BeterBed holding

Press release

Beter Bed Holding achieves strong sales growth at stable gross margin and an increased market share in 2022

Uden, the Netherlands, 10 March 2023

Today, Beter Bed Holding N.V. (BBH) – the Netherlands' largest sleep specialist in retail, wholesale and B2B – publishes its results for the full year 2022.

Highlights

- Sales growth of +7.1% to € 229.4 million (2021: € 214.2 million) with gross profit increase of +7.0% to € 126.4 million at stable gross margin of 55.1%
- Continued strong performance with Compound Annual Growth Rate (CAGR) over FY2019 to FY2022 of +10.7% in sales and +10.1% in order intake
- Underlying EBITDA and underlying EBIT of € 30.7 million (2021: € 32.8 million) and € 10.6 million (2021: € 14.5 million) respectively
- Order book at € 23.1 million (+16.2% compared with 30 September 2022)
- Strong cash position at year-end 2022 of € 37.7 million (€ 38.0 million at year-end 2021) and financing facilities of € 30 million to support further implementation of strategic plan and the pursuit of potential growth opportunities
- Proposed cash dividend of € 0.15 per ordinary share for the financial year 2022
- Accelerated rollout of strategic agenda and well on track to reach 2025 targets
- Outlook 2023: based on the strong start of 2023, BBH expects a further increase of revenues with gross margin anticipated to be in line with the gross margin over 2022

The table below shows the key figures for the full-year 2022.

Key figures continuing operations	**2022**	2021
Revenue (in € million)	**229.4**	214.2
Gross margin	***55.1%***	*55.1%*
EBIT (in € million)	**8.7**	14.8
Underlying EBIT (in € million)	***10.6***	*14.5*
EBITDA (in € million)	**28.8**	33.2
Underlying EBITDA (in € million)	***30.7***	*32.8*
Net profit (in € million)	**5.3**	12.5
Underlying net profit (in € million)	***5.3***	*9.4*
Number of stores at year-end	**131**	134
Online channel share	**18.3%**	23.4%
Number of employees (FTE) at year-end	**911**	937

John Kruijssen, CEO of BBH, comments:

"In 2022, our team made considerable progress in building our business at a time marked by challenging macroeconomic circumstances. The continued success of our strategic change in positioning from bedding retailer to sleep specialist – from introducing innovative store formats to the rolling out of 'Beter Slapen ID' – was reflected in double-digit NPS growth and an increase in market share. With a sales growth of 7.1% continuing the trend of the last three years, we achieved solid financial results. Whilst absorbing price pressure, we maintained our gross margin at 55.1% without having to charge customers with price increases, resulting in a strong value-for-money proposition. In line with our ambition to become an ever more sustainable organisation, we reduced our CO_2 emissions by 64% by transitioning to 100% green electricity and improving the energy efficiency of our operations.

We continue to look to the future with confidence. 2022 demonstrated that our business is built on strong and sustainable foundations, and I am pleased that our strategy to forge deep and meaningful relationships with our customers is proving highly effective. Given the success of our strategic implementation and our financial position, we are proactively examining opportunities to expand our businesses."

Developments in 2022

During 2022, we took significant steps towards the ambitious goals we set in 2025, with 8.0% growth in Beter Bed and Beddenreus in the Benelux, and an impressive 16.0% growth in our New Business operations, which comprise our DBC wholesale business, its sales to Beter Bed, and our subscription model Leazzzy. While the macroeconomic environment remained challenging, with high inflation and uncertainty for consumers, we maintained our value-for-money proposition and protected our margins, retaining our focus on cost control, disciplined capital spend and strict cash flow management. We maintained higher inventory levels to ensure smooth deliveries to our customers, and we will continue these measures as we expect the market circumstances to remain unchanged for the coming period. To further roll out our strategic agenda, our Capex spend increased in 2022.

BBH ended the financial year with a strong net cash position. To further strengthen the financial position of the Company and to ensure that there is sufficient financial headroom to execute our strategy, we increased our credit facility to € 30 million. We also maintained a strict working capital management, and limited both operations in non-euro currencies and interest risks due to our net cash position.

Positioning

2022 saw us ramp up our activities to promote healthy living through better sleep. This work included advertising campaigns, events such as the launch of our Sleep Manifesto, and the establishment of a network of sleep experts to support our company with science-based advice, online content generation and sleep innovations. Thought leadership such as this is central to our work as sleep specialist, and has led to increased public attention. This was reflected not only in the double-digit growth of our Net Promotor Score, but also the multiple awards that Beter Bed and DBC received, such as Beter Bed winning the ABN AMRO Best Retail Chain of the Netherlands' award and the 'ABN AMRO Best Webshop Award' for the fifth time, and M line winning the Shopping award for best webshop in the category 'Sleep'. Market research also indicates an increase in customer awareness of our *Sleep better, live better* purpose, which we employ as a distinctive and memorable slogan in commercials. In addition, research showed that more people consider buying their products at one of our retail formulas compared with last year.

Bricks-and-Mortar

New and innovative store formats are key to transforming our customers' experience. Following the huge success of our first experience store in Groningen, we opened the doors to our Eindhoven Ekkersrijt Experience Store in December, with more such stores to come in the future. In addition, we also began piloting a new Beter Bed City store format to examine how we can offer the key elements of our collection in a high-traffic location with a small store footprint.

'Beter Slapen ID' has proven to be a game changer in bringing our *Sleep better, live better* purpose alive, and a significant commercial success, helping to differentiate BBH from others in the market. All stores with 'Beter Slapen ID' have seen a significant improvement in customer satisfaction (NPS), ticket value and conversion rate. Full rollout across our entire Beter Bed store network is set to be completed in the first half year of 2023.

Online

Our leading online presence enables us to connect with and serve customers how and where they wish to shop. Innovations such as new online advice tools have enhanced the online customer journey, increasing online NPS by 33% year on year. Moreover, we are starting to see momentum build in our marketplace channels after the introduction of a marketplace specific assortment. Excellence online continues to drive excellence offline across our wider business. The addition of our team of digital experts, for instance, has helped to create a new culture of experimentation, learning and innovation in a traditional retail environment. Furthermore, our award-winning data analytics team is helping us cater for fast-evolving customer demands by driving continuous learning, experimentation, and innovation.

New Business

We continue to see considerable potential in the hotel sector and holiday parks. Since June 2022, DBC has been fitting all EuroParcs holiday homes exclusively with M line box springs and mattresses. In addition, it signed a partnership agreement with the Adova group to distribute the international Simmons brand in the Netherlands and Flanders, significantly expanding its portfolio. DBC also continues to introduce innovative sleep solutions to its assortment, such as the first Air Tulip M line headboard, which features a unique air-purification system. Having successfully launched a lease subscription model through Leazzzy in 2021, we added additional services to our subscription propositions in 2022. Furthermore, while we are closely following regulatory developments, potential exists for data-driven services to leverage the Internet of Things (IoT) and provide more sophisticated and personalised sleep advice in the future.

Strong backbone

To enhance the efficiency of our supply-chain operations and ICT backend, we undertook preparations to implement a new order management system and point-of-sale system, with efficiencies expected to start to materialise by the end of 2023. As a result of last year's risk analysis, all key IT employees were trained based on ISO information security standards, and we increased investment in our cyber defence capabilities to protect against evolving cybersecurity threats. Furthermore, to drive efficiencies in our newly announced distribution centre in Uden, detailed plans have been drawn up to ensure that it will be equipped with the latest advanced warehouse management system and internal routing, in addition to optimising the use of space, robotisation and mechanisation.

Sustainability

2022 saw us transition to 100% green electricity and improve the energy efficiency of all our in-house operations. This resulted in a saving of 3,985 tonnes of CO_2, which equates to 64% of our own operations' carbon emissions over the year – an important step towards our goal of being carbon neutral by 2030. We are also striving to become an ever more circular business. During 2022, we adopted four sustainable product categories – circular, modular, certified natural and certified recycled – which now form part of our tender criteria for new products. Finally, as an organisation that touches many people's lives both within and beyond our company, we were pleased to have secured the commitment of 100% of our suppliers to our Code of Conduct, which outlines how we expect them to conduct business.

Financial review 2022

Revenue

Revenue from continuing operations in 2022 was € 229.4 million, which is 7.1% higher compared with € 214.2 million in 2021. This revenue growth was driven by the Benelux operations, as the New Business operations showed a slight decrease compared with the prior year. The Benelux reported year-on-year revenue growth of 8.0%, whereas New Business, which includes the DBC wholesale business, had a 6.3% decrease in revenue growth. The Group's online revenues amounted to € 42.1 million, with a full-year online channel share of 18.3%. From a geographical perspective, 93% of revenue in 2022 was generated in the Netherlands (2021: 93%) and 7% in Belgium (2021: 7%).

Gross profit

Gross profit as a percentage of revenue remained stable at 55.1%. As a result of higher revenue at a stable gross margin, gross profit for the year increased by 7.0% to € 126.4 million, compared with € 118.1 million in 2021.

Other income

No other income was recognised in 2022. In 2021, Beter Bed Holding closed sale-and-leaseback agreements for three stores for a cash consideration of € 3.0 million. From these transactions, BBH recorded a one-time gain of € 0.9 million in 2021.

Operating expenses

Total operating expenses for 2022 were € 117.7 million, compared with € 104.2 million in 2021. Personnel expenses of € 49.5 million were higher compared with € 43.9 million in 2021. This increase is mainly driven by the comparison base in 2021 as a result of the lockdown period, higher temporary labour cost, and non-cash share-based compensation expenses in 2022. Depreciation, amortisation and impairment expenses were € 20.1 million in 2022, compared with € 18.4 million in 2021. This increase was mainly driven by higher depreciation charges related to the right-of-use assets. Other operating expenses increased from € 41.9 million in 2021 to € 48.1 million in 2022. This was mainly driven by higher warehouse and logistic expenses associated with the higher revenue volume and following the opening of our e-DC in Veghel in November 2021, further marketing investments to grow our online and offline order intake, and general costs associated with the further implementation of our strategy.

Results

Operating profit (EBIT) was EUR € 8.7 million in 2022 compared with € 14.8 million in 2021. This was driven by revenue volume increase, maintaining a stable gross margin, and offset by the realised other income in 2021 and increased operating expenses in 2022. Net profit in 2022 amounted to € 5.3 million (2021: € 13.9 million). The total net result for the year 2021 included a profit from discontinued operations of € 1.3 million and a tax gain of € 3.5 million following the divestment of our Swedish operations.

Non-GAAP measures

Underlying EBIT. Underlying EBIT is defined as operating profit (EBIT) adjusted for acquisition and divestment related costs, incremental operating costs, restructuring costs, share-based compensation costs, and other income, and was € 10.6 million in 2022 (2021: € 14.5 million). Reported IFRS EBIT was adjusted for the following items, gains on sale-and-leaseback transactions of nil in 2022 (2021: € -0.9 million), acquisition and divestment related costs of € 0.3 million in 2022 (2021: € 0.2 million), and share-based compensation costs of € 1.6 million in 2022 (2021: € 0.4 million).

EBITDA. EBITDA is defined as operating profit (EBIT) adjusted for depreciation, amortisation and impairments. In 2022, depreciation, amortisation and impairments was € 20.1 million (2021: € 18.4 million) resulting in an EBITDA of € 28.8 million in 2022 compared with € 33.2 million in 2021.

Underlying EBITDA. Underlying EBITDA is defined as underlying EBIT adjusted for depreciation, amortisation and impairments. In 2022, depreciation, amortisation and impairments was € 20.1 million (2021: € 18.4 million) resulting in an underlying EBITDA of € 30.7 million in 2022 compared with € 32.8 million in 2021.

Underlying net profit. Underlying net profit is defined as net profit adjusted net for tax for significant one-offs and special items and was € 5.3 million in 2022 (2021: € 9.4 million). In 2022, no one-offs and special items occurred whereas in 2021 net profit from continuing operations (€ 12.5 million) was adjusted for gains on sale-and-leaseback transactions (€ 0.9 million), realisation of currency translation reserves (€ 0.3 million), and tax gains on divestments (€ 1.9 million).

Dividend

As a result of its financial position and its financial performance in 2022, BBH proposes a cash dividend of € 0.15 per ordinary share for the financial year 2022 (2021: € 0.15), reflecting the Company's ambition of a sustainable dividend per share. This will be proposed to the AGM, to be held on 10 May 2023.

Cash and liquidity

Total cash flow generated from continuing business operating activities in 2022 was € 26.4 million (2021: € 28.3 million).

Total cash flow from continuing business investing activities in 2022 was an outflow of € 6.3 million, compared with an inflow of € 3.0 million in 2021. The 2022 outflow related entirely to investments in tangible and intangible fixed assets, amounting to € 6.3 million in 2022, compared with € 4.2 million in 2021. The majority of these investments related to investments in IT and e-commerce platforms, new stores, including the second Beter Bed experience store in Eindhoven, the rollout of our independence sleep advice tool 'Beter Slapen ID' in our store network, and required maintenance in existing stores. In 2022, no cash inflow events related to investing activities occurred, whereas in 2021 there were three sale-and-leaseback transactions, which totalled € 3.0 million, and cash proceeds of the divestment of the Swedish operations, which totalled € 4.2 million.

The cash flow from continuing business financing activities for the year was an outflow of € 20.4 million (2021: outflow of € 13.9 million). The financing cash flow consists of the payment of lease liabilities of € 15.9 million (2021: € 13.7 million), payment of the 2021 dividend of € 4.1 million (2021: nil), and interest payments of € 0.4 million (2021: € 0.4 million). The 2021 financing cash flow was also impacted by several deleveraging events.

The cash position as at 31 December 2022 was € 37.7 million, compared with € 38.0 million net cash at year-end 2021.

Financing

In August 2022, BBH increased its credit facility from € 15 million to € 30 million, with Rabobank joining the current financing agreement alongside ABN AMRO Bank N.V. This increase was made to support further implementation of the strategic plan and pursue potential opportunities. The duration and interest percentages applicable regarding the credit facility were not changed. The credit facility entered into in July 2021 and increased in August 2022, is effective until July 2024, with the possibility to extend for another two years.

Benelux

Revenue of Beter Bed and Beddenreus in the Benelux was € 216.1 million in 2022, which is 8.0% higher compared with € 200.0 million in 2021. This growth underlines the strong business performance, as the stores were closed in the first two weeks of 2022 and the last two weeks of 2021 which impacted revenue in 2022. Despite the challenging macroeconomic environment, we noted a strong order intake and revenue performance in the fourth quarter, with record sales during the Black Friday period. Online sales normalised compared with 2021 as a result of the shorter lockdown period in 2022. The online channel share for the Benelux was 18.9%.

In 2022, costs increased compared with the previous year, mainly related to increased housing costs, marketing activities, and incremental supply chain costs to further enable the omni-channel proposition.

New Business

The New Business operations comprise the DBC wholesale business and our subscription model Leazzzy. In 2022, total revenues amounted to € 30.5 million, including intercompany sales of € 17.2 million, compared with € 26.3 million, including intercompany sales of € 12.1 million, in 2021. This represents a total growth of 16.0%.

The DBC wholesale business showed strong revenue growth for the internal Beter Bed channel in 2022, with a slight decrease to external dealers, due to the challenging macroeconomic climate. BBH continued to add new B2B customers, including dealers that sell the new Simmons brand and B2B clients in the leisure business. For DBC, this included further investments in additional sales force, which will enable us to drive the M line and Simmons brands in existing markets and a number of carefully selected new markets. Going forward, we continue to see significant opportunities for further acceleration of these activities.

Outlook

With our strong execution capabilities, our strong store network, and a growing online presence, we remain confident that we can weather the current challenges driven by the war in Ukraine, elevated inflation, consumer confidence, high commodity prices, and a tight labour market. Moreover, as a result of continuing to adjust and strengthen our proposition - and our continued strong strategic progress - we remain confident in our ability to increase revenues in the coming years. This confidence is underpinned by: growing public awareness of the importance of sleep for physical and mental health; the successful rollout of our new shop format, featuring the popular 'Beter Slapen ID' tool, and the national and international growth of DBC. By offsetting of the current increases in commodity prices through continued improvements in category management, we have been able to offer a consistent value-for-money proposition to our customers. Despite the current challenging environment, this is expected to deliver a stable gross margin towards the end of the year compared with 2022. Furthermore, 2023 will see us stabilise our capital expenditures to update the look & feel of our existing stores and finalise the roll out of 'Beter Slapen ID' throughout our network – all while continuing to build our front- and back-end digital capabilities as we continue our company's investments to support accelerated omni-channel revenue growth in line with our 2025 Strategy.

Risk paragraph

BBH operates in the bed and mattress segment. BBH's operations, which are based on the Group's strategic objectives, are affected by the management of a number of opportunities and risks. For this reason, we have implemented a risk management system to monitor and control the Group's most important risks, which was updated to its current monitoring format in 2021. This involves applying a matrix that describes the risks, their financial and non-financial impact, the probability that they will occur, control measures, and the actions to be taken. This matrix is updated and discussed in the Audit Committee twice a year and the key points are reported to the Supervisory Board. BBH's risk appetite is based on the Company's operational results, financial position and carefully considered financial management. Although the Company's daily operations involve taking risks, BBH adopts a prudent and balanced approach to those risks. More information about the risk appetite in the various categories defined by BBH is explained in the 2022 annual report.

Independent auditor's report

The financial information in the appendices is taken from the consolidated financial statements of Beter Bed Holding N.V. for which an unqualified auditor's report has been issued by the independent auditor.

2022 Annual report and AGM Beter Bed Holding N.V.

Beter Bed Holding N.V. is publishing its annual report for the 2021 financial year today on its website www.beterbedholding.com. The Annual General Meeting will take place on 10 May 2023 in Uden, the Netherlands. The agenda including explanatory notes and notice to the AGM will be published on the Company's website on 29 March 2023.

Caution concerning forward-looking statements

Some statements included in this report contain forward-looking statements. These statements may relate to or may affect future matters concerning future results, strategies or business plans, but may also include the impact of regulatory initiatives on the operation of BBH. Forward-looking statements may, without limitation, include words like "believes", "intends to", "expects", "anticipates", "will", "may", "could", "should", "intends", "estimate", "plan", "goal", "target", "aim", "remain confident" or expressions similar to those. These forward-looking statements rely on a number of assumptions concerning future events and are subject to uncertainties and other factors, many of which are outside the control of BBH and that could cause actual results to differ materially from such statements. A number of these factors are described (not exhaustively) in the 2022 Annual Report. All forward-looking statements and ambitions stated in this press release that refer to a growth or decline, refer to such growth or decline relative to the situation per 31 December 2022, unless stated otherwise. This press release contains information that qualifies as inside information in the sense of Article 7 paragraph 1 of the EU Market Abuse Regulation.

Financial calendar

21 April 2023	Q1 2023 Trading update
10 May 2023	2023 Annual General Meeting
21 July 2023	Q2 2023 Trading update / 2023 Half-year results
20 October 2023	Q3 2023 Trading update
19 January 2024	Q4 2023 Trading update

About Beter Bed Holding

Beter Bed Holding (BBH) is the Netherlands' leading sleep specialist in retail, wholesale and B2B.

Our mission is simple. *We believe that the better we sleep, the **happier, healthier** and **more productive** we are. And we won't rest until everyone gets the high-quality sleep they deserve.*

Listed on Euronext Amsterdam, BBH operates the successful retail brands Beter Bed, Beddenreus, the new subscription brand Leazzzy and the digital organisation LUNEXT. In addition, through its subsidiary DBC International, BBH has a wholesale business in branded products in the bedroom furnishings sector, which includes the well-known international brands M line and Simmons.

With 4 distribution centres, a fleet of 80 vehicles, 131 stores, a fast-growing online presence, and a wholesale company our team of over 1,000 dedicated employees generated € 229.4 million revenue in 2022.

Providing expert sleep advice is at the very heart of our strategy, and thanks to our revolutionary 'Beter Slapen ID' tool, our sleep consultants help customers to get the perfect night's sleep. BBH is proud that M line is the official sleep supplier of AFC Ajax, TeamNL, Jumbo-Visma, NOC*NSF and the KNVB.

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Consolidated balance sheet

At 31 December and before result appropriation

in thousand €	2022	2021
Non-current assets		
Intangible assets	**6,792**	8,269
Property, plant and equipment	**6,048**	3,590
Right-of-use assets	**43,038**	49,584
Deferred tax assets	**144**	4,456
Other non-current financial assets	**81**	117
Total non-current assets	**56,103**	66,016
Current assets		
Inventories	**27,594**	29,998
Trade receivables	**1,851**	1,943
Income tax receivable	**1,035**	-
Other receivables	**6,292**	5,969
Cash and cash equivalents	**37,695**	38,005
Total current assets	**74,467**	75,915
Total assets	**130,570**	141,931

At 31 December and before result appropriation

in thousand €	2022	2021[1]
Equity		
Issued share capital	**544**	544
Share premium	**34,401**	34,401
Legal reserves	**786**	-
Other reserves	**(6,661)**	(17,303)
Retained earnings	**5,271**	13,897
Total equity attributable to equity holders of the parent	**34,341**	31,539
Liabilities		
Non-current liabilities		
Lease liabilities	**29,819**	37,002
Provisions	**553**	350
Deferred tax liabilities	**-**	776
	30,372	38,128
Current liabilities		
Lease liabilities	**15,936**	15,986
Trade payables	**20,803**	24,240
Income tax payable	**-**	3,549
Other taxes and social security contributions	**10,421**	10,944
Other liabilities	**18,697**	17,545
	65,857	72,264
Total liabilities	**96,229**	110,392
Total equity and liabilities	**130,570**	141,931

1 *In the comparative figures, €350k has been reclassed from other liabilities to provisions for comparison purposes.*

Consolidated profit and loss account

For the year ended 31 December

in thousand €, unless otherwise stated	2022	2021
Continuing operations		
Revenue	**229,434**	214,222
Materials and services from third parties	**(103,035)**	(96,140)
Gross profit	**126,399**	118,082
Other income	**-**	896
Personnel expenses	**(49,532)**	(43,893)
Depreciation, amortisation and impairment	**(20,131)**	(18,390)
Other operating expenses	**(48,052)**	(41,894)
Total operating expenses	**(117,715)**	(104,177)
Operating profit (EBIT)	**8,684**	14,801
Finance costs	**(882)**	(527)
Profit before tax	**7,802**	14,274
Income tax	**(2,531)**	(1,726)
Net profit from continuing operations	**5,271**	12,548
Discontinued operations		
Profit/(loss) after tax from discontinued operations	**-**	1,349
Net profit	**5,271**	13,897

Consolidated statement of comprehensive income

For the year ended 31 December

in thousand €	2022	2021
Profit for the year	**5,271**	13,897
Other comprehensive income		
Items that may be reclassified to profit or loss:		
Exchange differences on translation of foreign operations	-	(304)
Other comprehensive income for the year, net of tax	-	(304)
Total comprehensive income for the year, net of tax	**5,271**	13,593
Total comprehensive income/(loss) for the year, net of tax		
Continuing operations	**5,271**	12,244
Discontinued operations	-	1,349
Total comprehensive income for the year, net of tax	**5,271**	13,593
Earnings per share from all operations		
Earnings per share in €	**0.19**	0.52
Diluted earnings per share in €	**0.19**	0.50
Earnings per share from continuing operations		
Earnings per share in €	**0.19**	0.47
Diluted earnings per share in €	**0.19**	0.45

Consolidated cash flow statement

For the year ended 31 December

in thousand €	2022	2021
Operating activities		
Profit before tax	**7,802**	14,274
Adjustments for:		
- Net finance costs	**882**	527
- Change in provisions	**203**	-
- Income taxes	**-**	(702)
- Cost of share-based compensation	**1,609**	(207)
- Depreciation and impairment of right-of-use assets	**14,783**	13,223
- Depreciation and impairment of property, plant and equipment	**1,705**	2,019
- Amortisation and impairment of intangible assets	**3,643**	3,148
- Book profit on sale-and-leaseback	**-**	(896)
Adjusted operating result for the period	**30,627**	31,386
Working capital adjustments:		
- Decrease / (Increase) in inventories	**2,404**	(6,190)
- Decrease / (Increase) in trade and other receivables	**(231)**	(113)
- Increase / (Decrease) in trade and other liabilities	**(2,808)**	6,360
Change in working capital	**(635)**	57
Guarantees	**(29)**	128
Income tax (paid) / received	**(3,570)**	(3,270)
Discontinued operations	**-**	(418)
Cash flow from operating activities	**26,393**	27,883
Investing activities		
Capital expenditure on purchase of intangible assets	**(2,166)**	(2,316)
Capital expenditure on purchase of PP&E	**(4,163)**	(1,925)
Proceeds from sale and leaseback	**-**	3,000
Divestment of Swedish operations	**-**	4,240
Discontinued operations	**-**	(87)
Cash flow from investing activities	**(6,329)**	2,912

in thousand €	2022	2021
Financing activities		
Proceeds from issuance of new shares	**-**	6,453
Repayment of equity instruments	**-**	(4,023)
Repayment of borrowings	**-**	(2,285)
Dividends paid	**(4,078)**	-
Interest paid	**(437)**	(373)
Payment lease liabilities	**(15,859)**	(13,673)
Discontinued operations	**-**	(535)
Cash flow from financing activities	**(20,374)**	(14,436)
Movement in cash and cash equivalents	**(310)**	16,359
Net foreign exchange difference	**-**	19
Opening balance	**38,005**	21,627
Closing balance	**37,695**	38,005

Consolidated statement of changes in equity

in thousand €	Issued share capital	Share premium	Equity instruments[1]	Revaluation reserve[1]	Currency translation reserve[2]	Legal reserves[3]	Other reserves	Retained earnings	**Total**
Balance at 1 January 2021	525	27,967	3,814	386	304	-	(25,211)	7,938	15,723
Net profit 2021	-	-	-	-	-	-	-	13,897	13,897
Other components of comprehensive income 2021	-	-	-	-	(304)	-	-	-	(304)
Total comprehensive income	-	-	-	-	(304)	-	-	13,897	13,593
Profit appropriation 2020	-	-	-	-	-	-	7,938	(7,938)	-
Contributions of equity	19	6,434	-	-	-	-	-	-	6,453
Interest on equity instruments	-	-	209	-	-	-	(209)	-	-
Repayment of equity instruments	-	-	(4,023)	-	-	-	-	-	(4,023)
Realisation of revaluation reserve	-	-	-	(386)	-	-	386	-	-
Cost of share-based compensation	-	-	-	-	-	-	(207)	-	(207)
Balance at 31 December 2021	**544**	**34,401**	**-**	**-**	**-**	**-**	**(17,303)**	**13,897**	**31,539**
Net profit 2022	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**5,271**	**5,271**
Other components of comprehensive income 2022	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**-**
Total comprehensive income	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**5,271**	**5,271**
Profit appropriation 2021	**-**	**-**	**-**	**-**	**-**	**-**	**13,897**	**(13,897)**	**-**
Addition to legal reserves	**-**	**-**	**-**	**-**	**-**	**786**	**(786)**	**-**	**-**
Dividend payment	**-**	**-**	**-**	**-**	**-**	**-**	**(4,078)**	**-**	**(4,078)**
Cost of share-based compensation	**-**	**-**	**-**	**-**	**-**	**-**	**1,609**	**-**	**1,609**
Balance at 31 December 2022	**544**	**34,401**	**-**	**-**	**-**	**786**	**(6,661)**	**5,271**	**34,341**

1 Concerns restricted equity.

2 In the comparative figures, the release of the currency translation reserve is reclassed to other comprehensive income in both the consolidated statement of changes in equity and the consolidated statement of comprehensive income for comparison purposes. Concerns restricted equity.

3 Applies to internally developed intangible assets. Concerns restricted equity.