



Kamux Quarterly Results January–September 2022

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Interim Report January-September 2022

Q3 in brief

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Summary



Kamux Vision
#1 used car retailer in Europe

Among dealers focusing purely on used cars, Kamux holds the 3rd place

Largest used car dealers in Europe in 2021	Home country	Operating countries	Pcs in 2021 - Kamux estimate
Constellation Group	UK	AT, BE, CZ, DK, FI, FR, DE, GR, HU, IE, IT, LU, NL, NO, PL, PT, RO, SL, SE, CH, TK, UK	80,000 - 100,000
Aures Holding	Czech Republic	CZ, PL, SL, DE	80,000 - 100,000
Kamux	Finland	FI, SE, DE	68,429
Aramis	France	FR, BE, UK, ES	50,125
Autohero	Germany	AT, BE, FR, DE, IT, NL, PL, ES, SE	41,380

Kamux Q3 2022 in brief

1.

Revenue increased by 2.8% to EUR 261.7 million (254.6)

3.

Adjusted operating profit decreased compared to the previous year and was EUR 5.2 million (10.0), or 2.0% (3.9) of revenue

5.

Revenue from integrated services increased to EUR 13.0 million (10.7), or 5.0% (4.2) of total revenue

2.

Gross profit decreased by -16.5% to EUR 24.2 million (29.0)

4.

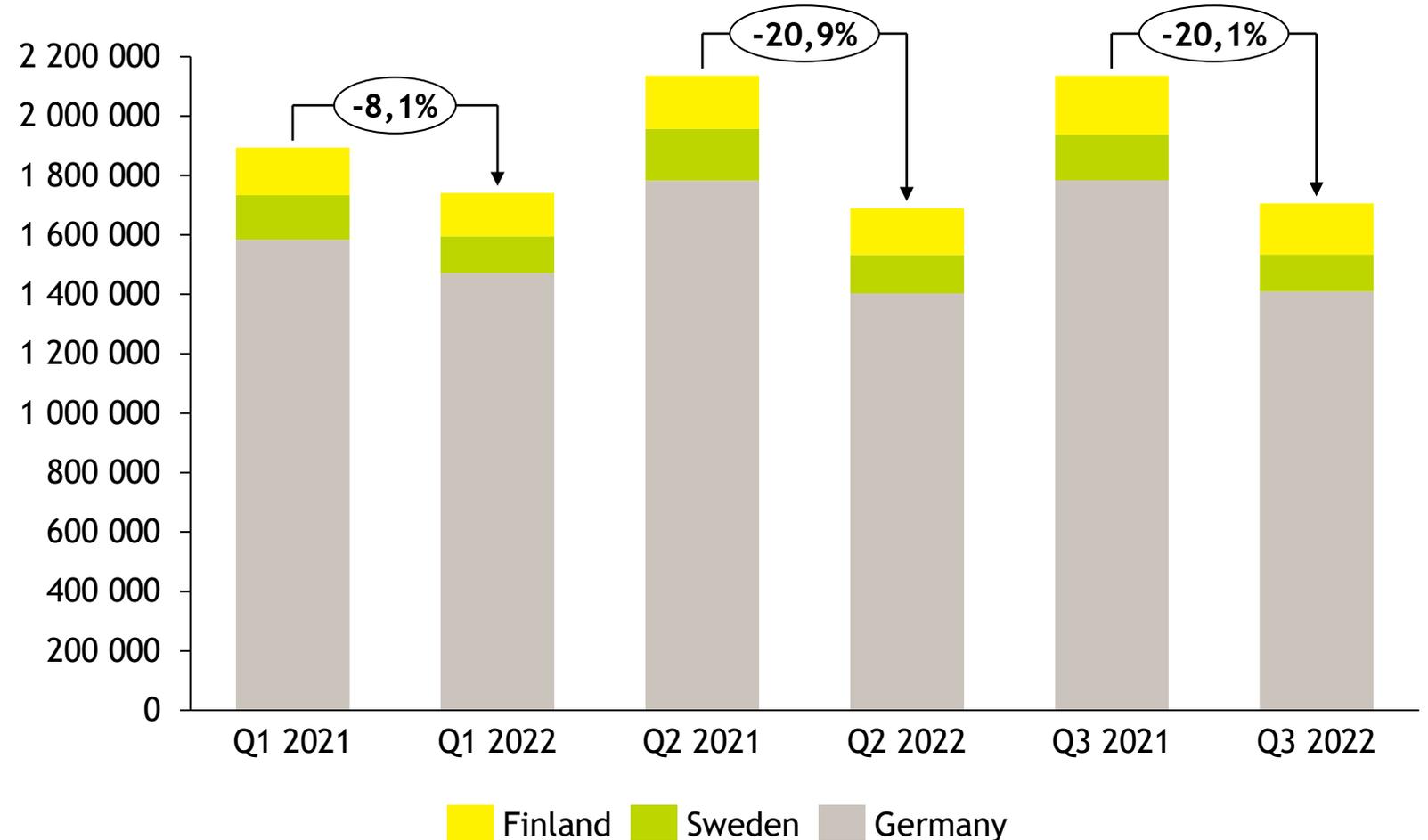
Like-for-like showroom revenue grew by 0.5% (13.9)

6.

Accelerated inflation and the energy crisis weakened consumers' purchasing power and confidence in the future - demand for used cars weakened in all markets

The market for used cars continued to contract strongly in all operating countries during Q3/2022

- The market decline Q3/2022 vs. Q3/2021 in operating countries:
 - Finland -13%
 - Sweden -19%
 - Germany -21%



Kamux strengthened its positions in all operating countries

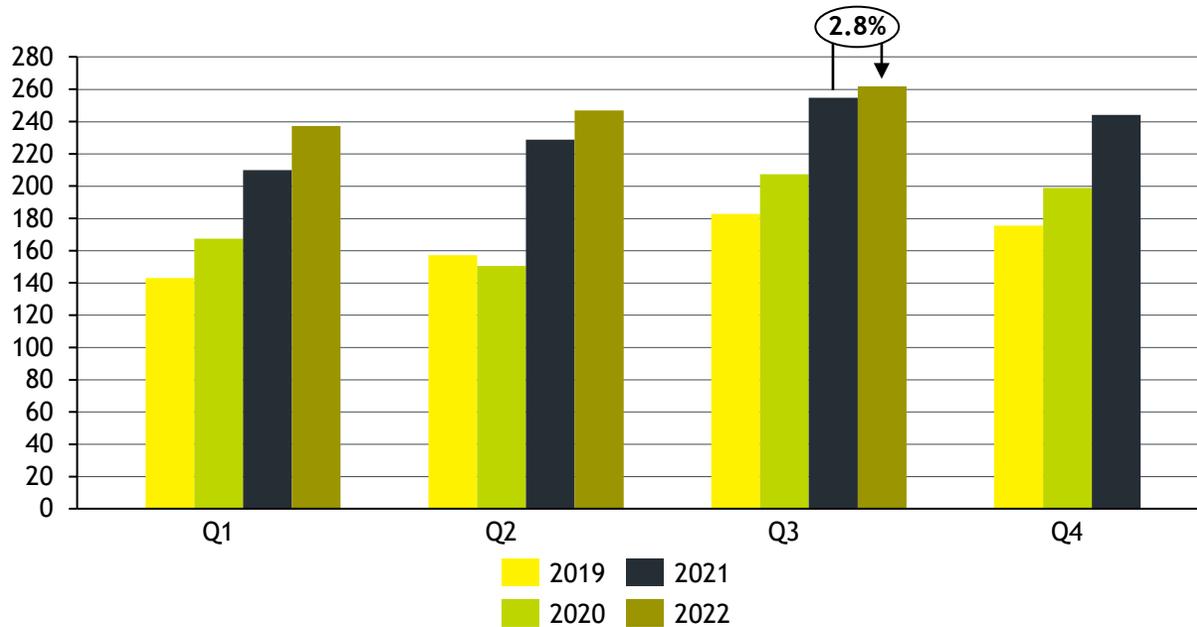
Market	Market size (2021)	Kamux market share	Market development in Q2 2022	Kamux position and development in Q2 2022
Suomi 	~0.6 million cars	~8.0% #1	We estimate that the market for used cars has contracted compared to previous year	Kamux maintained its position as #1
Ruotsi 	~1.3 million cars	~1.0% Top 5	We estimate that the market for used cars has contracted compared to previous year	Kamux is among the top 5 used car dealers in Sweden
Saksa 	~6.7 million cars	~0.0%	We estimate that the market for used cars has contracted compared to previous year	Kamux's market share grew

New passenger car registrations across the EU began to grow in Q3.

**Jan-Sept -9.9%
September +9.6%
vs. 2021
(ACEA)**

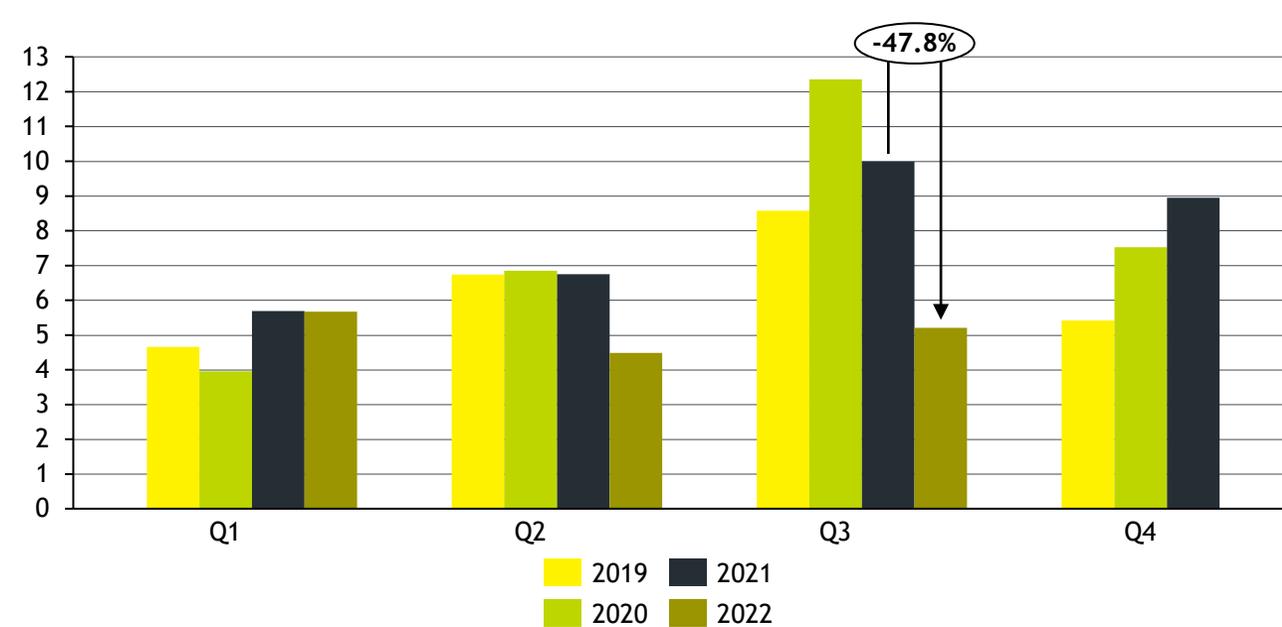
Kamux Q3 2022 – revenue grew as a result of higher average prices, integrated services developed positively

Revenue (EUR million)



The revenue increased by 2.8% and was EUR 261.7 million (254.6)

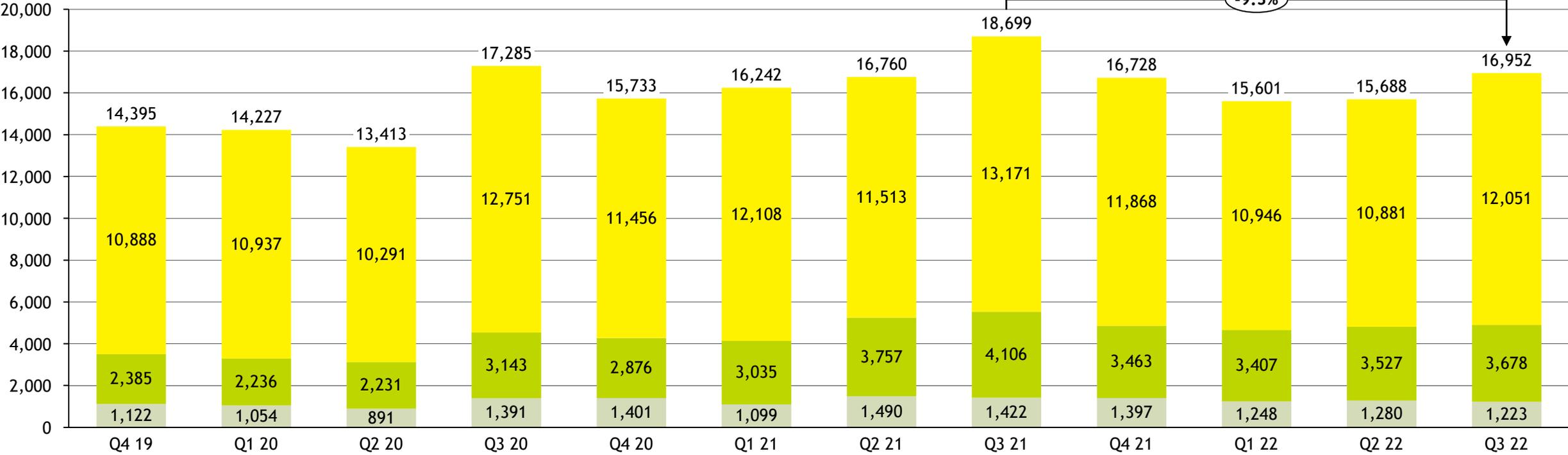
Adjusted Operating Profit (EUR million)



Adjusted operating profit (EBIT) decreased to EUR 5.2 million (10.0), or 2.0% (3.9) of revenue

Number of sold cars decreased in Q3 2022 as the market continued to contract in all operating countries

Sold cars (pcs)

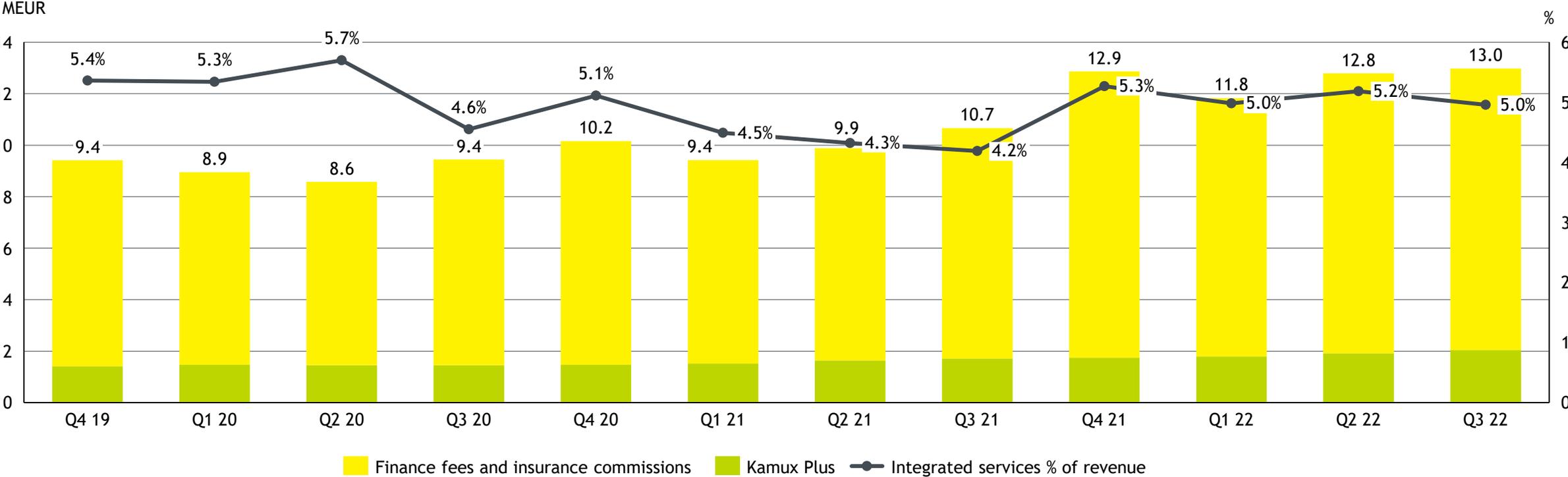


- Finland
- Sweden
- Germany



Revenue from integrated services developed positively in Q3 2022

Revenue from integrated services



New openings and showrooms on November 18, 2022

2022	FINLAND	SWEDEN	GERMANY	TOTAL
Q1	Oulu	—	—	1
Q2	—	Malmö	—	1
Q3	Olari and Niittykumpu were combined	—	Wentorf and Nedderfeld were combined	-2
October	—	Nyköping Kalmar	—	2

2022	FINLAND	SWEDEN	GERMANY	TOTAL
Total showrooms on November 18, 2022	47	24	7	78



Financial development

Kamux's business concept works also in a challenging market environment

- Demand for used cars continued to be sluggish, as accelerated inflation and the energy crisis weakened consumers' purchasing power and confidence in the future
- Gross margin per car was 1,427 euros and it weakened from the previous year
- Revenue from integrated services grew 21.7%, clearly faster than revenue
- Operating costs remained well under control and were at previous year's level
- Return on equity (ROE) was 17.5%, weakening from the previous year
- Equity ratio was 47.4%, improving from the previous year
- Earnings per share, basic, was EUR 0.09, a decrease of 51.3% from the previous year

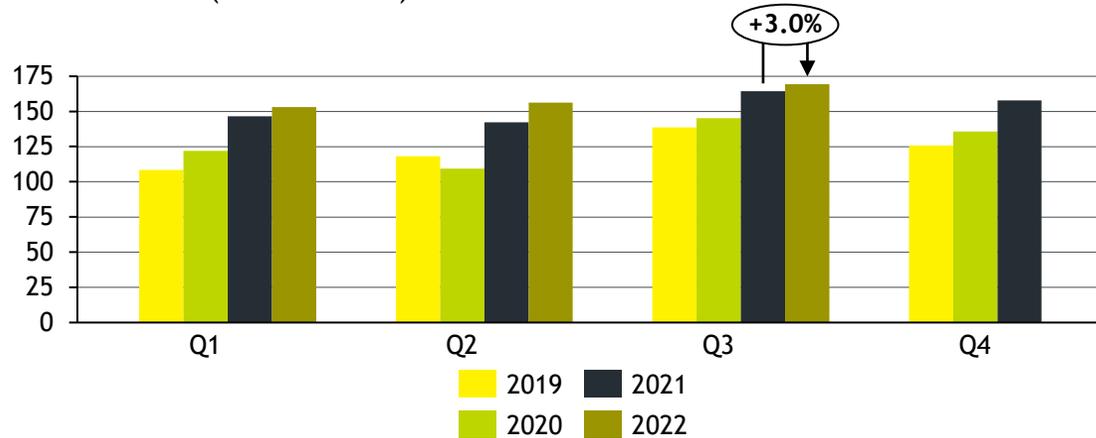
Strong balance sheet is the backbone of the growth strategy

Key figures

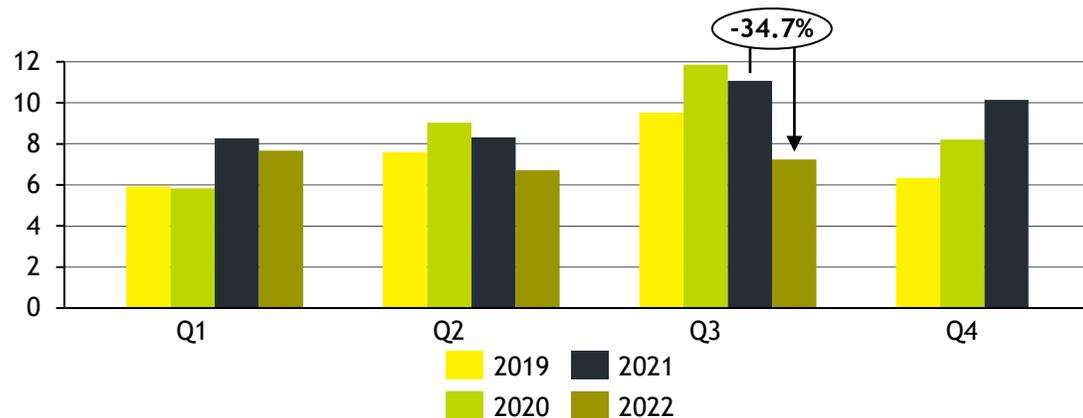
(MEUR)	7-9/2022	7-9/2021	Change, %	1-9/2022	1-9/2021	Change, %	1-12/2021
Revenue	261.7	254.6	2.8%	745.8	693.3	7.6%	937.4
Gross profit	24.2	29.0	-16.5%	72.9	72.7	0.3%	101.3
as percentage of revenue, %	9.2%	11.4%		9.8%	10.5%		10.8%
Operating profit (EBIT)	5.2	10.0	-47.8%	15.4	18.5	-16.8%	28.0
as percentage of revenue, %	2.0%	3.9%		2.1%	2.7%		3.0%
Adjusted operating profit	5.2	10.0	-47.8%	15.4	22.4	-31.5%	31.4
as percentage of revenue, %	2.0%	3.9%		2.1%	3.2%		3.3%
Revenue from integrated services	13.0	10.7	21.7%	37.6	30.0	25.4%	42.8
as percentage of revenue, %	5.0%	4.2%		5.0%	4.3%		4.6%
Sales growth of like-for-like showrooms, %	0.5%	13.9%		4.6%	20.3%		19.1%
Inventory turnover, days				52.9	48.8	8.4%	49.3
Return on equity (ROE), %				17.5%	18.6%		19.5%
Return on capital employed (ROI), %				10.7%	11.7%		12.5%
Equity ratio, %				47.4%	41.7%		47.3%

Kamux Finland – Q3 2022 revenue grew as a result of higher average prices

Revenue (EUR million)



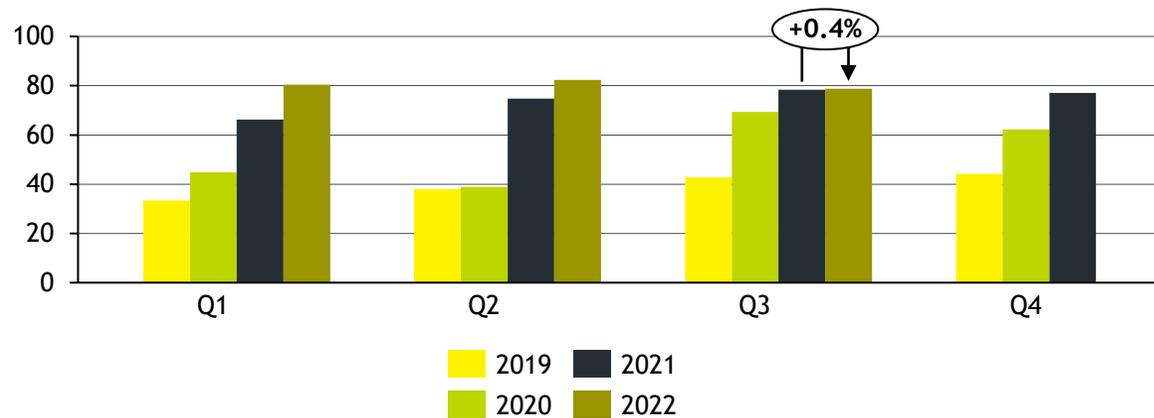
Operating Profit (EUR million)



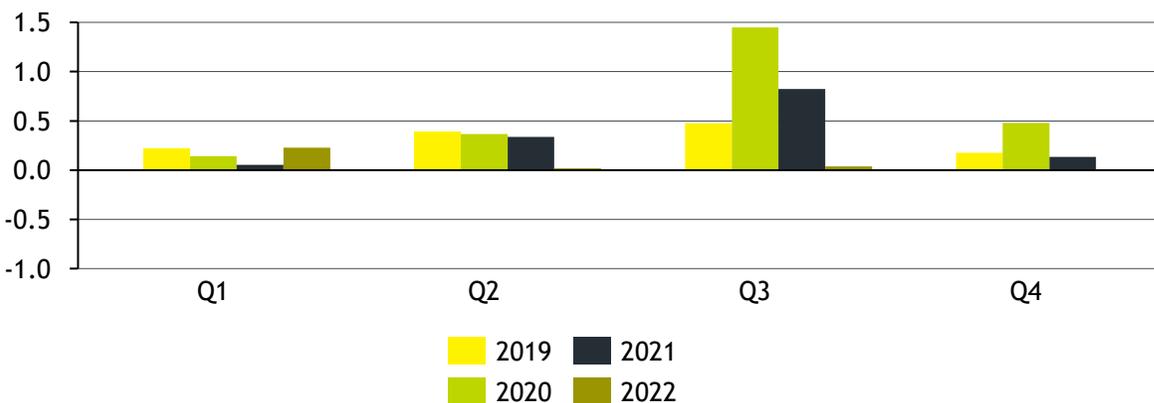
- Revenue increased by 3.0% compared to the previous year and was EUR 169.2 million (164.3).
- Gross margin decreased compared to the previous year and was EUR 17.4 million (22.1), or 10.3% (13.4) of revenue.
- Operating profit decreased by -34.7% compared to the previous year and was EUR 7.2 million (11.1), or 4.3% (6.7) of revenue.
- Revenue from integrated services increased to EUR 10.5 million (8.9), or 6.2% (5.4) of revenue.
- Revenue growth was driven mainly by higher average prices for sold cars, new showrooms and sales growth of like-for-like showrooms.

Kamux Sweden – Q3 2022 revenue at previous year's level

Revenue (EUR million)



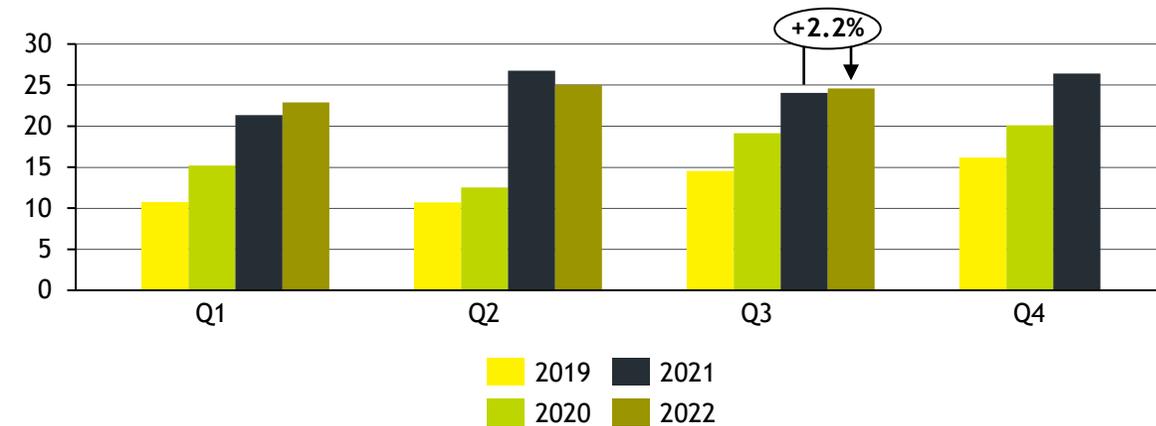
Operating Profit (EUR million)



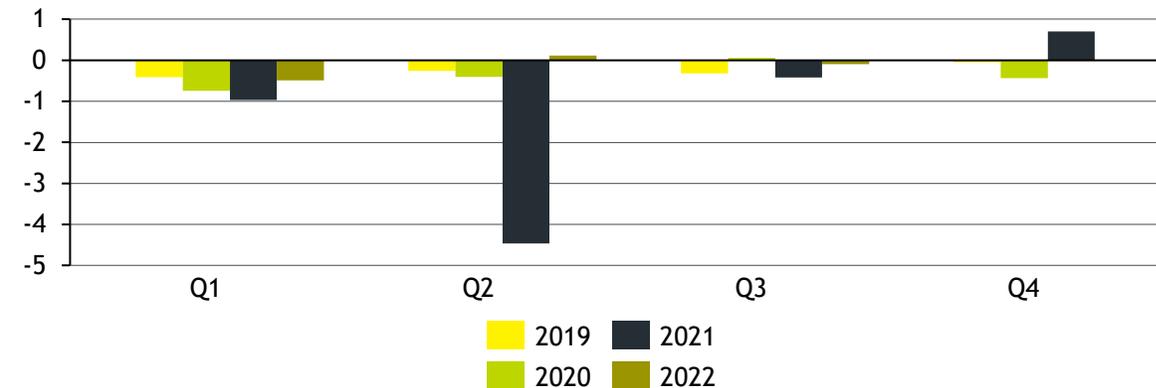
- Total revenue increased by 0.4% compared to the previous year and was EUR 78.7 million (78.4).
- Gross margin decreased compared to the previous year and was EUR 4.8 million (5.3), or 6.1% (6.8) of revenue.
- Operating profit decreased compared to the previous year and was EUR 0.0 million (0.8), or 0.0% (1.0) of total revenue.
- Revenue from integrated services increased to EUR 1.5 million (1.3), or 2.2% (1.9) of external revenue.
- Revenue growth was driven mainly by higher average prices for sold cars, new showrooms and sales growth of like-for-like showrooms.

Kamux Germany – external revenue grew and operating profit improved in a difficult market environment in Q3 2022

Revenue (EUR million)



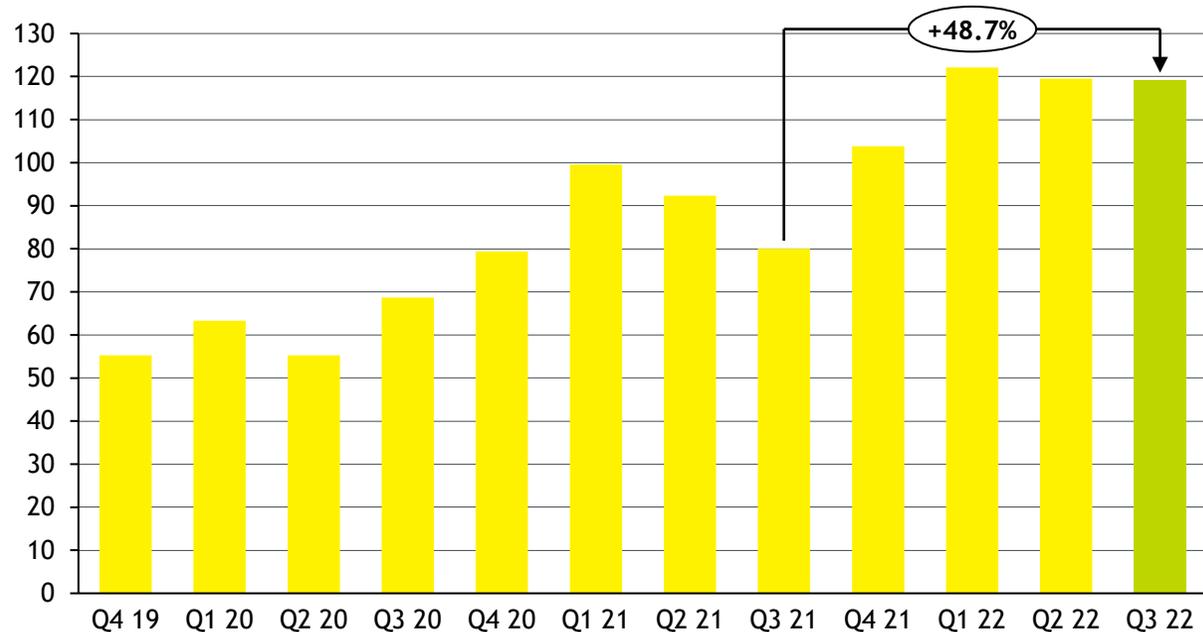
Operating Profit (EUR million)



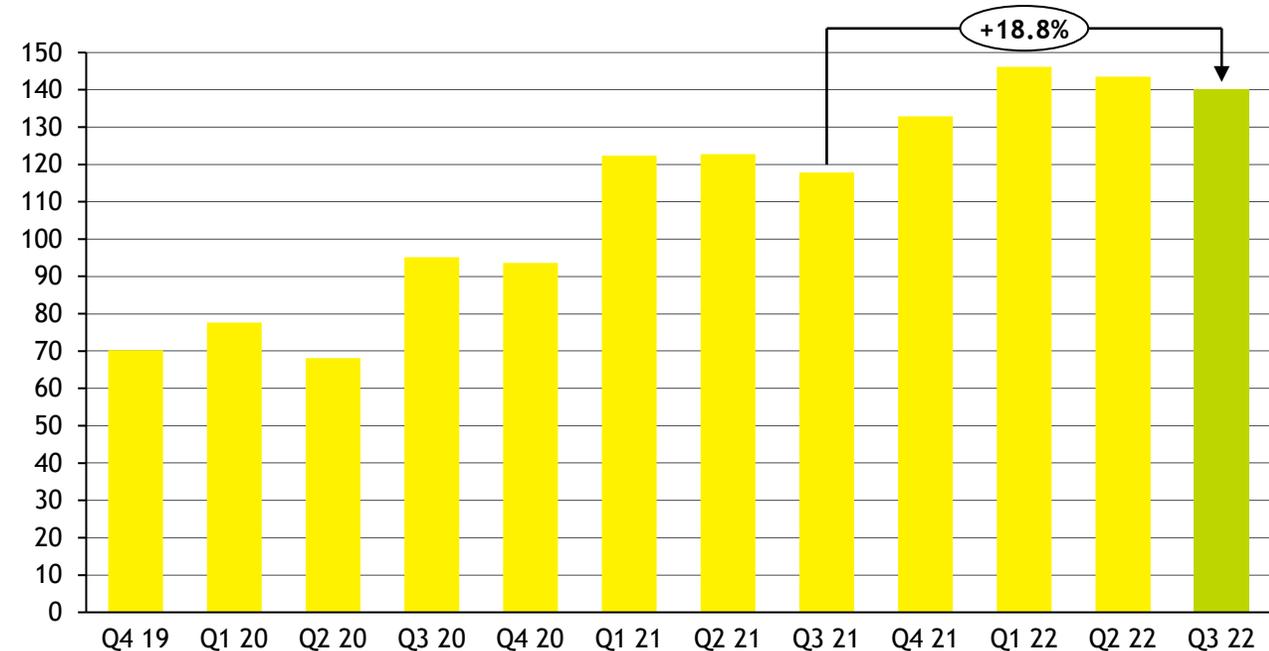
- Total revenue increased by 2.2% compared to the previous year and was EUR 24.6 million (24.1). External revenue increased by 5.6%.
- Gross margin increased to EUR 2.0 million (1.6), or 8.2% (6.5) of revenue.
- Operating loss decreased compared to the previous year and was EUR -0.1 million (-0.4), or -0.4% (-1.7%) of total revenue.
- Sales of financing service developed very well and revenue from integrated services increased to EUR 0.9 million (0.5), or 3.8% (2.0) of external revenue.

Net working capital and inventories remained at a high level due to inventory mix and decrease in accounts payable

Net Working Capital (EUR million)

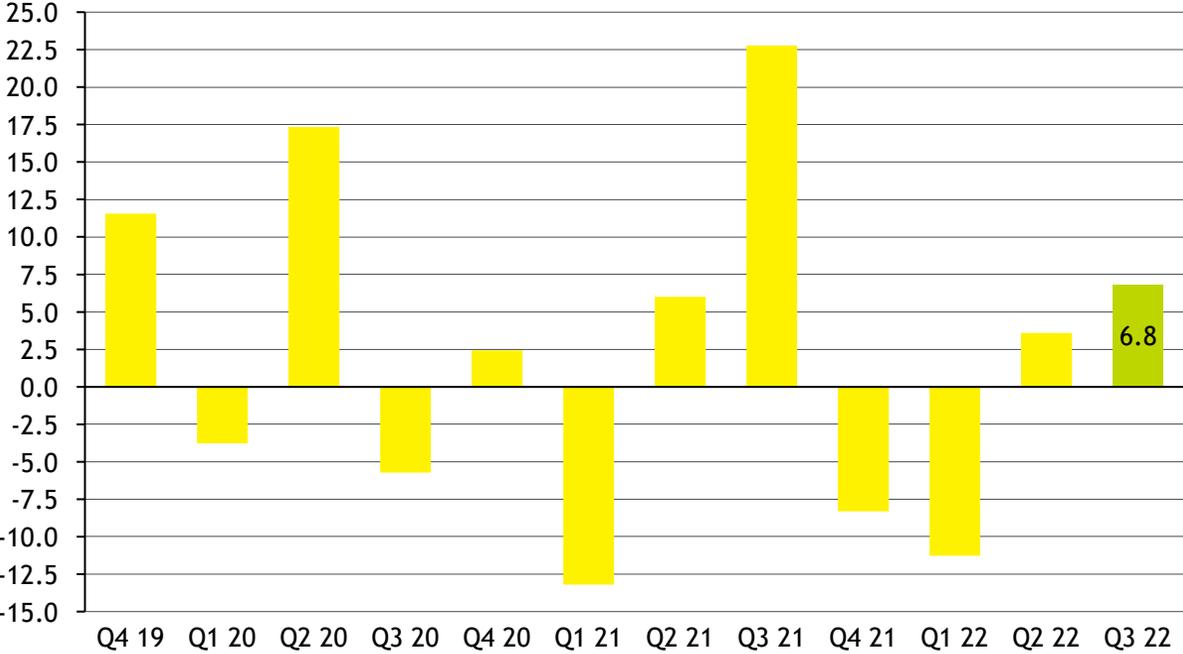


Inventories (EUR million)

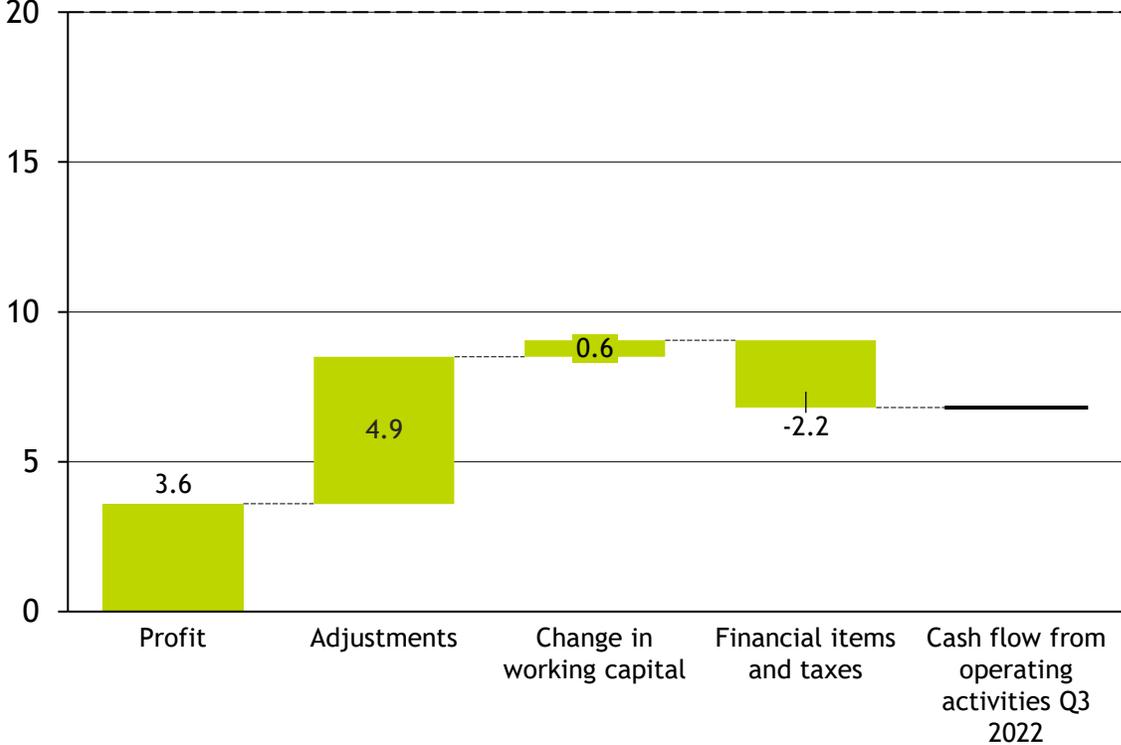


Challenging market environment continues to be reflected in net cash flow development

Cash Flow from Operating Activities (EUR million)

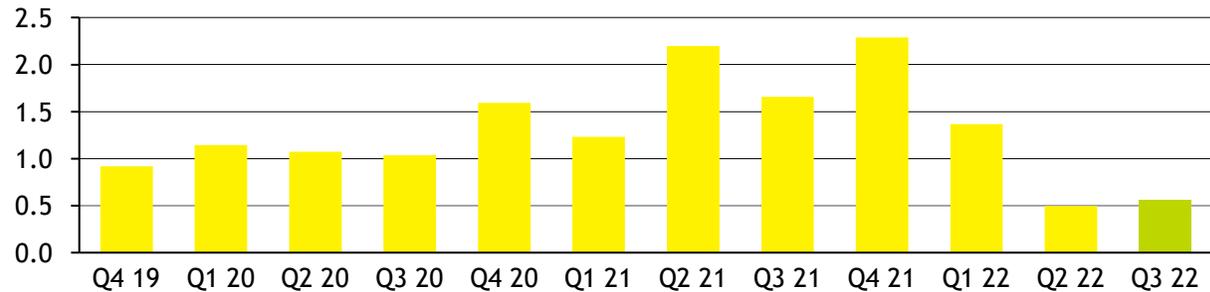


Components of Cash Flow from Operating Activities Q3 2022 (EUR million)

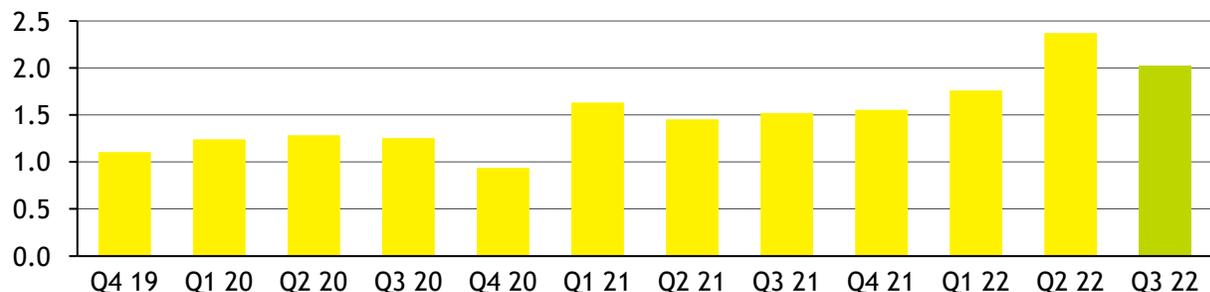


Investments in leading with knowledge and growth were continued, more focus on building in-house competence

Investments (EUR million)



Group Functions (EUR million)

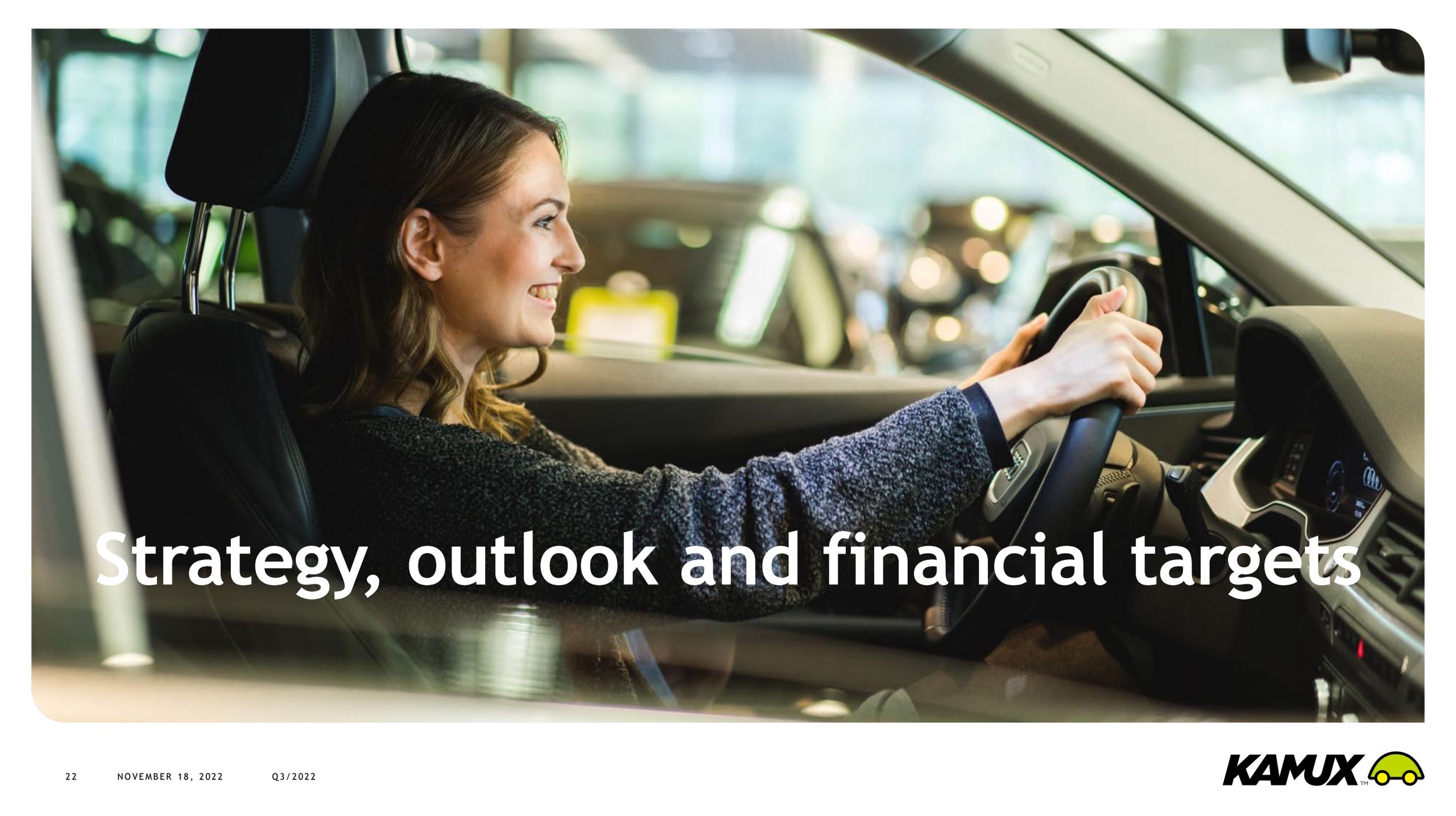


- In line with our strategy, we have systematically invested in growth
- Kamux seeks to gain a significant competitive advantage by investing in leading with knowledge and making strategic real estate investments
- Investments were directed as follows:
 - Digital functions: developing KMS, our CRM-ERP system, analytics, data management and financial management systems
 - Processing center and showroom in Oulu
 - Personnel: recruitment and training
 - Internationalization: investments in international growth

Dividend from 2021

- AGM decided that a dividend of EUR 0.20 per share (EUR 0.24 per share) be paid
- Earnings per share were EUR 0.49 (EUR 0.58)
- Payout ratio is 41% (41%)
- Dividend paid in two instalments
 - EUR 0.08 was paid on April 29, 2022
 - EUR 0.12 was paid on Oct 28, 2022



A woman with long brown hair, wearing a dark grey sweater, is smiling and driving a car. She is in the driver's seat, holding the steering wheel. The background is a blurred car showroom with other vehicles and bright lights.

Strategy, outlook and financial targets



Kamux seizes the huge market opportunity as a strongly digital and international retail chain and

Strategy period
2021–2023

accelerates growth

Profitability development is built on business growth and scalability during the strategy period

Seamless Omni-Channel Customer Experience

RESEARCH



The role of the seller is also key in digital transactions:

- Creating customer and service experience
- Supporting the purchasing process: chat, phone, video

COMPARISON AND CONSIDERATION

PURCHASE
DECISION

95% of customers spend
over 4hrs online to
refine choices

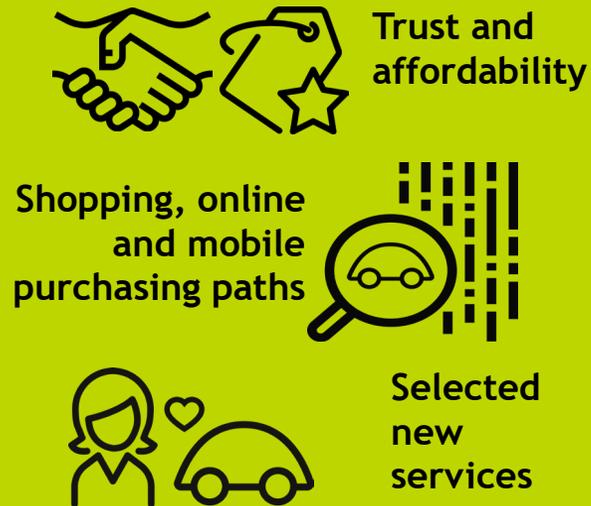
1,000,000 visits at
kamux.fi/se/de in 2021



PROCESS DEVELOPMENT

Kamux Way to Accelerate Growth

Seamless omni-channel customer experience and services



Utilizing data and leading with knowledge



Efficient processes, scalability and store strategy



Developing capabilities and continuous learning



Financial targets 2021-2023

- Revenue growth of over 20% annually
- Annually increasing adjusted EBIT and adjusted EBIT margin over 3.5%
- Return on equity (ROE) over 25%
- Target to distribute dividends of at least 25% of net profits.*

*) The Board of Directors of the Company estimates annually the balance between dividends to be distributed and funds to be used for Kamux's growth and based on this assessment, makes a proposal on the amount of dividends to be distributed, which may for any single year differ significantly from the target level set in the dividend policy.

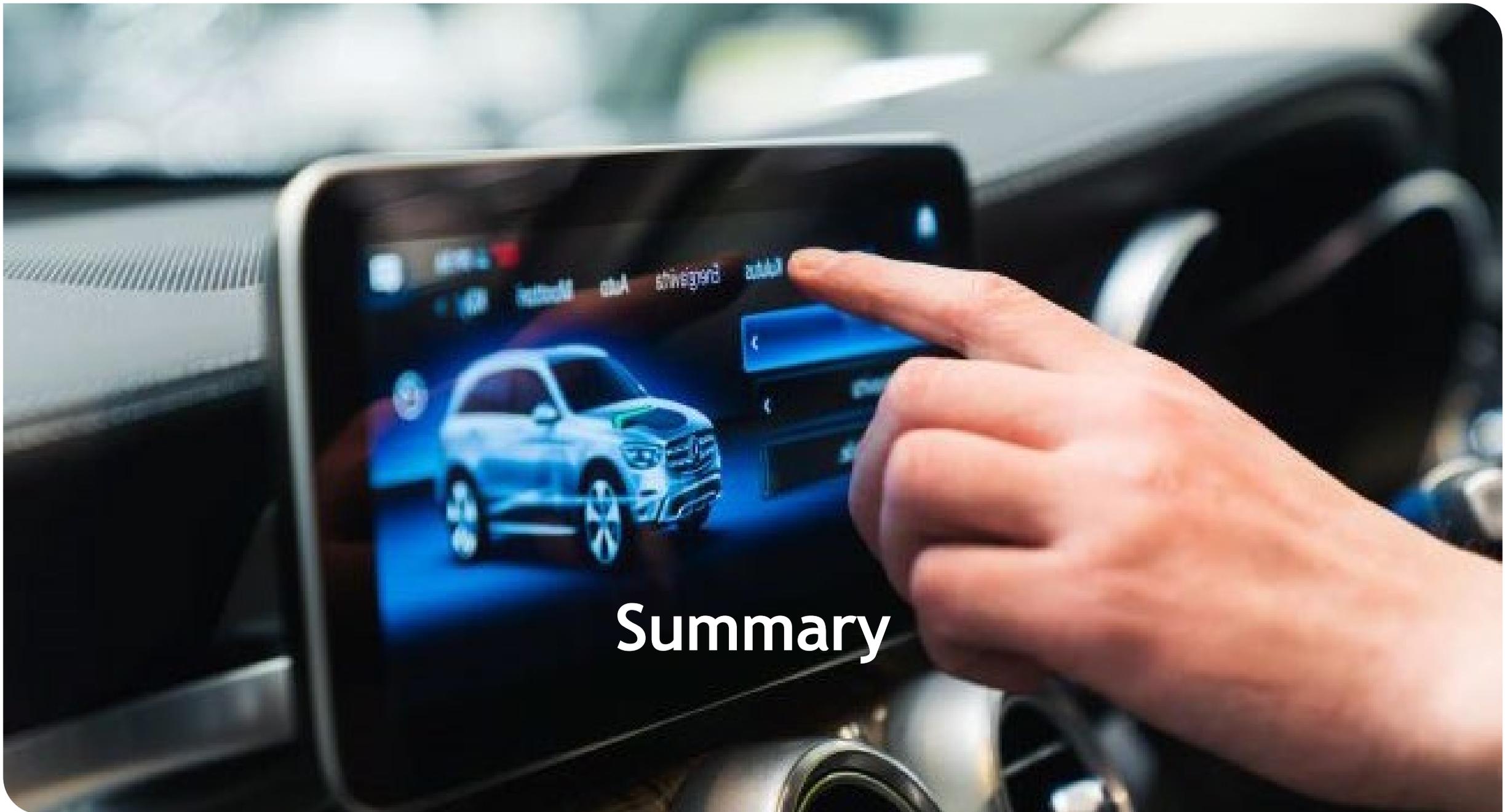
Indicator	Target (from Feb 26, 2021)	Actual 1-9/2022
Revenue growth annually	Over 20%	7.6%
Adjusted operating profit	Annually increasing	EUR 15.4 million (1-9/2021: 22.4)
Adjusted operating profit (EBIT) margin	Over 3.5%	2.1%
Return on equity (ROE)	Over 25%	17.5%
Dividend	At least 25% of net profits	Dividend for the year 2021 41%



Revised outlook for 2022, updated on November 18, 2022

In 2022, Kamux expects its revenue to be over EUR 1,000 million. The company expects its adjusted operating profit to be approximately EUR 23-26 million.

Although Kamux's business is not exposed to immediate Russia-related risks, the war in Ukraine and its effects have weakened consumer confidence. This has led to a strong contraction in the demand for used cars in all Kamux's operating countries from March 2022 onwards. The weakened demand and the measures taken to address the inventory to match the current demand have also had a negative impact on Kamux's profitability.



Summary

Summary Q3 2022

1.

Revenue increased by 2.8% to EUR 261.7 million (254.6)

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4.

Like-for-like showroom revenue grew by 0.5% (13.9)

6.

Accelerated inflation and the energy crisis weakened consumers' purchasing power and confidence in the future - demand for used cars weakened in all markets



Thank you!

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.