     | -      |
| Other comprehensive income for the year                        |      | -21.9 | -284.8 |
|  |      |       |        |
| Comprehensive income for the year                              |      | -21.9 | -284.8 |
| Net profit for the year attributable to:                       |      | -     | -      |
| The Parent's shareholders                                      |      | -21.9 | -284.8 |
|  |      | -21.9 | -284.8 |

#### STATEMENT OF CONSOLIDATED FINANCIAL POSITION

| MSEK  | Note       | 2024-12-31 | 2023-12-31 |
|---|------------|------------|------------|
| Assets  | 26, 27     |            |            |
| Goodwill  | 14         | 584.3      | 584.3      |
| Brands  | 15         | 429.0      | 429.0      |
| Other intangible assets                             | 16         | 2.3        | 4.5        |
| Equipment and fixtures and fittings                 | 17         | 14.6       | 18.5       |
| Right-of-use assets                                 | 27         | 45.7       | 61.8       |
| Financial assets                                    | 25         | 4.8        | 6.8        |
| Deferred tax assets                                 | 12         | 0.3        | 0.4        |
| Total fixed assets                                  |            | 1 081.1    | 1 105.3    |
|   |            |            |            |
| Inventories   | 18         | 65.4       | 49.7       |
|   | 12         | 2.6        | -          |
| Other receivables                                   |            | 15.8       | 23.4       |
| Prepaid expenses and accrued income                 | 19         | 7.5        | 8.9        |
| Cash and cash equivalents                           | 20         | 115.6      | 149.9      |
| Total current assets                                |            | 206.9      | 231.9      |
| Total assets  |            | 1 288.0    | 1 337.2    |
| Equity  | 21         |            |            |
| Share capital                                       |            | 0.5        | 0.5        |
| Other contributed capital                           |            | 296.0      | 296.0      |
| Retained earnings including net profit for the year |            | -364.1     | -342.7     |
| Equity attributable to the Parent's shareholders    |            | -67.6      | -46.2      |
| Total equity  |            | -67.6      | -46.2      |
| Liabilities   | 7, 23      |            |            |
| Non-current interest-bearing liabilities            | 22, 25     | _          | -          |
| Non-current lease liabilities                       | 22, 25, 27 | 31.0       | 49.2       |
| Deferred tax liabilities                            | 12         | 88.4       | 88.4       |
| Total non-current liabilities                       |            | 119.4      | 137.6      |
| Current lease liabilities                           | 22, 25, 27 | 19.7       | 16.5       |
| Accounts payable                                    | 22, 23, 21 | 55.1       | 70.4       |
| Current tax liabilities                             | 12         | 55.1       | 0.7        |
| Other liabilities                                   | 22, 25     | 1 107.1    | 1 110.9    |
| Accrued expenses and deferred income                | 24         | 54.3       | 47.3       |
| Total current liabilities                           | 24         | 1 236.2    | 1 245.8    |
| . Stat. Sal. One national                           |            | 1 200.2    | 1 240.0    |
| Total liabilities                                   |            | 1 355.6    | 1 383.4    |
| Total equity and liabilities                        |            | 1 288.0    | 1 337.2    |

#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|                                   | E        | Equity attributable to the Parent's shareholders |                                  |              |  |  |
|-----------------------------------|----------|--|----------------------------------|--------------|--|--|
|                                   |          | Other  | Retained                         |              |  |  |
|                                   | Share co | ontributed                                       | earnings incl                    |              |  |  |
| MSEK                              | capital  | capital  | Translations result for the year | Total equity |  |  |
| Opening equity 2023-01-01         | 0.5      | 296.0  | -57.9                            | 238.6        |  |  |
| Comprehensive income for the year |          |  |                                  |              |  |  |
| Translation differences           |          |  | -0.6                             | -0.6         |  |  |
| Net profit/loss for the year      |          |  | -284.2                           | -284.2       |  |  |
| Comprehensive income for the year |          |  | -284.8                           | -284.8       |  |  |
| Closing equity 2023-12-31         | 0.5      | 296.0  | 0.0 -342.7                       | -46.2        |  |  |

|                                   | Equity attributable to the Parent's shareholders |            |                                  |              |  |
|-----------------------------------|--|------------|----------------------------------|--------------|--|
|                                   |  | Other      | Retained                         |              |  |
|                                   | Share c  | ontributed | earnings incl                    |              |  |
| MSEK                              | capital  | capital    | Translations result for the year | Total equity |  |
| Opening equity 2024-01-01         | 0.5  | 296.0      | -342.7                           | -46.2        |  |
| Comprehensive income for the year |  |            |                                  |              |  |
| Translation differences           |  |            | 0.5                              | 0.5          |  |
| Net profit/loss for the year      |  |            | -21.9                            | -21.9        |  |
| Comprehensive income for the year |  |            | -21.4                            | -21.4        |  |
|                                   |  |            |                                  |              |  |
| Closing equity 2024-12-31         | 0.5  | 296.0      | 0.0 -364.1                       | -67.6        |  |

#### CONSOLIDATED STATEMENT OF CASH FLOWS

| MSEK   | Note | 2024  | 2023   |
|--|------|-------|--------|
|  | 32   |       |        |
| Operating activities                                   |      |       |        |
| Profit/loss after financial items                      |      | -6.8  | -273.6 |
| Adjustments for items not included in cash flow        |      | 36.0  | 309.5  |
| Income tax paid  |      | -7.5  | -32.7  |
|  |      | 21.7  | 3.2    |
| (1/10)   |      | 45.7  | 0.4.0  |
| Increase(-)/Decrease(+) in inventories                 |      | -15.7 | 24.3   |
| Increase(-)/Decrease(+) in operating receivables       |      | -0.2  | -3.7   |
| Increase(+)/Decrease(-) in operating liabilities       |      | -22.8 | 19.8   |
| Cash flow from operating activities                    |      | -16.8 | 43.6   |
| Investing activities                                   |      |       |        |
| Acquisition of property, plant, and equipment          |      | -0.3  | -2.1   |
| Acquisition of intangible assets                       |      | -0.3  | -      |
| Investments in lease assets                            |      | -     | -      |
| Acquisition of financial assets                        |      | -     | -      |
| Disposal of financial assets                           |      | 1.9   | 0.3    |
| Cash flow from investing activities                    |      | 1.3   | -1.8   |
| Financing activities                                   |      |       |        |
| Change in reserves                                     |      | _     | _      |
| Repurchase of bonds                                    |      | -     | -24.5  |
| Amortisation of lease liability and interest           |      | -18.9 | -23.1  |
| Cash flow from financing activities                    |      | -18.9 | -47.6  |
| Cash flow for the year                                 |      | -34.3 | -5.8   |
| Cash and cash equivalents at the beginning of the year |      | 149.9 | 155.7  |
| Cash and cash equivalents at the beginning of the year |      | 115.6 | 149.9  |
|  |      |       |        |

#### INCOME STATEMENT FOR THE PARENT

| MSEK   | Note       | 2024   | 2023   |
|--|------------|--------|--------|
| Net sales                                      | 3          | 11.5   | 13.7   |
| Cost of goods sold                             |            | -      | -      |
| Gross profit                                   |            | 11.5   | 13.7   |
| Fulfilment costs                               |            | -      | -      |
| Marketing costs                                |            | -      | -      |
| Administration costs                           |            | -24.7  | -23.0  |
| Other operating income                         |            | 0.0    | 7.3    |
| Other operating costs                          | 6          | -0.1   | -6.2   |
| Operating profit                               | 4, 7, 8, 9 | -13.3  | -8.2   |
| Write-down of shares in subsidiaries           |            | -      | -250.0 |
| Profit/loss after financial items              |            |        |        |
| Interest income from Group companies           |            | 0.8    | 1.0    |
| Interest income and similar profit/loss items  | 10         | 8.3    | 13.5   |
|  |            | -2.3   | -1.9   |
| Interest expense and similar profit/loss items | 10         | -115.3 | -109.9 |
| Profit/loss after financial items              |            | -121.8 | -355.5 |
| Appropriations                                 | 11         | 109.6  | 109.1  |
| Profit/loss before tax                         |            | -12.2  | -246.4 |
| Tax  | 12         | -13.6  | -16.2  |
| Net profit/loss for the year                   |            | -25.8  | -262.6 |

| MSEK                                    | Note | 2024  | 2023   |
|---|------|-------|--------|
| Profit/loss for the period              |      | -25.8 | -262.6 |
|   |      |       |        |
| Other comprehensive income              |      | -     |        |
| Other comprehensive income for the year |      | -25.8 | -262.6 |
|   |      |       |        |
| Comprehensive income for the year       |      | -25.8 | -262.6 |

#### BALANCE SHEET FOR THE PARENT

| MSEK Note                               | 2024-12-31 | 2023-12-31 |
|---|------------|------------|
| Non-current assets                      |            |            |
| Property, plant, and equipment          | -          | 0.1        |
| Financial assets                        |            |            |
| Total non-current assets                | 1 156.8    | 1 156.4    |
| Current assets                          |            |            |
| Current receivables                     |            |            |
| Receivables from Group companies        | 57.3       | 53.2       |
| Other receivables                       | 2.0        | 8.2        |
| Prepaid expenses and accrued income 19  | 0.3        | 1.2        |
| Total current receivables               | 59.6       | 62.6       |
| Cash and cash equivalents               | 3.5        | 10.7       |
| Total current assets                    | 63.1       | 73.3       |
|   |            |            |
| Total assets                            | 1 219.9    | 1 229.7    |
| Equity and liabilities                  |            |            |
| Equity 21                               |            |            |
| Restricted equity                       |            |            |
| Share capital                           | 0.5        | 0.5        |
| Non-restricted equity                   |            |            |
| Profit/loss brought forward             | 150.9      | 413.4      |
| Net profit/loss for the year            | -25.8      | -262.6     |
| Total equity                            | 125.6      | 151.3      |
| Current liabilities                     |            |            |
| Accounts payable                        | 5.0        | 0.7        |
| Liabilities to Group companies          | 18.2       | 13.0       |
| Other lialilities 22, 25                | 1 065.1    | 1 057.7    |
| Accrued expenses and deferred income 24 | 6.0        | 7.0        |
| Total current liabilities               | 1 094.3    | 1 078.4    |
| Total equity and liabilities            | 1 219.9    | 1 229.7    |

## STATEMENT OF CHANGES IN EQUITY FOR THE PARENT

|  |                       | Restricte          | d equity                         |                       |
|--|-----------------------|--------------------|----------------------------------|-----------------------|
| MSEK   | Restricted equity     | Balanced<br>result | Year's result                    | Total equity          |
| Opening equity 2023-01-01                          | 0.5                   | 410.0              | 3.4                              | 413.9                 |
| Net profit for the year                            |                       |                    | -262.6                           | -262.6                |
| Comprehensive income for the year                  |                       |                    | -262.6                           | -262.6                |
|  |                       |                    |                                  |                       |
| Appropriation of profits                           |                       | 3.4                | -3.4                             | 0.0                   |
| Closing equity 2023-12-31                          | 0.5                   | 413.4              | -262.6                           | 151.3                 |
|  |                       |                    |                                  |                       |
|  |                       | Restricte          | d equity                         |                       |
| MSEK   | Restricted equity     | Balanced           | d equity  Year's result          | Total equity          |
| MSEK Opening equity 2024-01-01                     | Restricted equity 0.5 | Balanced           |                                  | Total equity<br>151.3 |
|  | equity                | Balanced<br>result | Year's result                    |                       |
| Opening equity 2024-01-01                          | equity                | Balanced<br>result | Year's result                    | 151.3                 |
| Opening equity 2024-01-01  Net profit for the year | equity                | Balanced<br>result | Year's result<br>-262.6<br>-25.8 | 151.3<br>-25.8        |
| Opening equity 2024-01-01  Net profit for the year | equity                | Balanced<br>result | Year's result<br>-262.6<br>-25.8 | 151.3<br>-25.8        |

#### STATEMENT OF CASH FLOWS FOR THE PARENT

| MSEK   | Note | 2024   | 2023   |
|--|------|--------|--------|
|  | 32   |        |        |
| Operating activities                                   |      |        |        |
| Profit/loss after financial items                      |      | -121.8 | -355.5 |
| Adjustments for items not included in cash flow        |      | 8.8    | 248.3  |
| Income tax paid  |      | -7.3   | -33.5  |
|  |      | -120.3 | -140.7 |
| Increase(-)/Decrease(+) in operating receivables       |      | -3.2   | 57.2   |
| Increase(+)/Decrease(-) in operating liabilities       |      | 7.1    | 0.1    |
| Cash flow from operating activities                    |      | -116.4 | -83.4  |
| Investing activities                                   |      |        |        |
| Acquisition of financial assets                        |      | -0.5   |        |
| Desposals of assets                                    |      | 0.1    |        |
| Cash flow from investing activities                    |      | -0.4   | -      |
| Financing activities                                   |      |        |        |
| Repurchased bonds                                      |      | -      | -24.5  |
| Share options exercised                                |      | -      | -      |
| Group contributions                                    |      | 109.6  | 109.1  |
| Dividends paid   |      | -      | -      |
| Cash flow from financing activities                    |      | 109.6  | 84.6   |
| Cash flow for the year                                 |      | -7.2   | 1.2    |
| Cash and cash equivalents at the beginning of the year |      | 10.7   | 9.5    |
| Cash and cash equivalents at year-end                  |      | 3.5    | 10.7   |

#### Not 1. Significant accounting policies

#### COMPLIANCE WITH SET STANDARDS AND LAW

The Consolidated Financial Statements have been drawn up in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and adopted by the EU. In addition, Rådet för financial rapportering's [the Swedish Financial Reporting Board recommendation RFR 1 Supplementary accounting rules for groups has been applied.

The Parent applies the same accounting policies as the Group except in those cases specified below in the "the Parent's accounting policies" section.

The Annual Report and the Consolidated Financial Statements were approved for release by the Board of Directors and the Chief Executive Officer. The consolidated statement of profit or loss and other comprehensive income as well as the statement of financial position and the Parent's income statement and balance sheet will be subject to adoption at the Annual General Meeting.

#### **VALUATION BASES APPLIED** IN THE PREPARATION OF THE FINANCIAL **STATEMENTS**

Assets and liabilities are recognised at historical cost Desenio's balance sheets currently contain no items which are recognised at fair value.

#### **FUNCTIONAL CURRENCY AND PRESENTATION** CURRENCY

The Parent's functional currency is the Swedish Kronor, which is also the presentation currency for the Parent and for the Group. This means that financial reports are presented in Swedish Kronor. All amounts, unless otherwise stated, are expressed in millions of Swedish Kronor.

#### **ESTIMATES AND JUDGEMENTS IN THE FINANCIAL STATEMENTS**

Preparing the financial statements in accordance with IFRS requires that the Executive Management Team makes estimates and judgements as well as assumptions which affect the application of the accounting policies and the recognised amounts of assets, liabilities, income and expense. The actual outcomes may deviate from these estimates and judgements.

The estimates and assumptions are regularly reviewed. Changes to estimates are recognised in the period in which the changes are made if the change affects this period only, or in the period in which the changes are made and in future periods if the change affects both the current period and future periods. Judgements made by the Executive Management Team in applying IFRS which have a significant effect on the financial statements and estimates made which can lead to significant adjustments in the financial statements of the subsequent year are described in greater detail in Note 34.

#### SIGNIFICANT ACCOUNTING POLICIES APPLIED

The accounting policies specified below have been applied consistently to all periods that are presented in the Consolidated Financial Statements. The Group's accounting policies have, in addition, been applied consistently by Group companies.

#### NEW IFRS WHICH HAVE NOT YET BEEN APPLIED

New and amended IFRS due to be applied in the future are not expected to have any material effect on the Company's financial statements.

#### CLASSIFICATION ETC.

Non-current assets consist essentially of amounts which are expected to be recovered or paid after more than twelve months from the end of the reporting period, while current assets consist essentially of amounts which are expected to be recovered or paid within twelve months from the end of the reporting period. Non-current liabilities consist essentially of amounts to which Desenio has an unconditional right as at the end of the reporting period.

#### **OPERATING SEGMENT REPORTING**

An operating segment is a part of the Group which carries on an operation from which it can generate income and deduct costs and for which independent financial information is available. The profit or loss of an operating segment is also followed up by the company's highest executive decision maker to evaluate the profit or loss and to determine the allocation of resources to the operating segment. See Note 4 for a further explanation of the division and presentation of operating segments.

#### Consolidation principles and business combinations

#### **SUBSIDIARIES**

Subsidiaries are companies which are controlled by Desenio Group AB. Control exists if Desenio Group AB has influence over investment objects, is exposed to or has the right to a variable return from its engagement, and can also use its influence over investment to affect the return. In assessing whether control exists, account is taken of potential voting shares as well as whether de facto control exists.

Subsidiaries are recognised using the acquisition method. This method means that the acquisition of a subsidiary is treated as a transaction through which the Group indirectly acquires the assets of the subsidiary and assumes its liabilities. In the acquisition analysis, the fair value of acquired identifiable assets and assumed liabilities, as well as any non-controlling holdings is established as at the acquisition date. Transaction expenses, with the exception of transaction expenses which are attributable to the issue of equity instruments or debt instruments, which arise are recognised directly in profit or loss.

In the event of business combinations in which the compensation transferred, any non-controlling holdings and the fair value of previously owned participations (in the event of stepped acquisitions) exceeds the fair value of the acquired assets and assumed liabilities which are recognised separately, the difference is recognised as goodwill. When the difference is negative, in a "bargain purchase" this is recognised directly in profit or loss.

#### TRANSACTIONS WHICH ARE ELIMINATED ON CONSOLIDATION

Internal group receivables and liabilities, income or expense and unrealised gains or losses which arise from intra-Group transactions among Group companies, are eliminated in their entirety in the preparation of the Consolidated Financial Statements.

#### Foreign currencies

#### TRANSACTIONS IN FOREIGN CURRENCIES

Transactions in foreign currencies are translated to the functional currency at the exchange rate ruling on the transaction date. The functional currency is the currency in the primary economic environment in which the companies carry on their operations. Monetary assets and liabilities in foreign currencies are translated to the functional currency at the exchange rate ruling at the end of the reporting period. Exchange differences which arise from translations are recognised in profit or loss. Non-monetary assets and liabilities which are recognised at historical cost are translated at the exchange rate on the date of the transaction. Non-monetary assets and liabilities which are recognised at fair value are translated to the functional currency at the exchange rate ruling on the date of valuation at fair value.

#### FINANCIAL STATEMENTS OF FOREIGN **OPERATIONS**

Assets and liabilities in foreign operations, including goodwill and other consolidated surplus values and negative surplus values, are translated from the foreign operation's functional currency to the Group's presentation currency, Swedish Kronor, at the exchange rate ruling at the end of the reporting period. Income and

expense in a foreign operation translated to Swedish Kronor at an average exchange rate which constitutes an approximation of the exchange rates which existed on the respective transaction dates. Translation differences which arise during the currency translation for foreign operations are recognised in other comprehensive income and accumulated in a separate component of equity, designated the translation reserve.

When control of a foreign operation ceases, the accumulated translation differences attributable to the operation are realised, whereupon they are reclassified from the translation reserve and equity to profit or loss. In the event that disposal takes place but control remains, a proportional share of accumulated translation differences are transferred from the translation reserve to noncontrolling holdings.

#### Income

#### PERFORMANCE OBLIGATIONS AND INCOME **RECOGNITION PRINCIPLES**

Income is valued on the basis of the compensation specified in the agreement with the customer. Desenio recognises the income when control over a good or service is transferred to the customer. The Group's income consists essentially of the sale of goods. Control is normally transferred when the good is handed over to an independent carrier, and this is the point at which the performance obligation is fulfilled.

The Group's contract with its customers permits the return of a good. The expected effect of returns is recognised through the income being initially reduced by the expected repayment, which is calculated on the basis of historical data, and a repayment liability is recognised. The right to recover the good is recognised as an asset equivalent to the inventory value.

#### STATE AID

Government assistance is recognised in the statement of financial position as accrued income when there is reasonable certainty that the assistance will be received and that the Group will fulfil the terms and conditions associated with the assistance. The assistance is accrued systematically in profit or loss in the same way and over the same periods as the costs which the assistance is intended to compensate for.

#### **LEASES**

When an agreement is entered into, the Group judges whether the agreement is, or contains, a lease. An agreement is, or contains, a lease if the agreement transfers the right for a certain period to determine the use of an identified asset in exchange for a consideration.

At the beginning of a lease or on the review of a lease which contains several lease component and non-lease component benefits, the Group pays the contractual remuneration to each component based on the stand-alone price. For the lease of buildings and ground in which the Group is the lessee, the Group has, however, chosen not to separate non-lease components, and recognises lease components and non-lease components which are paid at a fixed amount as one single lease component.

#### LEASES IN WHICH THE GROUP IS LESSEE

The Group recognises a right-of-use asset and a lease liability on the date on which the lease commences. The right-of-use asset is valued initially at cost, which consists of the initial value of the lease liability with the addition of lease fees which were paid on or before the commencement date plus any initial direct expenditure. The right-of-use asset is depreciated on a straight-line basis from the commencement date until the earlier of the end of the useful life of the asset and the end of the lease period, which, for the Group, is normally the end of the lease period. In the rare case where the cost of the right-of-use asset reflects the fact that the Group will exercise an option to purchase the underlying asset, the asset is depreciated to the end of its useful life.

Lease liabilities which are divided into non-current and current parts are valued initially at the present value of the remaining lease fees over the estimated lease period. The lease period consists of the non-cancellable period with the addition of further periods in the agreement if it is judged on the commencement date as reasonably certain that these will be utilised.

The lease fees are normally discounted at the Group's marginal borrowing interest rate, which, over and above the Group's company's credit risk reflects the agreement's lease period, currency and the quality of the underlying asset as intended security. In the event that the implicit interest rate in the lease can be established easily, however, this interest rate is used, which is the case for parts of the Group's leases of vehicles.

The value of the liability is raised by the interest cost for the respective period and reduced by the lease payments. The interest expense is calculated as the value of the liability multiplied by the discount rate.

For leases which have a lease period of 12 months or less, or with an underlying asset of low value, below SEK 50,000, no right-of-use asset and lease liability are recognised. Lease fees for these leases are recognised as a cost on a straight-line basis over the lease period.

#### FINANCIAL INCOME AND EXPENSE

Interest income or interest expense are recognised in accordance with the effective interest-rate method. Dividends are recognised in profit or loss as at the date on which the Group's right to payment is established. The effective interest rate is the interest rate which exactly discounts the estimated future payments received and disbursed during the expected term of the financial instrument at:

 The recognised gross value of the financial asset, or the accrued cost of the financial liability.

#### TAX

Income tax comprises current tax and deferred tax. Income tax is recognised in profit or loss apart from when the underlying transaction is recognised in other comprehensive income or in equity, whereupon the associated tax effect is recognised in other comprehensive income or in equity.

Current tax is the tax which is to be paid or received in the current year, using the tax rates which are in effect or in practice in effect at the end of the reporting period. The current tax also includes adjustment of current tax attributable to earlier periods.

Deferred tax is calculated in accordance with the balance sheet method with the starting point in temporary differences between the carrying amounts and tax values of assets and liabilities. Temporary differences are not taken into account in Group goodwill nor is any difference which arose on first recognition of assets and liabilities that are not business combinations which, on the date of the transaction do not affect either the recognised or taxable profit or loss. In addition, temporary differences attributable to participations in subsidiaries and associates which are not expected to be reversed in the foreseeable future are not taken into account. The valuation of deferred tax is based on how the underlying assets and liabilities are expected to be realised or settled. Deferred tax is calculated using the tax rates and tax regulations which are in effect or in practice in effect at the end of the reporting period.

Deferred tax assets in respect of deductible temporary differences and loss carry forwards are recognised only to the extent that it is likely that these will be utilised. The value of deferred tax assets is reduced when it is no longer considered likely that they can be utilised.

#### Financial instruments

#### **RECOGNITION AND FIRST VALUATION**

Accounts receivable and issued debt instruments are recognised when they are issued. Other financial assets and financial liabilities are recognised when the Group becomes a party to the contractual terms and conditions of the instrument.

#### **CLASSIFICATION AND SUBSEQUENT VALUATION**

#### FINANCIAL ASSETS

On first recognition, a financial asset is classified as valued at: amortised cost: fair value via other comprehensive income - debt instrument investment; fair value via other comprehensive income – equity investment; or fair value via profit or loss. The group holds only financial assets valued at amortised cost.

### FINANCIAL LIABILITIES - CLASSIFICATION, SUBSEQUENT VALUATION AND GAINS AND

Financial liabilities are classified as valued at amortised cost or fair value via profit or loss. The Group only has financial liabilities valued at amortised cost. Interest expense and exchange rate gains and losses are recognised in profit or loss. Gains or losses on derecognition are also recognised in profit or loss.

#### **IMPAIRMENT - EXPECTED CREDIT LOSSES**

The Group's accounts receivable are normally transferred immediately on establishment and, consequently, no credit losses arise.

#### **FINANCIAL ASSETS**

The Group deletes a financial asset from the statement of financial position when the contractual rights to the cash flows from the financial assets cease or if it transfers the right to receive the contractual cash flows through a transaction in which in essence all risks and benefits associated with ownership have been transferred or in which the Group does not transfer or retains essentially all the risks and benefits of ownership and does not retain control of the financial asset.

#### **FINANCIAL LIABILITIES**

The Group derecognises a financial liability from the statement of financial position when the obligations specified in the agreement are fulfilled, are cancelled or cease. The Group also derecognises a financial liability when the contractual terms and conditions are modified and the cash flows from the modified liability are materially different. In that case a new financial liability is recognised at fair value based on the modified terms and conditions.

#### **SET-OFF**

Financial assets and financial liabilities shall be set-off and recognised at a net amount in the statement of financial position only when the Group has a legal right to set-off the carrying amount and has the intention of settling the items at a net amount or simultaneously realising the asset and settling the liability.

#### PROPERTY, PLANT, AND EQUIPMENT

Property, plant and equipment are recognised in the Group at cost after the deduction of accumulated depreciation and

any impairments. Cost includes the purchase price as well as expenditure directly attributable to the asset to bring it on-site and into a condition to be utilised in accordance with the purpose of the acquisition.

#### AMORTISATION POLICY

Depreciation takes place on a straight-line basis over the estimated useful life of the asset. Land is not depreciated. Leased assets are also depreciated over their estimated useful life, or if this is shorter, over the agreed lease period. The Group applies component depreciation, which means that the estimated useful life of the components is used as the basis for depreciation.

The depreciation methods used, the residual values and useful lives are reviewed at the end of each year.

#### Intangible assets

#### **GOODWILL AND BRANDS**

Goodwill and brands are valued at cost minus any accumulated impairment. Goodwill and brands are allocated to cash-generating units and are tested at least annually for impairment.

#### **DEVELOPMENT EXPENDITURE**

Expenditure on development, in which knowledge is applied to achieve new and improved products or processes, is recognised as an asset in the statement of financial position, if the product or process is technically and commercially usable, and the Company has sufficient resources to complete the development and subsequently use or sell the intangible asset. The carrying amount includes all directly attributable expenditure; e.g. for materials and services, remuneration of employees, registration of a legal right, amortisation of patents and licences and borrowing expenses in accordance with IAS 23. Other expenditure for development is recognised in profit or loss as an expense when it arises. In the statement of financial position, recognised development expenditure is included at cost minus accumulated amortisation and any impairment.

#### OTHER INTANGIBLE ASSETS

Other intangible assets which have been acquired by the Group consist primarily of customer relationships, and are recognised at cost minus accumulated amortisation and any impairment.

#### **AMORTISATION POLICY**

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of the intangible asset, unless the useful life is infinite. The useful life periods are reviewed at least annually. Goodwill and other intangible assets with an infinite useful life or which are not ready for use are tested for impairment annually and, in addition, as soon as there are indications that the asset in question has fallen in value. Intangible assets with a finite useful life are amortised from the date on which they are available for use.

- The estimated useful lives are: capitalised development expenditure 5 years
- customer relationships 3 years

# IMPAIRMENT OF PROPERTY, PLANT AND EQUIPMENT.

#### **INTANGIBLE ASSETS AND RIGHT-OF-USE ASSETS**

If there are indications of an impairment need, the recoverable amount of the asset is calculated (see below). For goodwill, other intangible assets with indefinite useful lives and intangible assets which are not yet ready for use, the recoverable amount is also calculated annually. If it is not possible to determine significant independent cash flows for an individual asset, and its fair value minus selling expenses cannot be used, the assets are grouped on testing for impairment at the lowest level at which it is possible to identify significant independent cash flows — a cash-generating unit.

An impairment is recognised when the carrying amount of an asset or cash-generating unit (group of units) exceeds the recoverable amount. An impairment is recognised as a cost in profit or loss. When an impairment need is identified for a cash-generating unit (group of units) the impairment amount is initially allocated to goodwill. Thereafter, a proportional impairment of other assets included in the unit (group of units) is made.

The recoverable amount is the higher of its fair value less selling costs, and its value in use. In calculating the value in use, future cash flows are discounted using a discount factor which takes account of risk-free interest and the risk associated with the specific asset.

#### **REVERSAL OF IMPAIRMENT**

An impairment is reversed if there are indications that the impairment need no longer exists and changes taking place in the assumptions which lay behind the calculation of the recoverable amount. Impairment of goodwill however, is never reversed. Reversal is made only to the extent that the carrying amount of the asset after reversal does not exceed the carrying amount which would have been recognised, with the deduction of amortisation where that is involved, if no impairment had been made.

#### **INVENTORIES**

Inventories are stated at the lower of cost and net realisable value. The cost of inventories is calculated through the application of the first in, first out method (FIFO) and include expenditure which arose on the acquisition of the inventory assets and transporting them to their present location and condition.

#### **EARNINGS PER SHARE**

The calculation of earnings per share before dilution is based on the consolidated net profit for the year attributable to the Parent's owners and on the weighted average number of shares outstanding during the year. In calculating earnings per share after dilution, the profit and the average number of shares are adjusted to take account of the effects of diluting potential ordinary shares, which, during the reported periods derived from options issued to employees. The dilution from the options is based on an estimate of how many shares hypothetically could have been purchased during the period at the exercise price and the value of remaining services in accordance with IFRS 2 Share-related payment. The shares which it had not been possible to buy lead to dilution. Also included are the number of options, and therefore shares, which would have been vested if the degree of fulfilment of the vesting conditions at the end of the current period would also exist at the end of the vesting period. Potential ordinary shares are seen as diluting only during periods in which it leads to lower earnings or greater loss per share.

#### **PENSION PLANS**

All of Desenio's pension obligations are defined-contribution plans. Pension plans are classified as defined-contribution if the Company's obligation is limited to the contributions that the Company has undertaken to pay. In such cases the amount of the employee's pension depends on the contributions which the Company paid into the plan or to an insurance company, and the return on capital which the contributions generate. Consequently, it is the employee who bears the actual risk (that the remuneration will be lower than expected) and the investment risk (that the invested assets will be insufficient to provide the expected remuneration). The Company's obligations in respect of contributions to defined-contribution plans are recognised as an expense in profit or loss at the rate at which they are earned by the employee carrying out services for the Company during a period.

#### SHARE-RELATED PAYMENT

An options programme enables employees to acquire shares in the Company. The employees' have, however, paid the market value for the options received, and, accordingly, there will be no effect on profit or loss or in the statement of financial position.

#### THE PARENT'S ACCOUNTING POLICIES

The Parent has drawn up its Annual Report in accordance with the Swedish Annual Accounts Act (1995:1554) and the Swedish Financial Reporting Board's recommendation RFR 2 Accounting for legal entities. The Swedish Financial Reporting Board's issued declarations applicable to listed companies is applied. RFR 2 means that the Parent, in the Annual Report for the legal entity, shall apply all EU-approved IFRS and declarations as far as this is possible

within the framework of the Annual Accounts Act, the Pensions Obligations Vesting Act (1967:531) and taking account of the connection between accounting and taxation. The recommendation specifies which exceptions from and additions to IFRS are to be made.

#### DIFFERENCES BETWEEN THE ACCOUNTING POLICIES OF THE GROUP AND THE PARENT

The differences between the accounting policies of the Group and the Parent are set out below. The accounting policies for the Parent specified below have been applied consistently to all periods presented in the Parent's financial statements.

#### **CLASSIFICATION AND LAYOUTS**

The terms used for the Parent are balance sheet and analysis of cash flows for the statements which in the Group are entitled statement of financial position and statement of cash flows respectively. The Parent's income statement and balance sheet are laid out in accordance with the schedule in the Annual Accounts Act, while the statement of profit or loss and other comprehensive income, the statement of changes in equity and the analysis of cash flows are based on IAS 1 Presentation of Financial Statements and IAS 7 Statement of Cash Flows respectively. The differences from the Group's statements which come into play in the Parent's income statements and balance sheets consist primarily of the presentation of equity.

#### **SUBSIDIARIES**

Participations in subsidiaries are recognised in the Parent using the cost method. This means that transaction expenses are included in the carrying amount. In the Consolidated Financial Statements, transaction expenses attributable to subsidiaries are recognised directly in profit or loss as they arise.

#### **OPERATING SEGMENT REPORTING**

The Parent does not recognise segments in accordance with the same division or with the same scope as the Group, but states the allocation of net sales in the Parent's operational areas.

#### **LEASED ASSETS**

The Parent does not apply IFRS 16, in accordance with the exception provided for in RFR 2. As the lessee, lease fees are recognised as an expense on a straight-line basis over the lease period, and, accordingly, right-of-use and lease liabilities are not recognised in the balance sheet. In the same way as in the Consolidated Financial Statements, no differentiation is made between lease components and nonlease components for land and buildings. Lease components and non-lease components are instead recognised as a single lease component for these types of underlying assets. Those agreements in which the Parent constitutes the lessor are recognised as operating leases.

#### **GROUP CONTRIBUTION**

Group contribution is recognised as an appropriation.

#### Not 2. Going concern assumption

In December 2020, Desenio Group AB (publ) issued a covered bond of a total of SEK 1,100 million in connection with the acquisition of Poster Store. The bond runs with variable interest of STIBOR 3m +5.5 % and matured in December 2024. The maximum amount for the bond is SEK 1,800 million. The bond has no ongoing covenants, except when new debt is raised and, for example, in the event of share dividends. Borrowing costs are amortised at a rate of SEK 2.2 million per guarter until December 2024. The amount is included in interest expenses and is non-cash.

In June 2023, Desenio Group repurchased its own corporate bonds on the open market, corresponding to 3.2% of the total outstanding bond loan (nominal value SEK 35 million). The purchases were made at an average repurchase amount of 70% of the nominal value for a total sum equivalent to SEK 24.5 million. Through the repurchase of bonds below nominal value, the company reduced interest costs and the bond-related debt from SEK 1,100 million to SEK 1,065 million.

On 24 December a term sheet was signed outlining the restructuring of the bonds. The agreement includes a debt conversion which implies a 75% write-down of the bonds and a 95% dilution of existing shareholders. This agreement was approved by the bondholders in February 2025 and ratified at an Extraordinary General Meeting of shareholders on 4 March 2025.

The former bond was exchanged for two new bonds in March 2025. Desenio Group AB has a 4-year bond with a nominal amount of SEK 251.3 million and an interest rate of 12.5% (8.75% is cash interest and 3.75% is payment-inkind interest). Desenio MidCo AB has a 2.5-year bond with a nominal value of SEK 150 million and 7.75% cash interest.

As a result of this refinancing, the debt level and the maturity structure of the Company's financing have both improved significantly and therefore no financing risk is expected to materialise in the next 12 months.

#### Not 3. Income

#### **CONTRACT BALANCES**

Information on receivables, contract assets and contract liabilities from contracts with customers are summarised below.

| THE GROUP         |                       |
|-------------------|-----------------------|
| MSEK              | 2024-12-31 2023-12-31 |
| Other receivables | 15.8 23.4             |
| THE PARENT        |                       |
| MSEK              | 2024-12-31 2023-12-31 |
| Other receivables | 6.0 1.8               |

The Group's income consists essentially of sales of goods, such as posters and frames. Control is normally transferred when the good is handed over to an independent carrier, and this is the point at which the performance obligation is fulfilled. Consequently, income is recognised at the time of transfer to an independent carrier. The Parent's income includes allocation of common costs

#### Not 4. Operating segments

The Group's operation is divided into operating segments based on the particular parts of the operation that the Company's highest executive decision maker follows up. This system is called the "management approach".

The Group's operation is followed up on a geographical basis. The follow-up covers income, the cost of goods sold and operating costs. The division into operating segments is based on the markets in which Desenio's products are sold.

#### The following operating segments have been identified:

• Nordics

- · Core Europe, which consists of Germany, France, the Netherlands and Great Britain
- Rest of Europe
- Rest of World

#### **INCOME PER GEOGRAPHICAL AREA**

| THE GROUP                   |       |       |
|-----------------------------|-------|-------|
| MSEK                        | 2024  | 2023  |
| External revenues           |       |       |
| Sweden                      | 101.5 | 100.0 |
| Germany                     | 218.0 | 235.5 |
| France                      | 69.0  | 81.7  |
| The Netherlands             | 44.0  | 53.0  |
| Great Britain               | 84.4  | 105.3 |
| Rest of Europe              | 267.4 | 296.4 |
| USA                         | 47.1  | 53.5  |
| Rest of World               | 24.7  | 41.8  |
|                             | 856.2 | 967.2 |
| Investments in fixed assets |       |       |
| Sweden                      | -     | -     |
| The Czech Republic          | 0.3   | 1.1   |
| USA                         | -     | 1.0   |
|                             | 0.3   | 2.1   |

#### THE GROUP'S OPERATING SEGMENTS

|                          |        |        |          |        |         |        |         |       | Recor  | nciling | То     | tal    |
|--------------------------|--------|--------|----------|--------|---------|--------|---------|-------|--------|---------|--------|--------|
|                          | Nor    | dics   | _ Core E | urope  | Rest of | Europe | Rest of | world | ite    | ms      | consol | idated |
| MSEK                     | 2024   | 2023   | 2024     | 2023   | 2024    | 2023   | 2024    | 2023  | 2024   | 2023    | 2024   | 2023   |
| Net sales                | 216.5  | 224.0  | 415.2    | 475.5  | 152.6   | 182.5  | 71.9    | 85.2  |        |         | 856.2  | 967.2  |
| Cost of goods sold       | -33.1  | -37.5  | -60.2    | -74.8  | -20.6   | -28.1  | -13.7   | -14.8 |        |         | -127.6 | -155.1 |
| Gross profit             | 183.4  | 186.5  | 355.0    | 400.7  | 132.0   | 154.4  | 58.2    | 70.5  |        |         | 728.6  | 812.1  |
|                          |        |        |          |        |         |        |         |       |        |         |        |        |
| Operating costs          | -115.9 | -119.9 | -224.4   | -262.6 | -72.1   | -92.3  | -67.4   | -68.2 | -152.8 | -444.1  | -632.6 | -987.1 |
| Operating profit         | 67.5   | 66.6   | 130.6    | 138.1  | 59.9    | 62.1   | -9.2    | 2.3   | -152.8 | -444.1  | 96.0   | -175.0 |
|                          |        |        |          |        |         |        |         |       |        |         |        |        |
| Net financial income/ ex |        |        |          |        |         |        |         |       | -102.7 | -98.6   | -102.7 | -98.6  |
| Profit/loss before tax   | 67.5   | 66.6   | 130.6    | 138.1  | 59.9    | 62.1   | -9.2    | 2.3   | -255.5 | -542.7  | -6.8   | -273.6 |

# Not 5. Other operating income

|  | 5.6  | 16.4 |
|--|------|------|
| Other  | 0.9  | 1.5  |
| Exchange rate gains on operating receivables/liabilities | 4.7  | 14.9 |
| MSEK   | 2024 | 2023 |
| THE GROUP  |      |      |
|  |      |      |

|  | 0.0  | 7.3  |
|--|------|------|
| Exchange rate gains on operating receivables/liabilities | 0.0  | 7.3  |
| MSEK   | 2024 | 2023 |
| THE PARENT   |      |      |

## Not 6. Other operating costs

| THE GROUP  |       |                 |
|--|-------|-----------------|
| MSEK   | 2024  | 2023            |
| Exchange rate losses on receivables/liabilities of an operating character Write-down of goodwill | -14.5 | -20.1<br>-250.0 |
|  | -14.5 | -270.1          |

| THE PARENT  |      |      |
|---|------|------|
| MSEK  | 2024 | 2023 |
| Exchange rate losses on receivables/liabilities of an operating character | -0.1 | -6.2 |
|   | -0.1 | -6.2 |

# Not 7. Employees, personnel costs and remuneration of senior executives

| THE GROUP                                 |      |       |         |      |      |       |        |
|---|------|-------|---------|------|------|-------|--------|
| MSEK                                      |      |       |         | 2024 |      | 2023  |        |
| Salaries and remuneration etc.            |      |       |         | 61.1 |      | 63.7  |        |
| Pension costs, defined-contribution plans |      |       |         | 4.5  |      | 5.1   |        |
| Social security contributions             |      |       |         | 20.2 |      | 21.3  |        |
|   |      |       |         | 85.7 |      | 90.1  |        |
| MSEK                                      | 2024 | Of wh | nom men |      | 2023 | Of wh | om men |
| The parent                                |      |       |         |      |      |       |        |
| Sweden                                    | 3    |       | 65%     |      | 3    |       | 67%    |
| Total parent                              | 3    |       | 65%     |      | 3    |       | 67%    |
|   |      |       |         |      |      |       |        |
| Subsidiaries                              |      |       |         |      |      |       |        |
| Sweden                                    | 85   |       | 23%     |      | 97   |       | 19%    |
| The Czech Republic                        | 28   |       | 27%     |      | 26   |       | 27%    |
| USA                                       | 1    |       | 100%    |      | 3    |       | 35%    |
| Total in subsidiaries                     | 114  |       | 25%     |      | 126  |       | 21%    |
|   |      |       |         |      |      |       |        |
| Group total                               | 117  |       | 26%     |      | 129  |       | 22%    |
|   |      |       |         |      |      |       |        |

#### GENDER DISTRIBUTION IN THE EXECUTIVE MANAGEMENT TEAM

|                         | 2024-12-31       | 2023-12-31       |
|-------------------------|------------------|------------------|
| MSEK                    | Percentage women | Percentage women |
| The parent              |                  |                  |
| Board of directors      | 40%              | 40%              |
| Other senior executives | 50%              | 50%              |
|                         |                  |                  |
| The group               |                  |                  |
| Board of directors      | 40%              | 40%              |
| Other senior executives | 50%              | 50%              |

#### SALARIES AND OTHER BENEFITS DIVIDED BETWEEN SENIOR EXECUTIVES AND OTHER EMPLOYEES, AS WELL AS SOCIAL SECURITY CONTRIBUTIONS IN THE PARENT.

| WEEL AS SOCIAL SECONT TOON TRIBOTIONS IN THE LA |                   |                 |       |
|---|-------------------|-----------------|-------|
| THE PARENT                                      |                   | 2024            |       |
|   |                   |                 |       |
| MSEK  | Senior executives | Other employees | Total |
| Wages, salaries and other benefits              | 7.3               | 0.0             | 7.3   |
| (of which bonuses, etc.)                        | 1.3               | 0.0             | 1.3   |
|   |                   |                 |       |
| Social security expenses                        | 5.5               | 0.0             | 5.5   |
| (of which pension expenses)                     | 2.0               | 0.0             | 2.0   |
| THE PARENT                                      | 2023              |                 |       |
|   |                   |                 |       |
| MSEK  | Senior executives | Other employees | Total |
| Wages, salaries and other benefits              | 7.7               | 0.0             | 7.7   |
| (of which bonuses, etc.)                        | 0.5               | 0.0             | 0.5   |
|   |                   |                 |       |
| Social security expenses                        | 5.5               | 0.0             | 5.5   |
| (of which pension expenses)                     | 1.5               | 0.0             | 1.5   |
|   |                   |                 |       |

#### SALARIES AND OTHER BENEFITS, PENSION COSTS AND PENSION OBLIGATIONS FOR SENIOR **EXECUTIVES IN THE GROUP**

| THE GROUP | 2024 | 2023 |
|-----------|------|------|
|-----------|------|------|

| MSEK                               | Senior executives (6 persons) | Senior executives (6 persons) |
|------------------------------------|-------------------------------|-------------------------------|
| Wages, salaries and other benefits | 12.6                          | 10.4                          |
| (of which bonuses, etc.)           | 2.2                           | 0.6                           |
|                                    | -                             | -                             |
| Pension costs                      | 2.0                           | 1.9                           |
| Pension obligations                | -                             | =                             |

#### SALARIES AND OTHER BENEFITS TO SENIOR EXECUTIVES

| 2024   | Basic  | Variable remunerati | Pension | Other    |       |
|--|--------|---------------------|---------|----------|-------|
| MSEK   | salary | on                  | cost    | benefits | Total |
| Alexander Hars - Chair of the Board fo Directors |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.5    |                     |         |          | 0.5   |
| Jakob Tolleryd - Member of the Board             |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.0    |                     |         |          | 0.0   |
| Max Carlsén - Member of the Board                |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.0    |                     |         |          |       |
| Martin Blomqvist - Member of the Board           |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.0    |                     |         |          |       |
| Nathalie Du Preez - Member of the Board          |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.2    |                     |         |          | 0.2   |
| Sarah Kauss - Member of the Board                |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.2    |                     |         |          | 0.2   |
| Cecilia Marlow - Member of the Board             |        |                     |         |          |       |
| Remuneration from the Parent                     | 0.0    |                     |         |          | 0.0   |
| Fredrik Palm - Chief Executive Officer           |        |                     |         |          |       |
| Remuneration from the Parent                     | 2.5    | 1.2                 | 0.7     | 0.0      | 4.3   |
| Other senior managers                            |        |                     |         |          |       |
| Remuneration from the Parent                     | 3.2    | 0.1                 | 0.6     | 0.0      | 3.9   |
| Remuneration from the subsidiaries               | 4.3    | 1.0                 | 0.7     | 0.0      | 6.0   |
| Total  | 11.0   | 2.2                 | 2.0     | 0.0      | 15.2  |
| Remuneration from the Parent                     | 6.7    | 1.3                 | 1.3     | 0.0      | 9.2   |
| Remuneration from the subsidiaries               | 4.3    | 1.0                 | 0.7     | 0.0      | 6.0   |

#### SALARIES AND OTHER BENEFITS TO SENIOR EXECUTIVES

| THE PARENT                                       |                 |                  |                 |                |       |
|--|-----------------|------------------|-----------------|----------------|-------|
| 2023   |                 | Variable         |                 |                |       |
| MSEK   | Basic<br>salary | remunerati<br>on | Pension<br>cost | Other benefits | Total |
| Alexander Hars - Chair of the Board fo Directors |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 0.5             |                  |                 |                | 0.5   |
| Jakob Tolleryd - Member of the Board             |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 0.1             |                  |                 |                | 0.1   |
| Max Carlsén - Member of the Board                |                 |                  |                 |                |       |
| Remuneration from the Parent                     |                 |                  |                 |                |       |
| Martin Blomqvist - Member of the Board           |                 |                  |                 |                |       |
| Remuneration from the Parent                     |                 |                  |                 |                |       |
| Nathalie Du Preez - Member of the Board          |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 0.2             |                  |                 |                | 0.2   |
| Sarah Kauss - Member of the Board                |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 0.2             |                  |                 |                | 0.2   |
| Cecilia Marlow - Member of the Board             |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 0.1             |                  |                 |                | 0.1   |
| Fredrik Palm - Chief Executive Officer           |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 2.7             | 0.4              | 0.7             | 0.0            | 3.8   |
| Other senior managers                            |                 |                  |                 |                |       |
| Remuneration from the Parent                     | 4.5             | 0.1              | 0.8             | 0.0            | 5.4   |
| Remuneration from the subsidiaries               | 2.9             | 0.2              | 0.4             | 0.0            | 3.5   |
| Total  | 11.2            | 0.6              | 1.9             | 0.0            | 13.8  |
| Remuneration from the Parent                     | 8.3             | 0.5              | 1.5             | 0.0            | 10.3  |
| Remuneration from the subsidiaries               | 2.9             | 0.2              | 0.4             | 0.0            | 3.5   |

#### **SHARE-RELATED PAYMENT**

In June 2017, the Group launched an options programme which gives senior executives and other employees the right to acquire shares in the Company. In October 2018, June 2021 and June 2022, further allocations on similar terms were offered to these personnel groups. The programme gives the right to subscribe for one share at a predetermined exercise price. The programme has a requirement that the employment continues until the redemption dates. If an employment ends before the redemption date, the employee shall offer the Company to acquire all or a part of the options. The proportion depends on the length of time remaining until the redemption date. Conditions and terms for the allocations are given below:

| Date of allocation/personnel category                          | Number of options | Vesting terms  |
|--|-------------------|--|
| Allocation of share options to senior executives, June 2017    | -                 | Acquired options at a fixed price which gave the right, in May 2022, to acquire the same number of shares as the holding of options. Specific employment requirement |
| Allocation of share options to other employees, June 2017      | -                 | up until the redemption date. The options were exercised in May 2022.  |
| Allocation of share options to senior executives, October 2018 | +                 | Acquired options at a fixed price which give the right, in October 2023, to acquire the same number of shares as the holding   |
| Allocation of share options to other employees, October 2018   | -                 | of options. Specific employment requirement up until the redemption date.  |
| Allocation of share options to senior executives, June 2021    | 208 300           | Acquired options at a fixed price which give the right, in June–August 2025, to acquire the same number of shares as the holding of options. Specific employment     |
| Allocation of share options to other employees, June 2021      | 177 225           | requirement up until the redemption date.<br>ISIN: SE0016275085  |
| Allocation of share options to senior executives, June 2022    | 164 600           | Acquired options at a fixed price which give the right, in June–September 2025, to acquire the same number of shares as the holding of options. Specific employment  |
| Allocation of share options to other employees, June 2022      | 400 524           | requirement up until the redemption date.<br>ISIN: SE0018219859  |
| Total outstanding equity-settled options 2024-12-31            | 950 649           |  |
| Total Group  |                   |  |
| Total number of equity-settled options                         | 950 649           |  |
| Total number of cash-settled options                           | -                 |  |

# NUMBER AND WEIGHTED AVERAGE EXERCISE PRICE IN RESPECT OF EQUITY-SETTLED OPTIONS

| THE PARENT                  |                             |                   |                             |              |                             |              |
|-----------------------------|-----------------------------|-------------------|-----------------------------|--------------|-----------------------------|--------------|
| MSEK                        | Weighted avg exercise price | Number of options | Weighted avg exercise price | # of options | Weighted avg exercise price | # of options |
|                             | 2024                        | 2024              | 2023                        | 2023         | 2022                        | 2022         |
| Outstanding at year start   | 54.56                       | 1 021 923         | 28.19                       | 2 628 150    | 9.47                        | 6 855 200    |
| Allocated during the period | -                           | -                 | -                           | -            | 12.59                       | 786 200      |
| Forfeited during the period | 42.06                       | -71 274           | 41.45                       | -227 227     | 17.40                       | -41 850      |
| Redeemed during the period  | -                           | -                 | -                           | -            | 0.004                       | -4 971 400.0 |
| Matured during the period   | -                           | -                 | 6.46                        | -1 379 000   | -                           | -            |
| Outstanding at the end      | 55.50                       | 950 649           | 54.56                       | 1 021 923    | 28.19                       | 2 628 150    |
| Redeemable at year end      | -                           | -                 | -                           | -            | -                           | -            |

# Not 8. Fees and reimbursement of the auditor's expenses

| THE GROUP  |      |      |
|--|------|------|
| MSEK   | 2024 | 2023 |
| KPMG AB  |      |      |
| Audit services                                       | 1.5  | 1.2  |
| Audit operations over and above the audit assignment | 0.2  | 0.2  |
| Tax advice   | 0.0  | -    |
| Other assignments                                    | 0.1  | -    |

| THE PARENT   |      |      |
|--|------|------|
| MSEK   | 2024 | 2023 |
| KPMG AB  |      |      |
| Audit services                                       | 0.4  | 0.3  |
| Audit operations over and above the audit assignment | 0.2  | 0.2  |
| Tax advice   | 0.0  | -    |
| Other assignments                                    | 0.1  | -    |

The term "audit services" refers to the statutory audit of the Annual Report and accounting and of the administration of the Company by the Board of Directors and the CEO, as well as audits and other reviews carried out under agreements or contracts. This includes other tasks incumbent upon the Company's auditors and advisory services or other assistance resulting from observations

made during such audits or the performance of other such tasks.

# Not 9. The operation's costs allocated by cost type

| THE GROUP   |        |          |
|---|--------|----------|
| MSEK  | 2024   | 2023     |
| Goods for resale  | -127.6 | -155.1   |
| Change inventory  | -      | -        |
| Other external expenses   | -532.0 | -603.6   |
| Personnel expenses  | -85.2  | -90.2    |
| Other operating costs   | -14.2  | -20.0    |
| Depreciation/amortisation of property, plant and equipment and intangible assets. | -6.9   | -39.7    |
| Write-down of goodwill  | -      | -250.0   |
| Total   | -765.8 | -1 158.6 |

| THE PARENT            |      |       |
|-----------------------|------|-------|
| MSEK                  | 2024 | 2023  |
| Personnel expenses    | 10.4 | -13.4 |
| Other operating costs | 14.2 | -8.5  |
| Total                 | 24.6 | -21.9 |

# Not 10. Net financial income/expense

| THE GROUP   |        |        |
|---|--------|--------|
| MSEK  | 2024   | 2023   |
| Exchange gains  | 16.6   | 11.0   |
| Other assets at amortised cost – interest income          | 5.4    | 4.0    |
| Other financial income                                    | -      | 10.5   |
| Financial income  | 22.0   | 25.5   |
| Liabilities valued at amortised cost – interest expense   | -102.9 | -100.1 |
| Exchange losses   | -12.0  | -13.9  |
| Costs of bond loan  | -8.8   | -8.8   |
| Other financial expense                                   | -1.0   | -1.3   |
| Financial expense   | -124.7 | -124.1 |
| Net financial income/expense recognised in profit or loss | -102.7 | -98.6  |

| THE PARENT                 |        |        |
|----------------------------|--------|--------|
| MSEK                       | 2024   | 2023   |
|                            |        |        |
| Interest income            | 0.2    | 2.0    |
| Exchange gains             | 8.1    | 1.0    |
| Other financial income     | -      | 10.5   |
| Total                      | 8.3    | 13.5   |
|                            |        |        |
| Interest expense bond loan | -99.6  | -100.1 |
| Costs of bond loan         | -8.8   | -8.8   |
| Other                      | -6.9   | -1.0   |
| Total                      | -115.3 | -109.9 |

# Not 11. Appropriations

| THE PARENT                   |       |       |
|------------------------------|-------|-------|
| MSEK                         | 2024  | 2023  |
| Group contributions received | 109.6 | 109.1 |
| Total                        | 109.6 | 109.1 |

# **Not 12**. *Tax*

# RECOGNISED IN THE STATEMENT OF PROFIT AND LOSS AND OTHER COMPREHENSIVE INCOME/STATEMENT OF PROFIT OR LOSS

| THE GROUP   |         |       |        |                |
|---|---------|-------|--------|----------------|
| MSEK  |         | 2024  |        | 2023           |
| Current tax expense (-)/tax income (+)                  |         |       |        |                |
| Tax expense for the year                                |         | -14.9 |        | -17.1          |
|   |         | -14.9 |        | -17.1          |
| Deferred tax expense (-) /tax income (+)                |         |       |        |                |
| Deferred tax in respect of temporary differences        |         | -0.2  |        | 6.5            |
|   |         | -0.2  |        | 6.5            |
| Total recognised tax expense in the Group               |         | -15.1 |        | -10.6          |
| THE PARENT  |         |       |        |                |
| MSEK  |         | 2024  |        | 2023           |
| Current tax expense (-)/tax income (+)                  |         | -14.1 |        |                |
| Tax expense for the year                                |         | 0.5   |        | _              |
| RECONCILIATION OF EFFECTIVE TAX  THE GROUP              |         |       |        |                |
|   |         | 2024  |        | 2022           |
| MSEK Profit/loss before tax                             |         | -6.8  |        | 2023<br>-273.6 |
| Tax in accordance with current tax rates for the Parent | 20.6%   | 1.4   | 20.6%  | 56.4           |
| Non-deductible expenses                                 | -245.8% | -16.6 | -73.5% | -67.0          |
| Recognised effective tax                                | -225.2% | -15.2 | -52.9% | -10.6          |
| THE PARENT  |         |       |        |                |
| MSEK  |         | 2024  |        | 2023           |
| Profit/loss before tax                                  |         | -12.2 |        | -246.4         |
| Tax in accordance with current tax rates for the Parent | 20.6%   | 2.5   | 20.6%  | 50.7           |
| Non-deductible expenses                                 | -135.6% | -16.6 | 59.8%  | -66.9          |
| Tax previous years                                      | 4.1%    | 0.5   |        |                |
| Recognised effective tax                                | -115.0% | -13.6 | 80.4%  | -16.2          |
|   |         |       |        |                |

## CHANGE IN DEFERRED TAX AND TEMPORARY DIFFERENCES AND LOSS CARRY-FORWARD

| THE GROUP   |                             |                              |                            |                      |   |                           |
|---|-----------------------------|------------------------------|----------------------------|----------------------|---|---------------------------|
|   |                             |                              | Recognised in other        |                      | Acquisition/                              |                           |
| MSEK  | Balance as at<br>1 Jan 2024 | Recognised in profit or loss | comprehensive income       | Recognised in equity | Disposal of businesses                    | Balance as at 31 Dec 2024 |
| Change in deferred tax and temporary differences and loss carry-forward | 88.0                        | 0.0                          |                            |                      |   | 88.0                      |
|   | 88.0                        | 0.0                          | 0.0                        | 0.0                  | 0.0                                       | 88.0                      |
|   |                             |                              |                            |                      |   |                           |
| THE GROUP   |                             |                              |                            |                      |   |                           |
|   |                             |                              | Recognised in              |                      |   |                           |
| MSEK  | Balance as at<br>1 Jan 2023 | Recognised in profit or loss | other comprehensive income | Recognised in equity | Acquisition/<br>Disposal of<br>businesses | Balance as at 31 Dec 2023 |
| IVIJLK  | 1 Juli 2023                 | pront or loss                | lilcome                    | equity               | กตรและระธร                                | 31 Dec 2023               |

The nominal tax rate for Swedish limited liability companies is 20.6% for the years 2023 and 2024.

-6.6

# Not 13. Earnings per share

Change in deferred tax and temporary differences and loss

carry-forward

## **EARNINGS PER SHARE FOR TOTAL AND REMAINING OPERATION**

94.6

| Before dilution                      |                   |                | After dilution     |       |           |
|--------------------------------------|-------------------|----------------|--------------------|-------|-----------|
| After dilution                       | 2024              | 2023           | MSEK               | 20    | 2023      |
| Earnings per share                   | -0.15             | -1.91          | Earnings per share | -0.   | .15 -1.91 |
| MSEK                                 |                   |                |                    | 2024  | 2023      |
| Net profit for the year attributable | to the Parent's s | hareholders, l | pefore dilution    | -21.9 | -284.2    |
|                                      |                   |                |                    |       |           |
| MSEK                                 |                   |                |                    | 2024  | 2023      |
| Net profit for the year attributable | to the Parent's s | hareholders, a | after dilution     | -21.9 | -284.2    |

# WEIGHTED AVERAGE NUMBER OF ORDINARY SHARES, AFTER DILUTION

| In thousands of shares  | 2024    | 2023    |
|---|---------|---------|
| Weighted average number of ordinary shares during the year, before dilution | 149 082 | 149 082 |
| Effect of options   | -       | -       |
| Weighted average number of ordinary shares during the year, after dilution  | 149 082 | 149 082 |

# **INSTRUMENTS WHICH MAY HAVE A FUTURE DILUTING EFFECT AND CHANGES AFTER THE END OF THE REPORTING PERIOD**

During 2024, the Company had two outstanding share option programmes. The exercise price (SEK 118.40 and 12.59 per share) exceeded the highest paid price for ordinary shares during the financial year (SEK 0.54 per share). Accordingly, these options do not have a dilution effect, and they have been excluded from the calculation of earnings per share after dilution. If in the future the share price rises to a level above the exercise prices the options will lead to dilution. The Company has no other outstanding share option programmes in which the exercise prices are below the average price of the ordinary shares. No options have a diluting effect.

0.88

# Not 14. Goodwill

| THE GROUP        |       |        |
|------------------|-------|--------|
| MSEK             | 2024  | 2023   |
| Ackumulated cost |       |        |
| Opening balance  | 584.3 | 834.3  |
| Write-down       | -     | -250.0 |
| Closing balance  | 584.3 | 584.3  |

#### IMPAIRMENT TESTS FOR CASH-GENERATING UNITS CONTAINING GOODWILL

The following cash-generating units have significant recognised goodwill values in relation to the Group's total recognised goodwill values:

|                        | 2024  | 2023  |
|------------------------|-------|-------|
| MSEK                   | -     | -     |
| Desenio / Poster Store | 584.3 | 584.3 |
| Total                  | 584.3 | 584.3 |

# GOODWILL IN THE DESENIO AND POSTER STORE OPERATION

Consolidated goodwill arose through two acquisitions. The first was the previous acquisition of the Desenio operation and the second the acquisition of the Poster Store operation at the end of 2020. The Group consolidated the two businesses in 2021 and thus has one cash-generating unit. Impairment tests of the operations are based on their values in use. This value is based on cash flow calculations based on the business plan approved by the Board of Directors. The estimated cash flows have been discounted to present value using a discount rate of 15.4 % after tax. Assumptions which are important in the five-year business forecast are described in the list below.

The impairment test as at 31 December 2024 was based on estimating the value in use. This value is based on cash flow calculations based on the business plan approved by the Board of Directors. The estimated cash flows have been discounted to present value using a current discount rate of 15.4 % after tax.

The impairment test as at 31 December 2024 showed that there was no need for impairment.

The important assumptions in the five-year forecasts and the methods used to estimate values are as follows for the current and the preceding year:

## Important variables

## Methods for estimating values

The Company's potential addressable market, which is the global market for affordable wall art, is worth just over SEK 165 billion. The market had an annual growth of about five percentage points between 2015 and 2019, and is expected to continue to grow at approximately the same rate in the coming years. The online specialist segment, in which Desenio operates, is expected to grow at an annual rate of approximately 10 percent. Other online markets are expected to grow at an annual rate of 5–10 percent. As a precautionary measure, Desenio Group has based the assumptions in its five-year plan on the lower end of the projected range.

# Market growth

Expected market growth is based on transition from the current business climate to an anticipated longterm growth. The development in Desenio's addressable market is driven by a number of factors and trends - the Company considers some of the most important to be: i) increased online penetration, ii) increased market share for specialised online retailers and iii) increased interest in affordable art in the form of posters and frames. The online market for affordable wall art has grown by an average of around 25 percent between 2015 and 2019. The growth has been largely driven by an increasing share of general household consumption taking place online, as well as a growing preference among consumers to buy affordable wall art online. Online penetration is expected to continue to increase from the current level of approximately 43%. This is driven by the fact that there is less need for physical evaluation before buying posters and frames, and that the importance of a wide and unique range with simple and efficient logistics is becoming increasingly important. In addition, the increased availability of these products, combined with a smooth shopping experience, are also factors driving the expected increase in online penetration. The market share of physical stores in the affordable wall art market is expected to decrease over time, driven by a growing number of new specialised online retailers, omnichannel retailers moving to pure online business models and the continued strong presence of online retailers in online marketplaces. Market penetration among specialised online retailers is currently relatively low but is expected to increase over time. The variety and depth of the companies' curated ranges has proven to be important purchasing criteria for affordable wall art. Customers show a strong preference for clear interfaces that help them explore large ranges, supporting the growth prospects of specialised online retailers.

# Discount rate

The discount rate is formulated through a weighted average cost of capital for the sector in which the Group operates and reflects current market assessments of the time value of money and the risks which particularly relate to the asset for which the future cash flows have not been adjusted. The calculated recoverable amount is higher than the current market value of the Group, which justifies a specific risk premium. A company-specific risk premium of 5.5% has been added to account for the higher risk in the growth forecasts, geographical expansion, realisation of cost savings and forecast accuracy. With the company-specific risk premium, the discount rate is 15.4% after tax.

# Not 15. Brands

| THE GROUP        |       |       |
|------------------|-------|-------|
| MSEK             | 2024  | 2023  |
| Accumulated cost |       |       |
| Opening balance  | 429.0 | 429.0 |
| Closing balance  | 429.0 | 429.0 |

In the impairment testing of trademarks, no impairment need has been identified. In this test, the estimated

recoverable amount has been shown to be higher than the carrying amount as at 31 December 2024.

Not 16. Other intangible assets

| THE GROUP                              | 2024-1                  | 2-31          | 2023-1                  | 2-31          |
|--|-------------------------|---------------|-------------------------|---------------|
| MOEK                                   | Capitalised development | Customer      | Capitalised development | Customer      |
| MSEK                                   | expenditure             | relationships | expenditure             | relationships |
| Accumulated cost                       |                         |               |                         |               |
| Opening balance                        | 12.6                    | 134.0         | 13.2                    | 134.0         |
| Other investments                      | 0.3                     |               |                         | -             |
| Sales/retirements                      |                         |               | -0.6                    | -             |
| Closing balance                        | 13.0                    | 134.0         | 12.6                    | 134.0         |
| Total closing balance                  |                         | 147.0         |                         | 146.6         |
| Accumulated depreciation/amortisation  |                         |               |                         |               |
| Opening balance                        | -8.2                    | -134.0        | -6.0                    | -101.9        |
| Depreciation/amortisation for the year | -2.5                    |               | -2.8                    | -32.1         |
| Sales/retirements                      |                         |               | 0.6                     | -             |
| Closing balance                        | -10.7                   | -134.0        | -8.2                    | -134.0        |
| Total closing balance                  |                         | -144.7        |                         | -142.2        |
| Carrying amount                        | 2.3                     | -             | 4.4                     | -             |
| Total carrying amount                  | -                       | 2.3           | -                       | 4.4           |

Customer relationships with a value of SEK 100 million were identified at the time of the acquisition of Poster Store Sverige AB in December 2020. This value is amortised on a straight-line basis over three years, until mid-December 2023, at a rate of SEK 33.3 million per year.

Depreciation/amortisation for the year is included in the following lines in the statement of profit and loss and other comprehensive income

|                                 | 202                                       | 2024                   |                                     | !3                     |
|---------------------------------|---|------------------------|-------------------------------------|------------------------|
|                                 | Capitalised<br>development<br>expenditure | Customer relationships | Capitalised development expenditure | Customer relationships |
| Marketing costs                 |   |                        | -                                   | -32.1                  |
| Administration costs            | -2.5                                      |                        | -2.8                                | -                      |
| Other operating costs           |   |                        | -                                   | -                      |
| Total depreciation/amortisation | -2.5                                      | -                      | -2.8                                | -32.1                  |

Not 17. Equipment and fixtures and fittings

| THE GROUP                              |            |            |
|--|------------|------------|
| MSEK                                   | 2024-12-31 | 2023-12-31 |
| Accumulated cost                       |            |            |
| Opening balance                        | 31.2       | 30.5       |
| Purchases                              | 0.3        | 2.2        |
| Sales/retirements                      | -0.1       | -0.8       |
| Exchange rate differences for the year | 0.4        | -0.7       |
| Closing balance                        | 31.9       | 31.2       |
| Accumulated depreciation/amortisation  |            |            |
| Opening balance                        | -12.7      | -8.6       |
| Depreciation/amortisation for the year | -4.6       | -4.9       |
| Sales/retirements                      | 0.0        | 0.6        |
| Exchange rate differences for the year | -0.0       | 0.2        |
| Closing balance                        | -17.3      | -12.7      |
|  |            |            |
| Sum closing balances                   | 14.6       | 18.5       |

Depreciation/amortisation for the year is included in the following lines in the statement of profit and loss and other comprehensive income

| MSEK                            | 2024 | 2023 |
|---------------------------------|------|------|
| Fulfilment costs                | -3.9 | -4.0 |
| Administration costs            | -0.7 | -0.9 |
| Other operating costs           | -    | -    |
| Total depreciation/amortisation | -4.6 | -4.9 |

# Not 18. Inventories

| THE GROUP                            |            |            |
|--------------------------------------|------------|------------|
| MSEK                                 | 2024-12-31 | 2023-12-31 |
| Finished products & goods for resale | 65.4       | 49.7       |
|                                      | 65.4       | 49.7       |

# Not 19. Prepaid expenses and accrued income

| THE GROUP              |            |            |
|------------------------|------------|------------|
| MSEK                   | 2024-12-31 | 2023-12-31 |
| Accrued income         | 1.8        | 1.0        |
| Rent                   | 5.4        | 5.4        |
| Other prepaid expenses | 0.2        | 2.5        |
|                        | 7.5        | 8.9        |
|                        |            |            |
| THE PARENT             |            |            |
| Rent                   | 0.0        | -          |
| Other prepaid expenses | 0.2        | 1.2        |
|                        | 0.3        | 1.2        |
|                        |            |            |

# Not 20. Cash and cash equivalents

| THE GROUP   |            |            |
|---|------------|------------|
| MSEK  | 2024-12-31 | 2023-12-31 |
| Cash and cash equivalents consist of the following subcomponents: |            |            |
| Cash and bank balances  | 115.6      | 149.9      |
| Total in accordance with the statement of financial position      | 115.6      | 149.9      |

# Not 21. Equity

| THE GROUP                 |             |             |
|---------------------------|-------------|-------------|
|                           | 2024        | 2023        |
| Ordinary shares           |             |             |
| Issued 1 January          | 149 082 510 | 149 082 510 |
| Utilised warrants         | -           | -           |
| Issued 31 December - paid | 149 082 510 | 149 082 510 |
|                           |             |             |
| Share capital (SEK)       | 532 438     | 532 438     |
| Share quota value (SEK)   | 0.003571    | 0.003571    |

Holders of ordinary shares are entitled to dividends which are determined subsequently, and the shareholding qualifies for a voting right at the General Meeting of Shareholders of one vote per share. All ordinary shares have the same right to Desenio's remaining net assets.

# **DIVIDEND**

After the end of the reporting period, the Board proposed that no dividend will be paid. The proposal will be subject to adoption at the Annual General Meeting.

#### **TOTAL EQUITY**

# TRANSLATION RESERVE

The translation reserve contains all exchange differences which arise in the translation of financial reports from foreign operations which have prepared their financial statements in a currency other than the currency in which the Consolidated Financial Statements are presented. The Parent and the Group present their financial statements in Swedish Kronor.

# THE PARENT'S TOTAL EQUITY

#### RESTRICTED EQUITY

It is not permitted to reduce restricted equity through appropriations.

# NON-RESTRICTED EQUITY

Non-restricted equity is available for dividends to shareholders.

# Not 22. Interest-bearing liabilities

Information on the Company's contractual terms and conditions in respect of interest-bearing liabilities is given below. For more information on the Company's exposure to interest-rate risk and the risk of exchange rate fluctuations, please refer to Note 26.

| THE GROUP                            |         |         |
|--------------------------------------|---------|---------|
| MSEK                                 | 2024    | 2023    |
| Non-current liabilities              |         |         |
| Bond loan                            | -       | =       |
| Lease liabilities                    | 31.0    | 49.2    |
|                                      | 31.0    | 49.2    |
| Current liabilities                  |         |         |
| Bond loan                            | 1 065.5 | 1 056.8 |
| Current portion of lease liabilities | 19.7    | 16.5    |
|                                      | 1 085.2 | 1 073.3 |

| THE PARENT              |         |         |
|-------------------------|---------|---------|
| MSEK                    | 2024    | 2023    |
| Non-current liabilities |         |         |
| Bond loan               | -       | -       |
|                         | -       | -       |
| Current liabilities     |         |         |
| Bond loan               | 1 065.5 | 1 056.8 |
|                         | 1 065.5 | 1 056.8 |

## TERMS AND CONDITIONS AND REPAYMENT **PERIODS**

The Company issued a senior covered bond loan on 10 December 2020 of SFK 1.100 million within a framework of SEK 1,800 million.

The bond had an original maturity date of 16 December 2024 and a variable interest rate of Stibor 3 months plus 5.5%. The bond maturity date was later extended to March 2025 and has been replaced by newly issued shares and two new bonds as previously indicated. The two new bonds have maturity structures of 2.5 years and 4 years respectively.

# Not 23. Pensions

# THE GROUP AND THE PARENT

**DEFINED-CONTRIBUTION PENSION PLANS** Desenio has defined-contribution pension plans only, and these are paid by the companies in the Group

| THE GROUP                           |      |      |
|-------------------------------------|------|------|
| MSEK                                | 2024 | 2023 |
| Costs of defined contribution plans | 4.4  | 5.1  |
| THE PARENT                          |      |      |
| Costs of defined contribution plans | 1.3  | 1.5  |

# Not 24. Accrued expenses and deferred income

| THE GROUP                |            |            |
|--------------------------|------------|------------|
| MSEK                     | 2024-12-31 | 2023-12-31 |
| Holiday pay              | 7.5        | 9.3        |
| Accrued interest expense | 3.7        | 3.8        |
| Accrued costs            | 43.0       | 34.3       |
|                          | 54.3       | 47.4       |
|                          |            |            |
| THE PARENT               |            |            |
| Holiday pay              | 1.1        | 1.4        |
| Accrued interest expense | 3.7        | 3.8        |

# Not 25. Valuation of financial assets and

1.2

6.0

1.8 7.0

#### **CLASSIFICATION AND FAIR VALUE**

All financial assets and liabilities in the Group are valued at amortised cost. Carrying amounts represent an approximation of fair value.

# Not 26. Financial risks and risk management

Through its operation, the Group is exposed to financial risks of various types.

Credit risk

Accrued costs

- · Liquidity risk
- Market risk

## FINANCIAL RISK MANAGEMENT FRAMEWORK

The Group's finance policy for handling financial risks was formulated by the Board of Directors and forms a framework of guidelines and rules in the form of risk mandates and limits for finance operations. The responsibility for the Group's financial transactions and risks is handled centrally by the Group Finance Department which is located within the Parent. The overall objective of the Finance Department is to provide cost-effective financing and to minimise the negative effects on the Group's profit or loss stemming from market risks.

LIQUIDITY RISK

Liquidity risk is the risk that the Group may encounter problems in fulfilling its obligations which are associated with financial liabilities. The Group operates rolling liquidity planning which covers every unit in the Group. The planning is updated every third month. Liquidity planning is used to manage liquidity risk and the costs of financing of the Group. The objective is that the Group must be able to meet its financial obligations in upswing's and in downturns without significant unforeseeable expense and without risk to the Group's reputation. The Group's goal is to optimise cash flows and concentrate surplus liquidity in the Parent. Potential surplus liquidity shall be used in the first instance to repay external liabilities or finance investments in the near

future. Liquidity risks are managed centrally for the whole Group by the Central Finance Department.

#### **CREDIT FACILITIES**

| Credit facilities                   | Nominal | Utilised | Available |
|-------------------------------------|---------|----------|-----------|
| Corporate bond                      | 1 800.0 | 1 100.0  | 700.0     |
| Total                               | 1 800.0 | 1 100.0  | 700.0     |
| Available cash and cash equivalents | 115.6   | 115.6    | 115.6     |
| Liquidity reserve                   | 1 915.6 | 1 215.6  | 815.6     |

# MATURITY STRUCTURE OF FINANCIAL LIABILITIES – UNDISCOUNTED CASH FLOWS

The Company's financial liabilities at the end of the year amounted to SEK 1.2 billion, and the maturity structure of loan debt is shown in the table below.

| THE GROUP         |                |                            |         |           |            |              |           |           |
|-------------------|----------------|----------------------------|---------|-----------|------------|--------------|-----------|-----------|
| 2024<br>MSEK      | An<br>Currency | nount in original currency | Total   | < 1 month | 1-3 months | nths -1 year | 1-5 years | > 5 years |
| Bond loan         | SEK            | 1 065.0                    | 1 065.0 | -         | 1 065.0    | -            | -         | -         |
| Accounts payable  |                | 55.1                       | 55.1    | -         | 55.1       | -            | -         | -         |
| Lease liabilities |                | 50.7                       | 50.7    | -         | -          | 19.7         | 31.0      | -         |
| Total             |                | 1 170.8                    | 1 170.8 | -         | -          | -            | -         | -         |
| THE GROUP         |                |                            |         |           |            |              |           |           |
| 2023<br>MSEK      | An<br>Currency | nount in original currency | Total   | < 1 month | 1-3 months | nths -1 year | 1-5 years | > 5 years |
| Bond loan         | SEK            | 1 065.0                    | 1 065.0 | -         | -          | 1 065.0      | -         | -         |
| Accounts payable  |                | 70.4                       | 70.4    |           | 70.4       | -            | -         | -         |
| Lease liabilities |                | 65.7                       | 65.7    | -         | -          | 16.5         | 49.2      | -         |
| Total             |                | 1 201.1                    | 1 201.1 | -         | 70.4       | 1 081.5      | 49.2      | -         |

#### MARKET RISK

Market risk is the risk that the fair value of or future cash flows from a financial instrument will vary due to changes in market prices. Market risks are divided by IFRS into three types, currency risk, interest-rate risk and other price risks. The market risks which primarily affect the Group consist of interest-rate risks and currency risks.

The Group's objective is to manage and control market risks within established parameters, and, at the same time, optimise the results of risk-taking within given frameworks. The parameters are set with the aim that in the short-term (6–12 months) market risks shall have only a marginal impact on the Group's profit or loss and position. In the longer term, however, permanent changes in exchange rates, interest rates and electricity prices will have an effect on consolidated profit or loss.

# INTEREST-RATE RISK

Interest-rate risk is the risk that the value of financial instruments may vary due to changes in market interest rates. Interest-rate risk may lead to changes in fair values and in cash flows. A significant factor affecting interest-rate risk is the fixed-interest period.

The Group's interest-rate risk arises primarily through long-term borrowing, and is managed by the Central Finance Department. In accordance with the Finance Policy, the strategy for managing interest-rate risk is, as a general rule, to arrange financing at variable interest rates. This is because short-term interest rates over time are cheaper than fixed interest rates, and because Desenio has no long-term fixed price contracts with customers.

As at the end of the reporting period, the Group had the following fixed-interest periods for its financial instruments, excluding the effects of derivatives

| THE GROUP                |      |         |      |      |      |
|--------------------------|------|---------|------|------|------|
| 2024-12-31               | 2024 | 2025    | 2026 | 2027 | 2028 |
| Liablility               |      |         |      |      |      |
| Bond loan                |      | 1 100.0 |      |      |      |
| 2022 12 21               | 2022 | 2024    | 2025 | 2027 | 2027 |
| 2023-12-31<br>Liablility | 2023 | 2024    | 2025 | 2026 | 2027 |

Bond loan

#### SENSITIVITY ANALYSIS - INTEREST-RATE RISK

The new bonds replacing the old financing have fixed interest rates, so the company is not exposed to any significant interest rate risk in terms of debt.

## **CURRENCY RISK**

Desenio is exposed to risk related to currency fluctuations primarily in connection with the sale of the Group's products in foreign currencies. The Group's presentation currency is SEK, while around 90 % of net sales take place in other currencies, particularly EUR, GBP and USD. Accordingly, the Group's consolidated income and income-related balance sheet items are exposed to currency fluctuations. Desenio is not currently attempting to hedge this currency exposure.

# TRANSACTION EXPOSURE

The Group's recognised net sales in invoiced currency, as well as the cost of goods per purchase currency, are distributed as follows:

| THE GROUP      |       |       |
|----------------|-------|-------|
| Net sales MSEK | 2024  | 2023  |
| DKK            | 50.1  | 55.9  |
| EUR            | 436.3 | 493.7 |
| GBP            | 84.4  | 105.3 |
| NOK            | 46.3  | 47.3  |
| SEK            | 101.5 | 100.0 |
| USD            | 47.1  | 53.5  |
| Other          | 90.5  | 111.5 |
| Total          | 856.2 | 967.2 |

## **SENSITIVITY ANALYSIS - EXCHANGE RATE RISK**

If the Swedish Krona had been 10% stronger against the respective currencies in the tables above calculated on the average annual exchange rate, net sales would have been changed by SEK -66 million (SEK -87 million).

#### **CREDIT RISK**

The Group's customers who wish to purchase on credit do this through a third party solution through a financial institution with the Group assuming no credit risk. The Group's credit risk in respect of financial receivables is, consequently, insignificant.

## **CAPITAL MANAGEMENT**

1 100.0

Under the policy of the Board of Directors, the Group's financial objective is to have a sound financial position which contributes to maintaining the confidence of investors, creditors and the market, as well as constituting a base for continued development of the commercial operation; at the same time as the long-term return generated for the shareholders is satisfactory. All financial activities shall contribute to achieving the long-term goals, and ensure that the Company has a balanced risk level. Capital management shall be structured effectively with reference to financing, currency and tax regulations in the various jurisdictions.

# PROFIT OR LOSS AND INDEBTEDNESS

| MSEK  | 2024  | 2023  |
|---|-------|-------|
| Adjusted operating profit before amortisation of int. assets (Adjusted EBITA) | 106.6 | 109.7 |

# **NET DEBT/EQUITY RATIO**

| MSEK   | 2024    | 2023    |
|--|---------|---------|
| Financial liabilities  | 1 116.2 | 1 123.5 |
| Minus cash & cash equivalents and short-term assets          | -115.6  | -149.9  |
| Net debt (+) / Net cash (-)                                  | 1 000.6 | 973.6   |
|  |         |         |
| Indebtedness in relation to profit or loss (number of times) | 7.55    | 8.78    |

There was no change in the Group's capital management during the year. Neither the Parent nor any of the subsidiaries is under external capital requirements.

# Not 27. Leases

# LEASES IN WHICH THE COMPANY IS LESSEE

RIGHT-OF-USE ASSETS

| THE GROUP                                 |          |           |       |
|---|----------|-----------|-------|
| MSEK                                      | Premises | Equipment | Total |
| Depreciation/amortisation during the year | 16.1     | 0.0       | 16.1  |
| Closing balance 31 December 2024          | 45.7     | -         | 45.7  |
|   |          |           |       |
| Depreciation/amortisation during the year | 18.9     | 0.1       | 19.0  |
| Closing balance 31 December 2023          | 61.8     | =         | 61.8  |

Additions to right-of-use assets during 2024 amounted to SEK 2.9 million. This amount includes the cost of acquiring new rights of use during the year as well as additional amounts on the review of lease liabilities on the grounds of changes in payments resulting from changes in the lease period.

# LEACE LIABILITIES

Longer than five years

Total

| LEASE LIABILITIES   |      |      |
|---|------|------|
| THE GROUP   |      |      |
| MSEK  | 2024 | 2023 |
| Current lease liabilities   | 19.7 | 16.5 |
| Non-current lease liabilities                                     | 31.0 | 49.2 |
| Lease liabilities included in the statement of financial position | 50.7 | 65.7 |
| AMOUNTS RECOGNISED IN PROFIT OR LOSS                              |      |      |
| THE GROUP   |      |      |
| MSEK  | 2024 | 2023 |
| Amortisation of right-of-use assets                               | 16.1 | 19.0 |
| Interest on lease liabilities                                     | 1.1  | 1.2  |
| NON-CANCELLABLE LEASE PAYMENTS AMOUNTED TO                        |      |      |
| THE PARENT  |      |      |
| MSEK  | 2024 | 2023 |
| Within one year   | -    | 2.0  |
| Between one and five years  | -    | -    |

#### **EXPENSED FEES AMOUNTED TO:**

| THE PARENT         |      |      |
|--------------------|------|------|
| MSEK               | 2024 | 2023 |
| Minimum lease fees |      |      |
| Variable fees      | -    | -    |
| Lease costs        | 2.0  | 2.0  |
| Total              | 2.0  | 2.0  |

# AMOUNTS RECOGNISED IN THE STATEMENT OF CASH FLOWS

| THE GROUP                          |      |      |
|------------------------------------|------|------|
| MSEK                               | 2024 | 2023 |
| Total cash flows related to leases | 21.1 | 23.1 |

## **PROPERTY LEASES - PREMISES**

Desenio leases buildings for its office premises. Leases for office premises normally have a term of 5 years. Certain leases include an option for, at the end of the lease period, renewing the lease by a further period of the same term.

Some leases contain lease fees that are based on changes in local price indices. Certain leases require that the Group pay fees which relate to property taxes which are levied on the lessor. These amounts are set annually.

#### **EXTENSION AND TERMINATION OPTIONS**

Desenio's leases for office premises consist primarily of non-cancellable periods of five to six years, which are extended by further periods of 3 years if Desenio has not given 9-12 months' notice of termination of the contract. For premises, in the majority of cases Desenio judges that it is not reasonably certain that the contract will be extended

beyond the first period - i.e. the lease period is usually judged to be one period. Recognised lease liabilities for these leases amounted to SEK 50.7 million.

#### OTHER LEASES

Desenio leases equipment with lease periods of 2 to 5 years. In certain cases, the Group has an option to purchase the asset at the end of the lease period. In other cases, the Group guarantees the residual value of the leased asset at the end of the lease period. Extension options occur only to an insignificant extent.

The Group also leases machinery and IT equipment with lease periods of 1 to 3 years. These leases are short-term leases and/or leases of low value. The Group has decided not to recognise right-of-use assets and lease liabilities for these leases.

Not 28. Pledged assets, contingent liabilities and contingent assets

| THE GROUP              |            |            |
|------------------------|------------|------------|
| MSEK                   | 2024-12-31 | 2023-12-31 |
| Pledged assets         |            |            |
| Net assets             | 866.0      | 865.2      |
| Total pledged assets   | 866.0      | 865.2      |
|                        | -          | -          |
| Contingent liabilities | Inga       | Inga       |

| THE PARENT  |            |            |
|---|------------|------------|
| MSEK  | 2024-12-31 | 2023-12-31 |
| Pledged assets                                    | -          | -          |
| Pledged assets for own liabilities and provisions | -          | -          |
| Bond loan   | -          | -          |
| Pledged shares in Desenio AB                      | 1 146.8    | 1 146.8    |
| Pledged shares in Poster Store<br>Sverige AB      | 9.4        | 9.4        |
| Pledged shares in DFGC s.r.o.                     | -          | -          |
|   |            |            |
|   | 1 156.2    | 1 156.2    |
| Contingent liabilities<br>/Indemnities            | Inga       | Inga       |

# Not 29. Proposed appropriation of the Company's profit or loss

# PROPOSED APPROPRIATION OF THE COMPANY'S **PROFIT OR LOSS**

| MSEK                       | 2024-12-31 |
|----------------------------|------------|
| Dividend (SEK 0 per share) | -          |
| Carried forward            | -21.9      |
| Total                      | -21.9      |

# Not 30. Related parties

# **RELATED PARTY RELATIONSHIPS**

The Parent has a related party relationship with its subsidiaries, see Note 31.

# STATEMENT OF RELATED PARTY TRANSACTIONS

| THE GROUP              |      |   |  |  |                    |
|------------------------|------|---|--|--|--------------------|
| MSEK                   |      | Sale of goods/services to related parties | Purchase of goods/ services from related parties | Other (e.g.<br>interest rate,<br>dividend) | related parties as |
| Related party relation |      |   |  |  |                    |
| Other related parties  | 2024 | -   | -  | -  | -                  |
| Other related parties  | 2023 | -   | -  | -  | -                  |
| THE PARENT             |      |   |  |  |                    |
| MSEK                   |      | Sale of goods/services to related parties | Purchase of goods/ services from related parties | Other (e.g. interest rate, dividend)       | related parties as |
| Related party relatior |      | ·   |  |  |                    |
| Subsidiaries           | 2024 | 11.5                                      | -  | -  | 57.3               |
| Subsidiaries           | 2023 | 13.7                                      | -  | -  | 53.2               |
| Other related parties  | 2024 | -   | -  | -  | -                  |
| Other related parties  | 2023 | -   | -  | -  | -                  |

## TRANSACTIONS WITH KEY INDIVIDUALS IN **SENIOR POSITIONS**

Members of the Board, the CEO and their family members control almost 26% of the votes in the Company.

Senior executives also participate in the Group's share options programme, see Note 7. For other remuneration/benefits to key individuals, refer also to Note

# Not 31. Group companies

# **HOLDINGS IN SUBSIDIARIES**

| THE GROUP                             |                    |                   | Ownershi   | o in %     |
|---------------------------------------|--------------------|-------------------|------------|------------|
|                                       | Subsidiary's regis | stered<br>Country | 2024-12-31 | 2023-12-31 |
| Desenio AB                            | Stockholm          | Sverige           | 100%       | 100%       |
| Poster Store Sverige AB               | Stockholm          | Sverige           | 100%       | 100%       |
| Desenio MidCo AB                      | Stockholm          | Sverige           | 100%       |            |
| DGFC s.r.o.                           | Prag               | Tjeckien          | 100%       | 100%       |
| Desenio Group Inc.                    | Delaware           | USA               | 100%       | 100%       |
| THE PARENT                            |                    |                   |            |            |
| MSEK                                  |                    |                   | 2024       | 2023       |
| Accumulated costs                     |                    |                   |            |            |
| At beginning of year                  |                    |                   | 1 156.3    | 1 406.3    |
| Purchases                             |                    |                   | 0.5        |            |
| Write-downs of shares in subsidiaries |                    |                   |            | -250.0     |
| Carrying amount 31 December           |                    |                   | 1 156.8    | 1 156.3    |

# SPECIFICATION OF THE PARENT'S DIRECT HOLDING OF PARTICIPATIONS IN SUBSIDIARIES

|  |             |                | Carrying   | amount     |
|--|-------------|----------------|------------|------------|
| Subsidiary / Corporate ID number / Registered office | # of shares | Ownership in % | 2024-12-31 | 2023-12-31 |
| Desenio AB, 556763-0693, Stockholm                   | 1 000       | 100            | 1 146.8    | 1 146.8    |
| Poster Store Sverige AB, 559047-8151, Stockholm      | 100         | 100            | 9.4        | 9.4        |
| Desenio MidCo AB, 559512-4446, Stockholm             | 100         | 100            | 0.5        | -          |
| DGFC s.r.o., 10838325, Prag                          | 100         | 100            | -          | -          |
| Desenio Group Inc., 86-3387044, Delaware             | 100         | 100            | 0.1        | 0.1        |

# Not 32. Specifications for the statement of cash flows

# **CASH AND CASH EQUIVALENTS**

| MSEK  | 2024  | 2023  |
|---|-------|-------|
| THE GROUP   |       |       |
| Cash and cash equivalents consist of the following subcomponents: |       |       |
| Cash and bank balances  | 115.6 | 149.9 |
| Total in accordance with the statement of financial position      | 115.6 | 149.9 |
|   |       |       |
| THE PARENT  |       |       |
| Cash and cash equivalents consist of the following subcomponents: |       |       |
| Cash and bank balances  | 3.5   | 10.7  |
| Total in accordance with the statement of financial position      | 3.5   | 10.7  |

## SHORT-TERM INVESTMENTS HAVE BEEN CLASSIFIED AS CASH AND CASH EQUIVALENTS ON THE **FOLLOWING BASIS**

- They have an insignificant risk of fluctuations in value.
- They can easily be converted into cash.
- They have a term of up to 3 months from the date of acquisition.

# INTEREST PAID AND DIVIDEND RECEIVED

| MSEK                                       | 2024 | 2023 |
|--|------|------|
| THE GROUP                                  |      |      |
| Dividend received                          | -    | -    |
| Interest received                          | 5.4  | 4.0  |
| Interest paid                              | 94.2 | 91.3 |
|  |      |      |
| THE PARENT                                 |      |      |
| Dividend received                          | -    | -    |
| Interest received                          | -    | -    |
| Interest paid                              | 90.9 | 91.3 |
| TRANSACTIONS WHICH DO NOT LEAD TO PAYMENTS |      |      |
| MSEK                                       | 2024 | 2023 |
| THE GROUP                                  |      |      |
| Acquisition of asset through lease         | 0.1  | 15.6 |

# CHANGE IN LIABILITIES WITHIN FINANCING ACTIVITIES - THE GROUP

| THE GROUP                         |           |                   |                        |                                   |
|-----------------------------------|-----------|-------------------|------------------------|-----------------------------------|
|                                   |           |                   | Other interest-        | Total liabilities                 |
| MSEK                              | Bond loan | Lease liabilities | bearing<br>liabilities | arising from financing activities |
| Opening balance 2024              | 1 056.8   | 65.7              | -                      | 1 122.5                           |
| Amortisation of lease liabilities |           | -15.6             |                        | -15.6                             |
| Other changes                     |           |                   |                        |                                   |
| Additional lease liabilities      |           | 1.6               |                        | 1.6                               |
| Capitalised loan expenses         | 8.8       |                   |                        | 8.8                               |
| Interest expense                  |           | -1.1              |                        | -1.1                              |
| Closing balance 2024              | 1 065.5   | 50.6              | -                      | 1 116.2                           |
|                                   |           |                   |                        |                                   |
| Opening balance 2023              | 1 083.0   | 71.6              | -                      | 1 154.6                           |
| Repurchase of bonds               | -35.0     |                   |                        | -35.0                             |
| Amortisation of lease liabilities |           | -20.3             |                        | -20.3                             |
| Other changes                     |           |                   |                        |                                   |
| Additional lease liabilities      |           | 15.6              |                        | 15.6                              |
| Capitalised loan expenses         | 8.8       |                   |                        | 8.8                               |
| Interest expense                  |           | -1.2              |                        | -1.2                              |
| Closing balance 2023              | 1 056.8   | 65.7              | -                      | 1 122.5                           |

#### CHANGE IN LIABILITIES WITHIN FINANCING ACTIVITIES - THE PARENT

| THE PARENT                |           |                   |                            |                                |
|---------------------------|-----------|-------------------|----------------------------|--------------------------------|
|                           |           |                   | Other interest-<br>bearing | Total liabilities arising from |
| MSEK                      | Bond loan | Lease liabilities | liabilities                | financing activities           |
| Opening balance 2024      | 1 056.8   | -                 | -                          | 1 056.8                        |
| Capitalised loan expenses | 8.8       |                   |                            | 8.8                            |
| Closing balance 2024      | 1 065.5   | -                 | -                          | 1 065.6                        |
|                           |           |                   |                            |                                |
| Opening balance 2023      | 1 083.0   | -                 | -                          | 1 083.0                        |
| Repurchase of bonds       | -35.0     |                   |                            | -35.0                          |
| Capitalised loan expenses | 8.8       |                   |                            | 8.8                            |
| Closing balance 2023      | 1 056.8   | -                 | -                          | 1 056.8                        |

# Not 33. Events after the end of the reporting period

After the balance sheet date, the Company completed the refinancing of bonds as described in the Administration Report and in Note 2.

# Not 34. Important estimates and judgements

Preparing the financial statements in accordance with IFRS requires that the Executive Management Team makes estimates and judgements as well as assumptions which affect the application of the accounting policies and the recognised amounts of assets, liabilities, income and expense. The actual outcomes may deviate from these estimates and judgements. Beyond what is described below, the critical judgements and sources of uncertainty in estimates are the same as those used in the most recent Annual Report.

The Executive Management Team and the Audit Committee have discussed the trend, choice and disclosures in respect of the Group's important accounting policies and estimates, as well as the application of these policies and estimates.

# IMPORTANT JUDGEMENTS IN THE APPLICATION OF THE GROUP'S ACCOUNTING POLICIES

Certain important accounting judgements which have been made in the application of the Group's accounting policies are described below.

## **BUSINESS COMBINATIONS**

The Group implemented one business combination before the transition. The acquisition analysis has not been calculated retroactively in respect of this business combination. The amount for brands, however, which was not separately recognised under the previously applied

accounting policies, has been identified in the goodwill total as at the transition date. This amount has been separately recognised in the transition balance with the corresponding reduction in the previously recognised amount for goodwill as at the same date.

#### **TESTING FOR IMPAIRMENT OF GOODWILL AND** OTHER INTANGIBLE ASSETS

## GOODWILL

Consolidated goodwill arose through two acquisitions. The first was the previous acquisition of the Desenio operation and the second the acquisition of the Poster Store operation at the end of 2020. The Group consolidated the two businesses in 2021 and thus has one cash-generating unit. Impairment tests of the operations are based on their values in use. This value is based on cash flow calculations based on the business plan approved by the Board of Directors. The estimated cash flows have been discounted to present value using a discount rate of 15.4 % after tax.

The impairment test as at 31 December 2024 was based on estimating the value in use. This value is based on cash flow calculations based on the business plan approved by the Board of Directors. The estimated cash flows have been discounted to present value using a current discount rate of 15.4 % after tax. The impairment test as at 31 December 2024 showed that there was no need for impairment.

#### BRANDS

The Group carries out an impairment test of brands quarterly in accordance with the accounting policies.

Consolidated brands arose through two acquisitions. The first was the previous acquisition of the Desenio operation and the second the acquisition of the Poster Store operation at the end of 2020. The Group integrated the two companies in 2021. The impairment test was based on estimating the value in use. This value is based on cash flow calculations based on the business plan approved by the Board of Directors. The estimated cash flows have been discounted to present value using a current discount rate of 15.4 % before tax. The cash flows and growth rates used have been verified against actual outcomes. The impairment test as at 31 December 2024 indicated that the estimated recoverable amount turned out to be higher than the carrying amount as at 31 December 2024.

# CAPITALISED DEVELOPMENT EXPENDITURE

The Group has capitalised expenditure for the development of various IT systems as intangible assets After the first recognition, impairment testing is carried out as soon as there are indications that the recoverable amount of the assets may be lower than the carrying amount. The useful life is estimated and established in connection with initial recognition and is tested for any necessary adjustments annually. Currently, the useful life is estimated at 5 years for the existing assets.

## **LEASES**

Certain leases include extension options and termination options which the Group can exercise or not up to one year before the expiry of the non-cancellable lease period. When possible, the Group includes these options in new leases, since they provide operational flexibility. An assessment as to whether it is reasonably certain that an extension option will be exercised is made on the commencement date of the lease. The Group reviews the lease period on the

occurrence of an important event or significant changes in circumstances which are within the Group's control, and which affect whether there is reasonable certainty that the Group will exercise (or not exercise) an option included in the original contract.

# IMPORTANT SOURCES OF UNCERTAINTIES IN ESTIMATES

The sources of uncertainty in estimates listed below refer to those which involve a significant risk that the value of assets and liabilities will need to be adjusted to a significant degree during the next financial year.

#### IMPAIRMENT TEST OF GOODWILL

In estimating the recoverable amount of a cash-generating unit for assessing a possible impairment need for goodwill, a number of assumptions on future circumstances and estimates of parameters were made. An account of these is given in Note 14.

# Not 35. Information on the Parent

Desenio Group AB (corporate ID number 559107-2839) is a Swedish registered joint-stock company with its registered office in Stockholm. The Parent's shares are registered on the Nasdaq First North Growth Market in Stockholm. The visiting address for the head office is Maria Bangata 4a, 118 63 Stockholm, Sweden and the postal address is Box 11025, 100 61 Stockholm, Sweden.

The Consolidated Financial Statements for 2024 include the Parent and its subsidiaries, together designated the Group.

# APPROVAL OF FINANCIAL STATEMENTS

The Board of Directors and the Chief Executive Officer declare that the Annual Report has been drawn up in accordance with generally accepted audit standards in Sweden, and the Consolidated Financial Statements have been prepared in accordance with international financial reporting standards referred to in Regulation (EC) No 1606/2002 of the European Parliament and of the Council of 19 July 2002 on the application of international accounting standards. The Annual Report and the Consolidated Financial Statements provide a fair view of the position and results of the Parent and the Group. The Administration Report for the Group and the Parent provides a fair view of the development of the Group's and

Stockholm, 6 May 2025

the Parent's operations, financial position and results of operations, and describes material risks and uncertainties facing the Parent and the companies included in the Group.

As stated above, the Annual Report and the Consolidated Financial Statements were approved for release by the Board of Directors and the Chief Executive Officer on 6 May 2025. The consolidated statement of profit or loss and other comprehensive income and the statement of financial position and the Parent's income statement and balance sheet will be subject to adoption at the Annual General Meeting on 12 June 2025.

| Martin Weiss                                 | Fredrik Palm            |  |
|--|-------------------------|--|
| Chairman of the Board                        | Chief Executive Officer |  |
| Erik Flinck                                  | Andreas Otto            |  |
| Deputy Chairman of the Board                 | Member of the Board     |  |
| Stephen Taylor-Matthews                      |                         |  |
| Member of the Board                          |                         |  |
|  |                         |  |
|  |                         |  |
| Our Audit Report was submitted on 6 May 2025 |                         |  |
|  | _                       |  |
| KPMG AB                                      |                         |  |
| MATHIAS ARVIDSSON                            |                         |  |
| Authorised Public Accountant                 |                         |  |

# **Auditor's Report**

Translation from the Swedish original

To the general meeting of the shareholders of Desenio Group AB (publ), corp. id 559107-2839

## Report on the annual accounts and consolidated accounts

#### **Opinions**

We have audited the annual accounts and consolidated accounts of Desenio Group AB (publ) for the year 2024, except for the corporate governance statement on pages 46-52 and the sustainability report on pages 14-36. The annual accounts and consolidated accounts of the company are included on pages 37-92 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 2024 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 2024 and their financial performance and cash flow for the year then ended in accordance with IFRS Accounting Standards, as adopted by the EU, and the Annual Accounts Act. Our opinions do not cover the corporate governance statement on pages 46-51 and sustainability report on pages 14-36. 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 the annual accounts and consolidated accounts are consistent with the content of the additional report that has been submitted to the parent company's Board of directors 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 of goods sold with return right

See disclosure 3 and accounting principles in the annual account and consolidated accounts for detailed information and description of the matter.

#### Description of key audit matter

Net sales for the Group as of 31 December 2024 amounted to SEK 856,2 (967,2) million. The Group reports revenue in accordance with the terms and conditions of sale, i.e. when the goods have been passed over to a carrier, after deductions for returns.

Revenue recognition includes estimates and assessments in the reserve for expected returns. The reserve is based on historical data and the management's experience. Accordingly, revenue recognition of goods sold with return right are assessed as a key audit matter.

#### Response in the audit

Our audit included the following audit procedures, but was not limited to these:

Review of processes and procedures for revenue recognition. Substantive analytical review of recognised sales in relation to the timing of inventory transactions.

We have assessed the management's assumptions and models for provisions for returns.

Valuation of goodwill and brands as well as shares of group companies in the parent company

See disclosure 14, 15 and 34 and accounting principles in the annual account and consolidated accounts for detailed information and description of the matter.

# Description of key audit matter

As of December 31, 2024, the group reported goodwill and trademarks of a total of SEK 1 013,3 (1 013,3) million, which constitutes 79% of the balance sheet total. Goodwill and trademarks must be annually subject to at least one so-called impairment test, which contains both complexity and significant elements of assessments from the management of the group. Shares in group companies are reported in the parent company. If the value of the shares exceeds equity in the respective group company, the same type of assessment is made, using the same technique and input values, as is done with regard to goodwill in the group. According to current regulations, the test must be carried out according to a technique where the company prepares future assessments of the business's internal and external conditions and plans. Examples of such assessments are which discount rate should be used to take into account that future estimated payments are associated with risk

#### Response in the audit

We have checked the group's impairment tests to assess whether they have been carried out in accordance with current regulations. Furthermore, we have assessed the reasonableness of the future inflows and outflows as well as the assumed discount rates and growth rate. We have involved our own valuation specialists in order to ensure the reasonableness of the discount rates used, which includes evaluation of economic and industry-specific forecasts where applicable. We have also randomly tested that the company's calculations are mathematically correct. We have assessed the circumstances presented in the information in the annual report and whether the information is sufficiently comprehensive as a description of the assessments made in assumption and of applied methods.

and are thus worth less than cash and cash equivalents that are directly available to the group.

#### Financing

See disclosure 2 and accounting principles in the annual account and consolidated accounts at page 38 and 61-66 for detailed information and description of the matter.

#### Description of key audit matter

Desenio has a bond loan amounting to SEK 1.065.1 million as of December 31, 2024, with an initial original maturity date in December

During the autumn of 2024, ongoing discussions were held with bondholders to discuss a possible solution as the bond approached maturity. In connection with the publication of the term sheet on December 24, 2024, the maturity date was extended to Q1 2025. This term sheet communicated a restructuring of the bond, including a debt conversion to equity with a 75% write-down of the bond. In February 2025, the bondholders voted to approve the agreement, which was subsequently approved at the shareholders' meeting on March 4, 2025.

The previous bond was replaced in March 2025 with two new bonds: a 4-year bond with a nominal value of SEK 251.3 million in Desenio Group AB and a 2.5-year bond with a nominal value of SEK 150 million in Desenio Midco AB.

Given the group's refinancing and liquidity risk during the year, financing is considered a particularly significant area in our audit.

#### Response in the audit

In our audit, we have mapped the group's financing process and have continuously been present in discussions with both management and bondholders.

Furthermore, we have assessed the group's decision to apply the going concern principle. We have reviewed the necessary material, including the approved board minutes related to the debt conversion to equity, as well as the agreements and its conditions with bondholders concerning the two newly issued bonds in 2025. Based on the above information, we have obtained a documented assessment of the basis for applying the going concern principle.

We have evaluated the accuracy of the disclosures regarding financing and the assumption of going concern provided by the group in the management report, in note 2 of the annual report and the consolidated 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 1-36 and 97-99. 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 Accounting Standards 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 intend to liquidate the company, to cease operations, or has no realistic alternative but to do so.

#### 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

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

Identify and assess the risks of material misstatement of the annual accounts and consolidated accounts, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Obtain an understanding of the company's internal control relevant to our audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.

Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors and the Managing Director.

Conclude on the appropriateness of the Board of Directors' and the Managing Director's, use of the going concern basis of accounting in preparing the annual accounts and consolidated accounts. We also draw a conclusion, based on the audit evidence obtained, as to whether any material uncertainty exists related to events or conditions that may cast significant doubt on the company's and the group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the annual accounts and consolidated accounts or, if such disclosures are inadequate, to modify our opinion about the annual accounts and consolidated accounts. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company and a group to cease to continue as a going concern.

Evaluate the overall presentation, structure and content of the annual accounts and consolidated accounts, including the disclosures, and whether the annual accounts and consolidated accounts represent the underlying transactions and events in a manner that achieves fair presentation.

Plan and perform the group audit to obtain sufficient and appropriate audit evidence regarding the financial information of the entities or business units within the group as a basis for forming an opinion on the consolidated accounts. We are responsible for the direction, supervision and review of the audit work performed for purposes of the group audit. We remain solely responsible for our opinions.

We must inform the Board of Directors of, among other matters, the planned scope and timing of the audit. We must also inform of significant audit findings during our audit, including any significant deficiencies in internal control that we identified.

We must also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, measures that have been taken to eliminate the threats or related safeguards.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the annual accounts and consolidated accounts, including the most important assessed risks for material misstatement, and are therefore the key audit matters. We describe these matters in the auditor's report unless law or regulation precludes disclosure about the matter.

# 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 Desenio Group AB (publ) for the year 2024 and the proposed appropriations of the company's profit or loss.

We recommend to the general meeting of shareholders that the profit 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.

# 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.

As part of an audit in accordance with generally accepted auditing standards in Sweden, we exercise professional judgment and maintain professional scepticism throughout the audit. The examination of the administration and the proposed appropriations of the company's profit or loss is based primarily on the audit of the accounts. Additional audit procedures performed are based on our professional judgment with starting point in risk and materiality. This means that we focus the examination on such actions, areas and relationships that are material for the operations and where deviations and violations would have particular importance for the company's situation. We examine and test decisions undertaken, support for decisions, actions taken and other circumstances that are relevant to our opinion concerning discharge from liability. As a basis for our opinion on the Board of Directors' proposed appropriations of the company's profit or loss we examined whether the proposal is in accordance with the Companies Act.

# The auditor's examination of the corporate governance statement

The Board of Directors is responsible for that the corporate governance statement on pages 46-51 has been prepared in accordance with the Annual Accounts Act.

Our examination of the corporate governance statement is conducted in accordance with FAR's standard RevR 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.

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

# The auditor's opinion regarding the statutory sustainability report

The Board of Directors is responsible for the sustainability report on pages 14-36, and that it is prepared in accordance with the Annual Accounts Act in accordance with the older wording that applied before 1 July 2024.

Our examination has been conducted in accordance with FAR's standard RevR 12 The auditor's opinion regarding the statutory sustainability report. This means that our examination of the statutory sustainability report 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 opinion.

A statutory sustainability report has been prepared.

KPMG AB, P.O Box 11908, SE-404 39 Göteborg, Sweden was appointed auditor of Desenio Group AB (publ) by the general meeting of the shareholders on the 29<sup>th</sup> of May 2024. KPMG AB or auditors operating at KPMG AB have been the company's auditor since 2021.

Göteborg 2025-05-06

KPMG AB

Signed on the Swedish original

Mathias Arvidsson
Authorized Public Accountant

# FINANCIAL CALENDAR

12 JUNE 2025

Annual General Meeting

16 JULY 2025

Interim Report January – June 2025

23 OCTOBER 2025

Interim Report January – September 2025

19 FEBRUARY 2026

Year-end Report January – December 2025

# ANNUAL GENERAL MEETING 2025

Desenio's Annual General Meeting will be held on Thursday, 12 June 2025. More information on the Annual General Report and instructions for advance voting are contained in the notification of the Annual General Meeting and on Desenio's website:

https://deseniogroup.com/en/governance/generalmeetings/

# DEFINITION OF KEY PERFORMANCE INDICATORS

| KEY PERFORMANCE<br>INDICATORS                         | DEFINITIONS   | JUSTIFICATIONS FOR USE   |
|---|---|--|
| Active customers                                      | Number of customers who have placed at least one order during the preceding 24-month period.  | This key performance indicator measures the Company's ability to attract and retain customers.   |
| Percentage of administration costs and other costs, % | Administration costs and other costs constitute operational expenses minus the cost of goods for resale, handling costs and distribution costs, as well as marketing costs.                                   | This key performance indicator gives the company an indication of external costs, per earned Krona, which are not attributable to handling and distribution costs or marketing costs, and is, accordingly, an indication of the efficiency of the Company's operation. |
| Proportion of marketing costs, %                      | The key ratio is calculated by dividing marketing costs, excluding acquisition-related amortisation, by net sales, expressed in percent.  | This key performance indicator enables the Company to measure how effective its marketing activities are and, accordingly, provides an indication of how efficient the Company's operation is.   |
| Proportion of handling and distribution costs, %      | Handling and distribution costs include the costs of 3PL, carriage to customer and costs for bank and cash (primarily costs of payment providers such as Klarna and PayPal), as well as IT and systems costs. | This key performance indicator gives the Company an indication of how much of the costs of each earned Krona in net sales originate from handling and distribution, and therefore provides an indication of how efficient the Company's operation is.                  |
| Number of visitors '000                               | The number of visitors to a website or a group of websites during the measurement period (independent of the unit used).  | This key performance indicator enables the Company to measure its reach and marketing activities.  |
| Number of orders '000                                 | Number of orders placed during measurement period, adjusted for cancellations and returns.  | Number of orders is a key performance indicator used to measure customer commitment.   |
| Gross profit margin, %                                | Gross profit (net sales minus the Cost of goods sold) divided by net sales, expressed as a percentage.  | The gross profit margin gives an overview of the earnings from operating activities.   |
| EBIT margin, %  | Operating profit (EBIT) divided by net sales, expressed as a percentage.  | The operating margin gives a picture of the profit generated by operating activities.  |
| EBITA   | Operating profit with the add-back of amortisation of acquisition-related intangible assets.  | EBITA gives an overall picture of the earnings generated by the operation with the add-back of amortisation and impairment of acquisition-related intangible assets.   |
| EBITA margin, %                                       | EBITA as a percentage of net sales.   | The EBITA margin is a useful measure along with net sales growth for monitoring value-generation.  |
| EBITDA  | Earnings before financial items, tax, depreciation and amortisation   | EBITDA provides an overall picture of earnings generated on operating activities.  |

# DEFINITION OF KEY PERFORMANCE INDICATORS, CONT.

| KEY PERFORMANCE<br>INDICATORS | DEFINITIONS   | JUSTIFICATIONS FOR USE   |
|-------------------------------|---|--|
| Average order value (AOV)     | Transaction-based net sales divided by the number of orders during the measurement period. The average order value is minus discounts, excluding VAT and after returns.   | The average order value is measured as an indicator of income generation. It is regarded as constituting a key performance indicator of the attractiveness of the Company's products and websites to customers.                                  |
| Investments                   | Acquisition of property, plant and equipment and intangible assets, excluding financial assets.   | This key performance indicator gives the Company a picture of investments including capitalised leases.  |
| Adjusted EBIT                 | EBIT excluding items affecting comparability. Items affecting comparability include transaction costs, relocation costs and termination costs.  | Adjusted EBIT is adjusted for items affecting comparability and is regarded, therefore, as constituting a useful measure of the Company's underlying earnings generated from operating activities.   |
| Adjusted EBIT margin, %       | Adjusted EBIT divided by net sales, expressed as a percentage.  | Adjusted EBIT margin is adjusted for items affecting comparability and is regarded, therefore, as constituting a useful measure of the Company's underlying earnings generated from operating activities.  |
| Adjusted EBITA                | EBITA excluding items affecting comparability.<br>Items affecting comparability include transaction costs, relocation costs and termination costs.  | The metric is relevant for giving an indication of the Company's underlying earnings generated by operating activities excluding items affecting comparability.  |
| Adjusted EBITA margin, %      | Adjusted EBITDA divided by net sales, expressed as a percentage.  | Adjusted EBITDA margin is adjusted for items affecting comparability and is regarded, therefore, as constituting a useful measure of the Company's underlying earnings generated from operating activities before depreciation and amortisation. |
| Adjusted EBITDA               | EBITDA excluding items affecting comparability. Items affecting comparability include transaction costs, relocation costs and termination costs.  | Adjusted EBITDA margin is adjusted for items affecting comparability and is regarded, therefore, as constituting a useful measure of the Company's underlying earnings generated from operating activities before depreciation and amortisation. |
| Sales increase, %             | Annual increase in sales, expressed as a percentage.  | The key ratio shows the Company's percentage sales growth between different periods.   |
| Net debt / net cash           | Interest-bearing liabilities at the end of the period minus cash and bank balances at the end of the period. Interest-bearing liabilities include the bond loan, liabilities to credit institutions, lease liabilities and the liability in respect of supplementary consideration. | Net debt / Net cash is a key performance indicator which shows the Company's total indebtedness.   |



# **DESENIO** GROUP