

# **LAURITZ**

### INTERIM REPORT

JANUARY - DECEMBER 2021

Lauritz.com Group A/S CVR no. 37627542 Company announcement 24 February 2022

#### 2021 Highlights

#### January - December 2021 (continuing operations)

- Revenue increase of 8.1 percent.
- Cost stable at +1.1 percent compared to last year.
- EBITDA improved by DKK 8.3m to DKK 2.7m (-5.6m).
- Auction Turnover increase of 2.5 percent.
- Average Auction turnover price in 2021 of DKK 2,880 (2,829).
- Number of knockdowns 145,361 (144,368).

#### October - December 2021 (continuing operations)

- Revenue decrease of 3.2 percent.
- Cost decrease of 3.6 percent compared to last year.
- EBITDA of DKK 2.9m (2,9m).
- Auction Turnover decrease of 7.8 percent.
- Average knockdown price in Q4 of DKK 3,082 (2,696).
- Number of knockdowns 36,872 (45,718).

### Lauritz.com Group A/S key figures (continuing operations)

|                                      | October – De | cember  | January - | <ul><li>December</li></ul> |  |
|--------------------------------------|--------------|---------|-----------|----------------------------|--|
| 000 DKK                              | 2021         | 2020    | 2021      | 2020                       |  |
| Auction turnover                     | 113,643      | 123,256 | 418,700   | 408,121                    |  |
| Number of Knockdowns                 | 36,872       | 45,718  | 145,361   | 144,368                    |  |
| Average Auction turnover price, DKK  | 3,082        | 2,696   | 2,880     | 2,829                      |  |
| Revenue                              | 35,650       | 36,817  | 131,235   | 121,432                    |  |
| EBITDA                               | 2,901        | 2,917   | 2,711     | -5,559                     |  |
| Auction Turnover Margin <sup>1</sup> | 2.6%         | 2.4%    | 0.6%      | -1.4%                      |  |
| Profit                               | -1,368       | -11,100 | -10,098   | -28,347                    |  |
| Earnings per share, DKK              | -0.034       | -0,273  | -0.248    | -0.696                     |  |
| Net cash flow                        | 3,325        | 5,346   | 2,882     | 10,295                     |  |

<sup>&</sup>lt;sup>1</sup> Auction Turnover Margin = EBITDA/Auction Turnover.

#### **Management Comments**

In 2021 the business of Lauritz.com group delivered an improvement in EBITDA of DKK 8.3m compared to last year primarily driven by a revenue growth of 8 percent.

In the fourth quarter of 2021 the business of Lauritz.com group delivered EBITDA in line with last year. The earnings in Q4 remained stable due to higher yielding business in 2021 leaving the revenue in Q4 down 3.2 percent despite a decline in auction turnower of 7.8 percent, and due to a cost reduction of 3.6 percent compared to last year.

#### **Development in EBITDA**

For the period January to December auction turnover growth is 2.5 percent and revenue growth for the continuing business is 8 percent compared to 2020, whereas operating cost has remained under control with an increase of 1 percent.

EBITDA in 2021 improved by DKK 8.3m for the continuing business to DKK 2,7m (-5.6m).

Net operating cash flow for the continuing business is DKK 5.0m (16.9m). The change is mainly driven by the improvement in EBITDA and changes in working capital items.

#### **Future organization**

To bring Lauritz.com to the next level as to turnover and earnings on shorter and longer terms, including expected roll out of new business areas, a future central management team has been defined. The new Country Manager Denmark and the new CTO onboarded during the first half of 2021 and a new CMO in February 2022.

#### **Commercial initiatives**

Our continued focus on sales management, business control and execution both internally in the headquarter and in all auction houses is showing results.

The comprehensive optimization process that all auction houses have gone through in terms of logistics and handling of the auction supply chain, has released resources for intensified sales activities focusing on the local evaluation and sourcing of items for auction.

In terms of marketing activities, we are continuously intensifying our digital foot print, showing positive effects and strengthening our position within international, national and local communities interested in selling and buying sustainable vintage items of high quality within art, design and collectables.

#### Financing

The group is funded by a bond. Currently the bond has an outstanding debt of SEK 155m and an interest rate of 4%.

When the last part of the payment for the sold business is received in May 2022 (SEK 15m), a repayment of SEK 15m will be made, after which the remaining bond debt will be a standing loan of SEK 140m until maturity in December 2024.

### Impact on financial reporting due to the sale of activities

The presentation of the business in the financial statements is impacted by the sale of Stockholms Auktionsverk, the auction house in Karlstad Hammarö and 3 auction houses in Germany. The sold businesses are presented as discontinued operations in the statement of comprehensive income, balance sheet and statement of cash flow. The sold part of the business was reclassified to discontinued operations in the 2020 annual statement and the value of the assets included as assets available for sale has been impaired to reflect the achieved sales price.

The sale of Stockholms Auktionsverk, the auction house in Karlstad Hammarö and 3 auction houses in Germany result in an accounting loss as the book value of the sold activities is higher than the achieved sales price, resulting in an impairment loss of DKK 23m. This loss was included in Result from discountinued operations primarily in 2020.

#### **Guidance for 2022**

Regarding guidance for 2021 earnings was within the guidance with EBITDA of DKK 2.9m. Auction Turnover growth was 2.6 percent and Revenue growth was 8.1 percent.

Our guidance for 2022 is:

- Growth in Auction Turnover of 0-10 percent
- Growth in Revenue of 5-15 percent
- EBITDA of DKK 3-8m.

Bengt Sundström, Chairman of the board Mette Margrethe Rode Sundstrøm, CEO Preben Vinkler Lindgaard, CFO

# Lauritz.com – a pioneer in the auction industry

#### Auctions to the people!

Lauritz.com is an international online platform selling art, design, antiquities and home luxury to international buyers. It is our vision to democratize the international auction world by making auctions accessible to everyone. Lauritz.com was the first traditional auction house in the world to convert to online auctions. An early disruption of a very traditional market. As a first mover Lauritz.com has become a game changer driving the paradigm shift physical to online auctions from through digitalization, internationalization and industrialization of the auction industry.

#### This is how it works

Lauritz.com sources items locally to sell globally. Lauritz.com has 13 physical auction houses. Here local sellers can consign items for auction. Sellers can interact with the local house by getting an online evaluation, by booking an expert for a home visit or by booking Lauritz.com's pick-up service to transport items from the seller to the auction house. are estimated, items described photographed objectively by Lauritz.com's experts. Each lot is put up for an individual timed auction for 5 days, sold to the highest bid and shipped to the buyer. All items are presented on physical viewing in the given local auction house during the auction period. Major collections or more expensive items are high-lighted on special theme actions. Lauritz.com offers an authenticity guaranty to avoid falsification and copies.

#### **Assortment**

The wide assortment comprises everything from luxury flee market finds to expensive international art works - from DKK 800 and up. The categories cover modern art, antique art and sculptures, furniture, lamps, carpets, ceramics, silver, glass, jewellery, clocks, wine, hunting equipment, collectables and much more. Lauritz.com is exceptionally strong in modern design classics probably the leading auction house internationally for 20th century design furniture classics. High volumes are sold daily of the most famous furniture by Scandinavian architects such as Arne Jacobsen, Wegner, Finn Juhl, Poul Kjærholm, Bruno Mathsson, Carl Malmsten etc. The modern furniture categories add up to approx. 40 percent of Lauritz.com's auction turnover.

#### **Customers**

Lauritz.com's customer profile stretches from trendsetters to pensioners, students to top executives. Lauritz.com strives to create a universe that appeals to everyone, whatever their taste, budget, or age. The division between men and women between customers is approx. 50/50, typically with a middle to higher income, and in age mainly between 30 to 60 years. Lauritz.com has customers from approx. 200 countries.

#### **Market position**

Lauritz.com focuses on the middle market segment for lots with a value between DKK 800 and 50.000. This segment positions Lauritz.com between classified platforms with high volume at low prices and the fine art market with low volume and high prices. Lauritz.com can be described as a contemporary combination of ebay and Sotheby's.

#### **Business model**

Lauritz.com has a simple business model, based on a healthy premium structure. All auction items are sold in commission (which means that Lauritz.com has no inventory). When an item is sold, the buyer pays 22.5 percent in buyer's premium plus a knockdown fee of DKK 95. The seller pays 15 percent in seller's premium plus a knockdown fee of DKK 150. The buyer pays the knockdown and premiums within 3 days. Lauritz.com pays the seller within 42 days.

#### Geographical expansion

The main key success factor in the auction business is to create a sufficient in-flow of items from local private and professional sellers to present to global buyers. Lauritz.com has a strong track record establishing physical auction houses for this vital local sourcing of items. Lauritz.com can open local auction houses in 3 ways; by opening own operations greenfield, by finding local partners to start in a franchise-like model or by acquiring regional auction houses to convert their traditional physical auctions to online auctions.

#### Scalable platforms

Lauritz.com's platforms - and head-quarter set-upis highly scalable as to; increasing the number of items on auction, increasing online traffic, establishing new auction houses and opening new countries. Lauritz.com already exist in 6 languages, and more can be added.

# Lauritz.com – a pioneer in the auction industry

#### **Business opportunities**

Many opportunities are still to be explored and possibly launched. E.g., management sees a considerable potential in; introducing a 'Buy now at fixed price' feature, increasing the number of new-produced items on auction (from design producers/retailers), shortening payment time to sellers, a new payment service, optimizing even quicker/cheaper shipment to buying customers, introducing adds on the platforms and offering new products like consumer loans.

#### **Owners**

Lauritz.com Group A/S is since 22 June 2016 listed on Nasdaq First North Growth Market Stockholm with the ticker LAUR. The largest shareholders of Lauritz.com Group A/S is founder Bengt Sundström and Mette Rode Sundstrøm.

#### 1 January - 31 December 2021

#### (continuing activities)

#### **Auction Turnover**

Auction Turnover amounted to DKK 418.7m (408.1), an increase of 2.5 percent compared to last year. The growth is partly due to improvements in commercial activities and partly due the rebound from the impact of the first weeks of the Covid-19 crisis in March to May 2020.

#### Revenue

Revenue amounted to DKK 131.2m (121.4), an increase of 8.1 percent compared to 2020. The increase in revenue is driven the higher auction turnover and by increase in commission rates and fees on sold items.

#### **EBITDA and Auction Turnover margin**

EBITDA amounted to DKK 2.7m (-5.6). The increase is due to the increase in Auction Turnover and improvements in revenue.

The Auction Turnover Margin amounted to 0.6 (-1.4) percent.

#### Operating profit

Operating profit/loss for the period amounted to DKK -5.7m (-14.4), the change is primarily due to the increase in EBITDA.

#### **Net financials**

Net financials was DKK -6.3m (-20.5). The change in net financials compared to last year is mainly due a change in exchange rate gains on debt and lower interest on the bond debt.

#### Tax

Corporate tax amounted to an income of DKK 1.9m (6.5), corresponding to an effective tax rate of 16.0 percent (18.7).

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

Profit for the period was DKK -10.1m (-28.3). Earnings per share amounted to DKK -0.248 (-0.696).

#### Cash flow

Net cash flow for the continuing business is DKK 2.9m (10.3m). The change is mainly driven by the improvement in EBITDA, changes in working capital items, and bond interest paid in 2021.

#### Financial position, cash and cash equivalents

At the end of the year the equity in the group is DKK -41.7m (-25.0) and the group's total assets were DKK 148m (342), including assets available for sale of DKK 0.0m (202). The equity/assets ratio is -28.2 percent (-7.3). The plan for reestablishing the equity is based on future earnings and equity based funding.

Cash and cash equivalents amounted to DKK 20.7m (18.3).

#### Investments

Investments in 2021 amounted to DKK 0.5m (1.1m).

#### **Human resources**

The average number of full-time employees (FTE) in 2021 in Lauritz.com Group A/S and its subsidiaries was 60 (55).

#### 1 January - 31 December 2021

#### **Shares**

The number of shares registered is 40,792,542.

#### Risks and uncertainty factors

Significant operating, external and financial risks and uncertainty factors are described in detail in the prospectus for Lauritz.com that was signed by the Board of Directors 14 June 2016 on page 48-49 and 54-65. Lauritz.com does not consider that any significant risks additional to those described in the prospectus have arisen.

#### Events after the end of the period

No events have occurred after the balance sheet date that could have a material influence on the Group's financial position.

#### **Future prospects**

Our guidance for 2022 is:

- Growth in Auction Turnover of 0-10 percent
- Growth in Revenue of 5-15 percent
- EBITDA of DKK 3-8m.

#### Lauritz.com

On occasion, Lauritz.com Group A/S is referred to as Lauritz.com. In this Report, such references are to Lauritz.com Group A/S's consolidated financial statements, unless clearly stated otherwise.

#### **Finance**

The Group is funded by a bond debt, which amounted to DKK 112.5m (147.9). The bond is a senior secured bond of SEK 155m with a fixed interest rate of 4.0 percent.

Following the sale of activities the bond debt was reduced by SEK 45m in June 2021 and with the installment of SEK 15m in May 2022, the bond debt will be reduced to SEK 140m approximately DKK 102m. Following the instalment in May 2022 the remaining bond debt will remain until maturity of the bond in December 2024.

#### Parent company

Lauritz.com Group A/S, being the parent company, is listed on Nasdaq First North Growth Market in Stockholm and the company is a holding company owning 100 % of Lauritz.com A/S group whose operations primarily are online auctions.

#### Statement by Management on the Interim Report

The Board of Directors and the Executive Management have today discussed and approved the Interim Report of Lauritz.com Group A/S for the period 1 January to 31 December 2021.

The Interim Report has been prepared in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and Danish disclosure requirements governing Interim Reports of listed companies.

In our opinion, the Interim Report gives a true and fair view of the group's financial position at 31 December 2021 and of the results of its operations and cash flows for the period 1 January to 31 December 2021.

In our opinion, the management commentary contains a fair review of the development of the group's business and financial matters, the results for the period and of the financial position as a whole of the entities included in the consolidated financial statements, together with a description of the principal risks and uncertainties that the group faces.

The Interim Report has not been audited or reviewed by the Company's auditor.

Søborg, 24 February 2022

#### **Executive Management:**

Mette Margrethe Rode Sundstrøm, CEO; Preben Vinkler Lindgaard, CFO

#### **Board of Directors:**

Bengt Sundström, Chairman; Claus Due Pedersen; Preben Vinkler Lindgaard; Tue Byskov Bøtkær

#### Company auditor:

Beierholm, Statsautoriseret Revisionspartnerselskabs

#### Company details:

Parent company:

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Denmark, phone: + 45 44 50 98 00, Fax: + 45 44 50 98 01, Homepage: www.lauritz.com

#### For more information, please contact:

Preben Vinkler Lindgaard, CFO

E-mail: preben@lauritz.com

#### Reporting schedule

Annual report 2021 8 April 2022

Interim Report, Q1 2022 12 May 2022

Interim Report, Q2 2022 25 August 2022

Interim Report, Q3 2022 27 October 2022

The Annual General Meeting will be held in Copenhagen on 19 May 2022, 11 am.

|   | Year<br>2021<br><u>DKK'000</u> | Year<br>2020<br><u>DKK'000</u> | Year<br>2019<br>DKK'000 |
|---|--------------------------------|--------------------------------|-------------------------|
| Auction turnover <sup>1</sup>                       | 418,700                        | 408,121                        | 414,500                 |
| Statement of comprehensive income <sup>2</sup>      |                                |                                |                         |
| Revenue   | 131,235                        | 121,432                        | 128,835                 |
| Gross profit  | 63,165                         | 54,620                         | 52,012                  |
| EBITDA  | 2,711                          | - 5,559                        | - 3,004                 |
| Operating profit (EBIT)                             | - 5,714                        | - 14,356                       | - 14,209                |
| Net financials                                      | - 6,261                        | - 20,501                       | 61,945                  |
| Profit before tax (EBT)                             | - 11,975                       | - 34,857                       | 47,736                  |
| Tax on profit for the period                        | 1,886                          | 6,510                          | 7,389                   |
| Profit/loss for the period, continuing operations   | - 10,089                       | - 28,347                       | 55,125                  |
| Profit/loss for the period, discontinued operations | - 21,964                       | - 14,688                       | - 37                    |
| Profit/loss for the period, total                   | - 32,035                       | - 43,035                       | 55,088                  |
| Other Comprehensive income                          | 15,327                         | 5,836                          | - 1,282                 |
| Total comprehensive income                          | - 16,726                       | - 37,199                       | 53,806                  |
| Balance sheet <sup>3</sup>                          |                                |                                |                         |
| Non-current assets                                  | 72,098                         | 71,536                         | 223,567                 |
| Current assets                                      | 75,504                         | 67,913                         | 113,981                 |
| Current assets, available for sale                  | -                              | 202,280                        | -                       |
| Share capital                                       | 4,079                          | 4,079                          | 4,079                   |
| Equity  | - 41,685                       | - 25,035                       | 12,164                  |
| Non-current liabilities                             | 106,716                        | 5,946                          | 25,319                  |
| Current liabilities                                 | 82,571                         | 250,997                        | 300,065                 |
| Current liabilities, available for sale             | -                              | 109,821                        | -                       |
| Balance sheet total                                 | 147,602                        | 341,729                        | 337,548                 |
| Cash flow <sup>4</sup>                              |                                |                                |                         |
| Operating activities                                | - 11,987                       | 13,156                         | - 8,761                 |
| Investing activities                                | 63,206                         | - 1,099                        | - 4,403                 |
| Of this, investments in property                    |                                |                                |                         |
| plant and equipment                                 | - 507                          | - 477                          | - 384                   |
| Financing activities                                | - 48,337                       | - 1,762                        | 10,366                  |
| Total cash flows, continuing operations             | 2,882                          | 10,295                         | - 2,798                 |
| Total cash flows, discontinued operations           | - 16,816                       | 2,685                          | - 8,717                 |
| Total cash flows                                    | - 13,934                       | 12,980                         | - 11,515                |

<sup>&</sup>lt;sup>1</sup> Auction turnover reflect activities on <u>www.lauritz.com</u> and mobile apps. Auction turnover includes hammer prices and buyer's premiums exclusive of VAT. Auction turnover for 2019-2021 is for continuing operations.



 $<sup>^{\</sup>rm 2}\,$  Profit/Loss statement for 2019-2021 is for continuing operations.

<sup>&</sup>lt;sup>3</sup> Balance sheet for 2020 and 2021 is for continuing operations. 2019 balance sheet is not adjusted for discontinued operations.

<sup>&</sup>lt;sup>4</sup> Cash flow for 2019-2021 is for continuing operations.

|   | Year<br>2021<br><u>DKK'000</u> | Year<br>2020<br><u>DKK'000</u> | Year<br>2019<br><u>DKK'000</u> |
|---|--------------------------------|--------------------------------|--------------------------------|
| Ratios <sup>5</sup>                                     |                                |                                |                                |
| Gross margin  | 48.1%                          | 45.0%                          | 40.4%                          |
| EBITDA margin   | 2.1%                           | - 4.5%                         | - 2.3%                         |
| Profit margin   | - 4.4%                         | - 11.7%                        | - 11.0%                        |
| Equity ratio  | - 28.2%                        | - 7.3%                         | 3.7%                           |
| Return on equity  | - %                            | - %                            | - %                            |
| Earnings per share (Basic), continuing operations DKK   | - 0.248                        | - 0.696                        | 1.354                          |
| Earnings per share (Basic), discontinued operations DKK | - 0.539                        | - 0.361                        | - 0.001                        |
| Dividend per share                                      | 0                              | 0                              | 0                              |
| Average number of full-time employees:                  |                                |                                |                                |
| Continuing operations                                   | 60                             | 55                             | 44                             |
| Discontinued operations                                 | 111                            | 110                            | 113                            |

 $<sup>^{\</sup>rm 5}$  Ratios for 2019-2021  $\,$  are for continuing operations.

|             |   | Group                        |                       |                         |                         |  |  |
|-------------|---|------------------------------|-----------------------|-------------------------|-------------------------|--|--|
| <u>Note</u> | <u>s</u>                                    | Q4<br>2021<br><u>DKK'000</u> | Q4<br>2020<br>DKK'000 | Year<br>2021<br>DKK'000 | Year<br>2020<br>DKK'000 |  |  |
| 3           | Revenue                                     | 35,650                       | 36,817                | 131,235                 | 121,432                 |  |  |
|             | Direct costs                                | - 18,910                     | <u>- 18,052</u>       | - 68,070                | - 66,812                |  |  |
|             | Gross profit                                | 16,740                       | 18,765                | 63,165                  | 54,620                  |  |  |
|             | Other external expenses                     | - 5,227                      | - 5,974               | - 22,624                | - 24,340                |  |  |
|             | Staff costs                                 | - 8,612                      | <u>- 9,874</u>        | - 37,830                | - 35,839                |  |  |
|             | EBITDA                                      | 2,901                        | 2,917                 | 2,711                   | - 5,559                 |  |  |
|             | Depreciation and amortisation               | - 2,294                      | - 2,057               | - 8,425                 | - 8,797                 |  |  |
|             | Operating profit/loss (EBIT)                | 607                          | 860                   | - 5,714                 | - 14,356                |  |  |
| 4           | Financial income                            | 947                          | 531                   | 3,675                   | 1,764                   |  |  |
| 5           | Financial expenses                          | - 2,734                      | <u>- 14,171</u>       | - 9,936                 | - 22,265                |  |  |
|             | Profit/Loss before tax (EBT)                | - 1,180                      | - 12,780              | - 11,975                | - 34,857                |  |  |
| 6           | Tax on profit/loss for the period           | <u>- 129</u>                 | 1,680                 | 1,886                   | 6,510                   |  |  |
|             | Profit/Loss for the period:                 |                              |                       |                         |                         |  |  |
|             | Continuing operations                       | - 1,309                      | - 11,100              | - 10,089                | - 28,347                |  |  |
| 7           | Discontinued operations                     | - 16,432                     | <u>- 12,760</u>       | - 21,964                | - 14,688                |  |  |
|             | Profit/loss for the period, total           | <u>- 17,741</u>              | - 23,860              | - 32,053                | - 43,035                |  |  |
|             | Items that can be reclassified to profit of | or loss:                     |                       |                         |                         |  |  |
|             | OCI, continuing operations                  | -                            | -                     | -                       | -                       |  |  |
|             | OCI, discontinued operations:               |                              |                       |                         |                         |  |  |
|             | Exchange adj., released as profit or loss   | 15,327                       | -                     | 15,327                  | -                       |  |  |
|             | Exchange adj., foreign companies            | -                            | - 1,636               | -                       | 5,836                   |  |  |
|             | Tax, other comprehensive income             |                              |                       |                         |                         |  |  |
|             | Other comprehensive income                  | <u>15,327</u>                | <u>- 1,636</u>        | <u>15,327</u>           | <u>5,836</u>            |  |  |
|             | Total comprehensive income                  | <u>- 2,414</u>               | - 25,496              | <u>- 16,726</u>         | - 37,199                |  |  |
|             | Earnings per share, continuing operations   |                              |                       |                         |                         |  |  |
| 13          | Earnings per share, DKK                     | - 0.032                      | - 0.273               | - 0.248                 | - 0.696                 |  |  |
| 13          | Earnings per share, diluted DKK             | - 0.032                      | - 0.273               | - 0.248                 | - 0.696                 |  |  |

Earnings per share for discontinued operations is included in note 7.

#### **Assets**

| <u>Note</u> : | <u>s</u>   | Group<br>31.12.2021<br>DKK'000 | Group<br>31.12.2020<br>DKK'000 |
|---------------|--|--------------------------------|--------------------------------|
|               | Non-current assets                               |                                |                                |
| 8             | Software in process of development               | -                              | 622                            |
| 8             | Developed software                               | 2,585                          | 6,200                          |
| 8             | Rights acquired                                  | -                              | 2,149                          |
| 8             | Goodwill   | 40,546                         | 40,546                         |
|               | Total intangible assets                          | 43,131                         | 49,517                         |
| 9             | Right-of-use assets                              | 5,486                          | 5,811                          |
| 9             | Other fixtures and fittings, tools and equipment | 4,127                          | 3,796                          |
|               | Total property, plant and equipment              | 9,613                          | 9,607                          |
|               | Deferred tax                                     | 17,269                         | 10,563                         |
|               | Deposits   | 2,085                          | 1,849                          |
|               | Total financial assets                           | <u>19,354</u>                  | 12,412                         |
|               | Total non-current assets                         | 72,098                         | 71,536                         |
|               | Current assets                                   |                                |                                |
|               | Inventories                                      | 116                            | 112                            |
|               | Trade receivables                                | 1,717                          | 1,451                          |
|               | Contractual receivables                          | 32,161                         | 30,252                         |
|               | Other current receivables                        | 20,776                         | 17,808                         |
| 10            | Total receivables                                | <u>54,654</u>                  | 49,511                         |
|               | Cash and cash equivalents                        | 20,734                         | 18,290                         |
|               | Total current assets                             | <u>75,504</u>                  | 67,913                         |
| 18            | Assets available for sale                        | -                              | 202,280                        |
|               | Total assets                                     | <u> 147,602</u>                | 341,729                        |

#### **Equity and liabilities**

| <u>Note:</u> | <u>s</u>                       | Group<br>31.12.2021<br>DKK'000 | Group<br>31.12.2020<br>DKK'000 |
|--------------|--------------------------------|--------------------------------|--------------------------------|
|              | Equity                         |                                |                                |
|              | Share capital                  | 4,079                          | 4,079                          |
|              | Other reserves                 | -                              | - 15,403                       |
|              | Retained earnings              | <u>- 45,764</u>                | <u>- 13,711</u>                |
|              | Total equity                   | <u>- 41,685</u>                | <u>- 25,035</u>                |
|              | Liabilities                    |                                |                                |
|              | Deferred tax                   | 902                            | 1,220                          |
| 11           | Bond debt                      | 101,640                        | -                              |
|              | Lease liabilities              | 4,174                          | 4,726                          |
|              | Total non-current liabilities  | 106,716                        | 5,946                          |
| 11           | Bond debt                      | 10,890                         | 147,940                        |
| 11           | Senior loan                    | -                              | 13,446                         |
|              | Lease liabilities              | 1,845                          | 1,415                          |
|              | Trade payables                 | 44,308                         | 45,077                         |
|              | Other payables                 | 25,528                         | 43,119                         |
|              | Total current liabilities      | <u>82,571</u>                  | 250,997                        |
| 19           | Liabilities available for sale | -                              | 109,821                        |
|              | Total liabilities              | 189,287                        | 366,764                        |
|              | Total equity and liabilities   | 147,602                        | 341,729                        |

|   | Share<br>capital<br>DKK'000 | Reserve for<br>treasury<br>shares<br>DKK'000 | Reserve for exchange rate adjustments | Retained<br>earnings<br>DKK'000 | Total<br>Equity<br>DKK'000 |
|---|-----------------------------|--|---------------------------------------|---------------------------------|----------------------------|
| Equity at 1 January 2021                | 4,079                       | -76  | -15,327                               | -13,711                         | -25,035                    |
| Profit/Loss for the year                | -                           |  | -                                     | -32,053                         | -32,053                    |
| Other comprehensive income for the year |                             |  | 15,327                                | -                               | 15,327                     |
| Share payment program                   |                             | 76   | -                                     | -                               | 76                         |
| Equity at 31 December 2021              | 4,079                       | -  | -                                     | -45,764                         | -41,685                    |
| Equity at 1 January 2020                | 4,079                       | -76  | -21,163                               | 29,324                          | 12,164                     |
| Profit/Loss for the year                | -                           | -  | -                                     | -43,035                         | -43,035                    |
| Other comprehensive income              | -                           | -  | 5,836                                 | -                               | 5,836                      |
| Equity at 31 December 2020              | 4,079                       | -76  | -15,327                               | -13,711                         | -25,035                    |

|  | Group<br>Year 2021<br>DKK'000 | Group<br>Year 2020<br>DKK'000 |
|--|-------------------------------|-------------------------------|
| Operating profit (EBIT)                                | - 5,714                       | - 14,356                      |
| Depreciation amortisation, and impairments             | 8,499                         | 9,112                         |
| Impairments and gains/losses on receivables and debt   | -                             | 503                           |
| Increase/decrease in inventories                       | - 4                           | - 21                          |
| Increase/decrease in receivables                       | 12,583                        | 18,054                        |
| Increase/decrease in trade payables and other payables | - 10,465                      | 7,630                         |
| Gain on sale of non-current assets, net                | -                             | -                             |
| Other adjustments                                      | 148                           | - 4,028                       |
| Cash flows from ordinary operating activities          | 5,047                         | 16,894                        |
| Interest received                                      | 1,293                         | 1,853                         |
| Interest and financial expenses paid                   | - 18,311                      | - 5,644                       |
| Income tax settled incl. joint taxation arrangement    | <u>- 16</u>                   | 53                            |
| Cash flows from operating activities                   | <u>- 11,987</u>               | 13,156                        |
| Purchase of property, plant and equipment              | - 507                         | - 477                         |
| Purchase of intangible assets                          | -                             | - 622                         |
| 15 Acquisitions and divestments                        | 63,713                        |                               |
| Cash flows from investing activities                   | 63,206                        | - 1,099                       |
| Repayment, bonds and senior loan                       | - 46,605                      | -                             |
| Repayment, lease liabilities                           | <u>- 1,732</u>                | - 1,762                       |
| Cash flows from financing activities                   | <u>- 48,337</u>               | - 1,762                       |
| Net cash flows for the period, continued operations    | 2,882                         | 10,295                        |
| Net capital resources, beginning of period             | 18,290                        | 7,995                         |
| Exchange rate adjustment of capital resources          | <u>- 437</u>                  |                               |
| Net capital resources, end of period                   | 20,735                        | 18,290                        |
| Net capital resources, end of period includes:         |                               |                               |
| Cash and cash equivalents                              | 20,735                        | 18,290                        |
| Net capital resources, end of period                   | 20,735                        | 18,290                        |

For information about the net cash flows for discontinued operations we refer to note 15.

#### 1. Going Concern

Management of the group has throughout 2020 and 2021 been working to secure sufficient financing to secure the growth and operations of the group. The sale of Stockholms Auktionsverk, the auction house in Karlstad Hammarö and 3 auction houses in Germany in May 2021 is a major part of this, securing a reduction of the debt, and improved terms and conditions on the groups bond debt, which should secure that the group can realise the plans for the coming financial year. The changes to the terms and conditions for the bond terms finalized in May 2021 include a reduction of the interest and no annual amortization on the bond which mature in December 2024, making room for operating and developing the business. Further, the group is no longer in breach of the terms and conditions of the bond.

Cash resources are limited and contingent on a continuation of the improvement in the Groups remaining activity and a change to a situation with positive operating cash flows and results. The markets for auctioning and online sale of vintage and luxury items are growing, and the group is working hard to take its share of the market through strong initiatives in marketing and in new business areas under development.

Management is continuing the work on securing further capital for the longer term, looking into financing based on refinancing the bond debt as well as based on equity.

Based on the above-mentioned conditions for the Group, management has assessed that the cash resources of the group are sufficient to secure the future operations for at least one year, so that the report can be prepared on a going concern basis.

#### 2. Unusual circumstances and changes in accounting estimates

Several financial statement items cannot be measured with certainty, they can only be estimated. Such estimates comprise assessments based on the latest information available at the time of financial reporting. It may be necessary to revise previous estimates due to changes in the affairs and conditions underlying the estimate or due to new information, further experience or subsequent events.

The interim financial statements for the period 1 January to 31 December 2021 are not influenced by unusual circumstances or changes in accounting estimates, except for the descriptions in Note 1 and 21.

|   | Group<br>2021<br>DKK'000 | Group<br>2020<br>DKK'000 |
|---|--------------------------|--------------------------|
| 3. Revenue                              | <u></u>                  | <u> </u>                 |
| Auction commissions and fees etc.       | 125,506                  | 115,784                  |
| Other fees, marketing contribution etc. | 5,729                    | 5,648                    |
|   | <u>131,235</u>           | 121,432                  |
| 4. Financial income                     |                          |                          |
| Interest income                         | 1,193                    | 1,674                    |
| Interest income from group companies    | <u>-</u>                 | 90                       |
| Income from financial assets            | 1,193                    | 1,764                    |
| Exchange rate gains                     | 2,482                    |                          |
|   | 3,675                    | 1,764                    |
| 5. Financial expenses                   |                          |                          |
| Financial expenses, banks etc.          | 450                      | 836                      |
| Interest expenses, lease liabilities    | 320                      | 329                      |
| Bank charges etc.                       | 624                      | 630                      |
| Impairment financial assets             | 152                      | 1,804                    |
| Exchange rate loss                      | -                        | 6,752                    |
| Interest expenses, debt                 | 5,495                    | 9,045                    |
| Guarantee commission                    | 2,895                    | 2,869                    |
|   | 9,936                    | 22,265                   |

#### 6. Tax on profit/loss for the period

The tax recognised in the income statement for the interim period has been calculated on the basis of the earnings before tax and an estimated effective tax rate for 2021. The estimated effective tax rate for Danish enterprises is 22.0 percent (22.0 percent). For foreign enterprises, the current tax rate in the country in question is used. No tax on other comprehensive income has been recognised for the period.

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| 7. Discontinued operations |                |         |         |         |
|----------------------------|----------------|---------|---------|---------|
| -                          | Q4             | Q4      | Year    | Year    |
|                            | 2021           | 2020    | 2021    | 2020    |
| Note                       | <b>DKK'000</b> | DKK'000 | DKK'000 | DKK'000 |

| ote |                                     |          | 2021<br>DKK'000 |          | 2020<br>DKK'000 |          | DKK'000 |          | DKK'000 |
|-----|-------------------------------------|----------|-----------------|----------|-----------------|----------|---------|----------|---------|
|     | Revenue                             |          | -               |          | 34,106          |          | 32,613  |          | 92,802  |
|     | Direct costs                        |          | <u>-</u>        |          | 4,953           | _        | 4,195   |          | 13,016  |
|     | Gross profit                        |          | -               |          | 29,153          |          | 28,418  |          | 79,786  |
| ;   | Result from sale of activities      | -        | 440             |          | -               | -        | 5,351   |          | -       |
|     | Other external expenses             |          | -               | -        | 5,917           | -        | 6,088   | -        | 13,600  |
|     | Staff costs                         |          | <u>-</u>        |          | 15,55 <u>5</u>  |          | 18,219  |          | 49,229  |
|     | EBITDA                              | -        | 440             |          | 7,681           | -        | 1,240   |          | 16,957  |
|     | Depr., amortisation, impairments    |          |                 | <u>-</u> | 22,154          | <u>-</u> | 4,574   | <u>-</u> | 32,542  |
|     | Operating profit/loss (EBIT)        | -        | 440             | -        | 14,473          | -        | 5,814   | -        | 15,585  |
|     | Financial income                    |          | -               |          | 20              |          | 9       |          | 40      |
|     | Financial expenses                  |          | 15,991          |          | 878             |          | 16,477  |          | 2,324   |
|     | Profit/Loss before tax (EBT)        | -        | 16,431          | -        | 15,331          | -        | 22,282  | -        | 17,869  |
|     | Tax on profit/loss for the period   | <u>-</u> | 1               |          | 2,571           |          | 318     |          | 3,181   |
|     | Profit/loss for the period          |          | 16,432          | <u>-</u> | 12,760          | <u>-</u> | 21,964  |          | 14,688  |
|     | Earnings per share, discontinued of | opera    | tions:          |          |                 |          |         |          |         |
|     | Earnings per share, DKK             |          | 0.403           |          | 0.313           |          | 0.539   |          | 0.361   |
|     | Earnings per share, diluted DKK     |          | 0.403           |          | 0.313           |          | 0.539   |          | 0.361   |
|     |                                     |          |                 |          |                 |          |         |          |         |

Q4-2021 includes a release DKK 15.3m in other comprehensive income related to fx adjustment on divested assets which then is recognised as a cost under in financial expenses.

2021 includes result of discontinued activities until closing of the sale in May 2021.

|   |          | 31.12.2021<br>DKK'000 |   | 31.12.2020<br>DKK'000 |
|---|----------|-----------------------|---|-----------------------|
| Cashflow, discontinued activities:                  |          |                       |   |                       |
| Cashflow from operational activities                | -        | 12,762                |   | 12,342                |
| Cashflow from investment activities                 |          | -                     | - | 559                   |
| Cashflow from financing activities                  | <u>-</u> | 4,054                 | _ | 9,098                 |
| Net cashflow for the period                         | -        | 16,816                |   | 2,685                 |
| Net capital resources, beginning of the period      |          | 33,509                |   | 29,882                |
| Exchange rate adjustment of capital resources       | <u>-</u> | 129                   | _ | 942                   |
| Net capital resources, end of the period (divested) |          | 16,564                |   | 33,509                |

#### 8. Intangible assets (DKK'000)

|                                     | Software in process of development | Developed<br>software | Acquired rights | Goodwill        |
|-------------------------------------|------------------------------------|-----------------------|-----------------|-----------------|
| Cost at 1 January 2021              | 686                                | 60,726                | 14,177          | 40,546          |
| Exchange rate adjustments           | -                                  | 47                    | -               | -               |
| Disposals                           | -                                  | - 1,107               | -               | -               |
| Transferred to developed software   | <u>- 622</u>                       | 622                   |                 |                 |
| Cost at 31 December 2021            | 64                                 | 60,288                | 14,177          | 40,546          |
| Amortisation at 1 January 2021      | -                                  | 54,526                | 10,828          | -               |
| Impairment losses at 1 January 2021 | 64                                 | -                     | 1,200           | -               |
| Exchange rate adjustments           | -                                  | 47                    | -               | -               |
| Amortisation for the period         | -                                  | 4,237                 | 2,149           | -               |
| Disposals                           | <u>-</u>                           | - 1,107               | <u>-</u>        |                 |
| Amortisation and impairment losses  |                                    |                       |                 |                 |
| at 31 December 2021                 | 64                                 | 57,703                | 14,177          |                 |
| Carrying amount at 31 December 2021 |                                    | 2,585                 | <del></del>     | 40,546          |
| Cost at 1 January 2020              | 64                                 | 60,789                | 69,620          | 143,174         |
| Exchange rate adjustments           | -                                  | - 63                  | 1,851           | 4,721           |
| Additions from acquisitions         | -                                  | -                     | -               | 6,099           |
| Additions                           | 622                                | -                     | -               | -               |
| Transferred to available for sale   | <u>-</u>                           | <del>_</del>          | - 57,294        | - 113,448       |
| Cost at 31 December 2020            | 686                                | 60,726                | 14,177          | 40,546          |
| Amortisation at 1 January 2020      | -                                  | 48,488                | 21,896          | -               |
| Impairment losses at 1 January 2020 | 64                                 | -                     | 1,200           | 30,992          |
| Exchange rate adjustments           | -                                  | - 62                  | 443             | 1,049           |
| Amortisation for the year           | -                                  | 6,100                 | 2,848           | -               |
| Impairment losses for the year      | -                                  | -                     | -               | 19,235          |
| Transferred to available for sale   |                                    |                       | <u>- 13,160</u> | <u>- 51,276</u> |
| Amortisation and impairment losses  |                                    |                       |                 |                 |
| at 31 December 2020                 | 64                                 | 54,526                | 12,028          |                 |
| Carrying amount at 31 December 2020 | 622                                | 6,200                 | 2,149           | 40,546          |

#### 8. Intangible assets (continued)

Software includes development projects for IT systems and processes in progress. Apart from goodwill all other intangible assets are regarded as having determinable useful lives over which the assets are amortised, see accounting policies.

Acquired enterprises are integrated in the Group as soon as possible to realize synergy effects in the business areas. Consequently, it is generally not possible after a short period to trace and measure the value of goodwill in the individual units or enterprises. The impairment test is therefore made at group level.

At 31 December 2020, Management has tested the carrying amount of goodwill, software in process of development and other intangible assets for impairment. An impairment test is performed in the event of indication of impairment and at least once a year as part of the presentation of the Annual Report.

The key assumptions underlying the discounted cashflow calculation of value in use are the determination of Auction Turnover growth, EBITDA growth, discount rate and terminal value growth rate for the 2021 period and the forecast period 2022-2026 and the terminal period.

The assessment of growth rate in Auction Turnover is by nature subject to material uncertainty which naturally impacts the forecasted EBITDA. The Impairment test is based on a successful return to growth, although at a lower growth rate than seen previously and Management assess that the used assumptions are realistic to realize. Impairment recognized for 2020 totals DKK 0m (0m).

Auction Turnover and EBITDA growth is determined based on historical performance, and Auction Turnover and EBITDA realized in the period immediately prior to the beginning of the budget period, adjusted for non-recurring expenses, expected market developments and enterprises acquired and divested.

Impairment test is based on a turnaround where Auction Turnover increases by 5-15 % in 2021 compared to 2020 (no recurrence of the initial impact at the outbreak of Covid-19), and by 5-10% per year in the forecast period 2022 until 2026. Cost development in the forecast period is moderate and primarily driven by increase in commission to partners as well as staff cost and variable cost in own auction houses driven by the higher activity level, whereas the growth in cost for rent of premises is low as the growth in activity can be handled in the physical locations currently in use.

EBITDA is expected to grow from DKK -5.6m in 2020 to a level between DKK 0m and DKK 8m in 2021. This increase in EBITDA is primarily due to growth in Revenue, and further strengthened by a change in business setup with more owned auction houses and a number of cost-cutting initiatives and other initiatives in relation to how the business is operated.

Growth in Auction Turnover is driving value creation in the business. Economies of scale are quite high, resulting in an average yearly growth in EBITDA of 20-30 percent, bringing EBITDA to a level between DKK 20m and 30m at the end of the forecast period.

When determining investments, the effect of EBITDA growth is included based on historical experience, equivalent to an investment level of approximately 15-20 percent of budgeted EBITDA. The effect of expected acquisitions is not included at investment level.

#### 8. Intangible assets (continued)

The discount rate is determined based on the Company's marginal borrowing rate plus a risk premium that reflects the risk involved in investing in shares and the risk involved in the activity performed, equivalent to a pre-tax discount rate of 11.5 percent (11.5).

The terminal value growth rate of 0.5 percent (0.5) p.a. is based on estimated economic growth.

#### Sensitivity analysis

Following the sale of activites the headroom in the impairment test has increased.

The assessment of the assumptions applied when preparing the impairment test is by nature subject to material uncertainty.

A sensitivity analysis has been performed of the main assumptions in the impairment test to identify the lowest and/or the highest discount rate and the lowest growth rate in the forecast period for the cash-generating unit without resulting in any impairment losses. A summary of sensitivity analysis is shown below (all other assumptions unchanged):

| Average Auction Turnover-growth for 2021 to 2026 | 3 %                                     |
|--|---|
| Average EBITDA-growth for 2021 to 2026           | 8 %                                     |
| WACC, pre-tax                                    | 28 %                                    |
| Terminal growth                                  | Can not result in impairment on its own |

In 2019 the value in use only had a small headroom compared to the book value of the assets, following the impairment made in 2018. Due to this the below sensitivities for 2019 are shown as the additional impairment, that would materialize through a change in the assumptions behind the value in use calculation performed at 31 December 2019.

|   | Change in<br><u>Assumption</u> | impairment<br>2019<br>(DKK m) |
|---|--------------------------------|-------------------------------|
| Average Auction Turnover-growth from 2019 to 2021 | - 3%                           | 12                            |
| Average Auction Turnover-growth for 2022 to 2026  | - 2%                           | 55                            |
| Average EBITDA-growth for 2022 to 2026            | - 3%                           | 30                            |
| WACC, pre-tax                                     | + 1%                           | 10                            |
| Terminal growth                                   | - 0.5%                         | 0                             |

#### 9. Property, plant and equipment (DKK'000)

| , , , , , , , , , , , , , , , , , , ,         | Right-of-use<br><u>Assets</u> | Other fixtures etc. |
|---|-------------------------------|---------------------|
| Cost at 1 January 2021                        | 9,121                         | 19,960              |
| Additions                                     | 516                           | 507                 |
| Remeasuring of lease liabilities              | 941                           | -                   |
| Disposed/expired                              | <u>- 2,687</u>                | <u>- 561</u>        |
| Cost at 31 December 2021                      | 7,891                         | 19,906              |
|   |                               |                     |
| Depreciation at 1 January 2021                | 3,310                         | 16,164              |
| Depreciation for the year                     | 1,935                         | 177                 |
| Depreciation related to disposals/expirations | - 2,840                       | <u>- 562</u>        |
| Depreciation at 31 December 2021              | 2,405                         | 15,779              |
|   |                               |                     |
| Carrying amount at 31 December 2021           | 5,486                         | 4,127               |
|   |                               |                     |
| Cost at 1 January 2020                        | 48,620                        | 25,357              |
| Exchange rate adjustments                     | 3,025                         | 204                 |
| Additions                                     | 3,270                         | 1,035               |
| Remeasuring of value of assets                | 14,193                        | -                   |
| Disposals                                     | - 2,507                       | -                   |
| Transferred to available for sale             | <u>- 57,480</u>               | - 6,636             |
| Cost at 31 December 2020                      | 9,121                         | 19,960              |
|   |                               |                     |
| Depreciation at 1 January 2020                | 17,861                        | 19,372              |
| Exchange rate adjustments                     | 1,391                         | 151                 |
| Depreciation for the year                     | 12,326                        | 1,145               |
| Depreciation related to disposals             | - 2,507                       | -                   |
| Transferred to available for sale             | - 25,761                      | <u>- 4,504</u>      |
| Depreciation at 31 December 2020              | 3,310                         | 16,164              |
| Carrying amount at 31 December 2020           | 5,811                         | 3,796               |

Right-of-use assets is based on the present value of rental agreements for showrooms, warehouses, office space and other facilities. Depreciation is straight-line on basis of the underlying contracts with an average of 3 years.

#### 10. Receivables

|                           | Group<br>31.12.2021<br><u>DKK'000</u> | Group<br>31.12.2020<br>DKK'000 |
|---------------------------|---------------------------------------|--------------------------------|
| Trade receivables         | 645                                   | 1,451                          |
| Contractual receivables   | 32,161                                | 30,252                         |
| Other current receivables | 21,848                                | 17,808                         |
|                           | <u>54,654</u>                         | 49,511                         |

Contractual receivables relate to the sale of 5 partnership agreements and 1 sale of shares . The contractual receivables from sale of partnerships agreements are in the range of DKK 2.0m to DKK 15.6m. Receivables from sale of partnership agreements are interest bearing. The repayment of the receivables is based on performance and repaid on a monthly or quarterly basis. Contractually Lauritz.com has various possibilities to collect the receivable up to and including the option of taking over the branch. The receivable related to the sale of shares is non-interest bearing and has no contingencies.

Of the contractual receivables DKK 17.7m (26.6m) is expected to mature after 12 months. Impairment of trade receivables and other receivables is made based on expected credit loss. During 2021 impairment losses of DKK 0.0m (2.1m) has been recognized, of which DKK 0.0m (1.8m) is recognised as financial expenses.

The impairment test performed on the receivables from sale of partnership agreements is based on the expected performance, the historic track record for repayments and the expected resale value of the auction house.

The impairment losses included in the receivables listed above have developed as follows:

|                                   | Group<br>31.12.2021<br><u>DKK'000</u> | Group<br>31.12.2020<br>DKK'000 |
|-----------------------------------|---------------------------------------|--------------------------------|
| Lifetime Expected Credit Loss:    |                                       |                                |
| Impairment losses at 1 January    | 3,893                                 | 13,951                         |
| Realised impairments losses       | - 2,912                               | - 5,874                        |
| Impairment losses for the period  | -                                     | 2,145                          |
| Transferred to available for sale | <u>-</u>                              | <u>- 6,356</u>                 |
| Impairment losses end of period   | <u>981</u>                            | 3,893                          |

The Group has no significant credit risks in trade receivables related to a single costumer or market. Impairment of trade receivables is based on a provision matrix based on historical losses adjusted for specific and general changes in circumstances. The Group has credit risks related to contractual receivables and other receivables as described above. In determining the expected credit losses for these assets, impairments are made if the receivables show indication of impairment.

#### 11. Bond debt and Senior loan/ refinancing activities of the group

The Group has a bond originally issued in 2014.

The main terms of the bonds at the balance sheet date (31.12.2021) are:

- Outstanding principal amount SEK 155m.
- Fixed interest rate of 4.0 percent on the principal amount SEK 155m.
- Next redemption in May 2022 for SEK 15m.
- Final redemption date of SEK 140m is 17 December 2024, no yearly redemptions.
- Interest for the period 17 December 2020 to 17 December 2021 to be paid at maturity of the bond in December 2024.
- Security EUR 10m to secure the bonds, primarily in form of a pledge in the vineyard Chateau Vignelaure, owned by the main shareholder in Lauritz.com Group A/S, Bengt Sundström.

In June 2019, a senior loan facility was issued to Lauritz.com A/S. The main terms of the senior loan are:

- Senior Loan Facility is denominated in SEK equivalent of up to 25mDKK superseding the bond debt.
- Fixed interest rate of 7.5 percent pro annum.

The senior loan was repaid in May 2021 in connection with the divestment of activities.

#### 12. Financial risks

#### **Currency risks**

The Group's currency risks for the continuing operations are primarily related to the bond debt denominated in SEK. The remaining currency exposure is primarily in DKK. The difference between ingoing and outgoing payments denominated in the same currency is a measure of currency risk. The Group's currency exposure is specified below.

The bonds issued are in SEK. The principal amount is subject to exchange rate fluctuations between the Company's functional currency (DKK) and SEK. A 5 percent change in the SEK rate at 31 December 2021 would, including the effects on intangible assets denominated in foreign currencies, affect income and equity by approx. DKK 4.4m (0.0m).

#### Interest risks

The Group has interest-bearing financial assets and liabilities and so it is affected by interest rate fluctuations. Following the restructuring of the bond debt, which included a change to fixed interest rates on the bond debt, the impact of fluctuations in the level of interest rates on the groups comprehensive income and equity has deminished significantly and is primarily related to interest on cash in bank accounts.

#### 12. Financial risks (continued)

#### Liquidity risks

The following table detail the Group's remaining contractual maturity for its non-derivative financial liabilities with agreed repayment periods. The contractual maturity is based on the earliest date on which the Group may be required to pay.

| 2021 (DKK'000)            | 0-1 year | 1-5 years | 5+ years | Total   |
|---------------------------|----------|-----------|----------|---------|
| Bond debt                 | 10,890   | 101,640   | -        | 112,530 |
| Lease liabilities         | 1,845    | 4,174     | -        | 6,019   |
| Other liabilities         | 69,836   | -         | -        | 69,836  |
| 31 December 2021          | 82,571   | 105,840   | -        | 188,385 |
| _                         |          |           |          |         |
| Bond debt and senior loan | 161,386  | -         | -        | 161,386 |
| Lease liabilities         | 1,415    | 4,726     | -        | 6,141   |
| Other liabilities         | 88,196   | -         | -        | 88,196  |
| 31 December 2020          | 250,997  | 4,726     | -        | 255,723 |

The Group aims to have adequate cash resources to continuously carry out transactions appropriately as regards operations and investments. The Group's cash reserve consists of cash and cash equivalents. The Group's liquidity is mainly based on operating profits and the difference between the time of payment and the time of settlement. The time allowed for payment by buying customers is three days, and payment to selling customers takes place within 42 days. In order to maintain the current liquidity level, the Group is therefore dependent on continued growth and positive earnings. Management assesses the Group's liquidity requirements on a regular basis.

#### Credit risks

The Group is not exposed to significant credit risks on trade receivables as all items are handed in on a commission basis, and items from auctions are not handed out until payment has been made. Payments are mostly effected by way of credit cards or bank transfer. The Company has only experienced few cases of credit card fraud. Moreover, reputable collaborators are used for managing cash flows, mainly ALTAPAY, Credorax, Jyske Bank and DNB. Credit risks related to receivables from sale of partnership agreements are handled contractually, see note 10.

#### Other

The Group regularly assesses its capital structure with a view to ensuring adequate equity in the Group. Reference is made to note 1.

#### 13. Earnings per share (EPS)

|   | Group<br>31.12.2021<br><u>DKK'000</u> | Group<br>31.12.2020<br>DKK'000 |
|---|---------------------------------------|--------------------------------|
| EPS, continuing operations                        |                                       |                                |
| Profit/Loss for the year, continuing operations   | - 10,089                              | - 28,347                       |
| Number of shares                                  | 40,792,542                            | 40,792,542                     |
| Average number of shares in circulation           | 40,747,610                            | 40,702,907                     |
| EPS at DKK 0.10                                   | - 0.248                               | - 0.696                        |
| EPS at DKK 0.10 diluted                           | - 0.248                               | - 0.696                        |
|   |                                       |                                |
| EPS total, including discontinued operations      |                                       |                                |
| Profit/Loss for the year, discontinued operations | - 21,964                              | - 14,688                       |
| Number of shares                                  | 40,792,542                            | 40,792,542                     |
| Average number of shares in circulation           | 40,747,610                            | 40,702,907                     |
| EPS at DKK 0.10                                   | - 0.539                               | - 0.361                        |
| EPS at DKK 0.10 diluted                           | - 0.539                               | - 0.361                        |

#### 14. Dividend

In 2021, DKK 0 in ordinary dividend has been distributed to the shareholders of Lauritz.com Group A/S, equalling DKK 0 per share (2020: DKK 0 per share).

#### 15. Acquisitions and divestments

#### Acquisitions in 2021, auction house in Köln

On January 4<sup>th</sup> 2021 the Group acquired the activities of the Lauritz.com auction house in Köln from previous partner, to operate this auction house ourselves or divest.

|                           | DKK'000      |
|---------------------------|--------------|
| Fixed assets              | 106          |
| Other receivables         | 219          |
| Cash and cash equivalents | 17           |
| Other payables            |              |
| Net assets acquired       | 0            |
| Goodwill                  | <del>_</del> |
| Total consideration       | 0            |

No part of the total consideration is recognized as contingent consideration. The Group has acquired net assets totalling DKK 246k including cash acquired of DKK 0k. The Group has incurred transaction costs of DKK 0k. The Group acquired the business at a total cost that exceeds the fair value of the identifiable assets, liabilities and contingent liabilities acquired. This positive difference is primarily attributable to expected future growth potential and earnings. The synergies have not been recognised separately from goodwill as they are not separately identifiable.

Cash payment

Total cost of acquisition

Of the Group's 2021 revenue DKK 1,434k and DKK -43k of the Group's 2021 profit/loss before tax is attributable to the acquired activities.

Had the 2021 acquisitions been made at the beginning of the year the revenue for the group would be the same as reported, and the profit/loss before tax of the group for the period would not be impacted. The activities acquired in Köln were part of the activities divested in May 2021.

#### 15. Acquisitions and divestments (continued)

Result from sale of activities

# Divestments in 2021, auction activities in Stockholms Auktionsverk, Karlstad Hammarö and 3 German auction houses

In May 2021 the Group finalised the divestment of auction activities in Stockholms Auktionsverk, Karlstad Hammarö and 3 German auction houses.

|  | DKK'000  |
|--|----------|
| Booked values of divested activities, at disposal in May 2021: |          |
| Goodwill   | 61,579   |
| Acquired rights  | 43,383   |
| Right of use assets  | 29,738   |
| Other tangible assets  | 2,103    |
| Deposits   | 490      |
| Inventories  | 24       |
| Receivables from sales   | 6,108    |
| Receivables inter-group  | 33,573   |
| Other receivables  | 2,573    |
| Prepayments corporate taxes                                    | 709      |
| Cash and bank  | 16,564   |
| Liabilities leasing  | - 32,453 |
| Deferred taxes   | - 1,666  |
| Trade payables   | - 35,455 |
| Other payables   | - 13,596 |
| Net assets divested  | 113,674  |
| Cash settlement at closing                                     | 75,994   |
| Receivable (May 2022)  | 11,037   |
| Debt transfer to buyer   | 33,573   |
| Total consideration  | 120,604  |
| Cost of sale total   | 12,281   |
|  |          |

No part of the total consideration is recognized as contingent consideration. The Group has divested net assets totalling DKK 113.7m including cash of DKK 16.6m. The Group has incurred transaction costs of DKK 12.3m.

5,351

#### 15. Acquisitions and divestments (continued)

#### Acquisitions in 2020, auction houses in Hamburg, Hørsholm and Helsingør

In April, June, and July 2020 the Group acquired the activities of 3 auction houses in Hamburg, Hørsholm, and Helsingør from previous partners, to operate these auction houses ourselves.

| Fixed assets        | 246   |
|---------------------|-------|
| Net assets acquired | 246   |
| Goodwill            | 6,099 |
| Total consideration | 6.345 |

No part of the total consideration is recognized as contingent consideration. The Group has acquired net assets totalling DKK 246k including cash acquired of DKK 0k. The Group has incurred transaction costs of DKK 0k. The Group acquired the business at a total cost that exceeds the fair value of the identifiable assets, liabilities and contingent liabilities acquired. This positive difference is primarily attributable to expected future growth potential and earnings. The synergies have not been recognised separately from goodwill as they are not separately identifiable.

| Cash payment              | 246   |
|---------------------------|-------|
| Non-cash settlement       | 6,099 |
| Total cost of acquisition | 6.345 |

Of the Group's 2020 revenue DKK 7.905k and DKK -821k of the Group's 2020 profit/loss before tax is attributable to the acquired activities.

Had the 2020 acquisitions been made at the beginning of the year the revenue for the group would be the same as reported, and the profit/loss before tax of the group for the period would be impacted by approximately DKK -0.5 to -1.0m compared to the reported profit/loss before tax for the group.

#### 16. Contingencies etc.

#### Contingent liabilities, consolidated financial statements

The Group participates in a joint taxation arrangement with Blixtz Holding A/S serving as the administration company. According to the joint taxation provisions of the Danish Corporation Tax Act, the Group is therefore liable for income taxes etc. for the jointly taxed companies, which is limited to the equity interest by which the entity participates in the Group as well as for obligations, if any, relating to the withholding of tax on interest, royalties and dividends for the jointly taxed companies. The jointly taxed entities' total known net liability under the joint taxation arrangement is disclosed in the administration company's financial statements.

**DKK'000** 

#### 17. Related parties

#### Related parties with a controlling interest

The following related parties have a controlling interest in Lauritz.com Group A/S:

| Name                             | Registered office | Basis of control  |                    |  |
|----------------------------------|-------------------|---|--------------------|--|
| Blixtz Holding A/S               | Søborg, Denmark   | Shareholder is holding the majority of voting rights in |                    |  |
|                                  |                   | Lauritz.com Group A/S                                   |                    |  |
| Subsidiaries                     |                   | Registered office                                       | Ownership interest |  |
| Lauritz.com A/S                  |                   | Søborg, Denmark   | 100 %              |  |
| LC Danmark ApS                   |                   | Søborg, Denmark   | 100 %              |  |
| Lauritz Shop A/S *               |                   | Søborg, Denmark   | 100 %              |  |
| QXL.no AS *                      |                   | Oslo, Norway  | 100 %              |  |
| Lauritz.com Globen AB (dormant)* |                   | Stockholm, Sweden                                       | 100 %              |  |
| LC SE1 AB (dormant)*             |                   | Helsingborg, Sweden                                     | 100 %              |  |
| LC SE2 AB (dormant)*             |                   | Helsingborg, Sweden                                     | 100 %              |  |
|                                  |                   |   |                    |  |

<sup>\*</sup> The company is not audited.

Entities divested in May 2021:

Lauritz.com Sverige AB, Stockholm, Sweden

AB Stockholms Auktionsverk, Stockholm, Sweden

Lauritz.com Finland OY, Helsinki, Finland

Lauritz.com Deutschland GmbH, Hamburg, Germany

Lauritz.com Auktionshaus Köln GmbH, Cologne, Germany

Karlstad-Hammarö Auktionsverk AB, Skoghall, Sweden

#### Related individuals

Bengt Sundström, Chairman of The Board of Directors (since 2016)

Mette Margrethe Rode Sundstrøm, CEO (since January 2021), Member of the Board of Directors (2017 to January 2021)

Preben Vinkler Lindgaard, CFO, Member of The Board of Directors (since 2018)

#### Transactions with related parties

Lauritz.com Group A/S did not enter into significant transactions with members of the Board or the Executive Management, except for compensation and benefits received, including a consultancy fee as a result of their membership of the Board or employment with Lauritz.com.

Assets has been pledged with EUR 10m by the parent Group Blixtz Holding. This agreement includes guarantee commission paid by the Group.

The Group has interest-bearing long-term receivables from parent companies (Blixtz Holding A/S, Ejendomsselskabet Blixtz Aps) at DKK 17.9m (DKK 17.7m).

#### 18. Assets available for sale

|  | 31.12.2021<br>DKK'000 | 31.12.2020<br>DKK'000 |
|--|-----------------------|-----------------------|
| Dishta a servina d                               |                       | 44 404                |
| Rights acquired                                  | -                     | 44,134                |
| Goodwill   |                       | 62,172                |
| Total intangible assets                          |                       | 106,306               |
| Right-of-use assets                              | -                     | 31,719                |
| Other fixtures and fittings, tools and equipment |                       | 2,132                 |
| Total property, plant and equipment              | <del>_</del>          | 33,851                |
| Deferred tax                                     | -                     | 11,004                |
| Deposits   | -                     | -                     |
| Total financial assets                           |                       | 11,004                |
| Inventory  |                       | 10                    |
| Trade receivables                                | -                     | 11,279                |
| Tax receivable                                   | -                     | 688                   |
| Other current receivables                        | <del>_</del>          | 5,633                 |
| Total receivables                                |                       | 17,600                |
| Cash and cash equivalents                        |                       | 33,509                |
| Total assets available for sale                  | <del>-</del>          | 202,280               |

Assets available for sale was divested in May 2021.

#### 19. Liabilities available for sale

|                                      | 31.12.2021<br>DKK'000 | 31.12.2020<br>DKK'000 |
|--------------------------------------|-----------------------|-----------------------|
| Liabilities                          |                       |                       |
| Deferred tax                         | -                     | 6,158                 |
| Lease liabilities                    | <del>_</del>          | 21,617                |
| Total non-current liabilities        |                       | <u>27,775</u>         |
| Lease liabilities                    | -                     | 12,500                |
| Trade payables                       | -                     | 59,789                |
| Other payables                       |                       | 9,757                 |
| Total current liabilities            |                       | 82,046                |
|                                      |                       |                       |
| Total liabilities available for sale |                       | 109,821               |

Liabilities available for sale was divested in May 2021.

#### 20. Events after the balance sheet date

No events have occurred after the balance sheet date that could have a material influence on the Group's financial position.

#### 21. Accounting policies

The interim report of Lauritz.com Group A/S is presented as condensed financial statements pursuant to IAS 34, *Interim Financial Reporting*, as adopted by the EU, and other Danish disclosure requirements. No interim report has been prepared for the Parent. The interim financial statements are presented in Danish kroner (DKK), which is the Parent's functional currency.

The group has one operating segment, "auctioning". As the group's activities expand, Management regularly assesses internal financial management reporting and whether it would be relevant to report additional segments.

The interim financial statements have been prepared consistently with the accounting policies applied to the 2020 consolidated financial statements, which are in accordance with International Financial Reporting Standards as adopted by the EU. We refer to the 2020 annual report for a more detailed description of the accounting policies, including definitions of the disclosed financial ratios.

The classification of assets, as well as the revenue and cost of sales between continuing and discontinuing operations at 31.12.2020 has been adjusted. The equity of the group is unchanged, the assets available for sale decrease by DKK 16.784k and intangible assets increase by DKK 16,784k in the restated balance sheet at 31.12.2020.