

Year-end report for Q4 and FY 2021

# Profitable growth and very strong cash flow

## Q4 2021

- Net sales increased 5.9% to MSEK 641.4 (605.6)
- The gross margin was 42.6% (40.3).
- EBITA improved to MSEK 108.8 (77.4)
- EBITA excl. items affecting comparability improved by MSEK 25.3 to MSEK 98.8 (73.5)
- Net profit amounted to MSEK 75.6 (40.8)
- Earnings per share amounted to SEK 4.68 (3.04)

## Full-year 2021

- Net sales rose 5.1% to MSEK 1,866.1 (1,774.9)
- The gross margin was 38.4% (37.7)
- EBITA improved to MSEK 124.1 (84.3)
- EBITA excl. items affecting comparability improved by MSEK 45.1 to MSEK 108.5 (63.4)
- The EBITA margin was 6.7% (4.7)
- The adjusted EBITA margin was 5.8% (3.6)
- Net profit amounted to MSEK 50.5 (4.3)
- Earnings per share amounted to SEK 3.31 (0.32)
- The Board proposes a dividend of SEK 3.00 (1.46) per share, to be paid in two equal portions, with the first payment in May and the second six months thereafter

## Significant events in fourth quarter

- Stronger integration of stores and online through testing of a new IT platform for stores. Broad roll-out during the first quarter of 2022.
- A new store opened at a prime location in Gothenburg and a pop-up store opened in Tyresö Centrum.
- Pandemic restrictions were reintroduced in December, which had a somewhat negative impact on Christmas sales in stores.

# 34.4%

**ADJUSTED EBITA GROWTH IN THE QUARTER**

# 5.9%

**SALES GROWTH IN THE QUARTER**

# 5.8%

**ADJUSTED EBITA MARGIN FOR THE FULL YEAR**

## Performance measures, overview

MSEK	2021	2020	Full-year 2021	Full-year 2020
	Oct–Dec	Oct–Dec		
Net sales	641.4	605.6	1,866.1	1,774.9
Net sales growth, %	5.9%	1.7%	5.1%	-1.0%
Gross margin, %	42.6%	40.3%	38.4%	37.7%
EBITDA	140.8	111.8	246.0	221.5
EBITA	108.8	77.4	124.1	84.3
EBITA excl. items affecting comparability	98.8	73.5	108.5	63.4
EBIT	97.3	66.5	81.1	43.2
Net profit	75.6	40.8	50.5	4.3
Earnings per share, SEK <sup>1)</sup>	4.68	3.04	3.31	0.32
Equity per share	//	//	44.6	35.5
Operating cash flow	230.0	189.4	217.2	188.5
Share of sales in online channels, %	35.6%	41.3%	44.5%	43.6%

1) Earnings per share before and after dilution

# About Bokusgruppen

## SWEDEN'S LEADING BOOK RETAILER

Bokusgruppen AB (publ) is Sweden's market-leading book retailer which, with strong and complementary brands, reaches a very large share of Sweden's population. In addition to books in all channels and formats, a large and inspirational range of other products is also offered. Based on its vision – "Everyone should experience the joy of reading, every day" – Bokusgruppen aims to satisfy the customers' varying requirements and be the preferred choice for as many as possible.



- Sales of approximately SEK 1.9 billion
- 45% of sales in online channels and 55% in stores
- Average of 403 employees



- 39 million online visits
- 13 million in-store visits



- Strong brand awareness:**
- 95% for Akademibokhandeln
  - 81% for Bokus



- 0.9 million active Bokus customers
  - 2.1 million members of the Akademibokhandeln's Vänner loyalty club, of which 1.3 million active\*
- \*At least one purchase in the last 12 months

The above figures refer to 2021 unless otherwise stated.



Online shopping with over ten million physical and digital book titles, a seamless customer experience and low prices.

Part of the segment Bokus Online



Subscription service for audio books and e-books with over 60,000 book titles.

Part of the segment Bokus Online



A network of approx. 100 stores and a growing online shopping business. Product range of books, board games, toys, art supplies and gift wrapping.

Part of the segments Akademibokhandeln Stores & Akademibokhandeln Online

**bokusgruppen**



#### COMMENTS FROM THE CEO

## Profitable growth and very strong cash flow

Bokusgruppen ended 2021 with an excellent fourth quarter and made significant progress towards the financial targets during the year. The improvement in earnings was driven by growth in sales and margin.

It is incredibly gratifying to once again deliver positive results. During the fourth quarter of 2021, sales increased to MSEK 641.4, up 5.9% from the year-earlier period. EBITA improved by 40.5% to MSEK 108.8 (77.4) and the gross margin increased to 42.6%.

During the quarter, we saw an overall increase in sales compared with the year-earlier period, though with shifts between segments. Operations in 2020 were more strongly affected by pandemic restrictions during the fourth quarter, resulting in higher demand in online channels. In the fourth quarter of 2021, we instead saw increased activity in stores and a decrease in online channels. In-store sales increased 16.2% and sales in online channels decreased 8.7%.

For full-year 2021, net sales increased 5.1% to MSEK 1,866.1 (1,774.9). The gross margin was 38.4%, up 0.7 of a percentage point from 2020. EBITA for 2021 was MSEK 124.1 (84.3).

The increase in sales and the strong result meant that operating cash flow after investment activities for the full year amounted to MSEK 217.2 (188.5). Adjusted for payments of lease liabilities (store rent), the adjusted operating cash flow amounted to MSEK 109.3 (70.6).

#### Significant progress towards our targets

We are continuing to make significant progress towards our three long-term financial targets. Sales for Akademibokhandeln Stores grew 3.4% in 2021. Sales in online channels grew 7.3% and we are well on our way towards reaching our goal of 10% average annual growth. The adjusted EBITA margin for the full year was 5.8%, close to our EBITA margin target of 6%.

Our customers remained loyal and customer satisfaction trended positively over the year, with a NPS score of 63 for Akademibokhandeln, which is in line with our target, and 59 for Bokus, which exceeded our target. Our high level of customer satisfaction is evidence that we always put the customer first.

During the year, we established our new sustainability targets that we will monitor and report outcomes for in the coming years.

#### Sustainability in the entire organisation

Our two overall sustainability targets are to lower our CO<sub>2</sub>e emissions by 25% and achieve 90% of all our sub-targets within five years. In 2021, we developed and adopted sub-targets, with associated action plans, within seven different areas and we will dedicate significant efforts to achieving them in the coming years. Based on a foundation of profitability, we aim to contribute to a sustainable and democratic society, enabling future generations to also have the opportunity to experience the joy of reading. The joy of reading is an important part of our sustainability agenda and something we have worked with for many years through various reading-promoting initiatives. You

can read more about this on pages 11–12 as well as in our Annual and Sustainability Report that will be published in March.

### The pandemic continued

Most of the quarter was unaffected by the pandemic and its restrictions. We saw a strong return to stores, which shows the power of the physical store. Our 100 stores around Sweden provide personal customer service that is hard to beat. They are an important space for exposure, even for customers who choose to shop online.

The pandemic affected our results for full-year 2021, especially during the first half of the year when sales in stores were negatively impacted by restrictions. Pandemic restrictions were reintroduced shortly before Christmas but only had a limited impact on Christmas shopping, which is our most important sales period. The consequences of the pandemic, such as uncertain access to goods, disruptions in supply chains and price increases, had less of an impact on our operations than anticipated but the uncertainty is expected to continue in 2022.

### An eventful year

For us, 2021 was about more than just the pandemic. Bokusgruppen was listed on Nasdaq First North Premier Growth Market on 4 June, giving us favourable conditions to achieve further growth going forward.

During the last quarter, a new IT platform was rolled out for stores, including mobile and flexible checkout points. This will make it easier for our store employees to provide a high level of proactive customer service. Integrating physical stores with online retail provides an even better shopping experience. We also tested new store formats during the year – a mobile summer bus, a pop-up store in Tyresö ahead of the Christmas season and a new concept store in Gothenburg.

The shipping options in our online channels were expanded. We also launched our range of other products – Skriva Spela Skapa – online at akademibokhandeln.se

and achieved strong sales towards the end of the year.

### Increased investments for long-term growth

After several years of strong performance, we can now make more forward-looking investments in creating growth in our online channels. We increased our investment level in 2021 and will increase our investments even further in 2022 to accelerate our digital transformation and the ongoing development of our customer offering.

During this phase, we will place extra emphasis on Bokus Online, which includes Bokus online retail and the Bokus Play digital subscription service. We are investing in further refining our consumer logistics together with a new partner and are increasing our marketing to further strengthen our brands.

Our robust cash flow and low loan-to-value ratio will allow us to finance these initiatives and at the same time propose a dividend of SEK 3 per share for 2021. These accelerated investments might affect earnings negatively in the short term, but in the long term they will enable the online growth we established in our targets by allowing us to meet and exceed our customers' new and rising expectations.

### Outlook

All pandemic restrictions were lifted after the end of the quarter, which is incredibly positive. The annual national book sale period is approaching, which is an important sales period where we spread the joy of reading to the entire population of Sweden. I'm pleased that we can now carry out the book sale as usual, without restrictions.

We are confident in our offering and our talented employees. No matter what 2022 has to offer, we know that our products meet an important need. Our loyal customers continue to shop with us, even when world events create challenges.

**Maria Edsman, CEO**

## Market trends 2021: A strong year for book sales

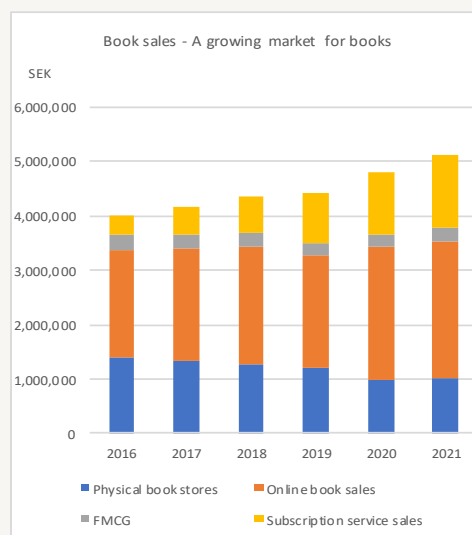
For the second consecutive year, the book market displayed a highly robust sales trend. Total sales increased 6.3% in 2021 and sales exceeded SEK 5 billion for the first time. Single sales increased 3.1% and digital subscription sales increased 16.2%. In physical bookstores, sales increased 4.3%. During the first half of the year, physical stores lost business to online retail, a trend that reversed in the second half of the year when pandemic restrictions were lifted.

The sales breakdown for 2021 was 49% online book sales, 20% physical store book sales and 26% subscription service sales.

In 2021, 20% of the population over the age of 18 paid for an audio and e-book subscription, which is a much lower level of penetration than for music (57%) and video (64%).

From a longer-term perspective, total book sales increased by an average of 5% annually from 2016 to 2021.

Sources: Statistics on book sales, 2021 and The Swedes and the Internet, 2021





# Overview: Consolidated financial trend

## Quarter

### Net sales

Net sales for the Group amounted to MSEK 641.4 (605.6), up 5.9% year-on-year. Sales for Akademibokhandeln Stores increased 16.2%, while sales for Akademibokhandeln Online and Bokus Online decreased 11.9% and 8.3%, respectively, compared with the strong fourth quarter in 2020, which was impacted by the pandemic. Sales in online channels accounted for 36% of the Group's total sales in the quarter, compared with 41% in the year-earlier quarter. Operations in 2020 were more strongly affected by pandemic restrictions during the fourth quarter, resulting in higher demand in online channels.

Less stringent pandemic restrictions in the fourth quarter than in 2020 led to increased customer traffic in stores, which had a positive impact on the Akademibokhandeln Stores segment. This shows that stores remain popular among customers when their choice of purchase point is not limited by external factors.

Online channels reported decreased sales compared with the year-earlier quarter, which is related to the strong return to stores. Sales of other products, which were introduced on Akademibokhandeln Online in the second quarter, performed well and accounted for 10.1% of Akademibokhandeln Online's total sales for the quarter.

Sales of digital books (single sales and through subscriptions) decreased 5.0% compared with the fourth quarter last year. Subscription sales continued to display significantly higher growth than the market, while single sales decreased due to restrictive rules for advertising on Google.

For trends in each segment, refer to pages 8–10.

### Earnings

EBITA amounted to MSEK 108.8 (77.4), equivalent to growth of 40.5%. A one-time payment from Pensionsvalet had a positive effect of MSEK 10.0 on the earnings. Adjusted for items affecting comparability, EBITA amounted to MSEK 98.8 (73.5), equivalent to EBITA growth of 34.4%. For more information about items affecting comparability, see Note 13. EBITA is normally stronger in the fourth quarter, primarily due to Black Friday in November and Christmas sales in December. Read more about seasonal variations under "Other information" on page 11.

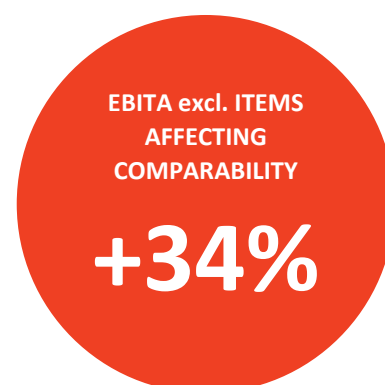
The underlying improvement in earnings is due to increased margins in Akademibokhandeln's two segments and a higher share of sales in stores.

The gross margin amounted to 42.6%, compared to 40.3% in the previous year, and the growth in the gross margin in terms of SEK was 11.8%.

Operating expenses were generally in line with the previous year.

Depreciation and amortisation decreased MSEK 1.8 for the Group due to lower depreciation of right-of-use assets.

During the quarter, grants related to the pandemic amounted to MSEK 0 (3.9). Refer to Note 6.



## Full year

### Net sales

The Group's net sales amounted to MSEK 1,866.1 (1,774.9), an increase of 5.1% despite the effects of the pandemic for most of the year. The increase is attributable to sales growth in all channels, which was at the market growth rate or higher.

Sales growth for online channels amounted to 7.3%, nearing the financial target of an average of 10% average annual growth, and sales growth for Akademibokhandeln Stores was 3.4%, which was in line with the general economy. Sales in online channels accounted for 45% of the Group's total sales, compared with 44% in the year-earlier period.

Growth for the Bokus Online segment amounted to 5.3%, while the Akademibokhandeln Online segment grew a full 29.8% compared with 2020, since the first three quarters were strongly affected by the pandemic, which had a positive impact on online retail. The important range of other products was launched on Akademibokhandeln Online during the year. Sales of other products accounted for 3.9% of total sales within the channel for the full year. The Akademibokhandeln Stores segment grew 3.4% after a return to stores was possible when pandemic restrictions were eased in the second half of the year.

For trends in each segment, refer to pages 8–10.

### Earnings

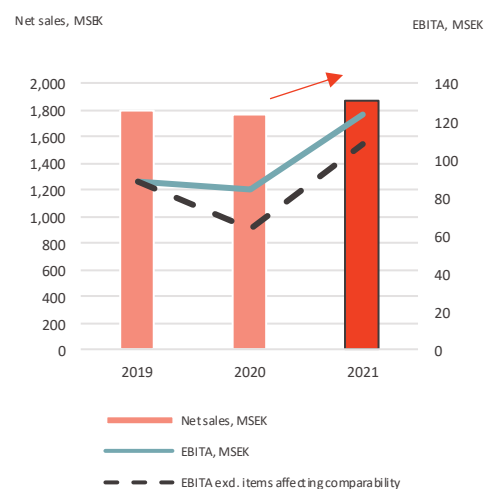
EBITA amounted to MSEK 124.1 (84.3), equivalent to growth of 47.3%. A one-time payment from Pensionsvalet had a positive effect of MSEK 10.0 on earnings in the fourth quarter. Adjusted for items affecting comparability, EBITA amounted to MSEK 108.5 (63.4), equivalent to EBITA growth of 71.1%. The change is attributable to increased sales growth in all channels and strengthened margins in Bokus Online and Akademibokhandeln Stores. For more information about items affecting comparability, see Note 13.

The gross margin amounted to 38.4%, up 0.7 of a percentage point from the year-earlier period, primarily within the Bokus Online and Akademibokhandeln Stores segments. The return to stores in the third and fourth quarters compensated for the shift towards online channels during the first half of the year.

The EBITA margin for the full year amounted to 6.7%, or 5.8% adjusted for items affecting comparability, which is close to the financial target of 6% within three to five years.

During the year, grants related to the pandemic amounted to MSEK 7.4 (20.9). Refer to Note 6.

Financial trend – Sales and EBITA



# Cash flow and financial position

## Cash flow and investments

Cash flow in the fourth quarter has had a positive development. Operating cash flow for the quarter amounted to MSEK 230.0 (189.4). The increase is primarily explained by higher earnings and improved tied-up working capital. The latter is attributable to a reclassification between inventories and liabilities as well as to a change in liabilities due to new payment patterns in the quarter following a change in system. Accelerated investments in future growth in the form of digital business development – such as the digital platform, a new IT platform for stores and further development of Bokus Play – also continued during the quarter.

Total cash flow for the quarter amounted to MSEK 130.4 (106.8). The change is explained by the above as well as by the changed financing structure following a decrease of MSEK 67.3 in Bokusgruppen's overdraft facility utilisation during the quarter, compared with an amortisation of MSEK 50.0 on loans in the year-earlier quarter.

Operating cash flow for the full year amounted to MSEK 217.2 (188.5). The difference is due to higher earnings and improved tied-up working capital, although it was offset by the aforementioned higher rate of investment. Total cash flow for the full year amounted to MSEK -34.7 (-43.6). The difference is due to the above and the refinancing of Bokusgruppen carried out in conjunction with the company's listing. At the end of the year, the overdraft facility was unutilised, and cash amounted to MSEK 132.5 (167.2).

However, adjusted for payments of lease liabilities (store rent), a truer account of the operating cash flow trend for the year shows that it amounted to a strong MSEK 109.3 (70.6).

## Financing

During the second quarter, Bokusgruppen entered into an agreement with Nordea for an overdraft facility of MSEK 200.0 at a customary market interest rate for financial obligations.

In connection with receiving this overdraft facility, Bokusgruppen's liability to the former Parent Company Volati AB (publ) of MSEK 319.8 was repaid through a combination of an offset issue of MSEK 165.0 and a payment of MSEK 154.8 financed by own funds and the aforementioned overdraft facility. Of the overdraft facility granted, MSEK 0 had been utilised as of 31 December 2021.

The equity/assets ratio at the end of the year was 45.8% (34.1). This improvement is primarily attributable to the aforementioned offset issue. Net debt/adjusted EBITDA LTM was -1.2x, compared with 1.6x on 31 December 2020.

ADJUSTED OPERATING  
CASH FLOW FULL YEAR

**MSEK 109**

# Segments

## Bokus Online

Bokus.com is an online shopping service with over ten million physical and digital book titles. Bokus Play is a subscription service for audio books and e-books with over 60,000 book titles.

	Oct-Dec		Full-year	
	2021	2020	2021	2020
Net sales, MSEK	203.2	221.5	747.2	709.6
EBITA, MSEK	11.3	17.6	43.2	33.8
No. of active customers (thousands), LTM			918	923
NPS			59	

Net sales for Bokus Online amounted to MSEK 203.2 (221.5) for the quarter, a year-on-year decrease of 8.3% after the previous year's very strong fourth quarter. Net sales for the full year amounted to MSEK 747.2 (709.6), which is equivalent to a year-on-year increase of 5.3%.

The positive trend for Bokus Online has continued over an extended period, both in terms of sales and with respect to the number of active customers. Sales in the fourth quarter were high, but not as high in the year-earlier quarter, which was boosted by the pandemic. During the year, Bokus launched a new shipping checkout and expanded the shipping offering to include more alternatives, such as home deliveries and parcel delivery lockers, which is in line with customer demand. Efforts to improve the customer offering at Bokus have yielded results and the NPS increased to a strong 59.

Digital sales (subscriptions and single sales) also continued to increase during the year, up 8.1% year-on-year. The growth rate for subscription sales was even higher and outperformed the market.

EBITA decreased MSEK 6.3 for the quarter but increased MSEK 9.4 for the full year. The weaker performance in the quarter is attributable to lower sales than in the year-earlier quarter, which was boosted by the pandemic. The improvement in profitability compared with 2020 is a result of significantly increased volumes in combination with a strengthened gross margin. The latter is the result of long-term work related to price optimisation and supplier negotiations.

The EBITA margin for Bokus Online was 5.6% (7.9) for the quarter and 5.8% (4.8) for the full year.

BOKUS NET SALES  
GROWTH FULL YEAR

+5%

BOKUS EBITA MARGIN  
FULL YEAR

+6%



### Akademibokhandeln Online

Akademibokhandeln.se is a growing online store with over ten million physical book titles. Together with Akademibokhandeln Stores, the segment provides a competitive omnichannel offering.

	Oct-Dec		Full-year	
	2021	2020	2021	2020
Net sales, MSEK	25.0	28.4	84.0	64.7
EBITA, MSEK	3.7	4.5	9.9	6.0
Share of online sales, %	5.7%	7.4%	7.5%	6.1%

Net sales for Akademibokhandeln Online amounted to MSEK 25.0 (28.4) for the quarter, equivalent to a decrease of 11.9%. These sales figures are in comparison with a strong fourth quarter that was helped by the effects of the pandemic in 2020. Net sales for the period amounted to MSEK 84.0 (64.7), a year-on-year increase of 29.8%.

The important range of other products was launched on Akademibokhandeln Online during the second and third quarters. The range of other products has been well received, with a great deal of interest from customers, and accounted for 10.1% of total sales during the quarter.

The online share of total sales for Akademibokhandeln (Stores and Online) was 5.7% (7.4) for the quarter. The full-year figure was 7.5%, compared to 6.1% for 2020.

EBITA for the quarter amounted to MSEK 3.7, MSEK 0.8 lower than in the year-earlier quarter, which was supported by the effects of the pandemic. EBITA for the full year amounted to MSEK 9.9 (6.0), which was primarily attributable to the significant sales growth.

AKADEMIBOKHANDELN  
ONLINE NET SALES  
GROWTH FULL YEAR

**+30%**

## Akademibokhandeln Stores

Akademibokhandeln consists of 100 stores throughout Sweden, of which 73 are centrally owned and 27 are franchises. The stores offer a wide range of books, art supplies, board games, toys, planners, gift wrapping and cards. Together with Akademibokhandeln Online, the segment provides a competitive omnichannel offering.

	Oct-Dec		Full-year	
	2021	2020	2021	2020
Net sales, MSEK	413.2	355.7	1,035.0	1,000.6
EBITA, MSEK	90.6	56.1	76.1	52.1
No. of stores under own management	73	75	73	75
Share of stores posting a positive contribution to operations LTM, %			94.4%	91.9%
Growth in other products	12.5%	-12.9%	5.5%	-9.1%
Share of private label in other products, %	13.3%	14.4%	17.5%	17.6%
Cost of store premises, as a % of Akademibokhandeln sales LTM, %			14.5%	15.1%
No. of active customers (thousands), LTM			1,311	1,298
NPS			63	

Net sales for stores amounted to MSEK 413.2 (355.7) for the quarter, equivalent to growth of 16.2%. Growth for the full year was also positive at 3.4%, thanks to a strong return to stores after pandemic restrictions were eased during the autumn.

Four stores were closed during the first quarter as a part of long-term restructuring of the store network and not a direct result of the pandemic. The stores that closed were all located in areas where other stores are remaining. In the fourth quarter, the store network was strengthened through the opening of a new store at a prime location in Gothenburg and a pop-up store in Tyresö Centrum. Testing of more concepts and localisations is planned for the future to adapt the store offering to customer behaviour and needs after the pandemic.

The number of customers was somewhat higher than for full-year 2020 due to the return to stores during the autumn.

The positive trend for stores during the year had a positive effect on the range of other products, which is primarily sold in stores, and this also contributed to the improvement in the margin. Net sales of the range of other products increased 5.5% for the full year.

EBITA amounted to MSEK 90.6 for the quarter, a year-on-year improvement of 61.5%. The improvement is due to a gradual improvement in in-store sales as pandemic restrictions were lifted. Most stores made a positive contribution to the operations despite the impact of the pandemic. Stores in urban locations were affected the most but saw a clear recovery during the fourth quarter.

EBITA for the full year amounted to MSEK 76.1 (52.1) after a strong recovery during the second half of the year.

## Central Functions

Consists of the Parent Company and Group management. EBITA for Central Functions amounted to MSEK 3.2 (-0.8) for the quarter. The positive performance is due to the pension refund of MSEK 10.0 received from Pensionsvalet. For more information about items affecting comparability, see Note 13. EBITA for the full year amounted to MSEK -5.1 (-7.7). The difference is attributable to the aforementioned pension refund and increased costs related to the listing and to being a listed company.

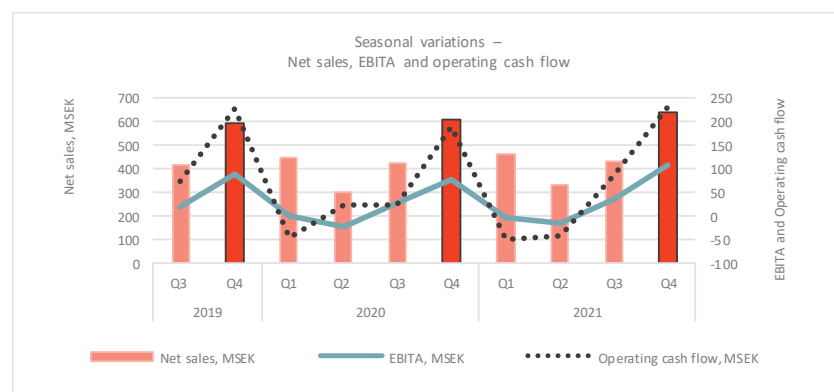
## Other information

### Seasonal variations

Bokusgruppen's sales are affected by seasonal variations, primarily due to Christmas sales in December and the start of the school year in the autumn. As a result, Bokusgruppen usually posts stronger earnings during the fourth quarter every financial year.

The Akademibokhandeln Stores segment displays the largest seasonal variations. This affects sales as well as EBITA, which is usually low or even negative during the first two quarters and then gradually increases during the third quarter, with the majority of annual earnings posted in the fourth quarter.

These seasonal variations continued in 2021 and the fourth quarter accounted for 34% of the year's sales and 88% of the year's EBITA.



### Organisation and employees

The average number of employees during the year was 403 (410). Of these, 306 (314) were employees in physical stores and the rest were employed in HR, finance, sales, purchasing and assortment, supply chain, marketing, and communications, and IT.

### Sustainability

Bokusgruppen updated its sustainability strategies during the year, including sustainability areas and overall objectives. The sustainability agenda is the responsibility of the sustainability manager. During 2021, cross-functional groups were responsible for developing each sustainability area and establishing sub-targets and action plans.

Two governing sustainability targets were set during the fourth quarter: Within five years, Bokusgruppen is to lower its CO<sub>2</sub>e emissions by 25% and achieve 90% of all sub-targets. Tangible efforts to achieve the various sub-targets also ramped up during the fourth quarter.

Bokusgruppen carried out several activities related to the sustainability targets during 2021. Social audits were conducted at facilities in high-risk countries, the share of products manufactured in the Nordic region was expanded and employees were trained in data security. Akademibokhandeln entered a partnership with the Berättarministeriet foundation, which works to reduce the negative effects of segregation in schools.

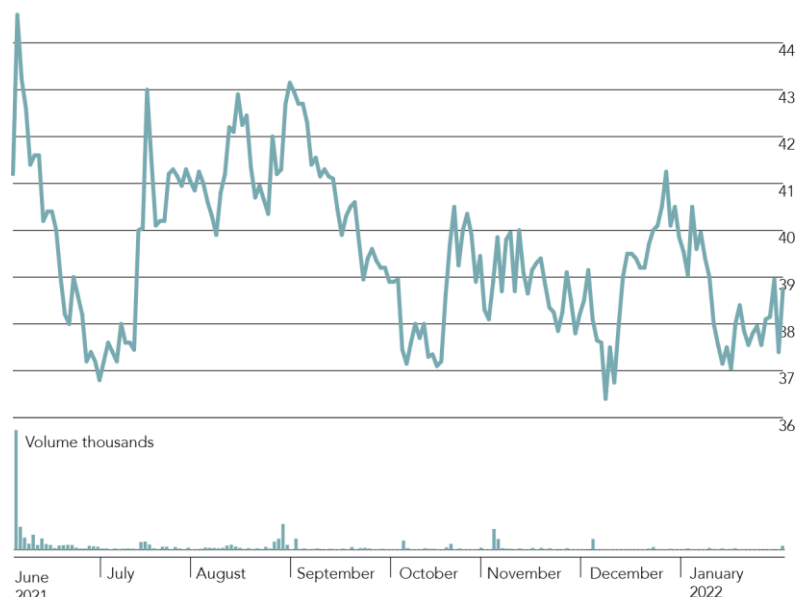
Akademibokhandeln also launched the Läsborgarmärket concept for compulsory schools. This concept includes materials to support teachers in reading education. There was a great deal of interest and teachers ordered 2,000 free inspiration packets in just a few weeks. We reached an estimated 25% of first- and second-year students with this initiative.

### The share and owners

Bokusgruppen AB (publ) was listed on Nasdaq First North Premier Growth Market on 4 June. For more information, please refer to

<https://www.bokusgruppen.com/investerare/aktien-och-agare/>

The Bokusgruppen share



Source: Nasdaq OMX Nordic

The total number of shares outstanding before and after dilution is 16,151,226. Refer to the table below for the principal owners. The Board and senior executives own approximately 10% of Bokusgruppen.

Senior Bokusgruppen executives subscribed for 550,585 warrants during the year. Bokusgruppen's CEO Maria Edsman subscribed for 117,647 warrants, and other senior executives in Bokusgruppen subscribed for a total of 432,938 warrants. If all the subscribed warrants are exercised for shares, this entails a dilution effect of 3.3% in Bokusgruppen. The subscription price for the warrants in the 2021/2024 series is based, as per the AGM's resolution, on the average volume-weighted price paid for Bokusgruppen's shares on Nasdaq First North Premier Growth Market during the period 7–11 June 2021. The average volume-weighted price was SEK 42.90. The subscription price for the warrants thus amounts to SEK 1.30 per warrant and the future exercise price for the share based on the warrant amounts to SEK 55.80 per share. The subscription price was set at market price and calculated using the Black & Scholes model.

**Principal owners 31 December 2021**

# Ten largest shareholders at 31 December	No. of shares	Holding, %
1 Karl Perlhagen	6,891,700	42.67
2 Patrik Gunnarsson Wahlén	3,871,255	23.97
3 The Fourth Swedish National Pension Fund	1,137,593	7.04
4 Mattias Björk	838,129	5.19
5 Försäkringsaktiebolaget Avanza Pension	646,997	4.01
6 Mårten Andersson	502,306	3.11
7 Nordnet Pensionsförsäkring AB	279,129	1.73
8 Aktiebolag 1909 Gruppen	248,730	1.54
9 Futur Pension Försäkringsaktiebolag	123,838	0.77
10 Maria Edsman	100,800	0.62
<b>Total</b>	<b>14,640,477</b>	<b>90.65</b>
Other shareholders	1,510,749	9.35
<b>Total number of shares</b>	<b>16,151,226</b>	<b>100.00</b>

**Financial targets**

Bokusgruppen has three medium-term financial targets for the next three to five years, specified below.

We made significant progress towards our financial targets in 2021. Sales growth for the full year was positive for online channels as well as stores. The EBITA margin improved during the fourth quarter and exceeded our financial target on a full-year basis. The adjusted EBITA margin was 5.8%, which was just under the target of 6%.

	Medium-term target (3–5 years)	2021 Jan–Dec	2020 Jan–Dec
Net sales growth in online channels	Average 10% annual growth	7.3%	25.5%
Net sales growth in physical stores	Growth in line with general economy	3.4%	-14.9%
EBITA	EBITA margin of approx. 6%	6.7%	4.7%

**Dividends**

Bokusgruppen strives to provide a stable and gradually increasing dividend while maintaining an efficient capital structure over the long term. When operating cash flow exceeds the need for investments in profitable expansion over time and the stipulated targets for the company's capital structure have been met, the surplus may be distributed to shareholders. Given Bokusgruppen's strong financial position and the robust cash flow in 2021, the Board proposes that the AGM approve a dividend of SEK 3.00 (1.46) per share, totalling MSEK 48.5, to be made in two payments of SEK 1.50 per share. The record date for the first payment is to be as soon as possible after the AGM's decision and the record date for the second is to be six months after the first.

**2022 AGM**

Bokusgruppen AB's 2022 AGM will be held on 12 May 2022 in Stockholm. Shareholders who wish to have a matter addressed at the AGM must submit a written request to [bolagsstamma@bokusgruppen.com](mailto:bolagsstamma@bokusgruppen.com). To ensure that the matter can be included in the agenda for the AGM, it needs to arrive no later than 12 March 2022. Further information about how and when to register will be published well ahead of the AGM. The 2021 Annual and Sustainability Report for Bokusgruppen AB (publ) will be published on Bokusgruppen's website on 31 March 2022 and sent out upon request.



## Parent Company

The Parent Company, Bokusgruppen AB (publ), consists of four employees, and manages real property and movables in addition to providing administrative intra-Group services. The income statement and balance sheet for the Parent Company are presented on pages 20–21.

## Events after the balance-sheet date

During the autumn, Bokusgruppen procured 3PL services connected to the company's online shopping logistics. At the beginning of the year, a decision was made to enter into an agreement with a new 3PL supplier, meaning that online shopping logistics will move from the current supplier on 30 June 2022. The change is made to further improve shipping at our online stores and meet our customers' new and rising expectations.

Two stores, one in Umeå and one in Stockholm, closed in January 2022 as part of our continuous review of the store network. There are nearby stores in both locations.

## Outlook

Pandemic restrictions were reintroduced at the end of the year and then removed in early 2022. The pandemic's consequences in the form of raw material shortages, reduced production capacity and problems with shipping have not yet had a serious effect on Bokusgruppen. Nonetheless, the consequences are expected to persist in 2022 and could therefore affect Bokusgruppen in the future.

In 2022, Bokusgruppen will accelerate its investment in Bokus and Bokus Play to create higher growth over the long term. This investment pertains to system platforms, consumer logistics and increased marketing. The Group's investments will therefore increase considerably in 2022 compared with 2021. This initiative is being carried out after several years of strong performance and is financed by robust cash flows and a low loan-to-value ratio. The investments might affect earnings negatively in the short term, but in the long term they will enable growth in line with our targets.

## Review

This year-end report has not been reviewed by the company's auditor.

# The Board's assurance

The Board of Directors and the CEO hereby certify that this year-end report for full-year 2021 provides a fair view of the Parent Company's and the Group's operations, position and performance, and describes the material risks and uncertainties facing the Parent Company and the companies included in the Group.

Bokusgruppen AB (publ), Corp. Reg. No. 559025–8637

Stockholm, 17 February 2022

**Mårten Andersson**  
*Chairman of the Board*

**Mattias Björk**  
*Board Member*

**Cecilia Marlow**  
*Board Member*

**Anna Wallenberg**  
*Board Member*

## Contacts

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## Financial calendar

- 28 April 2022 Q1 2022 interim report
- 12 May 2022 Annual General Meeting in Stockholm
- 15 July 2022 Q2 2022 interim report
- 25 October 2022 Q3 2022 interim report

## Presentation of the report

The year-end report will be presented via teleconference.

Time: 17 February, 10:00 a.m.

To participate in the conference, call +46 8 5664 2706

Link to webcast: <https://financialhearings.com/event/43212>

# Financial statements

## Consolidated statement of comprehensive income

Amounts in MSEK	Note	Accounting period			
		2021 Oct–Dec	2020 Oct–Dec	2021 Jan–Dec	2020 Jan–Dec
Net sales	5	641.4	605.6	1,866.1	1,774.9
<b>Total revenue</b>		<b>641.4</b>	<b>605.6</b>	<b>1,866.1</b>	<b>1,774.9</b>
Goods for resale		-368.5	-361.4	-1,149.0	-1,106.6
Other external costs		-60.2	-54.0	-191.0	-175.1
Personnel expenses	6, 10	-72.4	-80.2	-280.0	-271.6
Other operating expenses		0.5	1.8	0.0	-0.1
<b>EBITDA</b>		<b>140.8</b>	<b>111.8</b>	<b>246.0</b>	<b>221.5</b>
Depreciation of right-of-use assets	6	-29.6	-31.6	-111.4	-125.1
Depreciation of property, plant and equipment		-2.5	-2.8	-10.5	-12.1
<b>EBITA</b>		<b>108.8</b>	<b>77.4</b>	<b>124.1</b>	<b>84.3</b>
Amortisation of intangible assets		-5.6	-5.0	-19.4	-17.5
Amortisation of acquisition-related intangible assets		-5.9	-5.9	-23.6	-23.6
<b>EBIT</b>		<b>97.3</b>	<b>66.5</b>	<b>81.1</b>	<b>43.2</b>
Financial income		0.0	0.0	0.0	0.0
Financial expenses		-3.3	-6.9	-18.4	-28.3
<b>Net financial items</b>		<b>-3.3</b>	<b>-6.9</b>	<b>-18.4</b>	<b>-28.3</b>
<b>Profit/loss after financial items</b>		<b>94.1</b>	<b>59.6</b>	<b>62.6</b>	<b>14.9</b>
Income tax		-18.4	-18.7	-12.2	-10.6
<b>Net profit/loss</b>		<b>75.6</b>	<b>40.8</b>	<b>50.5</b>	<b>4.3</b>
Other comprehensive income:					
<b>Other comprehensive income for the period</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total comprehensive income for the period</b>		<b>75.6</b>	<b>40.8</b>	<b>50.5</b>	<b>4.3</b>
Earnings per share before and after dilution, SEK	8	4.68	3.04	3.31	0.32

Net profit/loss and total comprehensive income for the period are attributable in their entirety to the owners of the Parent.

## Consolidated balance sheet

Amounts in MSEK	Note	31/12/2021	31/12/2020
<b>ASSETS</b>			
<b>Non-current assets</b>			
<i>Intangible assets</i>			
Goodwill		410.1	410.1
Brands		240.1	240.1
Customer relationships		84.8	104.5
Capitalised expenditure for development work		73.9	61.8
<b>Total intangible assets and goodwill</b>		<b>809.0</b>	<b>816.5</b>
<i>Property, plant and equipment</i>			
Equipment, fixtures and fittings		25.8	25.4
<b>Total property, plant and equipment</b>		<b>25.8</b>	<b>25.4</b>
Right-of-use assets		256.8	273.8
Deferred tax asset		2.0	2.8
<b>Total non-current assets</b>		<b>1,093.5</b>	<b>1,118.5</b>
<b>Current assets</b>			
Finished goods and goods for resale		195.7	193.5
Trade receivables		18.5	22.4
Other receivables		22.8	23.2
Receivables from Group companies	7	-	22.1
Prepaid expenses and accrued income		26.0	18.4
Cash and cash equivalents		132.5	2.5
<b>Total current assets</b>		<b>395.6</b>	<b>282.1</b>
<b>TOTAL ASSETS</b>		<b>1,489.1</b>	<b>1,400.7</b>
<b>Amounts in MSEK</b>			
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital		0.6	0.1
Other paid-in capital		252.7	87.5
Retained earnings including net profit		428.3	390.0
<b>Total equity attributable to owners of the Parent</b>		<b>681.6</b>	<b>477.5</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Lease liabilities		134.8	151.7
Deferred tax liabilities		93.0	92.1
<b>Total non-current liabilities</b>		<b>227.8</b>	<b>243.8</b>
<b>Current liabilities</b>			
Liabilities to Group companies	7	-	149.9
Overdraft facility	11	-	-
Lease liabilities		108.1	104.7
Current tax liabilities		17.3	12.1
Trade payables		245.6	240.2
Advance payments from customers		1.0	1.0
Other current liabilities		59.5	57.6
Accrued expenses and deferred income		148.2	113.7
<b>Total current liabilities</b>		<b>579.6</b>	<b>679.4</b>
<b>Total liabilities</b>		<b>807.4</b>	<b>923.1</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,489.1</b>	<b>1,400.7</b>

**Condensed consolidated statement of changes in equity**

Amounts in MSEK	Note	Attributable to owners of the Parent			Total equity
		Share capital	Other paid-in capital	Retained earnings including net profit/loss	
<b>Opening balance, 1 Jan 2020</b>		<b>0.1</b>	<b>70.1</b>	<b>390.6</b>	<b>460.7</b>
Net loss plus comprehensive income				4.3	4.3
<b>Transactions with shareholders in their capacity as owners</b>					
Group contributions			17.4		17.4
Dividends				-4.9	-4.9
<b>Closing balance, 31 Dec 2020</b>		<b>0.1</b>	<b>87.5</b>	<b>390.0</b>	<b>477.5</b>
<b>Opening balance, 1 Jan 2021</b>		<b>0.1</b>	<b>87.5</b>	<b>390.0</b>	<b>477.5</b>
Net loss plus comprehensive income				50.5	50.5
<b>Transactions with shareholders in their capacity as owners</b>					
Bonus issue	9	0.4		-0.4	-
New issue	9	0.1	164.9		165.0
Warrants	10		0.3		0.3
Dividends				-11.7	-11.7
<b>Closing balance, 31 Dec 2021</b>		<b>0.6</b>	<b>252.7</b>	<b>428.3</b>	<b>681.6</b>



## Condensed consolidated statement of cash flow

Amounts in MSEK	Note	Accounting period			
		2021 Oct–Dec	2020 Oct–Dec	2021 Jan–Dec	2020 Jan–Dec
<b>Cash flow from operating activities</b>					
EBIT		97.3	66.5	81.1	43.2
<i>Adjustments for non-cash items:</i>					
– Depreciation/amortisation		43.5	45.4	164.9	178.3
– Other items not affecting cash flow		0.1	-	0.1	0.1
Interest received		0.0	0.0	0.0	0.0
Interest paid		-3.3	-3.4	-13.3	-12.1
Tax paid		-1.0	0.4	-5.3	-0.1
		<b>136.7</b>	<b>108.8</b>	<b>227.5</b>	<b>209.4</b>
<b>Cash flow from changes in working capital</b>					
Increase/decrease in inventories		-27.4	-7.3	-2.2	4.6
Increase/decrease in operating receivables		-5.9	-9.3	-3.3	2.9
Increase/decrease in operating liabilities		143.8	108.1	41.7	-0.1
<b>Total change in working capital</b>		<b>110.4</b>	<b>91.6</b>	<b>36.1</b>	<b>7.4</b>
<b>Cash flow from operating activities</b>		<b>247.1</b>	<b>200.4</b>	<b>263.6</b>	<b>216.8</b>
<b>Cash flow from investing activities</b>					
Investments in intangible assets		-11.3	-9.2	-35.5	-21.8
Investments in property, plant and equipment		-5.8	-1.8	-10.9	-6.6
<b>Cash flow from investing activities</b>		<b>-17.1</b>	<b>-11.0</b>	<b>-46.4</b>	<b>-28.3</b>
<b>Operating cash flow</b>		<b>230.0</b>	<b>189.4</b>	<b>217.2</b>	<b>188.5</b>
<b>Cash flow from financing activities</b>					
Borrowings		-	-	-	40.0
Repayment of interest-bearing liabilities		-	-50.0	-154.8	-165.0
Utilised overdraft facility	11	-67.3	-	-	-
Proceeds from warrants	10	-0.1	-	0.3	-
Group contributions received		-	-	22.1	15.6
Payments pertaining to repayment of lease liabilities		-32.2	-32.6	-107.9	-117.8
Dividends paid		-	-	-11.7	-4.9
<b>Cash flow from financing activities</b>		<b>-99.6</b>	<b>-82.6</b>	<b>-251.9</b>	<b>-232.1</b>
<b>Decrease/increase in cash and cash equivalents</b>		<b>130.4</b>	<b>106.8</b>	<b>-34.7</b>	<b>-43.6</b>
Cash and cash equivalents at beginning of period		2.2	60.4	167.2	210.9
<b>Cash and cash equivalents at end of period</b>		<b>132.5</b>	<b>167.2</b>	<b>132.5</b>	<b>167.2</b>

## Parent Company income statement

Amounts in MSEK	Accounting period			
	2021 Oct–Dec	2020 Oct–Dec	2021 Jan–Dec	2020 Jan–Dec
<b>Net sales</b>	9.9	-0.9	13.8	-
<b>Total revenue</b>	<b>9.9</b>	<b>-0.9</b>	<b>13.8</b>	<b>-</b>
<b>Operating expenses</b>				
Other external costs	-2.7	0.8	-6.5	-0.5
Personnel expenses	-4.3	0.0	-8.5	-
Depreciation of intangible assets	-3.0	-3.0	-12.0	-10.0
	<b>-10.1</b>	<b>-2.2</b>	<b>-27.0</b>	<b>-10.5</b>
<b>Operating profit/loss</b>	<b>-0.2</b>	<b>-3.1</b>	<b>-13.2</b>	<b>-10.5</b>
<b>Profit/loss from financial items</b>				
Profit from participations in Group companies	0.0	55.0	-	55.0
Other interest income and similar profit/loss items	1.7	5.9	10.5	5.9
Interest expenses and similar profit/loss items	-1.6	-8.9	-12.1	-21.7
<b>Total financial items</b>	<b>0.1</b>	<b>52.0</b>	<b>-1.7</b>	<b>39.2</b>
<b>Profit/loss after financial items</b>	<b>-0.1</b>	<b>48.9</b>	<b>-14.9</b>	<b>28.7</b>
Appropriations	14.2	10.5	14.2	10.5
<b>Profit/loss before tax</b>	<b>14.2</b>	<b>59.4</b>	<b>-0.6</b>	<b>39.2</b>
Income tax	-2.9	-4.3	-	-
<b>Net profit/loss</b>	<b>11.2</b>	<b>55.1</b>	<b>-0.6</b>	<b>39.2</b>
<b>Comprehensive income for the period for the Parent Company</b>				
Comprehensive income for the period	11.2	55.1	-0.6	39.2

## Parent Company balance sheet

Amounts in MSEK	Note	31/12/2021	31/12/2020
<b>ASSETS</b>			
<b>Non-current assets</b>			
<i>Intangible assets</i>			
Concessions, patents, licenses, brands and similar intellectual property		38.0	50.0
<b>Total intangible assets</b>		<b>38.0</b>	<b>50.0</b>
<i>Financial assets</i>			
Participations in Group companies	12	553.7	433.7
<b>Total financial assets</b>		<b>553.7</b>	<b>433.7</b>
<b>Total non-current assets</b>		<b>591.7</b>	<b>483.7</b>
<b>Current assets</b>			
<i>Current receivables</i>			
Receivables from Group companies		382.0	510.2
Current tax asset		0.5	-
Prepaid expenses and accrued income		0.9	-
Other receivables		0.1	-
<b>Total current receivables</b>		<b>383.5</b>	<b>510.2</b>
Cash and bank balances		130.4	-
<b>Total current assets</b>		<b>513.9</b>	<b>510.2</b>
<b>TOTAL ASSETS</b>		<b>1,105.5</b>	<b>993.8</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
<i>Restricted equity</i>			
Share capital		0.6	0.1
<b>Total restricted equity</b>		<b>0.6</b>	<b>0.1</b>
<i>Non-restricted equity</i>			
Share premium reserve		165.2	-
Retained earnings		277.9	250.8
Net profit/loss		-0.6	39.2
<b>Total non-restricted equity</b>		<b>442.5</b>	<b>290.0</b>
<b>Total equity</b>		<b>443.1</b>	<b>290.0</b>
<b>Untaxed reserves</b>		<b>8.6</b>	<b>8.0</b>
<b>Non-current liabilities</b>			
Liabilities to Group companies		180.0	180.0
<b>Total non-current liabilities</b>		<b>180.0</b>	<b>180.0</b>
<b>Current liabilities</b>			
Overdraft facility		-	-
Trade payables		0.3	-
Liabilities to Group companies		471.1	515.8
Other current liabilities		0.5	-
Accrued expenses and deferred income		2.0	-
<b>Total current liabilities</b>		<b>473.8</b>	<b>515.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,105.5</b>	<b>993.8</b>

# Note disclosures

## NOTE 1 General information

Bokusgruppen AB (publ) ("Bokusgruppen"), Corp. Reg. No. 559025–8637 is a Parent Company registered in Sweden with its registered office in Stockholm at Lindhagensgatan 74, SE-112 18 Stockholm, Sweden. The Group conducts operations through the companies Akademibokhandeln Holding AB, Bokhandelsgruppen i Sverige AB and Bokus AB, Sweden's leading book retailer.

Amounts are stated in millions of SEK (MSEK) unless otherwise specified. Figures in parentheses refer to the comparative period.

## NOTE 2 Summary of key accounting policies

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting.

The Parent Company's interim report has been prepared in accordance with the Swedish Annual Accounts Act and the Swedish Financial Reporting Board's recommendation RFR 2.

In April 2021, the IFRS Interpretations Committee (IFRS IC) published a decision regarding cloud computing arrangement costs, referring to costs incurred for configuring or adapting software in cloud-based solutions. Bokusgruppen has analysed the effects of this decision and it has no material impact on the Group's financial performance.

The accounting policies applied are the same as those described in the 2020 Annual Report for Bokusgruppen AB (publ).

## NOTE 3 Risks and uncertainties

The Group's key financial and business risks are presented in the Administration Report and in Note 3 in the 2020 Annual Report. No additional risks have arisen during the quarter.

## NOTE 4 Financial instruments

The Group's financial instruments consist of trade receivables, accrued income, cash and cash equivalents, trade payables and interest-bearing liabilities. Financial assets and liabilities have short maturities. The fair value of all financial instruments is approximately equivalent to their carrying amount.

## NOTE 5 Segment reporting

As the chief operating decision maker, Group management has determined the operating segments based on the information used as the basis for allocating resources and evaluating performance. Group management primarily assesses operating segment performance based on EBITA. The segment distribution is the same as in the annual report.

Group management assesses the operations for Bokus Online, Akademibokhandeln Online and Akademibokhandeln Stores separately. Revenue comes from the sale of books, e-books, audio books, board games, jigsaw puzzles, toys and art supplies.

- The Bokus Online segment consists of physical books, e-books, a digital book subscription service and other revenue.
- The Akademibokhandeln Online segment consists of physical books and other products.
- The Akademibokhandeln Stores segment consists of physical books, other products (such as board games, jigsaw puzzles, toys and art supplies) and other revenue.
- The Central Functions segment consists of the Parent Company and Group management.

## Revenue

Revenue from external parties that is reported to the CEO is measured in the same manner as in the consolidated statement of comprehensive income.

External revenue	2021	2020	2021	2020
	Oct–Dec	Oct–Dec	Jan–Dec	Jan–Dec
Bokus Online total revenue	217.1	237.8	796.0	748.1
- less intra-Group sales	-14.0	-16.4	-48.8	-38.5
Bokus Online	203.2	221.5	747.2	709.6
Akademibokhandeln Online	25.0	28.4	84.0	64.7
Akademibokhandeln Stores	413.2	355.7	1,035.0	1,000.6
Central Functions	-	-	-	-
<b>Total external revenue</b>	<b>641.4</b>	<b>605.6</b>	<b>1,866.1</b>	<b>1,774.9</b>

**NOTE 5 Segment reporting, cont.**

EBITA	2021	2020	2021	2020
	Oct–Dec	Oct–Dec	Jan–Dec	Jan–Dec
Bokus Online	11.3	17.6	43.2	33.8
Akademibokhandeln Online	3.7	4.5	9.9	6.0
Akademibokhandeln Stores	90.6	56.1	76.1	52.1
Central Functions	3.2	-0.8	-5.1	-7.7
<b>Total EBITA</b>	<b>108.8</b>	<b>77.4</b>	<b>124.1</b>	<b>84.3</b>
Amortisation of intangible assets	-11.5	-10.9	-43.0	-41.1
<b>EBIT</b>	<b>97.3</b>	<b>66.5</b>	<b>81.1</b>	<b>43.2</b>
Net financial items	-3.3	-6.9	-18.4	-28.3
<b>Profit/loss after financial items</b>	<b>94.1</b>	<b>59.6</b>	<b>62.6</b>	<b>14.9</b>

Breakdown of revenue from external customers Oct–Dec 2021	Akademibokhand Akademibokhand				Total
	Bokus Online	eln Online	eln Stores	Central Functions	
Physical books	185.6	21.2	243.0	-	449.8
Digital books	10.4	-	-	-	10.4
Other products	-	2.5	158.3	-	160.8
Other revenue	7.2	1.3	12.0	-	20.4
<b>Total</b>	<b>203.2</b>	<b>25.0</b>	<b>413.2</b>	<b>-</b>	<b>641.4</b>

Oct–Dec 2020	Akademibokhand Akademibokhand				Total
	Bokus Online	eln Online	eln Stores	Central Functions	
Physical books	204.4	27.3	202.9	-	434.5
Digital books	10.9	-	-	-	10.9
Other products	-	-	140.7	-	140.7
Other revenue	6.1	1.1	12.2	-	19.4
<b>Total</b>	<b>221.5</b>	<b>28.4</b>	<b>355.7</b>	<b>-</b>	<b>605.6</b>

Full-year 2021	Akademibokhand Akademibokhand				Total
	Bokus Online	eln Online	eln Stores	Central Functions	
Physical books	682.7	77.2	617.3	-	1,377.2
Digital books	41.2	-	-	-	41.2
Other products	-	3.3	378.4	-	381.7
Other revenue	23.2	3.4	39.3	-	66.0
<b>Total</b>	<b>747.2</b>	<b>84.0</b>	<b>1,035.0</b>	<b>-</b>	<b>1,866.1</b>

Full-year 2020	Akademibokhand Akademibokhand				Total
	Bokus Online	eln Online	eln Stores	Central Functions	
Physical books	651.4	62.1	597.3	-	1,310.8
Digital books	38.1	-	-	-	38.1
Other products	-	-	358.6	-	358.6
Other revenue	20.1	2.6	44.7	-	67.4
<b>Total</b>	<b>709.6</b>	<b>64.7</b>	<b>1,000.6</b>	<b>-</b>	<b>1,774.9</b>

Revenue, in all material aspects, is recognised at a point in time and all sales are conducted in Sweden.

**NOTE 6 Subsidies and government grants**

Subsidies and government grants were received in the form of a short-time work allowance, a reduction in social security contributions, compensation for sick pay costs and rental discounts (including the portion the landlord is responsible for).

	2021	2020	2021	2020
	Oct–Dec	Oct–Dec	Jan–Dec	Jan–Dec
Short-time work allowance (recognised in the income statement item "Personnel expenses")	-	1.3	-	11.3
Reduction of social security contributions (recognised in the income statement item "Personnel expenses")	-	-	-	1.3
Compensation for sick pay costs (recognised in the income statement item "Personnel expenses")	0.0	0.5	1.1	2.0
Rental discounts (recognised in the income statement item "Depreciation of right-of-use assets")	-	2.1	6.3	6.3
<b>Total</b>	<b>0.0</b>	<b>3.9</b>	<b>7.4</b>	<b>20.9</b>

There are no unfulfilled terms or contingent liabilities connected to these grants. The Group has not received any other forms of government grants.



**NOTE 7 Related-party transactions**

In connection with receiving an overdraft facility of MSEK 200.0 in the second quarter, Bokusgruppen's liability to the former Parent Company Volati AB (publ) of MSEK 319.8 was repaid through a combination of an offset issue of MSEK 165.0 and a payment of MSEK 154.8 financed by own funds and the aforementioned overdraft facility. There were no other transactions with related parties.

**NOTE 8 Earnings per share**

	2021 Oct–Dec	2020 Oct–Dec	2021 Jan–Dec	2020 Jan–Dec
<i>SEK</i>				
Earnings per share before and after dilution	4.69	3.04	3.31	0.32
<b>Earnings measures used in the calculation of earnings per share</b>				
Earnings attributable to owners of the Parent used for earnings per share before and after dilution, MSEK	75.7	40.8	50.5	4.3
<i>No.</i>				
Weighted average no. of ordinary shares for calculating earnings per share before and after dilution	16,151,226	13,440,000	15,267,292	13,440,000
Equity per share, SEK			44.6	35.5

**NOTE 9 Share capital and other paid-in capital**

At the end of the year, the share capital amounted to SEK 600,864 (52,493) divided between 16,151,226 shares (8,000,000). The quotient value is SEK 0.0372 per share.

**Share capital development**

	No. of shares, thousands	Share capital, MSEK	Other paid-in capital	Total
<b>Opening balance, 1 Jan 2020</b>	<b>8,000</b>	<b>0.1</b>	<b>70.1</b>	<b>70.2</b>
Group contributions			17.4	17.4
<b>Closing balance, 31 Dec 2020</b>	<b>8,000</b>	<b>0.1</b>	<b>87.5</b>	<b>87.6</b>
<b>Opening balance, 1 Jan 2021</b>	<b>8,000</b>	<b>0.1</b>	<b>87.5</b>	<b>87.6</b>
Bonus issue, March 2021 <sup>1)</sup>		0.4		0.4
Reverse split 1:25, April 2021	-7,680			0.0
New issue, April 2021 <sup>2)</sup>	65	0.1	164.9	165.0
Split 42:1, April 2021	15,766			0.0
Warrants <sup>3)</sup>			0.3	0.3
<b>Closing balance, 31 Dec 2021</b>	<b>16,151</b>	<b>0.6</b>	<b>252.7</b>	<b>253.3</b>

- 1) In March 2021, a bonus issue was carried out amounting to MSEK 0.4, which impacted retained earnings in a corresponding amount.
- 2) A new issue amounting to MSEK 165.0 was carried out in April 2021 through an offset of liabilities to Group companies in a corresponding amount.
- 3) Comprises premiums paid of MSEK 0.7 and external costs of MSEK 0.2 related to the introduction of the programme. See Note 10 for more information.

**NOTE 10 Warrants to senior executives**

In 2021, senior executives acquired warrants at market price. The warrants entitle the holder to acquire shares in Bokusgruppen AB (publ). The exercise price for the allotted warrants corresponds to the average volume-weighted price paid for the shares on Nasdaq First North Premier Growth Market during the period 7–11 June 2021 plus 30%. All employees paid a market price for the warrants upon issue, which means that the warrants will not give rise to an accounting cost. The warrants can be exercised starting three years after the allotment date. The warrants have a contractual exercise period of four months. The Group has no legal or informal obligation to repurchase or pay for the warrants in cash.

During the second quarter of 2021, 550,585 warrants were allotted, of which 117,647 to the CEO and 432,938 to other senior executives. No warrants expired or were forfeited or exercised during this period. The exercise price per warrant is SEK 55.80.

#### NOTE 11 Overdraft facility

The Group previously financed its operations through an internal loan from its previous principal owner Volati AB (publ) and a cash pool with Volati. The internal loan of approximately MSEK 165.0 was repaid in the second quarter through an offset against new shares. To secure a financing solution after this repayment, Bokusgruppen was granted an overdraft facility of MSEK 200.0. Of the overdraft facility granted, MSEK 0.0 had been utilised as of 31 December 2021.

According to the terms of the loan, certain financial covenants must be fulfilled with respect to the Group's debt/equity ratio and equity/assets ratio. The covenants are evaluated quarterly and the Group meets the terms.

#### NOTE 12 Participations in Group companies

The Parent Company holds participations in the following subsidiaries:

Name	Corp. Reg. No.	Registered office	No. of shares	Carrying amount	Carrying amount
				31 Dec 2021, MSEK	31 Dec 2020, MSEK
Akademibokhandeln Holding AB	559101-0938	Stockholm	8 000 000	433.7	313.7
Bokus AB	556493-0492	Stockholm	100	120.0	120.0
				<b>553.7</b>	<b>433.7</b>

MSEK	31/12/2021	31/12/2020
Opening cost	433.7	263.7
Acquisitions	-	120.0
Shareholders' contributions provided	120.0	50.0
<b>Closing accumulated cost</b>	<b>553.7</b>	<b>433.7</b>
<b>Closing carrying amount</b>	<b>553.7</b>	<b>433.7</b>

#### NOTE 13 Alternative performance measures and earnings measures

The financial reports published by Bokusgruppen include alternative performance measures (APMs), which supplement the performance measures defined or specified in the applicable rules for financial reporting.

APMs are specified when they, in their context, provide clearer or more in-depth information than those performance measures defined in the applicable rules for financial reporting.

The basis for APMs is that they are used by management to assess the company's financial performance and can thus be considered to give analysts and other stakeholders valuable information.

Bokusgruppen regularly uses APMs as a complement to the performance measures defined in IFRS.

YEAR-END REPORT FOR Q4 AND FY 2021

	2021 Oct–Dec	2020 Oct–Dec	2021 Jan–Dec	2020 Jan–Dec
<b>Calculation of gross margin, %</b>				
Net sales	641.4	605.6	1,866.1	1,774.9
Goods for resale	-368.5	-361.4	-1,149.0	-1,106.6
Gross margin, %	272.9	244.2	717.1	668.3
<b>Gross margin, SEK/Net sales</b>	<b>42.6%</b>	<b>40.3%</b>	<b>38.4%</b>	<b>37.7%</b>
<b>Adjusted EBITDA LTM</b>				
EBITDA LTM			246.0	221.5
Reversal of IFRS 16 effect			-125.0	-127.8
Items affecting comparability*			-8.2	-
<b>Adjusted EBITDA LTM</b>			<b>112.8</b>	<b>93.7</b>
<i>*items affecting comparability pertain to listing costs</i>				
<b>Calculation of net debt (excl. lease liabilities)/adjusted EBITDA LTM, x</b>				
Financial liabilities			0.8	1.3
Interest-bearing liabilities			-	314.7
Cash and cash equivalents			-132.5	-167.2
<b>Net debt</b>			<b>-131.7</b>	<b>148.7</b>
Adjusted EBITDA LTM			112.8	93.7
<b>Net debt/adjusted EBITDA, x</b>			<b>-1.2</b>	<b>1.6</b>
<b>EBITA excluding items affecting comparability</b>				
EBITA	108.8	77.4	124.1	84.3
Government grants	0.0	-3.9	-7.4	-20.9
Pension surplus	-10.0	-	-10.0	-
Listing costs	-	-	1.8	-
<b>EBITA excluding items affecting comparability</b>	<b>98.8</b>	<b>73.5</b>	<b>108.5</b>	<b>63.4</b>
<b>Calculation of adjusted operating cash flow</b>				
Operating cash flow	230.0	189.4	217.2	188.5
Payments pertaining to repayment of lease liabilities	-32.2	-32.6	-107.9	-117.8
<b>Adjusted operating cash flow</b>	<b>197.8</b>	<b>156.8</b>	<b>109.3</b>	<b>70.6</b>
<b>Adjusted cost of store premises as a % of total sales in Akademibokhandeln, LTM</b>				
Cost of premises			-42.7	-38.5
Reversal of costs unrelated to stores			5.5	5.7
Reversal of IFRS 16 effect			-125.0	-127.8
Adjusted cost of store premises			-162.2	-160.6
Sales in Akademibokhandeln (Online and Stores)			1,119.0	1,065.3
<b>Adjusted cost of store premises as a % of total sales in Akademibokhandeln, LTM</b>			<b>14.5%</b>	<b>15.1%</b>

The following table sets out definitions for Bokusgruppen's performance measures.

PERFORMANCE MEASURES	DESCRIPTION	REASON FOR USE
<b>EBITDA</b>	Earnings before interest, tax, depreciation, amortisation and impairment.	Together with EBITA, EBITDA provides an overview of the profit generated by operating activities by highlighting earnings before the effects of depreciation and impairment as well as amortisation of acquisition-related intangible assets.
<b>Adjusted EBITDA</b>	Calculated as EBITDA LTM as of the reporting date, excluding IFRS 16 adjustments and adjusted for other revenue and expenses considered to be items affecting comparability.	Adjusted EBITDA provides management and investors with an overview of the size of the operations included in the Group as of the reporting date, since this is adjusted for items that do not directly pertain to operating activities. Also used when calculating our covenants with banks.
<b>Net debt/adjusted EBITDA</b>	Interest-bearing liabilities and cash and cash equivalents, excluding IFRS 16, in relation to adjusted EBITDA for the period.	Used to assess the Group's financial risk and in calculations of covenants with banks.
<b>EBITA</b>	Earnings before amortisation of intangible assets generated and acquisition-related intangible assets.	Together with EBITDA, EBITA provides an overview of the profit generated by operating activities.
<b>EBITA margin</b>	Earnings before amortisation of intangible assets generated and acquisition-related intangible assets as a percentage of total revenue.	The EBITA margin shows profit generated by operating activities as a percentage of total revenue.
<b>EBITA excluding items affecting comparability</b>	Calculated as EBITA adjusted for items affecting comparability, such as government grants and other revenue and expenses considered to be non-recurring.	Used by the management to monitor the underlying earnings growth for the Group.
<b>EBIT</b>	Earnings before interest and tax.	EBIT provides an overview of the profit generated by operating activities and its financing.
<b>Operating cash flow</b>	Calculated as the total of cash flow from operating activities and cash flow from investing activities.	Operating cash flow is used by management to monitor the cash flow generated by operating activities, including investments, before the repayment of lease liabilities.
<b>Adjusted operating cash flow</b>	Calculated as the difference between operating cash flow and payments relating to the repayment of lease liabilities.	Adjusted operating cash flow gives management a clear overview of the development of cash flow directly attributable to the operations.
<b>Gross margin, %</b>	Calculated as net sales less goods for resale as a percentage of net sales.	Gives management a clear overview of the profitability of products sold.
<b>Equity/assets ratio</b>	Equity as a percentage of the balance sheet total.	Used to assess financial risk.
<b>Net sales growth</b>	Calculated as total sales during the period compared with sales in the year-earlier period.	Gives management a clear overview of how total sales develop over time.

<b>Growth in digital books</b>	Calculated as sales of digital books (individual items in digital formats and subscriptions) during the period compared with sales in the year-earlier period.	Digital books is an important growth area.
<b>Growth in online channels</b>	Sales in online channels during the period compared with sales in the year-earlier period.	Online growth is an important growth area.
<b>Share of online sales</b>	The share of online sales in relation to total sales.	Gives management a clear overview of changes in the share of total sales attributable to digital sales.
<b>Share of Akademibokhandeln Online</b>	The share of Akademibokhandeln Online sales in relation to total Akademibokhandeln sales.	Gives management a clear overview of changes in the share of Akademibokhandeln's total sales attributable to digital sales.
<b>Growth in physical stores</b>	Sales in physical stores during the period compared with sales in the year-earlier period.	Stores is the largest business area, with healthy gross margins. This performance measure is used by management to monitor financial performance.
<b>Growth in other products</b>	Sales of other products during the period compared with sales in the year-earlier period.	Other products is an important growth area.
<b>Share of private label in other products</b>	The share of private label products in relation to other products.	Private label products have favourable gross margins. This performance measure is used by management to monitor the share of other products attributable to private label products.
<b>Store contributions to operations LTM</b>	Store contributions to operations refers to direct revenue and expenses generated in individual stores.	Provides guidance about individual stores' profitability and contributions to EBITA.
<b>Cost of premises (excl. IFRS 16) as a % of sales in Akademibokhandeln Online and Stores</b>	Calculated as total cost of store premises for the period, excluding IFRS 16 adjustments, in relation to sales in Akademibokhandeln Online and Stores for the last 12 months and the full year.	Provides guidance about how the key item of cost of premises developed in relation to Akademibokhandeln's total sales. The share of cost of premises attributable to rent is an important factor for profitability and shows how effective renegotiations with landlords have been.
<b>Number of active customers</b>	Number of customers who have made at least one purchase in the last 12 months. For Akademibokhandeln, this refers to members in the loyalty club. For Bokus, this refers to all customers.	Provides an overview of how the customer bases are developing, how many customers have been active in the last year and how many customers have been dormant.
<b>NPS (Net Promoter Score)</b>	Based on accumulated data for the last 12 months. NPS data is collected through e-mail questionnaires from customers.	Used to monitor overall customer satisfaction and loyalty over time as well as whether they are likely to recommend the company.