## Kid ASA Interim report Q1 2023



## Quarter in brief

(Figures from corresponding period the previous year in brackets)
GROUP REVENUE increased by $0.1 \%$. Revenue increased in Kid Interior, while Hemtex revenue decreased.
GROSS MARGIN decreased by -5.2 percentage points to $56.0 \%$ due to sale of goods purchased last year at high freight rates without corresponding price adjustments fully effective. Gross margin will gradually normalize going forward. OPEX increased on the back of rental index adjustments, costs related to relocation of warehouse, increased HQ staff as well as general salary- and prices increases.
EBITDA decreased by MNOK 53.8 to MNOK 56.6 (MNOK 110.4).

## Gross margin

Overseas freight peaked during 2022 and negatively impacted gross margin. During the first quarter we reduced inventory of goods purchased at high rates, and currently see freight rates at low levels for incoming goods. We reiterate our target of a normalised gross margin for the full year 2023.

## Kid Extended

Kid Extended was launched in Norway during Q4-22 and includes an extended assortment available online, in pilot stores and a selection of our existing larger stores. One pilot store opened in Q4-22, two were opened during Q123 and two opened during Q2-23. Revenue from the extended assortment was MNOK 6.4 during the quarter and is expected to increase as the assortment is continuously expanded throughout the pilot phase. We continue to see a gross margin for large furniture in line with expectations of $35-40 \%$ including last mile distribution. The initial launch is considered
successful both online and in pilot stores and we will continue to develop and measure the performance of the concept before deciding further roll-out.

## New warehouse opened in Sweden

During the first quarter we initiated operations at our new warehouse in Borås (Sweden) according to plan and without any material issues. Our new logistics team is well ahead of schedule and finalised the relocation from the current third-party logistics provider during April. In Q1, MNOK 3.4 is booked as OPEX related to the relocation.

## Hemtex 24H

Our B2B concept «Hemtex 24 H » represented 48 MSEK in sales during 2022 with a gross margin of $35 \%$. Our largest customer was ICA Gruppen which represented 50\% of Hemtex 24 H revenue. ICA have recently made a strategic choice to make changes in their nonfood categories and have consequently
terminated the agreement with Hemtex. We expect sales of MSEK 7 to ICA during 2023 and will take actions to reduce operating expenses related to Hemtex 24 H .

CSR
$53 \%$ (42\%) of the total assortment and 65\% ( $61 \%$ ) of the textile assortment is branded as "Act with the Heart" which contributes to a positive impact for people and planet. We are satisfied with a $7 \%$ reduction of the group's total GHG emissions in 2022 and our Science Based Target application is currently under review for validation. This will be an important milestone for our climate emissions reduction plan. Furter details are available in our Sustainability Report for 2022.

LIKE-FOR-LIKE REVENUE
MNOK

## EBITDA

## MNOK



## Alternative Performance Measures

| (Amounts in NOK million) | Q1 2023 | Q1 2022 | FY 2022 |
| :---: | :---: | :---: | :---: |
| Revenue | 605,4 | 604,6 | 3178,0 |
| Like-for-like growth including online sales ${ }^{1}$ | -0,3\% | 7,3\% | 3,2\% |
| COGS | -266,2 | -234,5 | -1 331,6 |
| Gross profit | 339,2 | 370,1 | 1846,4 |
| Gross margin (\%) | 56,0\% | 61,2\% | 58,1\% |
| Other operating income | 0,6 | 0,7 | 5,2 |
| Employee benefits expense | -160,9 | -153,1 | -629,9 |
| Other operating expense | -205,6 | -181,2 | -795,5 |
| Other operating expense - IFRS 16 effect | 83,2 | 73,9 | 291,3 |
| OPEX | -283,2 | -260,4 | -1 134,1 |
| EBITDA | 56,6 | 110,4 | 717,5 |
| EBITDA margin (\%) | 9,3\% | 18,2\% | 22,5\% |
| Depreciation | -20,3 | -18,7 | -74,8 |
| Depreciation - IFRS 16 effect | -75,5 | -67,9 | -273,5 |
| EBIT | -39,2 | 23,7 | 369,2 |
| EBIT margin (\%) | -6,5\% | 3,9\% | 11,6\% |
| Net financial income (expense) | -8,7 | -4,8 | -19,0 |
| Net financial expense - IFRS 16 effect | -9,2 | -6,8 | -28,5 |
| Share of result from joint ventures | -0,4 | -0,7 | -2,8 |
| Profit before tax | -57,4 | 11,5 | 318,9 |
| Net income | -46,6 | 8,7 | 249,2 |
| Earnings per share | -1,15 | 0,21 | 6,13 |
| Liabilities to financial institutions | -700,1 | -620,0 | -551,6 |
| Lease liabilities - IFRS 16 effect | -1 089,3 | -748,9 | -781,8 |
| Cash | 0,0 | 0,0 | 75,7 |
| Net interest bearing debt | -1789,4 | -1 368,9 | -1257,7 |

## Financial Review for the Kid Group

## Revenue were stable compared to

## a strong quarter last

year. The reduction in EBITDA was caused by a reduction in the gross margin due to high freight cost in inventory, and an increase in operating expenses.

Group revenue
Total revenue increased by $0.1 \%$ (+6.1\%). In constant currency, Group revenue decreased by $-1.3 \%$ (+9.3\%). Net new stores contributed positively, while Hemtex 24 H revenue declined.

The like-for-like growth was $-0.3 \%$ (7.3\%) in the quarter. Kid Interior had a positive revenue development in both physical stores and online, while Hemtex experienced a challenging market and negative growth.

Online revenue increased by $1.8 \%$ during the quarter and represented $11.7 \%$ of total revenue.

Categories launched since 2017 accounted for MNOK 63.4 (MNOK 55.5) in revenue, of which Kid Extended accounted for MNOK 6.4 (MNOK 0).

Gross margin
Both segments experienced a decrease in gross margin compared to Q1-22.

The decrease is mainly caused by high freight costs on goods purchased last year, while the corresponding price adjustments have not come into full effect during this quarter. There were also higher availability of Christmas and Autumn seasonal products in the January sales campaign, as well as several opening campaigns in the quarter, including Kid Extended stores.

We reiterate our Financial Objectives with a full-year gross margin for 2023 in line with the past 10 years.


## Financial Review for the Kid Group

OPEX MNOK

Employee expenses increased by MNOK
7.7 to MNOK 160.9:

- MNOK 0.6 in LFL stores mainly due to general salary increases partly offset by a reduction in hours through tight cost control
- MNOK 1.6 due to reversed bonus provisions last year. Bonus accrual in current year decreased compared to Q1 22.
- MNOK 3.4 in HQ and Logistics costs due to general salary increase and increased number of employees
- MNOK 2.1 due to changes in SEKNOK exchange rate

Other Operating Expenses increased by MNOK 15.0 to MNOK 122.3:

- MNOK 13.8 in LFL stores mainly related to index adjustment of rental costs as well as increased shared operating costs. The index adjustment was on average $7 \%$ and $11 \%$ in Norway and Sweden respectively
- MNOK -0.1 in net new stores
- MNOK 0.1 from increased marketing costs according to plan
- MNOK 7.5 in HQ and Logistics mainly due to costs related to relocation of warehouse of MNOK 3.4, increased
costs related to last mile distribution of large furniture as well as general price increases.
- MNOK -8.2 related to change in IFRS16 effects, mainly due to index adjustments of rental agreements
- MNOK 1.9 due to changes in SEKNOK exchange rate

EBITDA decreased due to reduced gross margin and increased operating expenses.

Net Financial Expenses of MNOK 17.9 (MNOK 11.6) relates to net interest expenses of MNOK 5.6 (MNOK 3.5), net other financial expenses of MNOK 0.7 (MNOK 1.5), net FX loss of MNOK 2.4 (MNOK 0.0) and IFRS 16 interest expenses of MNOK 9.2 (MNOK 6.7).

Liquidity and borrowings
Excluding IFRS16 effects, net interestbearing debt was MNOK 700.1 (MNOK 620.0) at the end of the quarter, corresponding to $1.94 x$ ( 1.06 x ) of the LTM EBITDA excluding IFRS16. The Group had cash and available credit facilities of MNOK 328.6 (MNOK 338.7) as of 31 March 2023. The Group has a satisfactorily liquidity situation.

Capital Expenditures (CAPEX) amounted to MNOK 48.4 (MNOK 14.4) during Q1 of which investment in the new warehouse in Sweden accounted for MNOK 24.2 (MNOK 0.0) and the remaining MNOK 24.2 (MNOK 14.4) mainly reflects store openings and refurbishments.

## OUTLOOK

Gross margin is expected to normalise during the year due to a combination of price adjustments and normalised freight rates. We reiterate our target of a normalised gross margin for the full year 2023.


CASHFLOW
MNOK



## Segment: Key figures

| KID Interior <br> (Amounts in NOK millions) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Q1 2023 | Q1 2022 | FY 2022 |
| Revenue | 385,9 | 366,8 | 1983,6 |
| Revenue growth | 5,2\% | 12,5\% | 5,3\% |
| LFL growth including online sales | 3,5\% | 10,7\% | 3,2\% |
| cogs | -172, 2 | -141,7 | -828,0 |
| Gross profit | 213,7 | 225,0 | 1155,6 |
| Gross margin (\%) | 55,4\% | 61,4\% | 58,3\% |
| Other operating revenue | 0,0 | 0,1 | 0,1 |
| Employee benefits expense | -101,0 | -94,2 | -392,2 |
| Other operating expense | -108,2 | -97,6 | -434,4 |
| Other operating expense - IFRS 16 effect | 47,4 | 42,6 | 168,7 |
| EBItDA | 52,0 | 75,9 | 497,9 |
| EBITDA margin (\%) | 13,5\% | 20,7\% | 25,1\% |
| No. of shopping days | 77 | 76 | 308 |
| No. of physical stores at period end | 155 | 153 | 156 |
| Hemtex |  |  |  |
| (Amounts in NOK millions) | Q1 2023 | Q1 2022 | FY 2022 |
| Revenue | 219,5 | 237,8 | 1194,4 |
| Revenue growth ${ }^{1}$ | -10,9\% | 4,8\% | 3,2\% |
| LFL growth including online sales ${ }^{1}$ | -6,5\% | 2,0\% | 2,8\% |
| Cogs | -94,0 | -92,8 | -503,6 |
| Gross profit | 125,5 | 145,1 | 690,8 |
| Gross margin (\%) | 57,2\% | 61,0\% | 57,8\% |
| Other operating revenue | 0,6 | 0,7 | 5,1 |
| Employee benefits expense | -59,9 | -59,0 | -237,6 |
| Other operating expense | -97,4 | -83,6 | -361,3 |
| Other operating expense - IFRS 16 effect | 35,8 | 31,3 | 122,6 |
| EBItDA | 4,6 | 34,5 | 219,7 |
| EBITDA margin (\%) | 2,1\% | 14,5\% | 18,3 \% |
| No. of shopping days | 89 | 89 | 362 |
| No. of physical stores at period end (excl. franchise) | 118 | 119 | 119 |

NUMBER OF STORES PER QUARTER END

*Fully-owned stores. Hemtex has an additional 11 franchise stores

## Segment: Kid Interior

Revenue increased compared to Q1 last year mainly due to an increase in footfall to physical stores as well as an increase in average revenue per customer. Opening campaigns for relocated and refurbished stores contributed positively to the growth.

Online revenue increased by $+20.8 \%$ (-0.3\%) to MNOK 38.3 (MNOK 31.7)

Kid Extended accounted for MNOK 6.4 in revenue.

Gross margin decreased by -6.0 percentage points on the back of increased freight costs on goods purchased in 2022 without corresponding price adjustments.

Employee expenses increased by MNOK 6.8:

- MNOK 0.8 due to net new stores
- MNOK 1.9 in LFL stores mainly due to general salary increase partly offset by reduction in hours
- MNOK 1.6 due to reversed bonus provisions last year. Bonus accrual in current year decreased compared to Q1-22
- MNOK 2.5 in headquarter costs due to increase in HQ staff as well as general salary increases

Year to date bonus provision amounted to MNOK 0.4 (MNOK 0.6).

## Other operating expenses increased by

 MNOK 5.7:- MNOK 0.9 in net new stores
- MNOK 7.3 in LFL stores mainly related to index adjustment of renta costs as well as increased shared operating costs and increased transportation costs following higher online sales
- MNOK 2.3 in HQ and Logistics mainly due to general price increases as well as increased costs related to last mile distribution of large furniture
- MNOK -4.8 related to change in IFRS16 effects

Capital Expenditure amounted to MNOK 21.3 (MNOK 7.7) mainly reflecting refurbishments and store openings. One store was closed, four stores were relocated and three stores were refurbished during the quarter. There were no new stores. The total number of physical stores at the end of the quarter was 155 (153).

## IIKE-FOR-LIKE REVENUE GROWTH



EBITDA
MNOK


## Segment: Hemtex

Revenue decreased mainly caused by reduced B 2 B -sales through Hemtex 24 H as well as a decrease in footfall to physical stores and online. Online revenue decreased by -14.0\% (-16.4\%) to MNOK 32.7 (MNOK 38.0) based on a constant currency calculation.

Gross margin decreased by -6.0 percentage points on the back of increased freight costs on goods purchased in 2022 without corresponding price adjustments.

Employee expenses increased by MNOK 0.9:

- MNOK -0.9 due to net new stores
- MNOK -1.2 in LFL stores due to reduction in hours partly offset by general salary increase
- MNOK 0.9 in headquarter costs due to employees in the new warehouse and services provided by HQ in Norway as well as general salary increases
- MNOK 2.1 due to changes in SEKNOK exchange rate

Other operating expenses increased by MNOK 9.3:

- MNOK -1.0 in net new stores
- MNOK 6.4 in LFL stores mainly
related to index adjustment of rental costs as well as increased shared operating costs and increased rental space
- MNOK 0.2 from increased marketing costs according to plan
- MNOK 5.2 in HQ and Logistics mainly due to costs related to relocation of warehouse (MNOK 3.4)
- MNOK -3.4 related to change in IFRS16 effects
- MNOK 1.9 percentage points due to changes in SEKNOK exchange rate

Capital Expenditure during Q1 amounted to MNOK 2.9 (MNOK 6.7) mainly related to refurbishment and relocation of stores. One store was opened, two stores were closed, one store was relocated and one store was refurbished during the quarter. The total number of physical stores (excl. 11 franchise stores) at the end of the quarter was 118 (119).

## LIKE-FOR-LIKE REVENUE GROWTH



EBITDA
MNOK


88,8

## 34,



## Events after the end of reporting period

Revenue in April
Group revenue in constant currency were down by $-5.1 \%$ in April and down by - $2.3 \%$ year-to-date per April. Number of shopping days in Kid Interior was 22 in April current year versus 23 days last year.
The gross margin improved as expected in April.

## New CFO

On April 13th we announced Mads Kigen as new CFO from 1 July 2023. Kigen has been employed in Kid since 2021 as Senior Business Development Manager with responsibility for establishing the new central warehouse in Sweden. He has a broad and relevant experience, including several years with PwC, and we look forward to welcoming him in his new role.

General Meeting
The General Meeting was held 11th of May and all proposed resolutions were approved, including the proposed halfyear dividend of NOK 3.00 per share.

Lier, 24 May 2023 The Board of Kid ASA



Group Figures Q1 2023 Financial Statements

| (Amounts in NOK thousand) | Note | $\begin{array}{r} \text { Q1 } 2023 \\ \text { Unaudited } \end{array}$ | $\begin{array}{r} \text { Q1 } 2022 \\ \text { Unaudited } \end{array}$ | FY 2022 Audited |
| :---: | :---: | :---: | :---: | :---: |
| Revenue |  | 605403 | 604589 | 3177991 |
| Other operating revenue |  | 620 | 710 | 5236 |
| Total revenue |  | 606023 | 605299 | 3183227 |
| Cost of goods sold |  | -266 198 | -234 501 | -1331613 |
| Employee benefits expense |  | -160 855 | -153 134 | -629 892 |
| Depreciation and amortisation expenses | 9 | -95 818 | -86 667 | -348296 |
| Other operating expenses |  | -122 329 | -107256 | -504 198 |
| Total operating expenses |  | -645 200 | -581558 | -2813999 |
| Operating profit |  | -39 178 | 23741 | 369228 |
| Financial income |  | 2686 | 111 | 4948 |
| Financial expense |  | -20 589 | -11 682 | -52 476 |
| Net financial income ( + / / expense ( - ) |  | -17903 | -11571 | -47528 |
| Share of result from joint ventures |  | -358 | -688 | -2787 |
| Profit before tax |  | -57439 | 11482 | 318913 |
| Income tax expense |  | 10795 | -2801 | -69 668 |
| Net profit (loss) for the period |  | -46 644 | 8681 | 249245 |
| Interim condensed consolidated statement of comprehensive income |  |  |  |  |
| Profit for the period |  | -46 644 | 8681 | 249245 |
| Other comprehensive income |  | 72924 | 10839 | 154146 |
| Tax on comprehensive income |  | -10 501 | -5 278 | -35 877 |
| Total comprehensive income for the period |  | 15780 | 14242 | 367513 |
| Attributable to equity holders of the parent |  | 15780 | 14242 | 367513 |
| Basic and diluted Earnings per share (EPS): |  | -1,15 | 0,21 | 6,13 |

INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| (Amounts in NOK thousand) | Note | 31.03.2023 | 31.03.2022 | 31.12.2022 |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  | Unaudited | Unaudited | Audited |
| Goodwill | 9 | 69957 | 65070 | 65479 |
| Trademark | 9 | 1513696 | 1509908 | 1510224 |
| Other intangible assets | 9 | 34656 | 20696 | 35326 |
| Deferred tax asset |  | 17450 | 9650 | 1859 |
| Total intangible assets |  | 1635759 | 1605324 | 1612888 |
| Right of use asset | 9 | 1067142 | 737738 | 760734 |
| Fixtures and fittings, tools, office machinery and equipment | 9 | 274966 | 194299 | 237245 |
| Total tangible assets |  | 1342108 | 932037 | 997979 |
| Investments in associated companies and joint ventures | 10 | 0 | 0 | 0 |
| Loans to associated companies and joint ventures | 10 | 35800 | 22500 | 23795 |
| Total financial fixed assets |  | 35800 | 22500 | 23795 |
| Total fixed assets |  | 3013667 | 2559861 | 2634663 |
| Inventories |  | 672806 | 722188 | 668753 |
| Trade receivables |  | 15322 | 16196 | 12094 |
| Other receivables |  | 16495 | 35369 | 35241 |
| Derivatives |  | 53763 | 37529 | 59449 |
| Totalt receivables |  | 85581 | 89094 | 106784 |
| Cash and bank deposits |  | 0 | 0 | 75721 |
| Total currents assets |  | 758386 | 811282 | 851259 |
| Total assets |  | 3772053 | 3371146 | 3485922 |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

## INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| (Amounts in NOK thousand) | Note | 31.03.2023 | 31.03.2022 | 31.12.2022 |
| :---: | :---: | :---: | :---: | :---: |
| Equity and liabilities |  | Unaudited | Unaudited | Audited |
| Share capital |  | 48770 | 48770 | 48770 |
| Share premium |  | 321050 | 321050 | 321050 |
| Other paid-in-equity |  | 64617 | 64617 | 64617 |
| Total paid-in-equity |  | 434440 | 434440 | 434440 |
| Other equity |  | 823704 | 833403 | 838940 |
| Total equity |  | 1258144 | 1267843 | 1273380 |
| Deferred tax |  | 325543 | 322554 | 322723 |
| Total provisions |  | 325543 | 322554 | 322723 |
| Lease liabilities |  | 786325 | 500315 | 523528 |
| Liabilities to financial institutions | 6 | 521650 | 451633 | 521646 |
| Total long-term liabilities |  | 1307975 | 951948 | 1045175 |
| Lease liabilities |  | 302973 | 248612 | 258257 |
| Liabilities to financial institutions | 6 | 178419 | 168331 | 30000 |
| Trade payable |  | 134258 | 127589 | 122459 |
| Tax payable |  | 20491 | 45992 | 57745 |
| Public duties payable |  | 90105 | 96383 | 167139 |
| Other short-term liabilities |  | 192554 | 131874 | 201815 |
| Derivatives |  | 2574 | 10019 | 7229 |
| Total short-term liabilities |  | 880393 | 828801 | 844644 |
| Total liabilities |  | 2513911 | 2103303 | 2212542 |
| Total equity and liabilities |  | 3772053 | 3371146 | 3485922 |
| The accompanying notes are an | im con | ed consolida | ancial state |  |

INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| (Amounts in NOK thousand) | Total paid-in equity | Other equity | Total equity |
| :--- | ---: | ---: | ---: |
|  |  |  |  |
| Balance at 1 Jan 2022 | $\mathbf{4 3 4 4 4 0}$ | $\mathbf{8 2 8} \mathbf{2 0 9}$ | $\mathbf{1 2 6 2 6 6 0}$ |
| Profit for the period YTD 2022 | 0 | 8681 | 8681 |
| Other comprehensive income | 0 | 5559 | 5559 |
| Realized cash flow hedges | 0 | -9059 | -9059 |
| Dividend | 0 | 0 | 0 |
| Balance at 31 Mar 2022 | $\mathbf{4 3 4 4 4 0}$ | $\mathbf{8 3 3 4 0 3}$ | $\mathbf{1 2 6 7 8 4 3}$ |
|  |  |  |  |
| Balance at 1 Jan 2023 | $\mathbf{4 3 4 4 4 0}$ | $\mathbf{8 3 8 9 4 0}$ | $\mathbf{1 2 7 3} \mathbf{3 8 0}$ |
| Profit for the period YTD 2023 | 0 | -46644 | -46644 |
| Other comprehensive income | 0 | 62424 | $62 \mathbf{4 2 4}$ |
| Realized cash flow hedges | 0 | -31017 | $-\mathbf{3 1 0 1 7}$ |
| Balance at 31 Mar 2023 | $\mathbf{4 3 4 4 4 0}$ | $\mathbf{8 2 3} \mathbf{7 0 4}$ | $\mathbf{1 2 5 8 1 4 4}$ |

The accompanying notes are an integral part of the interim condensed consolidated financial statements.

## INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS

| (Amounts in Nok thousand) | Note | $\text { Q1 } 2023$ | $\text { Q1 } 2022$ | $\text { FY } 2022$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flow from operation |  |  |  |  |
| Profit before income taxes |  | -57439 | 11482 | 318914 |
| Taxes paid in the period |  | -48398 | -46609 | 105571 |
| Depreciation \& Impairment | 9 | 95818 | 86667 | 348296 |
| Effect of exchange fluctuations |  | 11778 | -130 | 1341 |
| Change in net working capital |  |  |  |  |
| Change in inventory |  | 13058 | -84 192 | -29 170 |
| Change in trade debtors |  | -2643 | 5297 | 9135 |
| Change in trade creditors |  | 8516 | -28761 | -34347 |
| Change in other provisions ${ }^{1}$ |  | -90028 | -135373 | 39259 |
| Net cash flow from operations |  | -69 338 | -191618 | 547857 |
| Cash flow from investment |  |  |  |  |
| Purchase of fixed assets | 9 | -57169 | -15614 | -119264 |
| Loans to associated companies and joint ventures | 8,10 | -12785 | -22500 | -23795 |
| Net Cash flow from investments |  | -69 954 | -38114 | -143059 |
| Cash flow from financing |  |  |  |  |
| Proceeds from long term loans |  | 0 | 0 | 230000 |
| Repayment of revolving credit facility |  | 0 | -65 118 | -195 118 |
| Repayment of Term Loans |  | 0 | 0 | -30000 |
| Overdraft facility |  | 148419 | 138329 | 0 |
| Lease payments for principal portion of lease liability |  | -73999 | -68380 | -263 350 |
| Dividend payment |  | 0 | 0 | -264 194 |
| Net interest |  | -20794 | -10378 | -46435 |
| Net cash flow from financing |  | 53626 | -5 547 | -569 097 |
| Cash and cash equivalents at the beginning of the period |  | 75722 | 239331 | 239331 |
| Net change in cash and cash equivalents |  | -85 666 | -235 278 | $-164299$ |
| Exchange gains / (losses) on cash and cash equivalents |  | 9943 | -4053 | 690 |
| Cash and cash equivalents at the end of the period |  | 0 | 0 | 75721 |

'Change in other provisions includes other receivables, public duties payable, short-term liabilities and accrued interest.
The accompanying notes are an integral part of the interim condensed consolidated financial statements.

Kid ASA and its subsidiaries` (together the "company" or the "Group") operating activities are related to the resale of home textiles in Norway, Sweden, Finland and Estonia. The Kid Group offers a full range of home and interior products, including textiles, curtains, bed linens, furniture, accessories and other interior products. We design, source, market and sell these products through our stores as well as through our online sales platforms.

All amounts in the interim financial statements are presented in NOK 1,000 unless otherwise stated. Due to rounding, there may be differences in the summation columns.

NOTE 2 BASIS OF PREPARATIONS

These interim financial statements for the first quarter of 2023 have been prepared in accordance with IAS 34, 'Interim financial reporting'. The interim financial statements should be read in conjunction with the consolidated financial statements for the year ended 31 December 2022, which have been prepared in accordance with IFRS as adopted by the European Union ('IFRS').

NOTE 3 ACCOUNTING POLICIES

The accounting policies applied in the preparation of the consolidated interim financial statements are consistent with those applied in the preparation of the annual IFRS financial statements for the year ended 31 December 2022. Amendments to IFRSs effective for the financial year ending 31 December 2023 are not expected to have a material impact on the group.

The Preparation of interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

In preparing these interim financial statements the significant judgements made by management in applying the Group's accounting policies and the key sources of estimation uncertainty were the same as those applied to the consolidated financial statements for the year ended 31 December 2022.

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\text { NOTE } 5 \text { SEGMENT INFORMATION }
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Kid Group reports segments in accordance with how the chief operating decision maker makes, follows up and evaluates its decisions. Within the Group, Kid Interior relates to Norway and Hemtex relates to Sweden with a few stores in Estonia and Finland. The Group also sells home textiles through the Group's online websites. Over 98\% of the products are sold under own brands.

| Q1 2023 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |
| (Amounts in NOK thousand) | KID Interior | Hemtex | Total |
| Revenue | 385901 | 219502 | 605403 |
| COGS | -172168 | -94030 | -266198 |
| Gross profit | 213733 | 125472 | 339205 |
| Other operating revenue | 23 | 597 | 620 |
| Operating expense (OPEX) | -161724 | -121462 | -283185 |
| EBITDA | 52032 | 4607 | 56639 |
| Operating profit | -2494 | -36684 | -39179 |
|  |  |  |  |
| Gross margin (\%) | $55,4 \%$ | $57,2 \%$ | $56,0 \%$ |
| OPEX to sales margin (\%) | $41,9 \%$ | $55,3 \%$ | $46,8 \%$ |
| EBITDA margin (\%) | $13,5 \%$ | $2,1 \%$ | $9,3 \%$ |
| Inventory | 402336 | 270470 | 672806 |
| Total assets | 2616813 | 1155239 | 3772053 |

## NOTE 6 LOANS AND BORROWINGS

## NOTE 8 RELATED PARTY TRANSACTIONS

## Financing agreements

At the balance sheet date, the Group has the following borrowing facilities:

| (Amounts in NOK thousand) | $\begin{array}{r} \text { Utilised } \\ 31.12 .2022 \\ \hline \end{array}$ | Available Facility | Interest | Maturity | Repayment |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total term loan | 551700 | 551700 |  | 15.05.2026 | Instalments ${ }^{1}$ |
| Of which secured with fixed interest rate: |  |  |  |  |  |
| Denominated in NOK | 395000 | 495000 | Fixed rate at $1,876 \%+1.25 \%^{2}$ |  |  |
| Denominated in SEK | 55000 | 55000 | Fixed rate at $1,460 \%+1.25 \%^{3}$ |  |  |
| Revolving credit facility | - | 130000 | 3 months Nibor $+1.10 \%$ | 3 years | At maturity |
| Short term credit facility |  | 100000 | 3 months Nibor $+1.35 \%$ | 31.12.2023 | At maturity |
| Overdraft | 148419 | 247000 | 1 week IBOR + $1.10 \%$ | 12 months | At maturity |
|  | 700119 | 1028700 |  |  |  |

${ }^{1}$ NOK 30M in annual instalments with bi-annual payments.
${ }^{2}$ Fixed interest rate is secured through an interest rate swap of MNOK 395 maturing May 2029 and subject to hedge accounting
${ }^{3}$ Fixed interest rate and denomination in SEK is hedged through a cross currency interest swap of MNOK 115 maturing November 2024
The effect of the change in fair value of the cross-currency interest swap is booked against foreign exchange gains/losses in Statement of profit and loss

## NOTE 7 EARNINGS PER SHARE

|  | Q1 2023 | Q1 2022 | FY 2022 |
| :--- | ---: | ---: | ---: | ---: |
| Weighted number of ordinary shares | 40645162 | 40645162 | 40645162 |
| Net profit or loss for the year | -46644 | 8681 | 249245 |
| Earnings per share (basic and diluted) (Expressed in NOK per share) | $\mathbf{- 1 , 1 5}$ | $\mathbf{0 , 2 1}$ | $\mathbf{6 , 1 3}$ |

The Group's related parties include its associates, joint ventures, key management and members of the board. None of the Board members have been granted loans or guarantees in the current quarter. Furthermore, none of the Board members are included in the Group's pension or bonus plans.

The following table provides the total amount of transactions that have been entered into with related parties during the first quarter of 2023 and 2022:

| Related Party | Q1 2023 | Q1 2022 |
| :--- | ---: | ---: |
| Prognosgatan Holding AS (Loan) | 35800 | 22500 |
| Total | 35800 | 22500 |

## NOTE 9 FIXED ASSETS AND INTANGIBLE ASSETS

Additions on Right of use Assets during the quarter relates to the new warehouse in Sweden, renegotiated rental agreements as well as index adjustments. Additions on PPE related to investments in the new warehouse in Sweden as well as store openings and refurbishments

| (amounts in NOK thousand) | Right of use Asset | PPE | Trademark | Other Intangibles | Goodwill |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance 01.01.2023 | 760734 | 237245 | 1510224 | 35327 | 65479 |
| Exchange differences | 27019 | 8268 | 3472 | -311 | 4478 |
| Additions, disposals and adjustments | 354862 | 48142 |  | 1297 |  |
| Depreciation and amortisation | -75 474 | -18688 |  | -1656 |  |
| Balance 31.03.23 | 1067141 | 274965 | 1513696 | 34657 | 69957 |


| (amounts in NOK thousand) | Right of use Asset | PPE | Trademark | Other Intangibles | Goodwill |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance 01.01.2022 | 756941 | 203158 | 1511788 | 19096 | 70286 |
| Exchange differences | -8747 | -2 836 | -1880 | -82 | -5 216 |
| Additions, disposals and adjustments | 57464 | 11968 |  | 2438 |  |
| Depreciation and amortisation | -67920 | -17991 |  | -756 |  |
| Balance 31.03.22 | 737738 | 194297 | 1509908 | 20696 | 65070 |

The group had the following subsidiaries as of 31 March 2023

| Name | Place of business | Nature of business | Proportion of shares directly held by <br> parent (\%) |
| :--- | :--- | :--- | :--- | :--- |
| Kid Interiør AS | Norway | Interior goods retailer | 100 |
| Kid Logistikk AS | Norway | Logistics | 100 |
| Kid Eiendom AS | Norway | Logistics | 100 |
| Hemtex AB | Sweden | Interior goods retailer | 100 |
| Hemtex OY | Finland | Interior goods retailer | 100 |
| Hemtex International AB | Sweden | Non operating company | 100 |

All subsidiary undertakings are included in the consolidation.

The group had the following joint ventures on 31 March 2023

| Name | Place of <br> business | Nature of relationship | Measurement <br> method | Ownership <br> share |
| :--- | :--- | :--- | :--- | :--- |
| Prognosgatan Holding AS | Norway | Joint venture | Equity method | Carrying <br> amount |

The joint venture is reflected in the statement of profit and loss and the statement of financial position. The share of result from the joint venture for Q1-23 was MNOK -0.4 Per the reporting date, the carrying amount is MNOK 0 and MNOK -3.1 has been classified as other short-term liabilities related to the investment.

## Definitions

Constant currency is exchange rates that the Group uses to eliminate the effect of exchange rates fluctuations when calculating financial performance numbers.

EBIT (earnings before interest, tax) is operating profit. The performance measure is considered useful to the users of the financial statements when evaluating operational profitability.

EBIT margin is EBIT divided by total revenue. The performance measure is an important key figure for Kid Group and considered useful to the users of the financial statements when evaluating operational efficiency.

EBITDA is earnings before tax, interests, amortisation of other intangibles and depreciation and write-down of property, plant and equipment and right-of-use assets. The performance measure is an important key figure for Kid Group and considered useful to the users of the financial statements when evaluating operational profitability on a more variable cost basis as it excludes amortisation and depreciation expense related to capital expenditure.

EBITDA margin is EBITDA divided by total revenue. The performance measure is an important key figure for

Kid Group and considered useful to the users of the financial statements when evaluating operational efficiency on a more variable cost basis as it excludes amortization and depreciation expenses.

Gross margin is defined as gross profit divided by revenue. The gross margin reflects the percentage margin of the sales revenue that the Group retains after incurring the direct costs associated with the purchase and distribution of the goodsand is an important internal KPI.

Gross profit is defined as revenue minus the cost of goods sold (COGS). The gross profit represents sales revenue that the Group retains after incurring the direct costs associated with the purchase and distribution of the goods.

Like-for-like revenue are revenue from physical stores and online stores that were in operation from the start of last fiscal year all through the end of the current reporting period. Like-for-like is calculated in constant currency

Net Capital expenditure represent the cash flow from the investment spending in property, plant and equipment and other intangibles, less sale such asset.

Net Income is profit (loss) for the period

OPEX to sales margin is the sum of Employee benefits expense and other operating expenses divided by revenue The OPEX to sales margin measures operating cost efficiency as percentage of sales revenue and is an important internal KPI.

Revenue growth represents the growth in revenue for the current reporting period compared to the same period the previous year. Revenue growth for Hemtex is calculated in constant currency. Revenue growth is an important key figure for the Group and users of financial statements as it illustrates the underlying organic revenue growth.


## Alternative Performance Measures

EBIT (earnings before interest, tax) is operating profit. The performance measure is considered useful to the users of the financial statements when evaluating operational profitability.

EBITDA is earnings before tax, interests, amortization of other intangibles and depreciation and write-down of property, plant and equipment and right-of-use assets. The performance measure is an important key figure for Kid Group and considered useful to the users of the financial statements when evaluating operational profitability on a more variable cost basis as it excludes amortisation and depreciation expense related to capital expenditure.

EBITDA Margin is EBITDA divided by Total revenue. The performance measure is an important key figure for Kid Group and considered useful to the users of the financial statements when evaluating operational efficiency on a more variable cost basis as is excludes amortisation and depreciation expense related to capital expenditure.

Gross Profit is defined as revenue minus the cost of goods sold (COGS). The gross profit represents sales revenue that the

Group retains after incurring the direct costs associated with the purchase and distribution of the goods.

Gross margin is defined as gross profit divided by revenue. The gross margin reflects the percentage margin of the sales revenue that the Group retains after incurring the direct costs associated with the purchase and distribution of the goods and is an important internal KPI.

OPEX to sales margin is the sum of employee benefits expense and other operating expenses divided by revenue. The OPEX to sales margin measures operating cost efficiency as percentage of sales revenue and is an important internal KPI.


## Disclaimer

This report includes forward-looking statements which are based on our current expectations and projections about future events. All statements other than statements of historical facts included in this report, including statements regarding our future financial position, risks and uncertainties related to our business, strategy, capital expenditures, projected costs and our plans and objectives for future operations, including our plans for future costs savings and synergies may be deemed to be forward-looking statements. Words such as "believe," "expect," "anticipate,", "may," "assume," "plan," "intend," "will," "should," "estimate," "risk" and similar expressions or the negatives of these expressions are intended to identify forward-looking statements.

[^0]By their nature, forward-looking statements involve known and unknown risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forwardlooking statements are not guarantees of future performance. You should not place undue reliance on these forwardlooking statements. In addition, any forward-looking statements are made only as of the date of this notice, and we do not intend and do not assume any obligation to update any statements set forth in this notice.



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