



## Pressrelease

# Year-end report 2020

## Continued strong growth from CDON Marketplace

Malmö – February 4, 2021

### FOURTH QUARTER

- Total gross merchandise value increased by 9 percent to SEK 828.1 (762.8) million
- Gross merchandise value for CDON Marketplace (3P) increased by 60 percent to SEK 640.9 (399.5) million
- Net sales amounted to SEK 259.8 (421.6) million, driven by CDON Marketplace net sales growth of 41 percent to SEK 75.2 (53.5) million, while CDON Retail net sales decreased as phasing out own inventory sales continued according to plan
- Gross margin increased by 15.4 percentage points to 34.9 (19.5) percent
- Operating profit before depreciation and amortization amounted to SEK 18.2 (23.4) million
- Excluding costs for listing and management incentive program of SEK 10.1 million, operating profit before depreciation and amortization increased by 21 percent to 28.3 (23.4) million
- Net income for the period amounted to SEK 11.9 (16.7) million
- Earnings per share amounted to SEK 2.0 (2.8)
- Closing inventory amounted to 25.2 (103.7), a reduction of 76 percent, which is a result of switch to marketplace business model
- Cash flow of SEK 124.1 million increased total cash to SEK 170.3 million



## FULL YEAR

- Total gross merchandise value increased by 22 percent to SEK 2,375.0 (1,946.3) million
- Gross merchandise value for CDON Marketplace (3P) increased by 86 percent to SEK 1,777.3 (958.1) million
- Net sales amounted to SEK 795.3 (1,111.7) million, driven by CDON Marketplace net sales growth of 50 percent to SEK 205.2 (137.2) million, while CDON Retail net sales decreased as phasing out own inventory sales continued according to plan
- Gross margin increased by 12.4 percentage points to 31.2 (18.8) percent
- Operating profit before depreciation and amortization increased by 59 percent to SEK 24.2 (15.2) million
- Excluding costs for listing and incentive program, operating profit before depreciation and amortization increased by 126 percent to SEK 34.3 (15.2) million
- Net income for the period amounted to SEK -5.9 (-1.5) million
- Earnings per share amounted to SEK -1.0 (-0.3)
- The Board of Directors proposes no dividend for 2020

*This information is information that CDON AB is required to disclose under the EU Market Abuse Regulation. The information was released for publication through the agency of the above contacts at 8 a.m. on February 4, 2021.*

### **Webinar**

Sweden (Sverige): +46850558357

United Kingdom: +443333009274

United States: +18332498407

### **Webcast**

<https://tv.streamfabriken.com/cdon-q4-2020>



**For more information:**

Niclas Szieger

CFO

E-mail: [ir@cdon.com](mailto:ir@cdon.com)

**Certified Adviser**

FNCA Sweden AB is the company's Certified Adviser.

Phone: +46 (0) 8 528 00 399

E-mail: [info@fnca.se](mailto:info@fnca.se)

**About CDON**

CDON was founded in 1999 and is today the Nordic region's largest online marketplace with businesses in Sweden, Finland, Norway and Denmark. CDON offers a wide assortment that includes millions of products in film, music, video and computer games, office supplies, books, toys, home electronics, appliances, sports, outdoor, beauty, fashion, computers, and computer products. In 2019, CDON.com had over 100 million visitors and today we have over 2 million active customers. CDON is listed on Nasdaq First North. More information is available at [CDON.com](http://CDON.com)