



Kamux - Quarterly Results Presentation January–September 2018

November 22, 2018

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Kamux Vision

#1 used car retailer
in **Europe**

Kamux Q3 2018 in Brief

1.

Revenue increased to EUR **140.0** million (122.1)

3.

Adjusted operating profit increased to EUR **6.6** million (6.2)

5.

Internationalization proceeded as planned and revenue increased in Sweden by **34.5%** to EUR 27.5 million and in Germany by **42.2%** to EUR 8.3 million

2.

Gross profit increased by **17.4%** to EUR 18.0 million (15.3)

4.

We opened new car showrooms in **Lempäälä Ideapark** and **Västerås** and announced several future showrooms in different countries

6.

Like-for-like showroom revenue growth was **4.2%** (-3.2%)



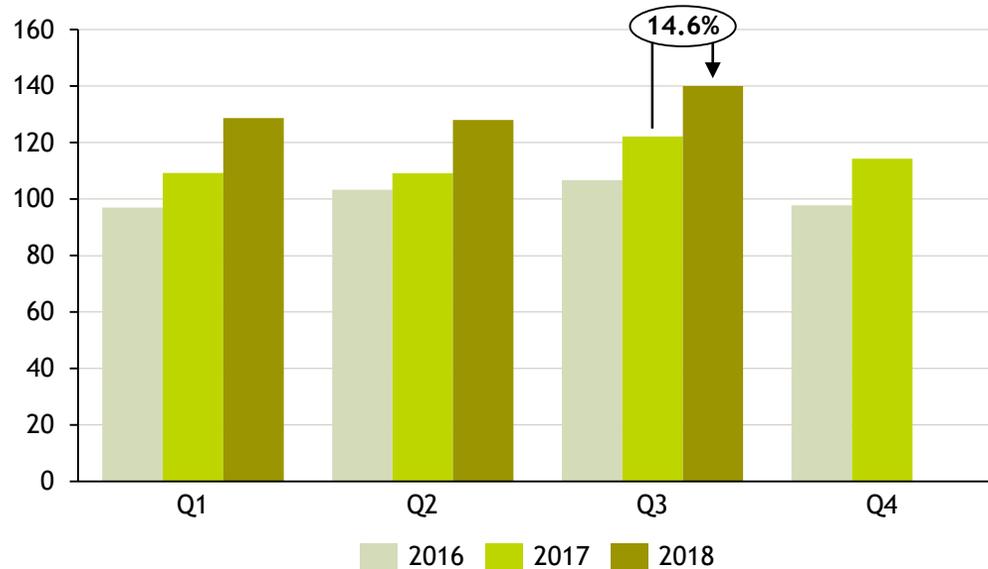
Kamux's Market Position Strengthened in a Challenging Operating Environment

Market	Market size (2017)	Kamux's market share	Market development during Q3	Kamux's position and development during Q3
 Finland	~0.5 million cars	~7.0% #1	The Finnish market was impacted by the change to WLTP-based emissions measurement. We estimate the market declined slightly	Kamux maintained its market leader position, and we estimate we grew clearly faster than the market
 Sweden	~1.2 million cars	~0.5% Top 10	The change in vehicle tax mixed up the market in Sweden. We estimate the market declined slightly	Kamux grew strongly and strengthened its position among the ten largest used car dealers
 Germany	~7.3 million cars	~0.0%	We estimate the used car market at previous years level	Kamux grew its market share



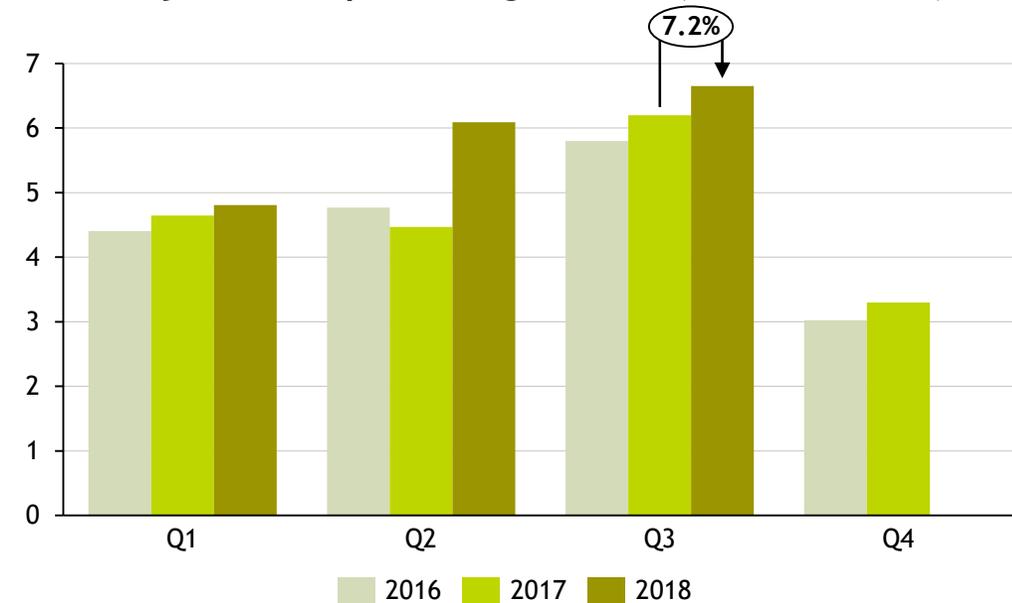
Kamux in Q3 2018 – Profitable Growth Continued

Revenue (EUR million)



- Revenue growth in Q3 2018 was on a good level

Adjusted Operating Profit (EUR million)

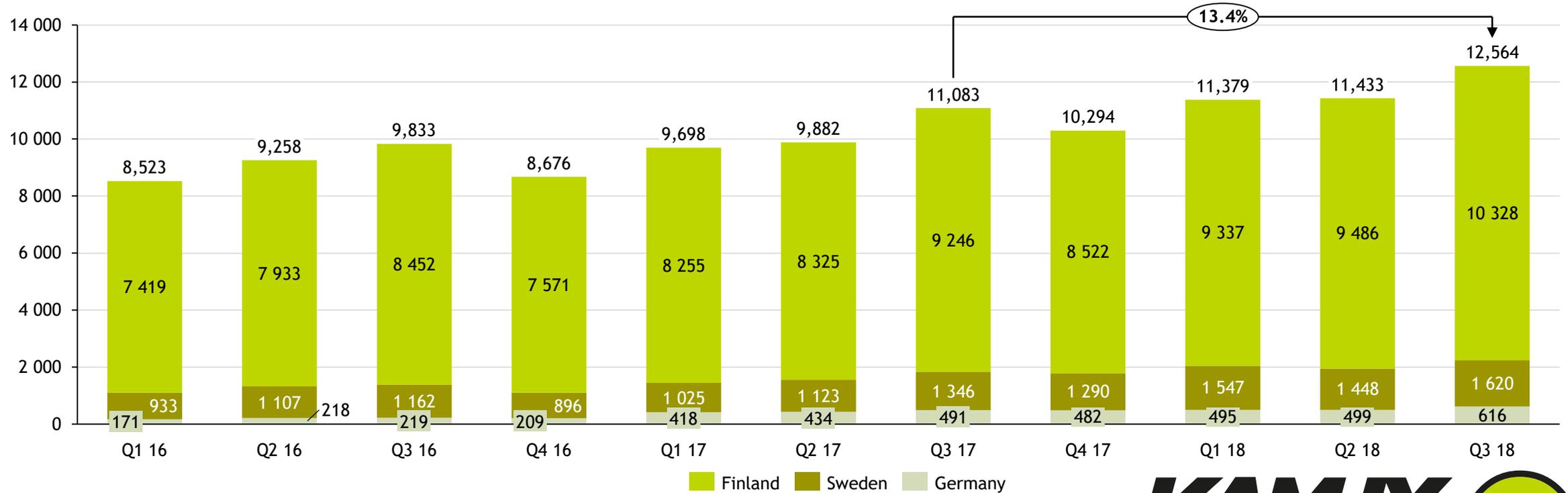


- Adjusted operating profit grew in Q3 18

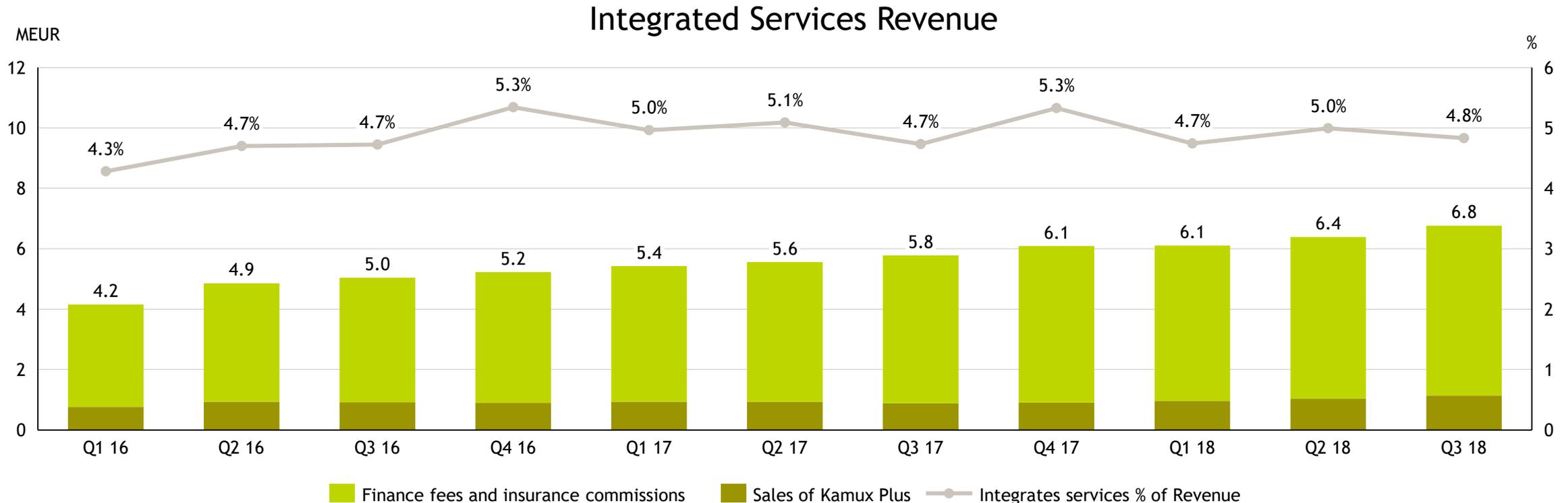


Number of Cars Sold Grew by 13.4%

Sold Cars (pcs)



Integrated Services Revenue Continued to Grow



Financial Development

Tapio Arimo
CFO



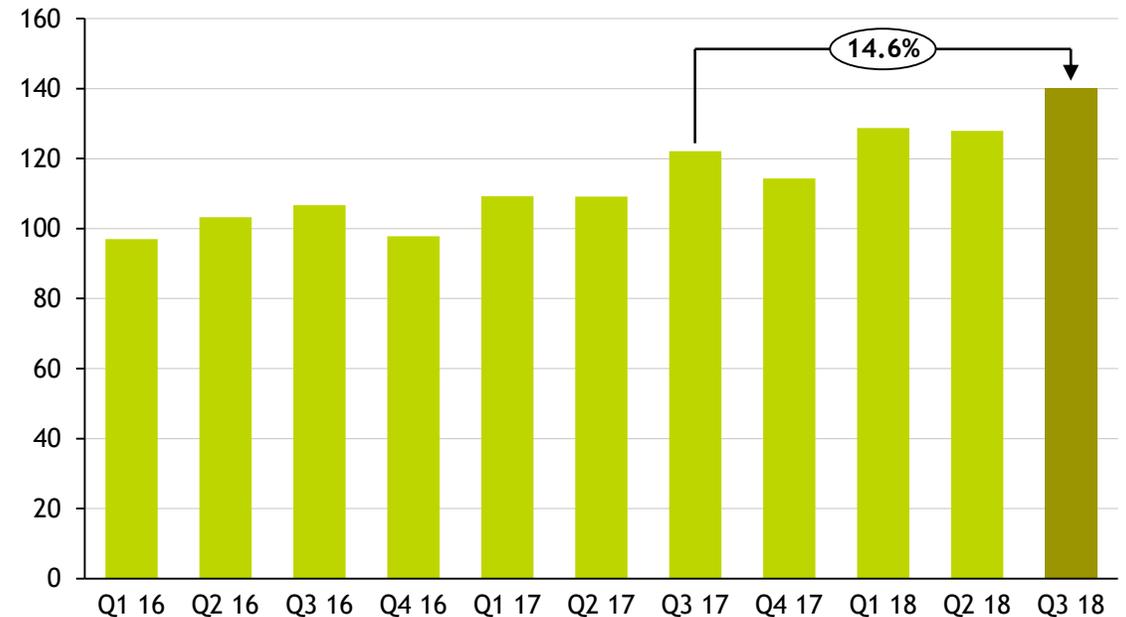
Key Figures

(MEUR)	7-9/ 2018	7-9/ 2017	Change, %	1-9/ 2018	1-9/ 2017	Change, %	1-12/ 2017
Revenue	140.0	122.1	14.6%	396.7	340.6	16.5%	454.9
Gross profit	18.0	15.3	17.4%	48.9	40.8	19.8%	53.8
as percentage of revenue, %	12.8%	12.5%		12.3%	12.0%		11.8%
Operating profit (EBIT)	6.6	6.1	8.3%	15.0	13.0	15.5%	16.2
as percentage of revenue, %	4.7%	5.0%		3.8%	3.8%		3.6%
Adjusted operating profit	6.6	6.2	7.2%	17.5	15.3	14.5%	18.6
as percentage of revenue, %	4.7%	5.1%		4.4%	4.5%		4.1%
Revenue from integrated services	6.8	5.8	17.0%	19.3	16.8	14.9%	22.8
as percentage of revenue, %	4.8%	4.7%		4.9%	4.9%		5.0%
Sales growth of like-for-like showrooms, %	4.2%	-3.2%		7.3%	-7.2%		-4.9%
Inventory turnover, days				49.1	45.9	6.9%	46.8
Return on equity (ROE), %				21.7%	24.9%		26.6%
Return on capital employed (ROI), %				15.7%	16.8%		17.2%
Equity ratio, %				56.4%	56.8%		57.2%



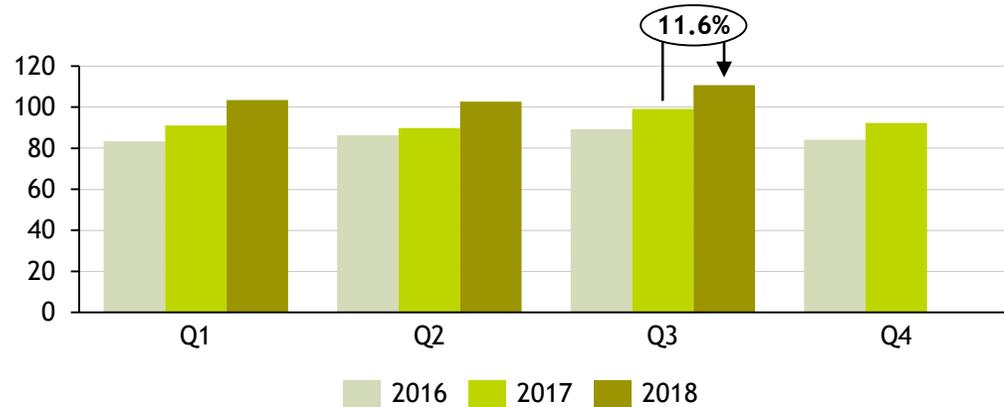
Kamux's Revenue Grew

- The number of used cars sold by Kamux in the third quarter grew by 13.4% and totaled 12,564 cars (11,083).
- Kamux's revenue grew by 14.6% Q3 2018.
- The increase in revenue was driven by new showrooms and like-for-like revenue growth.
- Like-for-like sales growth in Q3 was 4.2% (-3.2 %).

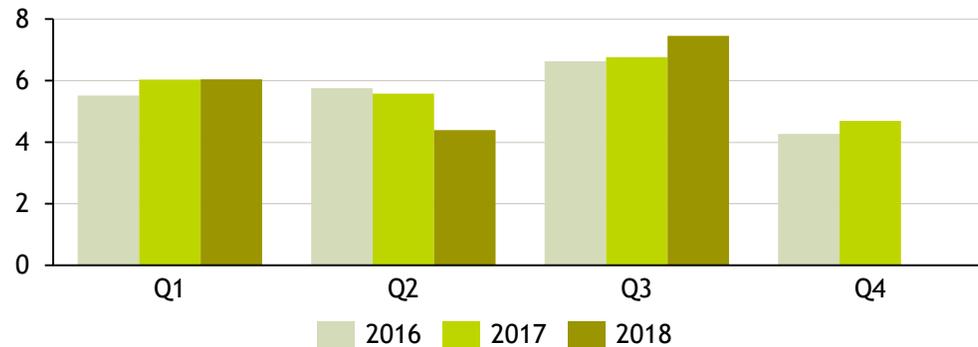


Kamux Finland – Stable Growth

Revenue (EUR million)



Operating Profit (EUR million)

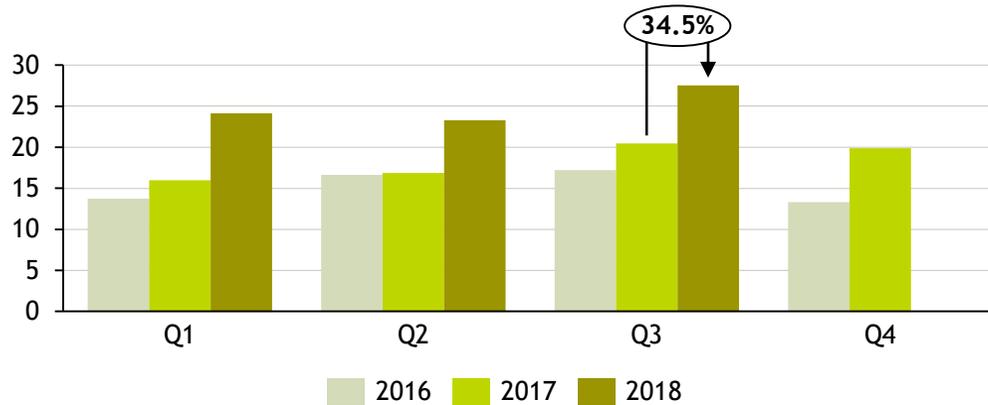


- Revenue grew by 11.6% compared to the previous year and was EUR 110.7 million (99.2).
- Gross margin increased to EUR 14.9 million (12.9) and 13.5% (13.0%) of revenue. Operating profit increased to EUR 7.5 million (6.8) and 6.7% (6.8%) of revenue.
- Like-for-like showroom growth was positive.

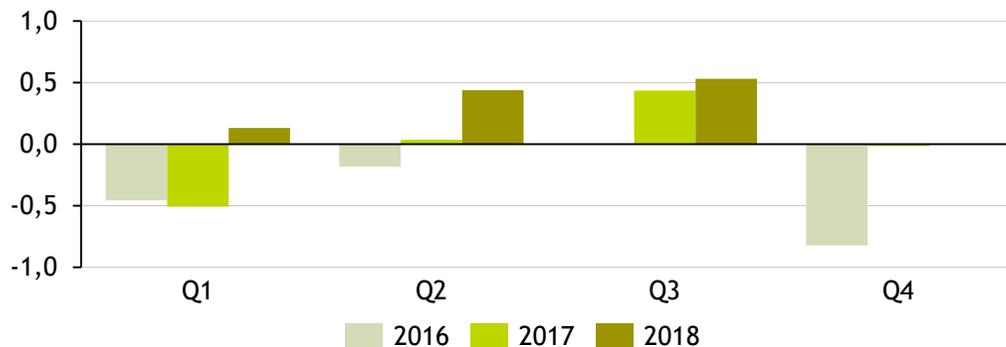


Kamux Sweden – Very Strong Revenue Growth Continued

Revenue (EUR million)



Operating Profit (EUR million)

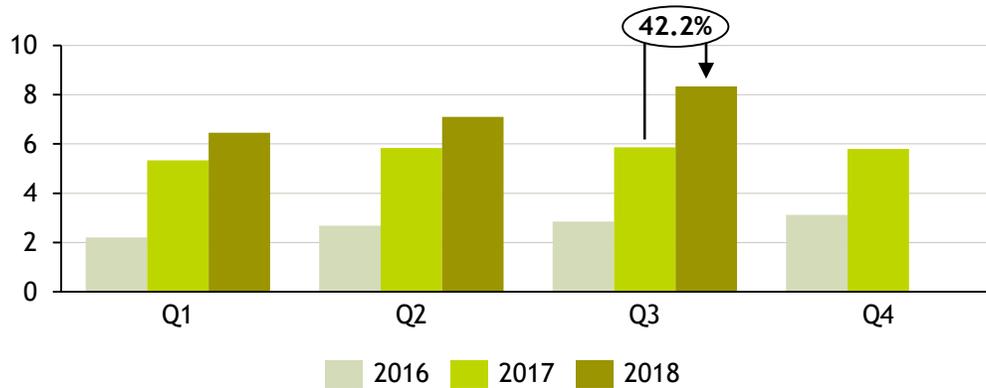


- Revenue grew by 34.5% compared to the previous year and was EUR 27.5 million (20.5).
- Operating profit was EUR 0.5 million (0.4) and 1.9% (2.1%) of revenue.
- Västerås showroom was opened in September.
- Like-for-like showroom revenue growth continued very strong.

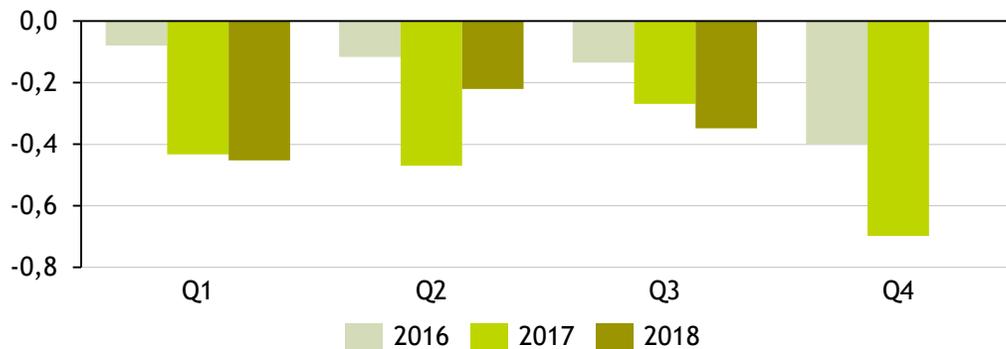


Kamux Germany – Revenue Growth Accelerated

Revenue (EUR million)



Operating Profit (EUR million)

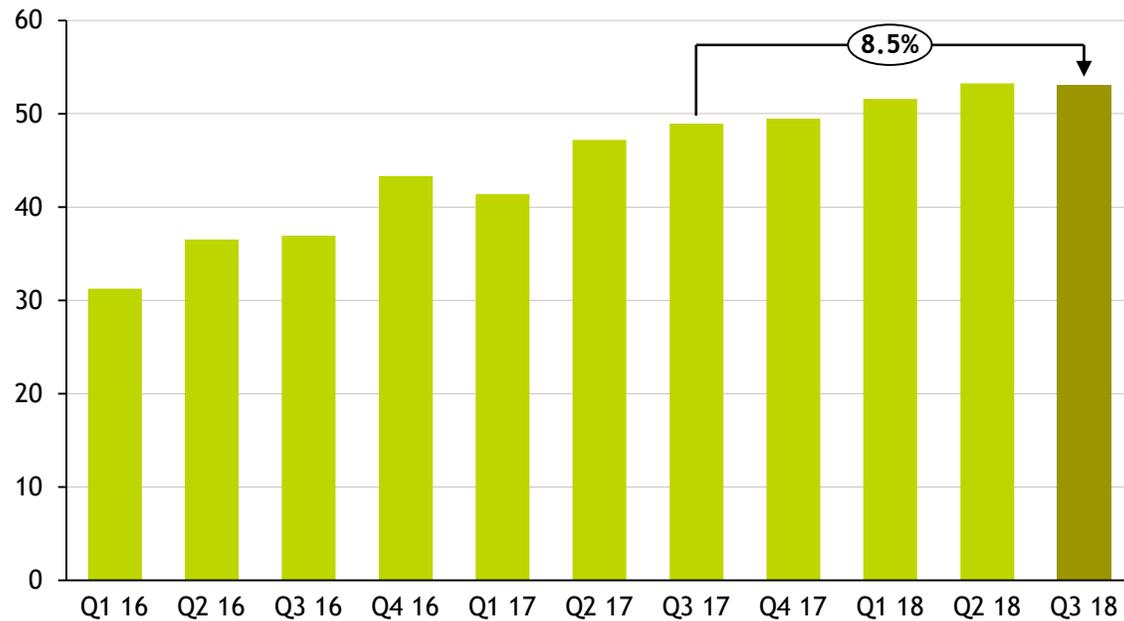


- Revenue grew by 42.2% compared to the previous year and was EUR 8.3 million (5.9).
- Operating loss was EUR -0.3 million (-0.3).
- Development of Kamux's concept and processes has proceeded well and we announced the fourth showroom in September in Germany.
- Like-for-like showroom growth was very strong.

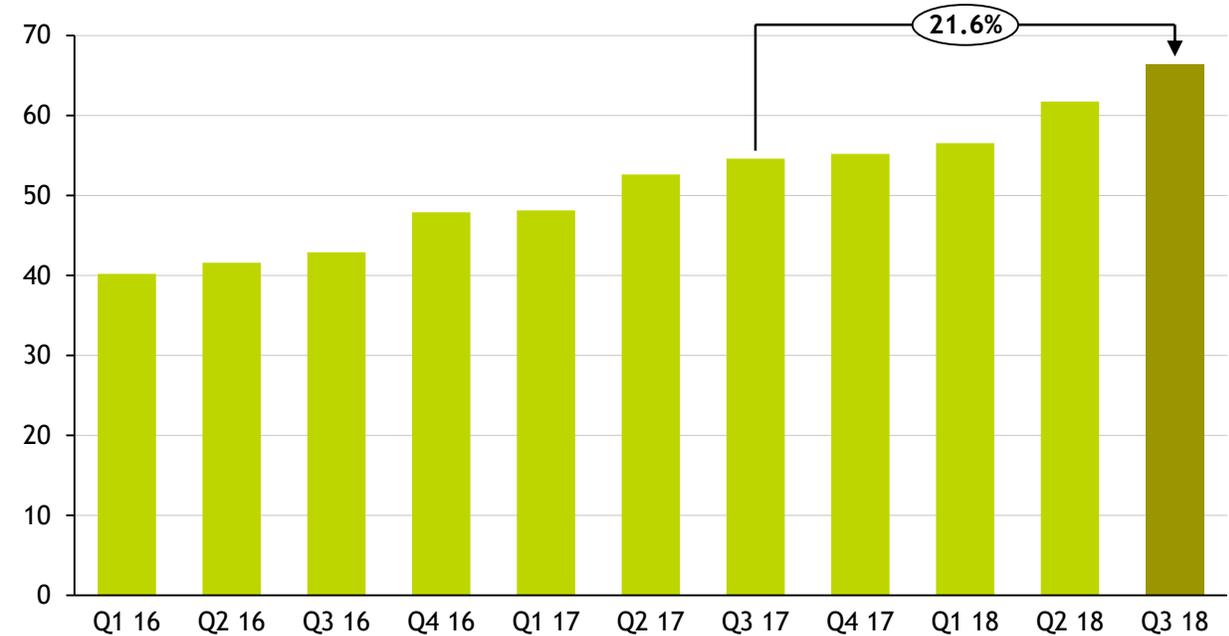


Net Working Capital and Inventories Grew

Net Working Capital (EUR million)

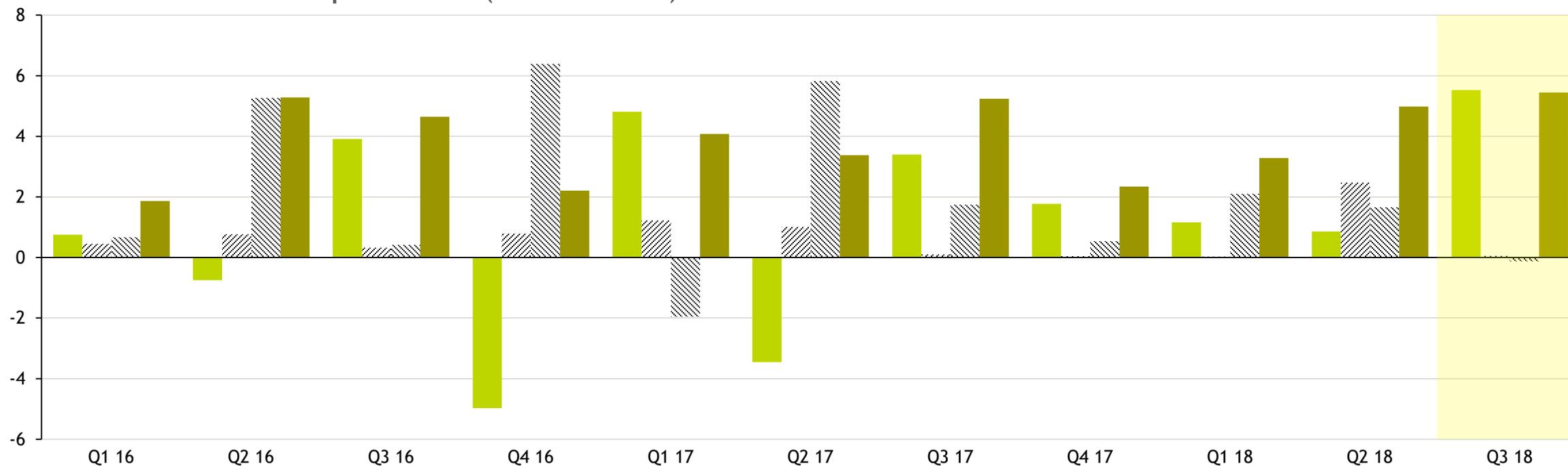


Inventories (EUR million)



Cash Flow from Operations was Strong in Q3

Cash Flow from Operations (EUR million)

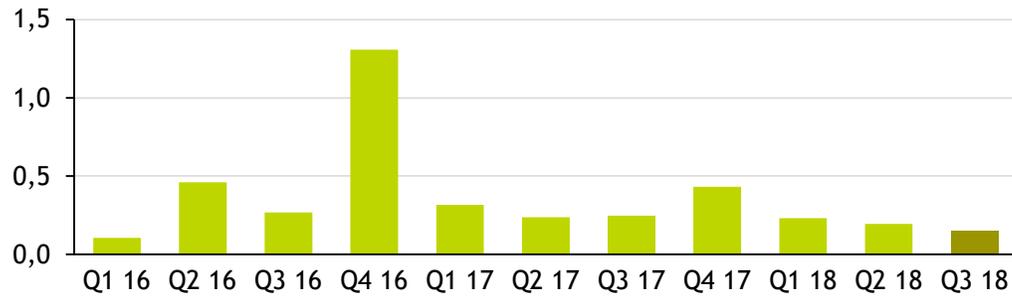


- Cash Flow from Operations
- ▨ Special Items
- ▨ Net Working Capital Change
- Cash Flow from Operations excluding Special Items and Net Working Capital Change

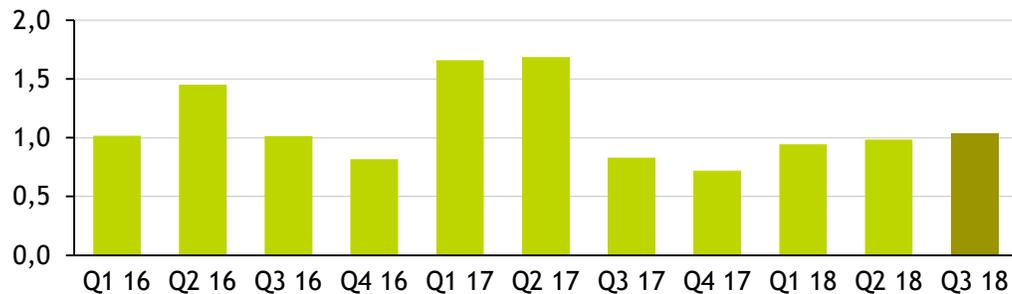


Investments in Growth Continued According to Strategy

Investments (EUR million)



Group Functions (EUR million)



In line with our strategy, we have systematically invested in our future

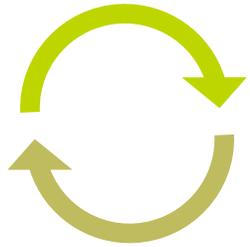
- Personnel: recruitment and training
- Internationalization: the necessary resources to grow internationally
- Digital functions: developing the CRM-ERP system, analytics, data management and financial management systems





Outlook and Financial Targets

Outlook and Financial Targets



Revenue of at least EUR 700 million in 2019

Revenue



EBIT margin of 4-5% in 2019 and at least 5% in the long term

Profitability



Distribute dividends of at least 30% of net profits⁽¹⁾

Dividend Policy



Kamux does not publish a short-term outlook

Outlook

1) When deciding on the distribution of dividends, The Board of Directors will, in the best interest of shareholders, annually evaluate the balance between distributing dividends and the opportunity to reinvest in growth, and therefore the actual payout may materially deviate from the target distribution levels in any particular year



Summary

Summary Q3/2018

Revenue grew to
EUR **140.0**
million (122.1)



Profitability improved -
adjusted operating profit
EUR **6.6** million (6.2)

Like-for-like
showroom revenue
growth **4.2%**
(-3.2)



Internationalization
continued strongly





Questions?

Disclaimer

It should be noted that Kamux and its business are exposed to various risks and uncertainties, and certain statements herein which are not historical facts, including without limitation, those regarding expectations for market growth and developments; expectations for growth and profitability; and statements preceded by “believes”, “expects”, “anticipates”, “foresees”, or similar expressions, are forward-looking statements.

Since these statements are based on current plans, estimates and projections, they involve risks and uncertainties that may cause actual results to materially differ from those expressed in such forward-looking statements. All statements are based on the management’s best assumptions and beliefs in light of the information currently available to it and Kamux assumes no obligation to publicly update or revise any forward-looking statement except to the extent legally required.

