



Year-end report January - December 2022

February 15, 2023

Strong growth and improved cash flow

October 1 - December 31, 2022

- Net sales increased 24 percent to SEK 3,895 M (3,129). Adjusted for the acquisition of Koivunen, net sales increased 10 percent. Organic growth was 5 percent. Net sales were positively impacted by 4 percent due to currency effects.
- Adjusted EBIT amounted to SEK 198 M (203) and the adjusted EBIT margin was 5.0 percent (6.3).
- EBIT amounted to SEK 148 M (173) and the EBIT margin was 3.7 percent (5.4). EBIT was negatively impacted in the quarter by items affecting comparability of SEK 22 M (pos: 3), related to restructuring in the Norwegian operations in the Sweden/Norway business area.
- Earnings per share, before and after dilution, amounted to SEK 2.05 (2.09).
- Cash flow from operating activities amounted to SEK 326 M (192).
- Net debt was SEK 3,558 M (2,264) at the end of the period, compared with SEK 3,659 M at September 30.
- The uncertain global situation impacted sales and profitability in the quarter in several of the Group's markets.

January 1–December 31, 2022

- Net sales increased 14 percent to SEK 14,067 M (12,309). Adjusted for the acquisition of Koivunen, net sales increased 7 percent. Organic growth was 3 percent. Net sales were positively impacted by 3 percent due to currency effects.
- Adjusted EBIT amounted to SEK 945 M (1,031) and the adjusted EBIT margin was 6.6 percent (8.2).
- EBIT amounted to SEK 759 M (894) and the EBIT margin was 5.3 percent (7.1). EBIT was negatively impacted in the period by items affecting comparability of SEK 70 M (pos: 3), of which SEK 48 M was related to costs and transaction tax in conjunction with the acquisition of Koivunen and SEK 22 M was attributable to restructuring in the Norwegian operations in the Sweden/Norway business area.
- Earnings per share, before and after dilution, amounted to SEK 8.12 (10.21).
- Cash flow from operating activities amounted to SEK 1,048 M (1,227).
- During the period, the Parent Company Mekonomen AB (publ.) completed its name change to MEKO AB (publ.).
- On July 1, MEKO finalized the acquisition of Koivunen with operations in Finland and the Baltics for a purchase consideration of EUR 131 M and the operations were included in MEKO's financial statements from that date.
- As of the third quarter of 2022, the Group reports according to five business areas: Denmark, Finland, Poland/the Baltics, Sweden/Norway and Sørensen og Balchen (Norway). Comparative figures have been restated.
- Restrictions related to covid-19 affected both the period and the comparative period, but to a varying extent in the different business areas.
- The uncertain global situation impacted sales and profitability in the period in most of the Group's markets, and had a negative impact on cash flow due to the build up of buffer inventory to offset the impact of disruptions in the supply chain.
- The Board of Directors proposes a dividend of SEK 3.30 (3.00) to be paid in two installments, 1.10 in May and 2.20 in November.

| SUMMARY OF THE GROUP'S EARNINGS TREND SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales | 3 895 | 3 129 | 24 | 14 067 | 12 309 | 14 |
| Adjusted EBIT | 198 | 203 | -2 | 945 | 1 031 | -8 |
| EBIT | 148 | 173 | -14 | 759 | 894 | -15 |
| Profit after financial items | 95 | 151 | -37 | 581 | 759 | -23 |
| Profit after tax | 120 | 118 | 1 | 477 | 587 | -19 |
| Earnings per share, SEK | 2,05 | 2,09 | -2 | 8,12 | 10,21 | -20 |
| Adjusted EBIT margin, % | 5,0 | 6,3 | | 6,6 | 8,2 | |
| EBIT margin, % | 3,7 | 5,4 | | 5,3 | 7,1 | |

| ADJUSTED EBIT SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| EBIT | 148 | 173 | -14 | 759 | 894 | -15 |
| Transaction costs related to the acquisition of Koivunen | 0 | 0 | | -26 | 0 | |
| Transaction tax related to the acquisition of Koivunen | 0 | 0 | | -22 | 0 | |
| Restructuring costs, Norway | -22 | 0 | | -22 | 0 | |
| Payment of AGS health insurance | 0 | 12 | | 0 | 12 | |
| Impairment of associates | 0 | -8 | | 0 | -8 | |
| <i>Items affecting comparability, total</i> | -22 | 3 | | -70 | 3 | |
| <i>"Other items", material acquisition-related items ¹⁾</i> | -28 | -34 | | -116 | -141 | |
| Adjusted EBIT | 198 | 203 | -2 | 945 | 1 031 | -8 |

¹⁾ Other items include material acquisition-related items. Current acquisition-related items pertain to the amortization of surplus values on acquired tangible and intangible assets relating to the acquisitions of FTZ, Inter-Team, Koivunen, MECA and Sørensen og Balchen (Sørensen og Balchen until the end of April 2021 and MECA until May 2022 when this amortization was completed).

CEO comments

Strong growth and improved cash flow

I am pleased with the underlying strength demonstrated by MEKO's performance in the fourth quarter. In a challenging global situation, our organic growth increased while our business model remains stable and generates strong cash flow. We have established a position as market leader in northern Europe and are ramping up our efficiency enhancement efforts. Overall, we have a healthy financial position and can look back on one of our strongest years so far. It is gratifying that the Board can propose a dividend of SEK 3.30 per share for 2022.

Industry leader in northern Europe

MEKO is leading our industry in northern Europe: enabling mobility by providing workshops with spare parts, services and workshop concepts under established brands and with unbeatable logistics and availability. Following the strategic acquisition of Koivunen, we strengthened our position in Finland and also established a position in the Baltics. We now operate in eight markets with 75 million people and 35 million cars, which offers increased opportunities for efficiency improvements and profitable growth. The synergy gains we anticipated in connection with the acquisition of Koivunen are confirmed as planned and will be realized by 2024 as previously communicated.

Solid development in our markets but continuing challenging market conditions in Denmark

The macro environment remained complex in the fourth quarter, with rising inflation, high interest rates and turbulence as a result of the war in Ukraine. Demand continued to be strong in Poland and the Baltics, while Sweden and Finland have shown continued good development. In Norway, conditions have improved, mainly in B2B, while demand in Denmark has been more challenging.

The Group's net sales increased by just over 24 percent to SEK 3,895 M (3,129) in the quarter, of which organic growth was 5 percent. Excluding the acquisition of Koivunen, growth was 10 percent and means MEKO in 2022 achieved its highest level of sales for a single year since the company was founded.

Stable profitability – increased efforts to raise margins

One of MEKO's main strengths is our size. It provides us with significant purchasing power and economies of scale. This helped us to report stable profitability during the year. However, levels were slightly impacted in the fourth quarter due to initiatives to reduce costs and higher purchasing prices. One important measure during the quarter was the discontinuation of nine branches in Norway while retaining availability for our customers – an initiative in line with our strategy to continuously optimize operations.

In the fourth quarter, EBIT amounted to SEK 148 M compared with SEK 173 M in the same quarter of the boom year of 2021. This resulted in an overall EBIT margin of 3.7 percent (5.4). Earnings were impacted by items affecting comparability of SEK -22 M (3) arising from efficiency measures in Norway. Adjusted EBIT amounted to SEK 198 M (203) and the adjusted EBIT margin to 5.0 percent (6.3). The gross margin fell to 42.8 percent (45.4) mainly due to the acquisition of Koivunen, with a generally lower gross margin.

Strong financial position and dividend proposal

Our earnings capacity gives us a solid financial position. It is gratifying that our cash flow in the fourth quarter improved compared with same period of 2021, despite slightly higher working capital. At the end of 2022, our net debt was SEK 3,558 M (2,264), with the increase attributable to the acquisition of Koivunen. This yields net debt in relation to EBITDA of 3.36 times, including 6 months earnings effect from Koivunen – slightly higher than our goal of a debt ratio between 2 and 3. I feel confident that we can reach the target range in 2023, aided by our strong cash flow.

Overall, 2022 was one of the strongest years since MEKO was founded, with our highest ever group revenue and a second best EBIT. We are well positioned in the market. It is also one of the reasons that the Board of Directors has proposed a dividend to shareholders of SEK 3.30 per share to be paid in two installments, 1.10 in May and 2.20 in November.

Leading the transformation toward more sustainable mobility

MEKO has a timeless business model that is driven by the constant need for mobility. There is a consistent demand for properly functioning vehicles, regardless of the technology they use. Electrification is progressing at full speed and MEKO is helping to drive this green transition. Through our special efforts in 2022, we trained workshops and secured the industry's most comprehensive supply of spare parts for electric cars. We welcome electric cars in the same way as petrol and diesel cars.

Taken together, MEKO stands strong in a broader international context than previously. We have major potential to continue to grow and increase our profitability in an enduring manner.

I would like to say a huge thank you to all employees and shareholders for this past year.

Pehr Oscarson
President and CEO

THIS IS MEKO

Vision

We enable mobility – today, tomorrow and in the future.

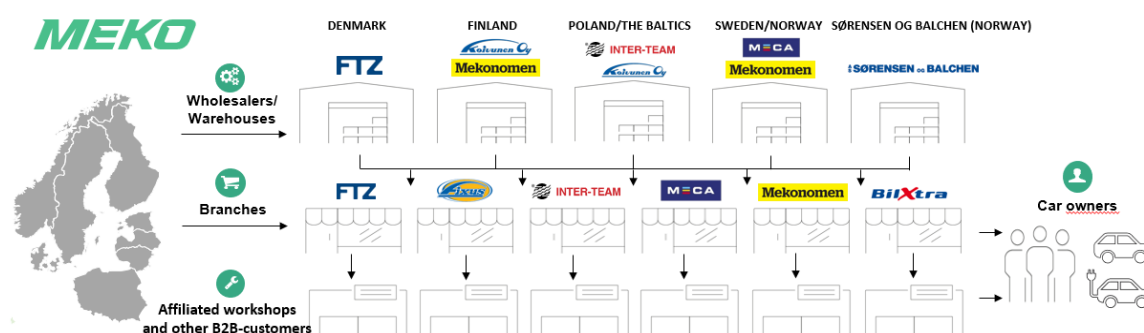
Business concept

We are an international Group that operates and develops business in the automotive aftermarket. We focus on growth, collaboration synergies and driving sustainable and digital development in our industry. Our business concept is timeless and is based on enabling mobility – today, tomorrow and in the future – as technology evolves and vehicles are used in new ways.

We satisfy the need for services and products to vehicle workshops and other companies through our market-leading concepts, distribution network and our efficient logistics chain. Our concepts are directed at private and commercial vehicle owners, for whom we meet vehicle service and maintenance needs.

Business flow

MEKO has a central purchasing function supporting all five business areas: Denmark, Finland, Poland/the Baltics, Sweden/Norway and Sørensen og Balchen (Norway). The supply of goods is mainly from Europe and Asia via leading European suppliers. The business areas conduct wholesale and logistics operations as well as sales through our branch and workshop concepts in each market. Sales to companies account for over 90 percent of Group sales.



GROUP REVENUE

| TOTAL REVENUE | Oct-Dec | Oct-Dec | | Jan-Dec | Jan-Dec | |
|--|--------------|--------------|-----------|---------------|---------------|-----------|
| DISTRIBUTION, SEK M | 2022 | 2021 | Change, % | 2022 | 2021 | Change, % |
| Net sales, external per business area | | | | | | |
| Denmark | 986 | 902 | 9 | 3 689 | 3 480 | 6 |
| Finland ¹⁾ | 327 | 30 | | 728 | 111 | |
| Poland/the Baltics | 813 | 515 | 58 | 2 748 | 2 091 | 31 |
| Sweden/Norway ¹⁾ | 1 559 | 1 468 | 6 | 6 020 | 5 746 | 5 |
| Sørensen og Balchen (Norway) | 209 | 207 | 1 | 877 | 873 | 0 |
| Central functions | 2 | 6 | -68 | 5 | 7 | -26 |
| Total net sales, Group | 3 895 | 3 129 | 24 | 14 067 | 12 309 | 14 |
| Other operating revenue | 112 | 89 | 26 | 324 | 243 | 33 |
| GROUP REVENUE | 4 007 | 3 218 | 25 | 14 391 | 12 552 | 15 |

Revenue distribution per country and business area is presented in the table on page 16.

¹⁾ Comparative figures have been restated according to new business areas.

| GROWTH NET SALES PERCENT | Denmark | | Finland | | Poland/the Baltics | | Sweden/Norway | | Sørensen og Balchen (Norway) | | Group | |
|--------------------------------------|------------|------------|-------------|-------------|--------------------|-------------|---------------|------------|------------------------------|------------|-------------|-------------|
| 2022 | Q4 | Jan-Dec | Q4 | Jan-Dec | Q4 | Jan-Dec | Q4 | Jan-Dec | Q4 | Jan-Dec | Q4 | Jan-Dec |
| Organic growth | 1,3 | 0,2 | 18,3 | 25,1 | 21,2 | 13,4 | 3,2 | 1,5 | -6,4 | -9,5 | 5,0 | 2,6 |
| Effect from acquisitions/divestments | 0,0 | 0,6 | 0,0 | 0,0 | 0,0 | 0,0 | 1,6 | 1,0 | 3,9 | 4,4 | 15,5 | 8,3 |
| Currency effects | 7,9 | 4,8 | 9,4 | 6,0 | 6,2 | 2,3 | 1,4 | 2,1 | 3,4 | 5,2 | 4,3 | 3,1 |
| Effect, workdays | 0,0 | 0,4 | 2,1 | 1,0 | -2,0 | 0,0 | 0,0 | 0,2 | 0,0 | 0,4 | -0,3 | 0,2 |
| Growth net sales | 9,2 | 6,0 | 29,7 | 32,2 | 25,3 | 15,8 | 6,2 | 4,8 | 0,9 | 0,5 | 24,5 | 14,3 |

October 1 - December 31, 2022

Net sales increased 24 percent to SEK 3,895 M (3,129). Adjusted for the acquisition of Koivunen, net sales increased 10 percent. Net sales were positively impacted by currency effects of SEK 134 M. The number of workdays had a slight negative effect on net sales during the quarter, with one day less in Poland, one day more in Finland, and an unchanged number in Denmark, Norway and Sweden compared with the year-earlier period. Organic growth was 5 percent.

January 1–December 31, 2022

Net sales increased 14 percent to SEK 14,067 M (12,309). Adjusted for the acquisition of Koivunen, net sales increased 7 percent. The number of workdays was unchanged in Sweden and Poland, one day more in Denmark and Norway and two days more in Finland for the full-year compared with the year-earlier period. Organic growth was 3 percent.

GROUP PERFORMANCE

October 1 - December 31, 2022

Adjusted EBIT

Adjusted EBIT amounted to SEK 198 M (203) and the adjusted EBIT margin was 5.0 percent (6.3). Currency effects in the balance sheet had a positive impact of SEK 22 M (pos: 8) on adjusted EBIT during the quarter while cost increases resulting from higher inflationary pressure had a negative impact on EBIT. Price increases implemented during the quarter to offset inflation have not yet had full effect.

EBIT

EBIT amounted to SEK 148 M (173) and the EBIT margin was 3.7 percent (5.4). EBIT was negatively impacted in the quarter by items affecting comparability of SEK 22 M (pos: 3), related to restructuring in the Norwegian operations in the Sweden/Norway business area. Currency effects in the balance sheet had a positive impact of SEK 22 M (pos: 8) on EBIT while cost increases resulting from higher inflationary pressure and items affecting comparability had a negative impact on EBIT. Price increases implemented during the quarter to offset inflation have not yet had full effect.

Other earnings

Profit after financial items amounted to SEK 95 M (151). Net interest expense was SEK -48 M (-24) and other financial items amounted to an expense of SEK -5 M (income: 3). Profit after tax amounted to SEK 120 M (118). Earnings per share, before and after dilution amounted to SEK 2.05 (2.09). Tax was positively impacted in an amount of SEK 34 M due to the recognition of a deferred tax asset for tax loss carryforwards in Finland at the amount expected to be utilized following the acquisition of Koivunen OY.

January 1–December 31, 2022

Adjusted EBIT

Adjusted EBIT amounted to SEK 945 M (1,031) and the adjusted EBIT margin was 6.6 percent (8.2). Currency effects in the balance sheet had a negative impact of SEK 16 M (pos: 10) on adjusted EBIT for the period. The change in earnings is primarily attributable to cost increases resulting from high inflationary pressure and currency effects compared with the preceding year. Restrictions related to covid-19 affected both the period and the comparative period, but to a varying extent in the different business areas.

EBIT

EBIT amounted to SEK 759 M (894) and the EBIT margin was 5.3 percent (7.1). EBIT was negatively impacted by items affecting comparability of SEK 70 M (pos: 3), of which SEK 48 M was related to costs and transaction tax for the acquisition of Koivunen and SEK 22 M to restructuring in the Norwegian operations in the Sweden/Norway business area. Currency effects in the balance sheet had a negative impact of SEK 16 M (pos: 10) on EBIT. The change in earnings is primarily attributable to cost increases resulting from higher inflationary pressure, currency effects and items affecting comparability compared with the preceding year. Restrictions related to covid-19 affected both the period and the comparative period, but to a varying extent in the different business areas.

Other earnings

Profit after financial items amounted to SEK 581 M (759). Net interest expense was SEK -135 M (-106) and other financial items amounted to SEK -43 M (-29). Profit after tax amounted to SEK 477 M (587). Net financial items for the full year also include costs arising from the new financing and the early termination of previous financing and interest-rate swaps. Earnings per share, before and after dilution, amounted to SEK 8.12 (10.21). Tax was positively impacted in an amount of SEK 34 M due to the recognition of a deferred tax asset for tax loss carryforwards in Finland at the amount expected to be utilized following the acquisition of Koivunen OY.

FINANCIAL POSITION AND CASH FLOW

Cash flow from operating activities in the fourth quarter amounted to SEK 326 M (192) and for the full year to SEK 1,048 M (1,227). Tax paid amounted to SEK -5 M (pos: 4) for the fourth quarter and SEK 240 M (192) for the full year. Cash and cash equivalents amounted to SEK 741 M (892). For the full year, cash flow was negatively impacted by an increase in inventories due to the build up of buffer inventory to offset disruptions in the supply chain, though this had no major impact on the quarter. The equity/assets ratio was 38 percent (40). Long-term interest-bearing liabilities amounted to SEK 5,392 M (4,177) including a long-term lease liability of SEK 1,020 M (1,181). Current interest-bearing liabilities amounted to SEK 520 M (664) including a current lease liability of SEK 520 M (467). Of the previously received support in connection to the covid-19 pandemic for VAT and employer contributions in Denmark, SEK 22 M remained as of December 31, compared with SEK 21 M at September 30 and SEK 98 M at the end of the previous year. The SEK 22 M in deferred payments will be repaid in the first quarter of 2023 and will then have a negative impact on cash flow and debt/equity ratio.

Net debt amounted to SEK 3,558 M (2,264), representing an increase of SEK 1,294 M compared with the preceding year. The changes to net debt during the year were primarily impacted by acquisitions, operating EBIT, change in working capital, investments and currency fluctuations. During the year, the previous acquisition loan, which was raised in connection with the acquisition of FTZ and Inter-Team in 2018, was repaid in full in an amount of SEK 2,012 M. New lending was secured in an amount of SEK 1,965 M and SEK 1,100 M in the form of a Revolving Credit Facility (RCF) was utilized. MEKO's available cash and unutilized credit facilities totaled approximately SEK 1,261 M at the end of December, compared with SEK 2,004 M at the end of the previous year. The company fulfills all covenants in the loan agreements as of December 31, 2022.

INVESTMENTS

During the fourth quarter, investments in fixed assets amounted to SEK 202 M (131) including leases of SEK 130 M (86) and during the full year, investments were SEK 540 M (682), with leases of SEK 332 M (509). The investments in leases is mainly related to rental contracts, which are new rental contracts but also extended durations and raised rental charges in existing contracts as well as new car leasing contracts. Other investments are mainly related to workshop profiling, workshop customization, workshop equipment, inventories to branches, warehouses and workshops and IT investments. Depreciation and impairment of tangible fixed assets and right-of-use assets amounted to SEK 193 M (149) for the fourth quarter and SEK 675 M (582) for the full year.

Company and business combinations amounted to SEK 5 M (13) during the fourth quarter and to SEK 1,481 M (36) in the full year, of which SEK 1 M (-) pertained to an estimated supplementary purchase consideration for the fourth quarter and SEK 1 M (2) for the full year. During the quarter, SEK - M (-) was paid in supplementary purchase considerations and SEK 1 M (4) in the full year. Acquired assets totaled SEK 1,441 M (35) and assumed liabilities to SEK 531 M (19) for the full year. In addition to goodwill, which amounted to SEK 206 M (16), surplus values on intangible assets were identified relating to customer relations of SEK 65 M (5), brands of SEK 118 M (-) and buildings and land of SEK 271 M (-) for the full year. The deferred tax liability relating to acquired surplus values amounted to SEK 90 M (3). Acquired non-controlling interests amounted to SEK 19 M (0) in the fourth quarter and SEK 25 M (27) for the full year. Divested non-controlling interests amounted to SEK - M (-) in the fourth quarter and SEK 0 M (0) for the full year. Divested businesses amounted to SEK - M (-) in the fourth quarter and to SEK 17 M (2) in the full year.

ACQUISITIONS AND START-UPS

Fourth quarter

During the quarter, the Sweden/Norway business area acquired a branch in Klippan in southern Sweden.

Earlier in the year

On June 14, 2022, MEKO agreed to acquire all shares in the spare-parts distributor Koivunen OY ("Koivunen") in Finland and the Baltics. The acquisition was completed on July 1, 2022. Payment was made in full in cash for the shares and the total purchase consideration was EUR 131 M, translated at the transaction-date rate to SEK 1,408 M. Koivunen is included in MEKO's financial statements from the acquisition date of July 1, 2022.

Acquisitions also took place in the Sweden/Norway business area with the acquisition of two workshops in Norway, Automobilia i Raufoss and Jan Reime Bil, and two workshops in Sweden, Trondens Bilteknik Örsholmen AB and Din verkstad Syd as well as the oil distributor XOIL Sweden AB in Sweden. The Sørensen og Balchen (Norway) business area acquired one workshop, Solveien Bil AS and the company AutoHiFi AS, which has operations in multimedia accessories for cars. The Group also acquired 20.5 percent of Omnica AB, which offers mobile car service and digital sales of electric cars in Denmark with expansion planned into Sweden and Norway. These other acquisitions, other than Koivunen, had a marginal impact on consolidated sales and earnings.

Number of branches and workshops

At the end of the period, the total number of branches was 673 (479), of which 438 (401) were proprietary branches. The number of affiliated workshops totaled 4,360 (3,929). See the distribution in the table on page 19.

EMPLOYEES

During the period, the average number of employees was 6,068 (5,182). See the distribution in the table on page 19.

PERFORMANCE BY BUSINESS AREA

As of the third quarter of 2022, the Group reports in five business areas: Denmark, Finland, Poland/the Baltics, Sweden/Norway and Sørensen og Balchen (Norway). Comparative figures have been restated.

BUSINESS AREA DENMARK

| DENMARK SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--------------------------------------|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales, external | 986 | 902 | 9 | 3 689 | 3 480 | 6 |
| EBIT | 41 | 75 | -46 | 265 | 352 | -25 |
| EBIT margin, % | 4,1 | 8,3 | | 7,2 | 10,1 | |
| No. of branches/of which proprietary | | | | 50 / 50 | 50 / 50 | |
| No. of AutoMester | | | | 400 | 404 | |
| No. of Hella Service Partner | | | | 283 | 305 | |
| No. of Din BilPartner | | | | 153 | 150 | |
| No. of CarPeople | | | | 72 | 60 | |
| No. of White Label | | | | 115 | 116 | |

The Denmark business area mainly includes wholesale and branch operations in Denmark. The business area is unchanged compared with the previous FTZ business area.

In the fourth quarter, net sales rose 9 percent to SEK 986 M (902), positively impacted by currency effects of SEK 72 M. Organic growth was 1 percent. Sales were initially cautious, but improved in the latter part of the quarter. Development in the quarter is still adversely affected by generally weaker consumer purchasing power.

EBIT amounted to SEK 41 M (75) and the EBIT margin was 4.1 percent (8.3) for the quarter. The fall in earnings is largely attributable to a lower gross margin, combined with clear cost inflation compared with the corresponding quarter in the preceding year. The gross margin weakened compared with the year-earlier quarter, mainly due to higher purchase prices and campaigns to strengthen demand.

In the fourth quarter, the number of workdays was unchanged in Denmark compared with the year-earlier quarter.

BUSINESS AREA FINLAND

| FINLAND SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--------------------------------------|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales, external | 327 | 30 | 975 | 728 | 111 | 557 |
| EBIT | 13 | -8 | 272 | 22 | -29 | 176 |
| EBIT margin, % | 3,9 | -24,5 | | 2,9 | -25,5 | |
| No. of branches/of which proprietary | | | | 170 / 15 | 19 / 1 | |
| No. of Mekonomen Bilverkstad | | | | 97 | 78 | |
| Number of Fixus | | | | 200 | - | |
| Number of Top Truck | | | | 38 | - | |

The Finland business area mainly includes wholesale and branch operations in Finland. As of the third quarter of 2022, the business area encompasses Mekonomen Finland's operations (previously reported in the MECA/Mekonomen business area) and the acquired Koivunen's operations in Finland. Comparative figures have been restated.

Net sales rose to SEK 327 M (30) in the fourth quarter, with the increase mainly related to the acquired Koivunen's operations in Finland. Currency effects had a positive impact on net sales of SEK 3 M. Organic growth was 18 percent and pertains to Mekonomen Finland's operations. The market trend remained tentative in the Finnish market during the quarter, impacted by generally weaker consumer purchasing power.

EBIT amounted to SEK 13 M (-8) during the quarter and the EBIT margin was 3.9 percent (-24.5). The positive earnings trend was largely attributable to the acquisition of Koivunen and earnings improvements in previous operations.

In the fourth quarter, there was one more workday in Finland compared with the year-earlier quarter.

BUSINESS AREA POLAND/THE BALTICS

| POLAND/THE BALTICS SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--------------------------------------|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales, external | 813 | 515 | 58 | 2 748 | 2 091 | 31 |
| EBIT | 57 | 31 | 85 | 164 | 102 | 61 |
| EBIT margin, % | 6,8 | 5,8 | | 5,8 | 4,7 | |
| No. of branches/of which proprietary | | | | 131 / 109 | 85 / 83 | |
| Number of Fixus | | | | 33 | - | |
| No. of Inter Data Service | | | | 644 | 546 | |
| No. of O.K. Serwis | | | | 287 | 245 | |

The Poland/the Baltics business area mainly includes wholesale and branch operations in Poland and the Baltics as well as export business. As of the third quarter of 2022, the business area encompasses the previous Inter-Team business area and the acquired Koivunen's operations in Estonia, Latvia and Lithuania.

Net sales increased 58 percent to SEK 813 M (515) in the fourth quarter, mainly due to the acquired operations in the Baltics but also strong growth in Polish operations. Currency effects had a positive impact on net sales of SEK 32 M. Organic growth was 21 percent in the Polish operations, driven by sustained high activity in the Polish market and a strong trend in export markets. Export sales were strongest in Germany, the Czech Republic and Slovakia during the quarter.

EBIT amounted to SEK 57 M (31) during the quarter and the EBIT margin was 6.8 percent (5.8). The earnings trend was largely due to acquired operations in the Baltics in combination with strong growth and an improved gross margin, which more than offset increased costs for personnel, distribution and energy compared with the corresponding quarter of the preceding year.

In the fourth quarter, the number of workdays was one less in Poland compared with the year-earlier quarter.

BUSINESS AREA SWEDEN/NORWAY

| SWEDEN/NORWAY SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|--------------------------------------|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales, external | 1 559 | 1 468 | 6 | 6 020 | 5 746 | 5 |
| EBIT | 50 | 87 | -42 | 383 | 475 | -19 |
| EBIT margin, % | 3,1 | 5,7 | | 6,2 | 8,1 | |
| No. of branches/of which proprietary | | | | 256 / 224 | 259 / 228 | |
| No. of Mekonomen Bilverkstad | | | | 681 | 690 | |
| No. of MECA Car Service | | | | 726 | 729 | |
| No. of MekoPartners | | | | 187 | 191 | |
| No. of Speedy | | | | 47 | 43 | |
| No. of MECA Tungbil | | | | 37 | 20 | |
| No. of AlltBil | | | | 5 | 7 | |
| No. of White Label | | | | 93 | 92 | |

The Sweden/Norway business area mainly includes wholesale, branch, workshop and fleet operations in Sweden and Norway through MECA and Mekonomen operations and a number of smaller operations. As of the third quarter of 2022, the business area encompasses the previous MECA/Mekonomen business area, excluding Mekonomen Finland's operations which are reported in the Finland business area. Comparative figures have been restated.

Net sales for the fourth quarter increased 6 percent to SEK 1,559 M (1,468), of which SEK 982 M (943) in the Swedish operations and SEK 576 M (526) in the Norwegian operations. Currency effects had a positive impact on net sales of SEK 20 M. Organic growth was 3 percent. Activity in the markets remained cautious during the quarter, with solid demand in the Swedish market and clear signs of improvement on the Norwegian market, while still adversely affected by generally weaker consumer purchasing power.

EBIT amounted to SEK 50 M (87) and the EBIT margin was 3.1 percent (5.7) in the fourth quarter. Earnings were negatively impacted by non-recurring costs of SEK -22 M (12), related to planned measures to streamline and optimize availability through the closure of nine branches in Norway. The earnings trend was affected by a slightly lower gross margin, combined with clear cost inflation compared with the year-earlier quarter.

In the fourth quarter, the number of workdays was unchanged in Norway and Sweden compared with the year-earlier quarter.

BUSINESS AREA SØRENSEN OG BALCHEN (NORWAY)

| SØRENSEN OG BALCHEN (NORWAY) SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Change, % | Jan-Dec 2022 | Jan-Dec 2021 | Change, % |
|---------------------------------------|-----------------|-----------------|-----------|-----------------|-----------------|-----------|
| Net sales, external | 209 | 207 | 1 | 877 | 873 | 0 |
| EBIT | 34 | 37 | -10 | 160 | 185 | -13 |
| EBIT margin, % | 15,9 | 17,6 | | 18,0 | 20,9 | |
| No. of branches/of which proprietary | | | | 66 / 40 | 66 / 39 | |
| No. of BilXtra workshops | | | | 262 | 253 | |

The Sørensen og Balchen (Norway) business area mainly includes wholesale and branch operations in Norway. Sørensen og Balchen (Norway) is business area in the Group with the largest share of direct sales to consumers and is therefore more exposed to the retail trade than the Group as a whole. The business area is unchanged compared with the previous Sørensen og Balchen business area.

Net sales in the fourth quarter amounted to SEK 209 M (207) Currency effects had a positive impact on net sales of SEK 7 M. Organic growth was a -6 percent, impacted by a continued weak trend in the retail trade. The operations have been affected to a higher degree than other segments by generally weak retail market and weaker consumer purchasing power.

EBIT amounted to SEK 34 M (37) and the EBIT margin was 15.9 percent (17.6) for the quarter. The change in earnings was largely attributable to lower volumes, combined with noticeable cost inflation compared with the year-earlier quarter. Gross margin was somewhat strengthened compared with the year-earlier quarter, mainly due to the previously implemented price adjustments.

In the fourth quarter, the number of workdays was unchanged in Norway compared with the year-earlier quarter.

NUMBER OF WORKDAYS PER QUARTER AND COUNTRY

MEKO has limited seasonal effects in its operations. However, the number of workdays affects sales and earnings and extreme summer or winter weather can also impact sales.

| WORKDAYS BY COUNTRY | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Full-year | | |
|------------------------|------|------|------|------|------|------|------|------|------|------|------|------|-----------|------|------|
| | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 | 2022 | 2021 | 2020 |
| Denmark | 64 | 63 | 64 | 59 | 59 | 59 | 66 | 66 | 66 | 64 | 64 | 63 | 253 | 252 | 252 |
| Finland | 63 | 62 | 63 | 61 | 61 | 60 | 66 | 66 | 66 | 63 | 62 | 63 | 253 | 251 | 252 |
| Norway | 64 | 63 | 64 | 59 | 59 | 59 | 66 | 66 | 66 | 64 | 64 | 63 | 253 | 252 | 252 |
| Poland | 63 | 62 | 63 | 62 | 61 | 62 | 65 | 66 | 66 | 62 | 63 | 63 | 252 | 252 | 254 |
| Sweden | 63 | 62 | 63 | 60 | 61 | 60 | 66 | 66 | 66 | 64 | 64 | 63 | 253 | 253 | 252 |

SIGNIFICANT RISKS AND UNCERTAINTIES

MEKO is exposed to a number of external, operating and financial risks. All identified risks are monitored continuously and, if necessary, risk-reducing measures are taken to limit the effects. The company conducted an assessment of operating and financial risks and uncertainties which is provided in the 2021 Annual Report. The acquisition of Koivunen has taken place since then and our assessment is that this has not resulted in any new significant risk areas but that currency and interest rate exposure increased as a result of the expanded geographic market and higher debt/equity ratio. The most relevant risk factors are described in the 2021 Annual Report, page 26 and Note 11. For the effect of exchange-rate fluctuations on profit before tax, refer to page 40 of the 2021 Annual Report.

MEKO has, through its Risk and Compliance Committee (RCC), which consists of Group Management and the Group's risk manager, a particular focus on identifying critical changes in the area of risk. The risk manager and CFO maintain frequent dialogues with business area managers to limit the risks and prevent these from occurring. This process is conducted with various stakeholders, the Board and the Audit Committee.

Russia's invasion of Ukraine increased the uncertainties for the global economy, such as disruptions to supply and logistics chains and increased volatility in the energy market, together with a higher rate of inflation. As a consequence of this and the continued risk of the spread of covid-19, there is a risk of further disruptions to supply chains and increased distribution costs.

PARENT COMPANY, "CENTRAL FUNCTIONS" AND "OTHER ITEMS"

The Parent Company's operations mainly comprise Group Management. The Parent Company's earnings after net financial items were SEK -31 M (-24) for the fourth quarter and SEK -510 M (-173) for the full year excluding dividends from subsidiaries of SEK - M (-) in the fourth quarter and SEK 566 M (530) for the full year. The large difference compared with the year-earlier period is mainly due to impairment of participations in the previous operations in Finland. The average number of employees in the Parent Company was 6 (6). During the fourth quarter, MEKO AB sold goods and services to Group companies for a total of SEK 4 M (15), and for SEK 39 M (47) in the full year.

"Central functions" comprise Group-wide functions that also include MEKO AB. Group-wide functions comprise functions that support the Group's work: finance and controlling, risk management and internal audit, sustainability, legal, business development, communication and market, HR and operations, which comprises purchasing, product range, logistics and IT. The units reported in "Central functions" do not reach the quantitative thresholds for separate reporting and the benefits of reporting these segments separately are considered limited for users of financial statements. EBIT for "Central functions" was SEK -19 M (-16) for the fourth quarter and SEK -119 M (-51) for the full year. The largest difference compared with the preceding year pertained to costs attributable to the acquisition of Koivunen.

"Other items" includes acquisition-related items attributable to MEKO AB's direct acquisitions. Current acquisition-related items are amortizations of acquired intangible and tangible assets pertaining to the acquisitions of FTZ, Inter-Team, Koivunen, MECA and Sørensen og Balchen (Sørensen og Balchen until the end of April 2021 and MECA until the end of May 2022 when amortization of these was completed) amounting to SEK -28 M (-34) for the fourth quarter, and SEK -116 M (-141) for the full year.

EVENTS DURING THE PERIOD

During the second quarter, MEKO signed an agreement to acquire Koivunen, the leading provider of automotive spare parts and related services in Finland and Estonia, with operations also in Latvia and Lithuania. The acquisition was completed on July 1. The enterprise value is EUR 122 M (SEK 1,280 M) on a cash and debt-free basis. Thus, MEKO has expanded its current Finnish operations and established itself in the Baltics. Through the expansion, MEKO will have a presence around the Baltic Sea and strengthen its position as Northern Europe's leading player in the automotive aftermarket. The acquisition was completed on July 1, 2022.

Koivunen had net sales of approximately SEK 1,740 M and an EBIT of approximately SEK 98 M during the 2021 financial year. The acquisition was financed in cash through cash and cash equivalents and bank facilities.

On July 1, MEKO signed a new loan agreement of SEK 1,965 M, commencing July 8. The loan replaces earlier financing of EUR 178 M, which was repaid on the same date as the start date for the new loan. The duration of the new agreement is three years with the possibility of an extension of 1 + 1 year.

During the period, the Parent Company Mekonomen AB (publ.) completed its name change to MEKO AB (publ.). The name change was approved by the shareholders at the company's Annual General Meeting on May 20, 2022, with the aim of more clearly reflecting the breadth of the operations and demonstrating that the Group is more than a single important brand.

At MEKO's Annual General Meeting on May 20, 2022, Robert Hanser, Michael Løve, Eivor Andersson, Kenny Bräck, Joseph M. Holsten, Magnus Håkansson and Helena Skåntorp were re-elected as Board members. Robert Hanser was elected Chairman of the Board. For other decisions and documentation, see MEKO's website, www.meko.com.

MEKO and Mobivia Fleet Solutions, part of Mobivia SA, signed a partnership agreement during the third quarter in order to provide fleet customers (customers with a large number of company cars) with a multi-brand fleet solution in Europe. The collaboration offers existing customers and new electric vehicle producers a complete service in the markets of MEKO and Mobivia's networks.

During the second quarter, a long-term, share-based incentive program (LTIP 2022) was launched as resolved by the Annual General Meeting on May 20, 2022. The main motivation for establishing LTIP 2022 is to interlink shareholders' and company management and other key individuals' interests to ensure maximum long-term value generation and to encourage individual share ownership in MEKO.

For a more detailed description of LTIP 2022, refer to information from the AGM on May 20, 2022 at www.meko.com.

On May 20, a strengthened initiative was announced within the Sweden/Norway business area through the building of a new, high-tech automated central warehouse in the Mjøs region of Norway. The new facility is scheduled to be completed in 2025. Earlier in the year, another strengthened initiative was announced that the Group's Denmark business area will also build a new, high-tech automated central warehouse in Odense in Denmark. The new facility is scheduled to be completed in 2024.

On March 10, an announcement was made of the acquisition of 20.5 percent of the Swedish service company Omnica Holding AB, which provides mobile vehicle service and digital sales of electric cars. Omnica's services are currently available in Denmark with expansion planned into Sweden and Norway. The acquisition was completed in the second quarter.

COVID-19 AND ITS IMPACT ON FINANCIAL STATEMENTS IN THE FOURTH QUARTER

During the quarter, covid-19 had a limited impact in markets where MEKO conducts business. For further information on this, refer to the section "Financial position and cash flow" and the description of developments given by each business area.

MEKO has continued to carefully monitor the development of covid-19 and any changes to restrictions imposed in the Group's markets. Further measures in addition to those already taken may therefore be needed. We also have continued to focus on the health and safety of our employees, customers and suppliers.

Goodwill

In conjunction with the annual accounts, standard assessments were carried out of the impairment requirement for goodwill and other intangible assets with an indefinite useful life. According to these assessments, there is no indication of impairment for goodwill and other intangible assets with indefinite useful lives as at December 31, 2022.

Reduced employer contributions, sick pay support and short-time working support and support for personnel-related costs

Relief and grants relating to covid-19 had no impact on EBIT for MEKO during the quarter.

Inventories

As of December 31, the effects of the covid-19 pandemic have not had any significant impact on the valuation of inventories. The inventory value has, in addition to the increase arising from the acquired operations in Koivunen, increased due to the substantial rise in buffer inventory during the first quarter and also partially during the second quarter to secure access to spare parts should disruptions remain or deteriorate in logistics flows.

Credit losses

As of December 31, there is no indication of the need to expand credit loss reserves.

Financial position

During the quarter, focus has remained on securing liquidity and cash flow. Liquidity and cash flow during the quarter were favorable, largely thanks to positive earnings, the new financing and, to a lesser extent, continued support in the form of the postponement of VAT and tax payments. In total, the remaining support amounts to approximately SEK 22 M at the end of the quarter and this will be repaid in the first quarter of 2023.

EVENTS AFTER THE END OF THE PERIOD

On February 1, MEKO acquired 70 percent of the leading car accessories company Avant Denmark. Avant Denmark offers the largest range of car accessories to companies and consumers in Denmark. Sales channels include online sales via Biludstyr.dk and via retailers across Denmark. Through the investment, MEKO strengthens its leading position in Denmark further.

ACCOUNTING POLICIES

MEKO applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report was prepared in accordance with the Annual Accounts Act and IAS 34 Interim Financial Reporting. The same accounting policies and measurement methods were applied as in the most recent Annual Report. This interim report consists of pages 1–27 and should be read in its entirety

The Parent Company prepares its accounts in accordance with the Swedish Annual Accounts Act and RFR 2 and applies the same accounting policies and measurement methods as in the most recent Annual Report.

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is that each line should correspond to its source, and rounding differences may therefore arise.

FORTHCOMING FINANCIAL REPORTING DATES

| Information | Period | Date |
|-----------------|------------------------|-------------------|
| Year-end report | January–December 2022 | February 15, 2023 |
| Interim report | January–March 2023 | May 16, 2023 |
| Interim report | January–June 2023 | August 23, 2023 |
| Interim report | January–September 2023 | November 9, 2023 |
| Year-end report | January–December 2023 | February 14, 2024 |

ANNUAL GENERAL MEETING

The 2022 Annual General Meeting (AGM) will be held on May 23, 2023 in Stockholm. The Annual Report will be published and available on MEKO's website by April 11 at the latest, 2023.

SHARE DIVIDEND

The Board proposes a dividend of SEK 3,30 (3,00), corresponding to a total dividend of SEK 186 M (169 M). The dividend is proposed to be paid in two installments, 1.10 in May and 2.20 in November.

NOMINATION COMMITTEE

In accordance with the guidelines established at the AGM on May 20, 2022, MEKO has established a Nomination Committee. The Nomination Committee shall prepare and submit proposals to the AGM on May 23, 2023 pertaining to the election of a Chairman of the AGM, the number of Board members and deputy members, the election of a Chairman of the Board and other members to the company's Board of Directors, Board fees, as well as any remuneration for committee work, election of and fees paid to auditors, and guidelines for how the Nomination Committee is to be appointed.

Prior to the 2023 AGM, the Nomination Committee consists of Robert Hanser (LKQ Corporation), Caroline Sjösten (Swedbank Robur Fonder), Thomas Wuolikainen (Fjärde AP fonden) and Kristian Åkesson (Didner & Gerge Fonder AB). MEKO's Board member, Helena Skåntorp, was co-opted to the Nomination Committee. The Nomination Committee has held its first meeting when Robert Hanser was appointed Chairman.

Stockholm, February 15, 2023
MEKO AB (publ), Corp. Reg. No. 556392-1971

Pehr Oscarson
President and CEO

This report has not been subject to review by the company's auditors.

For further information, please contact:
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This information is such information that MEKO AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation.

The information was submitted for publication, through the agency of the contact person set out above, at 7:30 a.m. on February 15, 2023.

The interim report is published in Swedish and English. The Swedish version is the original version and has been translated into English.

CONSOLIDATED FINANCIAL REPORTS

| CONDENSED CONSOLIDATED INCOME STATEMENT, SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|---|--------------|--------------|---------------|---------------|
| Net sales | 3 895 | 3 129 | 14 067 | 12 309 |
| Other operating revenue | 112 | 89 | 324 | 243 |
| Total revenue | 4 007 | 3 218 | 14 391 | 12 552 |
| Goods for resale | -2 230 | -1 708 | -7 745 | -6 709 |
| Other external costs | -552 | -430 | -1 972 | -1 490 |
| Personnel expenses | -839 | -703 | -3 043 | -2 653 |
| Operating profit before depreciation/ amortization and impairment of tangible and intangible fixed assets (EBITDA) | 386 | 377 | 1 631 | 1 699 |
| Depreciation and impairment of tangible fixed assets and right-of-use assets | -193 | -149 | -675 | -582 |
| Operating profit before amortization and impairment of intangible fixed assets (EBITA) | 193 | 229 | 956 | 1 117 |
| Amortization and impairment of intangible fixed assets | -45 | -56 | -197 | -223 |
| EBIT | 148 | 173 | 759 | 894 |
| Interest income | 7 | 2 | 17 | 9 |
| Interest expenses | -55 | -26 | -152 | -115 |
| Other financial items | -5 | 3 | -43 | -29 |
| Profit after financial items | 95 | 151 | 581 | 759 |
| Tax | 24 | -33 | -104 | -172 |
| PROFIT FOR THE PERIOD | 120 | 118 | 477 | 587 |
| Profit for the period attributable to: | | | | |
| Parent Company's shareholders | 114 | 117 | 454 | 572 |
| Non-controlling interests | 5 | 1 | 23 | 14 |
| PROFIT FOR THE PERIOD | 120 | 118 | 477 | 587 |
| Earnings per share before and after dilution, SEK | 2,05 | 2,09 | 8,12 | 10,21 |

| CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME, SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|---|--------------|--------------|--------------|--------------|
| Profit for the period | 120 | 118 | 477 | 587 |
| Other comprehensive income: | | | | |
| <i>Components that will not be reclassified to profit/loss for the year:</i> | | | | |
| – Actuarial gains and losses | -1 | 0 | 2 | -3 |
| <i>Components that may later be reclassified to profit/loss for the year:</i> | | | | |
| – Exchange-rate differences from translation of foreign subsidiaries | 156 | 43 | 441 | 154 |
| – Hedging of net investments ¹⁾ | -12 | -14 | -81 | -60 |
| – Cash-flow hedges ²⁾ | 0 | 3 | 22 | 9 |
| Other comprehensive income, net after tax | 142 | 32 | 385 | 100 |
| COMPREHENSIVE INCOME FOR THE PERIOD | 262 | 150 | 861 | 687 |
| Comprehensive income for the period attributable to: | | | | |
| Parent Company's shareholders | 254 | 148 | 833 | 669 |
| Non-controlling interests | 8 | 2 | 28 | 18 |
| COMPREHENSIVE INCOME FOR THE PERIOD | 262 | 150 | 861 | 687 |

¹⁾ Loans raised in EUR in conjunction with acquisitions in Denmark hedge the currency risk in the net investment until July 2022 and loans in NOK until the start of the first quarter of 2021 as well as cross-currency swaps entered into in the first quarter of 2021, which hedge net investment in Norway.

The currency translation is recognized in accordance with IFRS 9.

²⁾ Holding of financial interest-rate derivatives for hedging purposes, according to Level 2 measurements defined in IFRS 13.

| CONDENSED CONSOLIDATED BALANCE SHEET SEK M | December 31 2022 | December 31 2021 | December 31 2020 |
|---|---------------------|---------------------|---------------------|
| ASSETS ¹⁾ | | | |
| Intangible fixed assets | 5 933 | 5 394 | 5 410 |
| Tangible fixed assets | 1 076 | 436 | 448 |
| Right-of-use assets | 1 526 | 1 651 | 1 606 |
| Financial fixed assets | 136 | 94 | 98 |
| Deferred tax assets | 19 | 3 | 1 |
| Goods for resale | 4 147 | 3 021 | 2 704 |
| Current receivables | 2 195 | 1 738 | 1 506 |
| Cash and cash equivalents | 741 | 892 | 420 |
| TOTAL ASSETS | 15 773 | 13 229 | 12 193 |
| | | | |
| SHAREHOLDERS' EQUITY AND LIABILITIES ¹⁾ | | | |
| Shareholders' equity | 5 926 | 5 229 | 4 595 |
| Long-term liabilities, interest-bearing | 4 372 | 2 996 | 2 743 |
| Long-term lease liabilities | 1 020 | 1 181 | 1 168 |
| Deferred tax liabilities | 501 | 357 | 388 |
| Long-term liabilities, non-interest-bearing | 20 | 45 | 16 |
| Current liabilities, interest-bearing | - | 198 | 611 |
| Current lease liabilities | 520 | 467 | 432 |
| Current liabilities, non-interest-bearing | 3 416 | 2 757 | 2 240 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 15 773 | 13 229 | 12 193 |

¹⁾ The carrying amounts of financial assets and liabilities are measured at either fair value or a reasonable approximation of fair value.

| CONDENSED CONSOLIDATED CHANGES IN SHAREHOLDERS' EQUITY, SEK M | December 31 2022 | December 31 2021 | December 31 2020 |
|--|---------------------|---------------------|---------------------|
| Shareholders' equity at the beginning of the year | 5 229 | 4 595 | 4 335 |
| Comprehensive income for the period | 861 | 687 | 265 |
| Share swap | -23 | -20 | -18 |
| Acquisition/divestment of non-controlling interests | 48 | -20 | 13 |
| Shareholders' contributions from minority shareholders | - | - | 2 |
| Dividend to shareholders | -184 | -19 | -4 |
| Share savings program | -6 | 7 | 2 |
| SHAREHOLDERS' EQUITY AT THE END OF THE PERIOD | 5 926 | 5 229 | 4 595 |
| Of which non-controlling interests | 125 | 55 | 68 |

| CONDENSED CONSOLIDATED CASH-FLOW STATEMENT, SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-----------------|-----------------|-----------------|-----------------|
| Operating activities | | | | |
| <i>Cash flow from operating activities before changes in working capital, excluding tax paid</i> | 360 | 365 | 1 484 | 1 617 |
| Tax paid | 5 | -4 | -240 | -192 |
| Cash flow from operating activities before changes in working capital | 365 | 361 | 1 244 | 1 425 |
| Cash flow from changes in working capital: | | | | |
| Changes in inventory | -60 | -210 | -251 | -236 |
| Changes in receivables | 185 | 149 | -186 | -201 |
| Changes in liabilities | -163 | -108 | 241 | 239 |
| <i>Increase (-)/Decrease (+) working capital</i> | -39 | -169 | -196 | -198 |
| Cash-flow from operating activities | 326 | 192 | 1 048 | 1 227 |
| Cash flow from investing activities | -65 | -49 | -1 533 | -201 |
| Cash flow from financing activities | -174 | -180 | 286 | -569 |
| CASH FLOW FOR THE PERIOD | 88 | -38 | -199 | 457 |
| | | | | |
| CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD | 639 | 924 | 892 | 420 |
| Exchange-rate differences in cash and cash equivalents | 14 | 6 | 49 | 15 |
| CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD | 741 | 892 | 741 | 892 |

INFORMATION ABOUT FINANCIAL INSTRUMENTS RECOGNIZED AT FAIR VALUE IN THE BALANCE SHEET

The financial instruments measured at fair value in the balance sheet are shown below. This was carried out by dividing the measurements into three levels, which are described in the 2021 Annual Report, Note 11. All of MEKO's financial instruments measured to fair value are included in Level 2, excluding supplementary purchase considerations, which are included in Level 3. However, current supplementary purchase considerations do not represent material amounts.

The main methods and assumptions used to determine the fair value of the financial instruments shown in the table below are described in the 2021 Annual Report, Note 11. The financial instruments contained in the interim report are the same as those in the 2021 annual accounts.

| CONSOLIDATED DERIVATIVE INSTRUMENTS MEASURED AT FAIR VALUE IN THE BALANCE SHEET, SEK M | December 31 2022 | December 31 2021 |
|--|---------------------|---------------------|
| FINANCIAL ASSETS | | |
| Derivatives: Cross-currency swaps | - | - |
| Interest-rate swaps | 27 | 3 |
| Currency hedge | 6 | - |
| TOTAL | 33 | 3 |
| FINANCIAL LIABILITIES | | |
| Derivatives: Cross-currency swaps | 29 | 14 |
| Interest-rate swaps | - | 3 |
| TOTAL | 29 | 17 |

| GROUP'S FINANCIAL ASSETS AND LIABILITIES BY MEASUREMENT CATEGORY, DECEMBER 31, 2022 | | | | | | | |
|---|---|---|---|--------------------------|--------------|--------------------------------------|-----------------------------------|
| SEK M | Instruments measured at fair value through Income Statement | Financial assets acquired acquisition value | Financial liabilities accrued acquisition value | Total carrying amount | Fair value | Non-monetary assets & liabilities | Total Balance sheet summary |
| FINANCIAL ASSETS | | | | | | | |
| Financial fixed assets | - | 81 | - | 81 | 81 | 27 | 108 |
| Long-term derivative instruments ⁵⁾ | 27 | - | - | 27 | 27 | - | 27 |
| Current derivative instruments ⁵⁾ | 6 | - | - | 6 | 6 | - | 6 |
| Accounts receivable | - | 1 278 | - | 1 278 | 1 278 | - | 1 278 |
| Other current receivables | - | - | - | - | - | 910 | 910 |
| Cash and cash equivalents | - | 741 | - | 741 | 741 | - | 741 |
| TOTAL | 33 | 2 101 | - | 2 134 | 2 134 | 937 | 3 072 |
| FINANCIAL LIABILITIES | | | | | | | |
| Bond loans | - | - | 1 243 | 1 243 | 1 197 | - | 1 243 |
| Long-term liabilities, interest-bearing ²⁾³⁾ | - | - | 3 100 | 3 100 | 3 100 | - | 3 100 |
| Long-term lease liabilities ⁴⁾ | - | - | 1 020 | 1 020 | - | - | 1 020 |
| Long-term liabilities, non-interest-bearing | - | - | - | - | - | 16 | 16 |
| Derivative instruments ⁵⁾ | 29 | - | - | 29 | 29 | - | 29 |
| Supplementary purchase considerations, long-term | 3 | - | - | 3 | 3 | - | 3 |
| Current liabilities, interest-bearing ⁶⁾ | - | - | - | - | - | - | - |
| Current lease liabilities ⁴⁾ | - | - | 520 | 520 | - | - | 520 |
| Accounts payable | - | - | 2 192 | 2 192 | 2 192 | - | 2 192 |
| Other current liabilities | - | - | - | - | - | 1 222 | 1 222 |
| Supplementary purchase considerations, short-term | 3 | - | - | 3 | 3 | - | 3 |
| TOTAL | 35 | - | 8 074 | 8 108 | 6 523 | 1 238 | 9 346 |

¹⁾ The carrying amount of the Group's non-market-listed long-term financial instruments measured at amortized cost corresponds in all material respects to fair value, since the interest rate is on par with prevailing market rates. For the market-listed bond, fair value differs from the carrying amount since the market value of the bond has changed since it was issued. The carrying amount of the Group's short-term financial instruments measured at amortized cost corresponds in all material respects to fair value since the discount effect is not material.

²⁾ The amount includes a liability related to share swaps of SEK 42 M.

³⁾ The carrying amount of the Group's long-term liabilities measured at amortized cost corresponds in all material respects to fair value since the interest rate is on par with prevailing market rates.

⁴⁾ Lease liabilities are recognized at amortized cost and are not assigned a fair value.

⁵⁾ Derivative instruments used for hedging purposes.

⁶⁾ The carrying amount of the Group's current liabilities measured at amortized cost corresponds in all material respects to fair value since the discount effect is not material.

| QUARTERLY DATA, BUSINESS AREA | FY | 2022 | | | | 2021 | | | | |
|---|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|
| | | Q4 | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 |
| NET SALES, SEK M ¹⁾ | | | | | | | | | | |
| Denmark | 3 689 | 986 | 851 | 919 | 933 | 3 480 | 902 | 804 | 900 | 874 |
| Finland | 728 | 327 | 336 | 32 | 33 | 111 | 30 | 30 | 26 | 25 |
| Poland/the Baltics | 2 748 | 813 | 786 | 615 | 533 | 2 091 | 515 | 571 | 555 | 451 |
| Sweden/Norway ^{2) 3)} | 6 020 | 1 559 | 1 467 | 1 553 | 1 441 | 5 746 | 1 468 | 1 352 | 1 490 | 1 436 |
| Sørensen og Balchen (Norway) | 877 | 209 | 216 | 237 | 215 | 873 | 207 | 211 | 239 | 215 |
| Central functions ^{2) 4)} | 5 | 2 | 3 | 0 | 0 | 7 | 6 | 1 | 1 | 1 |
| GROUP | 14 067 | 3 895 | 3 660 | 3 357 | 3 155 | 12 309 | 3 129 | 2 968 | 3 210 | 3 001 |
| EBIT, SEK M | | | | | | | | | | |
| Denmark | 265 | 41 | 58 | 73 | 93 | 352 | 75 | 89 | 92 | 96 |
| Finland | 22 | 13 | 21 | -7 | -6 | -29 | -8 | -7 | -7 | -7 |
| Poland/the Baltics | 164 | 57 | 52 | 38 | 17 | 102 | 31 | 29 | 36 | 6 |
| Sweden/Norway ^{2) 3)} | 383 | 50 | 130 | 102 | 101 | 475 | 87 | 144 | 149 | 95 |
| Sørensen og Balchen (Norway) | 160 | 34 | 39 | 50 | 37 | 185 | 37 | 46 | 57 | 44 |
| Central functions ^{2) 4)} | -119 | -19 | -41 | -42 | -17 | -51 | -16 | -11 | -13 | -11 |
| Other items ⁵⁾ | -116 | -28 | -24 | -30 | -35 | -141 | -34 | -34 | -34 | -38 |
| GROUP | 759 | 148 | 235 | 185 | 190 | 894 | 173 | 255 | 280 | 186 |
| EBIT MARGIN, % | | | | | | | | | | |
| Denmark | 7,2 | 4,1 | 6,8 | 7,9 | 10,0 | 10,1 | 8,3 | 11,1 | 10,2 | 11,0 |
| Finland | 2,9 | 3,9 | 6,2 | -21,3 | -16,8 | -25,5 | -24,5 | -23,5 | -28,2 | -26,2 |
| Poland/the Baltics | 5,8 | 6,8 | 6,4 | 6,0 | 3,0 | 4,7 | 5,8 | 4,9 | 6,3 | 1,3 |
| Sweden/Norway ^{2) 3)} | 6,2 | 3,1 | 8,6 | 6,5 | 6,8 | 8,1 | 5,7 | 10,5 | 9,8 | 6,5 |
| Sørensen og Balchen (Norway) | 18,0 | 15,9 | 17,9 | 20,9 | 17,0 | 20,9 | 17,6 | 21,5 | 23,7 | 20,4 |
| GROUP | 5,3 | 3,7 | 6,3 | 5,4 | 5,9 | 7,1 | 5,4 | 8,5 | 8,6 | 6,1 |
| INVESTMENTS, SEK M ⁶⁾ | | | | | | | | | | |
| Denmark | 45 | 10 | 15 | 12 | 8 | 38 | 11 | 5 | 6 | 16 |
| Finland | 14 | 9 | 4 | 1 | 0 | 7 | 1 | 1 | 2 | 2 |
| Poland/the Baltics | 35 | 15 | 9 | 6 | 5 | 23 | 8 | 3 | 6 | 6 |
| Sweden/Norway ^{2) 3)} | 98 | 30 | 19 | 32 | 16 | 93 | 21 | 16 | 31 | 25 |
| Sørensen og Balchen (Norway) | 4 | 2 | 0 | 0 | 2 | 4 | 0 | 1 | 2 | 1 |
| Central functions ⁴⁾ | 13 | 6 | 3 | 2 | 2 | 7 | 3 | 2 | 1 | 1 |
| GROUP | 208 | 71 | 50 | 53 | 34 | 173 | 45 | 28 | 49 | 51 |

¹⁾ Net sales for each business area pertains to external customers.

²⁾ External operations in ProMeister Solutions are recognized as of 2021 in the Sweden/Norway business area. Comparative figures have been restated.

³⁾ From the third quarter of 2022, Mekonomen Finland is recognized in the Finland business area rather than the previous Sweden/Norway business area.

Comparative figures have been restated.

⁴⁾ Central functions includes Group-wide functions that also include MEKO AB.

⁵⁾ "Other items" includes acquisition-related items attributable to MEKO AB's direct acquisitions. Current acquisition-related items pertain to amortization of acquired intangible and tangible assets relating to the acquisitions of FTZ, Inter-Team, Koivunen, Sørensen og Balchen and MECA (Sørensen og Balchen until the end of April 2021 and MECA until the end of May 2022).

⁶⁾ Investments do not include company and business combinations and exclude leases according to IFRS 16.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Oct-Dec 2022 | | | | | | | | | |
|---|-----------------|---------|---------|--------|-----------|--------|--------|--------|--------------|--|
| Revenue distribution per country | Denmark | Finland | Estonia | Latvia | Lithuania | Poland | Norway | Sweden | Total | |
| Denmark | 986 | | | | | | | | 986 | |
| Finland | | 327 | | | | | | | 327 | |
| Poland/the Baltics | | | 119 | 30 | 18 | 645 | | | 813 | |
| Sweden/Norway | | | | | | | 576 | 982 | 1 559 | |
| Sørensen og Balchen (Norway) | | | | | | | 209 | | 209 | |
| Central functions | | | | | | | | | 2 | |
| Total net sales, Group | | | | | | | | | 3 895 | |
| Other revenue | | | | | | | | | 112 | |
| GROUP REVENUE | | | | | | | | | 4 007 | |

Distribution of revenue per country based on the country that generates revenue for each segment.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Oct-Dec 2021 | | | | | | | | |
|---|-----------------|---------|---------|--------|-----------|--------|--------|--------|--------------|
| Revenue distribution per country | Denmark | Finland | Estonia | Latvia | Lithuania | Poland | Norway | Sweden | Total |
| Denmark | 902 | | | | | | | | 902 |
| Finland | | 30 | | | | | | | 30 |
| Poland/the Baltics | | | - | - | - | 515 | | | 515 |
| Sweden/Norway | | | | | | | 526 | 943 | 1 468 |
| Sørensen og Balchen (Norway) | | | | | | | 207 | | 207 |
| Central functions | | | | | | | | | 6 |
| Total net sales, Group | | | | | | | | | 3 129 |
| Other revenue | | | | | | | | | 89 |
| GROUP REVENUE | | | | | | | | | 3 218 |

Distribution of revenue per country based on the country that generates revenue for each segment.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Jan-Dec 2022 | | | | | | | | |
|---|-----------------|---------|---------|--------|-----------|--------|--------|--------|---------------|
| Revenue distribution per country | Denmark | Finland | Estonia | Latvia | Lithuania | Poland | Norway | Sweden | Total |
| Denmark | 3 689 | | | | | | | | 3 689 |
| Finland | | 728 | | | | | | | 728 |
| Poland/the Baltics | | | 231 | 60 | 36 | 2 421 | | | 2 748 |
| Sweden/Norway | | | | | | | 2 308 | 3 712 | 6 020 |
| Sørensen og Balchen (Norway) | | | | | | | 877 | | 877 |
| Central functions | | | | | | | | | 5 |
| Total net sales, Group | | | | | | | | | 14 067 |
| Other revenue | | | | | | | | | 324 |
| GROUP REVENUE | | | | | | | | | 14 391 |

Distribution of revenue per country based on the country that generates revenue for each segment.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Jan-Dec 2021 | | | | | | | | |
|---|-----------------|---------|---------|--------|-----------|--------|--------|--------|---------------|
| Revenue distribution per country | Denmark | Finland | Estonia | Latvia | Lithuania | Poland | Norway | Sweden | Total |
| Denmark | 3 480 | | | | | | | | 3 480 |
| Finland | | 111 | | | | | | | 111 |
| Poland/the Baltics | | | - | - | - | 2 091 | | | 2 091 |
| Sweden/Norway | | | | | | | 2 182 | 3 564 | 5 746 |
| Sørensen og Balchen (Norway) | | | | | | | 873 | | 873 |
| Central functions | | | | | | | | | 7 |
| Total net sales, Group | | | | | | | | | 12 309 |
| Other revenue | | | | | | | | | 243 |
| GROUP REVENUE | | | | | | | | | 12 552 |

Distribution of revenue per country based on the country that generates revenue for each segment.

| QUARTERLY DATA SEK M | FY | 2022 | | | | | 2021 | | | | | 2020 | | | | |
|---|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|--|
| | | Q4 | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 | |
| Revenue | 14 391 | 4 007 | 3 744 | 3 415 | 3 226 | 12 552 | 3 218 | 3 013 | 3 263 | 3 058 | 11 763 | 3 000 | 2 899 | 2 947 | 2 917 | |
| EBITDA | 1 631 | 386 | 462 | 388 | 395 | 1 699 | 377 | 455 | 480 | 386 | 1 574 | 463 | 421 | 426 | 265 | |
| EBITDA excl. IFRS 16 | 1 059 | 227 | 311 | 258 | 263 | 1 197 | 248 | 330 | 354 | 264 | 1 052 | 340 | 287 | 289 | 136 | |
| Adjusted EBIT | 945 | 198 | 281 | 240 | 225 | 1 031 | 203 | 290 | 314 | 224 | 937 | 287 | 270 | 281 | 98 | |
| EBIT | 759 | 148 | 235 | 185 | 190 | 894 | 173 | 255 | 280 | 186 | 738 | 260 | 208 | 211 | 59 | |
| Net financial items | -178 | -53 | -56 | -42 | -27 | -134 | -21 | -30 | -37 | -46 | -141 | -13 | -41 | -17 | -71 | |
| Profit after financial items | 581 | 95 | 179 | 143 | 163 | 759 | 151 | 225 | 243 | 140 | 596 | 247 | 167 | 194 | -11 | |
| Tax | -104 | 24 | -46 | -41 | -42 | -172 | -33 | -53 | -55 | -32 | -150 | -60 | -40 | -46 | -3 | |
| Profit for the period | 477 | 120 | 133 | 102 | 121 | 587 | 118 | 173 | 188 | 108 | 446 | 187 | 127 | 148 | -15 | |
| EBITDA margin, % | 11 | 10 | 12 | 11 | 12 | 14 | 12 | 15 | 15 | 13 | 13 | 15 | 15 | 14 | 9 | |
| Adjusted EBIT margin, % | 6,6 | 5,0 | 7,5 | 7,0 | 7,0 | 8,2 | 6,3 | 9,6 | 9,6 | 7,3 | 8,0 | 9,6 | 9,3 | 9,5 | 3,4 | |
| EBIT margin, % | 5,3 | 3,7 | 6,3 | 5,4 | 5,9 | 7,1 | 5,4 | 8,5 | 8,6 | 6,1 | 6,3 | 8,7 | 7,2 | 7,2 | 2,0 | |
| Earnings per share before and after dilution, SEK | 8,12 | 2,05 | 2,23 | 1,73 | 2,11 | 10,21 | 2,09 | 3,02 | 3,24 | 1,85 | 7,67 | 3,29 | 2,18 | 2,49 | -0,29 | |
| Shareholders' equity per share, SEK | 104,0 | 104,0 | 99,7 | 95,6 | 95,8 | 92,4 | 92,4 | 89,6 | 86,7 | 83,7 | 80,4 | 80,4 | 79,1 | 77,2 | 76,7 | |
| Cash flow per share, SEK | 18,8 | 5,8 | 8,5 | 6,9 | -2,5 | 21,9 | 3,4 | 8,0 | 7,2 | 3,2 | 28,9 | 6,6 | 9,2 | 11,9 | 1,1 | |
| Return on shareholders' equity, % ¹⁾ | 8,3 | 8,3 | 8,6 | 9,7 | 11,7 | 11,8 | 11,8 | 13,6 | 13,0 | 12,3 | 9,8 | 9,8 | 7,0 | 6,8 | 7,2 | |
| Share price at the end of the period | 112,6 | 112,6 | 91,8 | 110,0 | 111,2 | 157,1 | 157,1 | 156,0 | 141,4 | 129,1 | 91,1 | 91,1 | 93,3 | 66,0 | 44,4 | |

1) The key figures for return on shareholders' equity are calculated on a rolling 12-month basis for each quarter.

| KEY FIGURES | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|---|-----------------|-----------------|-----------------|-----------------|
| Return on shareholders' equity, % ¹⁾ | - | - | 8,3 | 11,8 |
| Return on total capital, % ¹⁾ | - | - | 5,1 | 6,8 |
| Return on capital employed, % ¹⁾ | - | - | 6,8 | 8,8 |
| Equity/assets ratio, % | 37,6 | 39,5 | 37,6 | 39,5 |
| Net debt, SEK M | 3 558 | 2 264 | 3 558 | 2 264 |
| Net debt/EBITDA excl. IFRS 16 multiple ¹⁾ | - | - | 3,36 | 1,89 |
| Net debt incl. IFRS 16/EBITDA, multiple ¹⁾ | - | - | 3,12 | 2,30 |
| Gross margin, % | 42,8 | 45,4 | 44,9 | 45,5 |
| EBITDA margin, % | 9,6 | 11,7 | 11,3 | 13,5 |
| Adjusted EBIT margin, % | 5,0 | 6,3 | 6,6 | 8,2 |
| EBIT margin, % | 3,7 | 5,4 | 5,3 | 7,1 |
| Earnings per share before and after dilution, SEK | 2,05 | 2,09 | 8,12 | 10,21 |
| Shareholders' equity per share, SEK | - | - | 104,0 | 92,4 |
| Cash flow per share, SEK | 5,8 | 3,4 | 18,8 | 21,9 |
| Number of outstanding shares at the end of the period ²⁾ | 55 793 379 | 55 983 372 | 55 793 379 | 55 983 372 |
| Average number of shares during the period | 55 793 379 | 55 983 372 | 55 891 711 | 56 049 728 |

¹⁾ Key figures for return on shareholders' equity/total capital/capital employed and net debt/EBITDA are calculated on a rolling 12-month basis for the January–December period.

EBITDA includes the acquired operations of Koivunen in only two quarters of the rolling 12-months. Covenant reporting to banks includes pro forma EBITDA for the acquisition.

²⁾ The total number of shares amounts to 56,416,622, of which 79,243 are own shares and 544,000 are secured through equity swap agreements at the end of the period.

| NUMBER OF BRANCHES AND WORKSHOPS | Denmark | | Finland ²⁾ | | Poland/the Baltics | | Sweden/Norway ²⁾ | | Sørensen og Balchen (Norway) | | Group | |
|---|--------------|--------------|-----------------------|-----------|--------------------|------------|-----------------------------|--------------|------------------------------|------------|--------------|--------------|
| | Dec 31 | | Dec 31 | | Dec 31 | | Dec 31 | | Dec 31 | | Dec 31 | |
| | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 | 2022 | 2021 |
| Number of branches | | | | | | | | | | | | |
| Proprietary branches | 50 | 50 | 15 | 1 | 109 | 83 | 224 | 228 | 40 | 39 | 438 | 401 |
| Partner branches | - | - | 155 | 18 | 22 | 2 | 32 | 31 | 26 | 27 | 235 | 78 |
| Total | 50 | 50 | 170 | 19 | 131 | 85 | 256 | 259 | 66 | 66 | 673 | 479 |
| Number of workshops¹⁾ | | | | | | | | | | | | |
| AutoMester | 400 | 404 | - | - | - | - | - | - | - | - | 400 | 404 |
| Hella Service Partner | 283 | 305 | - | - | - | - | - | - | - | - | 283 | 305 |
| Din BilPartner | 153 | 150 | - | - | - | - | - | - | - | - | 153 | 150 |
| CarPeople | 72 | 60 | - | - | - | - | - | - | - | - | 72 | 60 |
| INTER DATA SERVICE | - | - | - | - | 644 | 546 | - | - | - | - | 644 | 546 |
| O.K. Serwis | - | - | - | - | 287 | 245 | - | - | - | - | 287 | 245 |
| Mekonomen Bilverkstad | - | - | 97 | 78 | - | - | 681 | 690 | - | - | 778 | 768 |
| MECA Car Service | - | - | - | - | - | - | 726 | 729 | - | - | 726 | 729 |
| MekoPartner | - | - | - | - | - | - | 187 | 191 | - | - | 187 | 191 |
| Speedy | - | - | - | - | - | - | 47 | 43 | - | - | 47 | 43 |
| MECA Tungbil | - | - | - | - | - | - | 37 | 20 | - | - | 37 | 20 |
| AlltiBil | - | - | - | - | - | - | 5 | 7 | - | - | 5 | 7 |
| BilXtra | - | - | - | - | - | - | - | - | 262 | 253 | 262 | 253 |
| White Label | 115 | 116 | - | - | - | - | 93 | 92 | - | - | 208 | 208 |
| Fixus | - | - | 200 | - | 33 | - | - | - | - | - | 233 | 0 |
| Top Truck | - | - | 38 | - | - | - | - | - | - | - | 38 | 0 |
| Total | 1 023 | 1 035 | 335 | 78 | 964 | 791 | 1 776 | 1 772 | 262 | 253 | 4 360 | 3 929 |

¹⁾ White Label was included as of the first quarter of 2022, the comparative figures for 2021 have been restated. For more information refer to the section "company-specific terms and definitions."

²⁾ Mekonomen Finland's branches and workshops have been transferred to the Finland business area from the Sweden/Norway business area. Comparative figures for 2021 have been restated.

| AVERAGE NUMBER OF EMPLOYEES | Jan-Dec 2022 | Jan-Dec 2021 |
|---------------------------------|--------------|--------------|
| Denmark | 1 144 | 1 125 |
| Finland ²⁾ | 463 | 29 |
| Poland/the Baltics | 1 793 | 1 472 |
| Sweden/Norway ³⁾ | 2 351 | 2 254 |
| Sørensen og Balchen (Norway) | 285 | 274 |
| Central functions ¹⁾ | 33 | 29 |
| Total | 6 068 | 5 182 |

¹⁾ Central functions includes Group-wide functions that also include the Parent Company MEKO AB.

²⁾ Number of employees in Mekonomen Finland transferred to the Finland business area from the Sweden/Norway business area. Comparative figures for 2021 have been restated.

³⁾ Comparative figures for the Sweden/Norway business area have been restated and now show employment rate against previous when the actual number of hours worked was used.

Effects of acquisitions completed in 2022

On June 14, 2022, MEKO agreed to acquire all shares in the spare-parts distributor Koivunen OY (“Koivunen”) in Finland and the Baltics. The acquisition was completed on July 1, 2022. Payment was made in full in cash for the shares and the total purchase consideration was EUR 131 M, translated at the transaction-date rate to SEK 1,408 M. The distribution of the total purchase consideration is presented in the table below.

The acquisition of Koivunen fits well with the MEKO strategy to be part of the ongoing consolidation of Europe. The transaction is in line with MEKO’s strategy to create value through carefully selected acquisitions, as we have already done in Sweden, Norway, Denmark and Poland. Through the acquisition of Koivunen, MEKO strengthened its position in Finland and also established a strong position in the Baltics. Koivunen is a healthy company with strong brands that will continue to develop its existing brands, partly in Finland in a joint business area with MEKO’s previous operations in the country, and partly in the Baltics in a joint business area with MEKO’s previous operations in Poland.

The acquisition of Koivunen will increase MEKO’s sales by approximately SEK 1,786 M. The acquisition is expected to generate annual synergies of SEK 40 M at least, most of which comprise purchasing synergies, with full effect in 2024. The Group has also increased the number of its branches from just over 450 to around 650 and the number of affiliated workshops from just over 4,000 to more than 4,300.

Koivunen is included in MEKO’s financial statements from the acquisition date of July 1, 2022.

In addition to Koivunen, which is recognized separately below, information on corporate acquisitions is provided in aggregate form since each individual acquisition is not deemed to be of such a size as to warrant separate recognition. All other acquisitions were paid in cash. For further information about other acquisitions, refer also to the section Acquisitions and start-ups, page 6.

During the quarter, Koivunen impacted the Group’s net sales by SEK 455 M and during the full year by SEK 909 M. Group EBIT was positively impacted by SEK 32 M during the quarter and by SEK 72 M for the full year excluding acquisition costs of SEK 26 M and transaction tax of SEK 22 M and excluding planned amortization of intangible fixed assets identified in connection with the acquisition of SEK 7 M in the quarter and SEK 11 M for the full year. The impact of other acquisitions on consolidated sales and earnings was marginal.

Had Koivunen been acquired on January 1, 2022, the impact on the Group’s net sales during the 12-month period January–December 2022 and the impact on EBIT would have amounted to:

| SEK M | Koivunen Finland | Koivunen the Baltics | Total |
|---------------------|---------------------|-------------------------|--------------|
| Net sales, external | 1 159 | 627 | 1 786 |
| EBIT ¹⁾ | 66 | 41 | 107 |

¹⁾ Excluding planned amortization/depreciation of intangible and tangible assets identified in connection with the acquisition.

The total of other acquisitions would have had an insignificant impact on sales and profit had they been implemented at the beginning of the year.

Acquisition-related expenses amounted to SEK 48 M for the full year period of January–December 2022. Acquisition costs are, in all material respects, attributable to the acquisition of Koivunen. These costs are not included in the total purchase consideration in the table below, but are recognized as other expenses in the consolidated income statement.

Below is the acquisition analysis pertaining to acquired operations.

| Effects of acquisitions | Koivunen | Koivunen | Other | Total |
|---|-------------|-------------|--------------|---------------|
| SEK M | Finland | The Baltics | acquisitions | acquisitions |
| Value of acquired assets and liabilities | | | | |
| Intangible fixed assets | 4 | 0 | - | 4 |
| Tangible fixed assets | 235 | 105 | 2 | 342 |
| Right-of-use assets | 60 | 6 | - | 66 |
| Financial fixed assets | 2 | 0 | 1 | 3 |
| Deferred tax assets | 6 | 1 | 0 | 7 |
| Inventories | 435 | 249 | 24 | 708 |
| Current receivables | 115 | 36 | 14 | 166 |
| Cash and cash equivalents | 48 | 89 | 10 | 146 |
| Long-term liabilities | -40 | -4 | - | -43 |
| Deferred tax liabilities | -6 | -84 | - | -90 |
| Current liabilities | -220 | -75 | -29 | -324 |
| Minority interests | 6 | -79 | -3 | -75 |
| Acquired net assets | 646 | 245 | 20 | 910 |
| Brands | 95 | 23 | - | 118 |
| Buildings and land | 163 | 108 | - | 271 |
| Customer relations | 39 | 14 | 13 | 65 |
| Goodwill | 102 | 62 | 42 | 206 |
| Deferred tax liabilities | -59 | -29 | -2 | -90 |
| Acquired non-controlling interests, surplus value recognized against shareholders' equity | | | 25 | |
| Total identifiable net assets and goodwill | 986 | 423 | 98 | 1 507 |
| Total purchase consideration | -986 | -423 | -97 | -1 506 |
| – of which, cash portion | -986 | -423 | -96 | -1 504 |
| – of which supplementary purchase considerations entered as a liability | - | - | -1 | -1 |
| Cash and cash equivalents in the acquired companies ¹⁾ | 48 | 89 | 10 | 146 |
| Addition of supplementary purchase considerations paid for previous years | | | -1 | -1 |
| Impact on Group's cash and cash equivalents | -938 | -334 | -87 | -1 359 |

The fair value of the acquired receivables was SEK 176 M.

The brands have an indefinite useful life. The amount for customer relations is SEK 65 M of which SEK 52 M pertains to the acquisition of Koivunen, which has an estimated useful life of 10 years. The other customer relations of SEK 13 M have an estimated useful life of 5 years. In regard to depreciation rules and schedules for other tangible and intangible assets, refer to the 2021 Annual Report.

In addition to the control premium included in the acquisition price, the arising goodwill is primarily attributable to the value of geographical expansion and a stronger market position in Finland. The arising goodwill is also attributable to expected specific synergies in MEKO, new customers and, to a limited extent, the total workforce. These benefits have not been recognized separately from goodwill since they do not meet the criteria for recognition of identifiable intangible assets.

None of the goodwill that arose in connection with the acquisitions is expected to be tax deductible.

FINANCIAL REPORTS, PARENT COMPANY

| CONDENSED INCOME STATEMENT FOR THE PARENT COMPANY, SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|---|-----------------|-----------------|-----------------|-----------------|
| Operating revenue | 11 | 23 | 66 | 78 |
| Operating expenses | -22 | -31 | -105 | -119 |
| EBIT | -12 | -8 | -39 | -41 |
| Net financial items ¹⁾ | -19 | -16 | 96 | 398 |
| Profit after financial items | -31 | -24 | 56 | 357 |
| Appropriations | 127 | 250 | 170 | 250 |
| Tax | -30 | -48 | 0 | -17 |
| PROFIT FOR THE PERIOD | 67 | 179 | 226 | 590 |

¹⁾ Net financial items include dividends on participations in subsidiaries totaling SEK – M (–) for the fourth quarter and SEK 566 M (530) for the full year.

| PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME, SEK M | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-----------------|-----------------|-----------------|-----------------|
| Profit for the period | 67 | 179 | 226 | 590 |
| COMPREHENSIVE INCOME FOR THE PERIOD | 67 | 179 | 226 | 590 |

| CONDENSED BALANCE SHEET FOR THE PARENT COMPANY, SEK M | December 31 2022 | December 31 2021 |
|--|---------------------|---------------------|
| ASSETS | | |
| Fixed assets | 10 319 | 9 210 |
| Current receivables in Group companies | 271 | 252 |
| Other current receivables | 34 | 13 |
| Cash and cash equivalents | 391 | 425 |
| TOTAL ASSETS | 11 015 | 9 900 |
| SHAREHOLDERS' EQUITY AND LIABILITIES | | |
| Shareholders' equity | 6 277 | 6 248 |
| Untaxed reserves | 197 | 214 |
| Provisions | 4 | 4 |
| Long-term liabilities | 4 370 | 2 991 |
| Current liabilities in Group companies | 114 | 221 |
| Other current liabilities | 53 | 223 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 11 015 | 9 900 |

| SUMMARY OF CHANGES IN EQUITY FOR THE THE PARENT COMPANY, SEK M | December 31 2022 | December 31 2021 |
|---|---------------------|---------------------|
| Shareholders' equity at the beginning of the year | 6 248 | 5 670 |
| Comprehensive income for the period | 226 | 590 |
| Dividends | -168 | - |
| Share swap | -23 | -20 |
| Share savings program | -6 | 7 |
| SHAREHOLDERS' EQUITY AT THE END OF THE PERIOD | 6 277 | 6 248 |

ALTERNATIVE PERFORMANCE MEASURES

MEKO applies the Guidelines on Alternative Performance Measures issued by ESMA*. An alternative performance measure is a financial measure of historical or future financial performance, financial position or cash flows that is not defined or specified in IFRS. MEKO believes that these measures provide valuable supplementary information to company management, investors and other stakeholders in evaluating the company's performance. These alternative performance measures are not always comparable with the measures used by other companies since not all companies calculate these measures in the same way. These should therefore be seen as a supplement to the measures defined according to IFRS. For definitions of key figures, refer to page 26. For relevant reconciliations of the alternative performance measures that cannot be directly read in or derived from the financial statements, refer to the tables below. For historical reconciliations of alternative performance measures, refer also to supplements to the 2016–2021 Annual Reports on our website: <http://www.meko.com/sv/alternativa-nyckeltal/>.

*The European Securities and Markets Authority.

RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES

| RETURN ON SHAREHOLDERS' EQUITY SEK M | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-----------------|-----------------|
| Profit for the period (rolling 12-month basis) | 477 | 587 |
| – Less non-controlling interest of profit for the period (rolling 12 months) | -23 | -14 |
| Profit for the period excluding non-controlling interest (rolling 12 months) | 454 | 572 |
| – Divided by SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, average over the past five quarters ¹⁾ | 5 450 | 4 856 |
| RETURN ON SHAREHOLDERS' EQUITY, % | 8,3 | 11,8 |

| ¹⁾ SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, SEK M | 2022 | | | | 2021 | | | | 2020 | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Shareholders' equity | 5 926 | 5 698 | 5 403 | 5 421 | 5 229 | 5 071 | 4 905 | 4 788 | 4 595 | 4 520 | 4 410 | 4 375 |
| – Less non-controlling interest of shareholders' equity | -125 | -135 | -52 | -60 | -55 | -57 | -53 | -75 | -68 | -66 | -63 | -53 |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS | 5 801 | 5 564 | 5 351 | 5 361 | 5 174 | 5 014 | 4 852 | 4 713 | 4 527 | 4 454 | 4 346 | 4 322 |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, average over the past five quarters | 5 450 | 5 293 | 5 150 | 5 023 | 4 856 | 4 712 | 4 578 | 4 472 | 4 390 | 4 348 | 4 297 | 4 228 |

| RETURN ON TOTAL CAPITAL SEK M | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-----------------|-----------------|
| Profit after financial items (rolling 12 months) | 581 | 759 |
| – Plus interest expenses (rolling 12 months) | 152 | 115 |
| Profit after financial items plus interest expenses (rolling 12 months) | 733 | 874 |
| – Divided by TOTAL ASSETS, average over the past five quarters ²⁾ | 14 283 | 12 857 |
| RETURN ON TOTAL CAPITAL, % | 5,1 | 6,8 |

| ²⁾ TOTAL ASSETS SEK M | 2022 | | | | 2021 | | | | 2020 | | | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Total assets | 15 773 | 15 660 | 13 448 | 13 304 | 13 229 | 13 219 | 12 787 | 12 854 | 12 193 | 12 693 | 12 540 | 12 783 |
| TOTAL ASSETS, average over the past five quarters | 14 283 | 13 772 | 13 197 | 13 079 | 12 857 | 12 749 | 12 613 | 12 613 | 12 616 | 12 803 | 12 888 | 12 999 |

| RETURN ON CAPITAL EMPLOYED SEK M | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-----------------|-----------------|
| Profit after financial items (rolling 12 months) | 581 | 759 |
| – Plus interest expenses (rolling 12 months) | 152 | 115 |
| Profit after financial items plus interest expenses (rolling 12 months) | 733 | 874 |
| – Divided by CAPITAL EMPLOYED, average over the past five quarters ³⁾ | 10 761 | 9 922 |
| RETURN ON CAPITAL EMPLOYED, % | 6,8 | 8,8 |

| 3) CAPITAL EMPLOYED SEK M | 2022 | | | | 2021 | | | | 2020 | | | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|--------------|---------------|---------------|
| | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 |
| Total assets | 15 773 | 15 660 | 13 448 | 13 304 | 13 229 | 13 219 | 12 787 | 12 854 | 12 193 | 12 693 | 12 540 | 12 783 |
| – Less deferred tax liabilities | -501 | -532 | -349 | -339 | -357 | -347 | -347 | -332 | -388 | -377 | -385 | -382 |
| – Less long-term liabilities, non-interest-bearing | -20 | -19 | -23 | -25 | -45 | -44 | -15 | -17 | -16 | -95 | -82 | -70 |
| – Less current liabilities, non-interest-bearing | -3 416 | -3 523 | -2 980 | -2 720 | -2 757 | -2 791 | -2 551 | -2 426 | -2 240 | -2 627 | -2 414 | -2 131 |
| CAPITAL EMPLOYED | 11 837 | 11 585 | 10 095 | 10 220 | 10 070 | 10 037 | 9 873 | 10 081 | 9 549 | 9 594 | 9 658 | 10 201 |
| CAPITAL EMPLOYED, average over the past five quarters | 10 761 | 10 401 | 10 059 | 10 056 | 9 922 | 9 827 | 9 751 | 9 817 | 9 839 | 9 972 | 10 120 | 10 263 |

| GROSS MARGIN SEK M | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
|-------------------------|--------------|--------------|--------------|--------------|
| | 2022 | 2021 | 2022 | 2021 |
| Net sales | 3 895 | 3 129 | 14 067 | 12 309 |
| – Less goods for resale | -2 230 | -1 708 | -7 745 | -6 709 |
| Total | 1 665 | 1 421 | 6 322 | 5 600 |
| – Divided by net sales | 3 895 | 3 129 | 14 067 | 12 309 |
| GROSS MARGIN, % | 42,8 | 45,4 | 44,9 | 45,5 |

| EARNINGS PER SHARE SEK M | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
|--|-------------|-------------|-------------|--------------|
| | 2022 | 2021 | 2022 | 2021 |
| Profit for the period | 120 | 118 | 477 | 587 |
| – Less non-controlling interests' share | -5 | -1 | -23 | -14 |
| Profit for the period attributable to Parent Company's shareholders | 114 | 117 | 454 | 572 |
| – Divided by Average number of shares ⁴⁾ | 55 793 379 | 55 983 372 | 55 891 711 | 56 049 728 |
| EARNINGS PER SHARE, SEK | 2,05 | 2,09 | 8,12 | 10,21 |

| SHAREHOLDERS' EQUITY PER SHARE SEK M | Jan-Dec | Jan-Dec |
|---|--------------|--------------|
| | 2022 | 2021 |
| Shareholders' equity | 5 926 | 5 229 |
| – Less non-controlling interest of shareholders' equity | -125 | -55 |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS | 5 801 | 5 174 |
| – Divided by number of shares at the end of the period ⁴⁾ | 55 793 379 | 55 983 372 |
| SHAREHOLDERS' EQUITY PER SHARE, SEK | 104,0 | 92,4 |

| CASH FLOW PER SHARE SEK M | Oct-Dec | Oct-Dec | Jan-Dec | Jan-Dec |
|---|------------|------------|-------------|-------------|
| | 2022 | 2021 | 2022 | 2021 |
| Cash flow from operating activities | 326 | 192 | 1 048 | 1 227 |
| – Divided by Average number of shares ⁴⁾ | 55 793 379 | 55 983 372 | 55 891 711 | 56 049 728 |
| CASH FLOW PER SHARE, SEK | 5,8 | 3,4 | 18,8 | 21,9 |

| ⁴⁾ AVERAGE NUMBER OF SHARES | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|--|-------------------|-------------------|-------------------|-------------------|
| Number of shares at the end of the period | 55 793 379 | 55 983 372 | 55 793 379 | 55 983 372 |
| – Multiplied by the number of days that the Number of shares at the end of the period has remained unchanged during the period | 92 | 92 | 180 | 192 |
| Number of shares on another date during the period | | | 55 997 379 | 56 123 372 |
| – Multiplied by the number of days that the Number of shares on another date has existed during the period | | | 53 | 173 |
| Number of shares on another date during the period | | | 55 983 372 | |
| – Multiplied by the number of days that the Number of shares on another date has existed during the period | | | 132 | |
| – Total divided by the number of days during the period | 92 | 92 | 365 | 365 |
| AVERAGE NUMBER OF SHARES | 55 793 379 | 55 983 372 | 55 891 711 | 56 049 728 |

| NET DEBT SEK M | December 31 2022 | December 31 2021 | December 31 2020 |
|--|---------------------|---------------------|---------------------|
| Long-term liabilities, interest-bearing incl. lease liability | 5 391 | 4 177 | 3 911 |
| – Less interest-bearing long-term liabilities and provisions for pensions, leases, derivatives and similar obligations | -1 091 | -1 219 | -1 202 |
| Current liabilities, interest-bearing incl. lease liability | 520 | 664 | 1 043 |
| – Less interest-bearing current liabilities and provisions for pensions, leases, derivatives and similar obligations | -520 | -467 | -659 |
| – Less cash and cash equivalents | -741 | -892 | -420 |
| NET DEBT | 3 558 | 2 264 | 2 673 |

| NET DEBT INCL. IFRS 16 SEK M | December 31 2022 | December 31 2021 | December 31 2020 |
|---|---------------------|---------------------|---------------------|
| NET DEBT | 3 558 | 2 264 | 2 673 |
| – Plus long-term lease liabilities according to IFRS 16 | 1 020 | 1 181 | 1 168 |
| – Plus current lease liabilities according to IFRS 16 | 520 | 467 | 432 |
| NET DEBT INCL. IFRS 16 | 5 097 | 3 911 | 4 273 |

| EBITDA EXCL. IFRS 16 | Oct-Dec 2022 | Oct-Dec 2021 | Jan-Dec 2022 | Jan-Dec 2021 |
|---|-----------------|-----------------|-----------------|-----------------|
| EBITDA according to income statement | 386 | 377 | 1 631 | 1 699 |
| – less change relating to lease expenses in accordance with IFRS 16 | -159 | -129 | -572 | -503 |
| EBITDA excluding IFRS 16 | 227 | 248 | 1 059 | 1 197 |

FINANCIAL DEFINITIONS

| | |
|--------------------------------|---|
| Return on shareholders' equity | Profit for the period, excluding non-controlling interests, as a percentage of average shareholders' equity attributable to Parent Company's shareholders. Average shareholders' equity attributable to Parent Company's shareholders is calculated as shareholders' equity attributable to Parent Company's shareholders at the end of the period plus the shareholders' equity for the four immediately preceding quarters attributable to Parent Company's shareholders at the end of the periods divided by five. |
| Return on capital capital | Profit after financial items plus interest expenses as a percentage of average capital employed. Average employed is calculated as capital employed at the end of the period plus the capital employed for the four immediately preceding quarters divided by five. |
| Return on total capital | Profit after financial items plus interest expenses as a percentage of average total assets. Average total assets is calculated as total assets at the end of the period plus the total assets for the four immediately preceding quarters at the end of the periods divided by five. |
| Gross margin | Net sales less costs for goods for resale, as a percentage of net sales. |
| Gross profit | Revenue less cost for goods for resale. |
| EBIT margin | Operating profit after depreciation/amortization (EBIT) as a percentage of total revenue. |
| EBITA | Operating profit after depreciation according to plan but before amortization and impairment of intangible fixed assets. |
| EBITDA | Operating profit before depreciation/amortization and impairment of tangible and intangible fixed assets. |
| EBITDA excl. IFRS 16 | Operating profit before depreciation/amortization and impairment of tangible and intangible fixed assets excl. effects of IFRS 16. |
| EBITDA margin | EBITDA as a percentage of total revenue. |
| Shareholders' equity per share | Shareholders' equity excluding non-controlling interests, in relation to the number of shares at the end of the period. |
| Adjusted EBIT | EBIT adjusted for items affecting comparability (see definition under company-specific terms and definitions) and material acquisition-related items. Current acquisition-related items pertain to the amortization of acquired intangible and tangible assets relating to the acquisitions of FTZ, Inter-Team, Koivunen, MECA and Sørensen og Balchen. |
| Adjusted EBIT margin | Adjusted EBIT as a percentage of total revenue. |
| Cash flow per share | Cash flow from operating activities in relation to the average number of shares. Average number of shares is calculated as the number of shares at the end of the period multiplied by the number of days that this number existed during the period, plus any other number of shares during the period multiplied by the number of days that this or these numbers existed during the period, divided by the number of days during the period. |
| Cash and cash equivalents | Cash and cash equivalents comprise cash funds held at financial institutions and current liquid investments with a term from the date of acquisition of less than three months, which are exposed to only an insignificant risk of fluctuations in value. Cash and cash equivalents are recognized at nominal amounts. |
| Net debt | Short-term and long-term interest-bearing liabilities for borrowing, i.e. excluding short and long-term lease liabilities, pensions, derivatives and similar obligations, less cash and cash equivalents. |
| Net debt incl. IFRS 16 | Short-term and long-term interest-bearing liabilities for borrowing, and long-term and current lease liabilities according to IFRS 16, i.e. excluding pensions, derivatives and similar obligations, less cash and cash equivalents. |
| Organic sales | Net sales adjusted for the number of workdays, acquisitions/divestments and currency effects. |
| Organic growth | Change in net sales adjusted for the number of workdays, acquisitions/divestments and currency effects. |
| Earnings per share | Profit for the period excluding non-controlling interests, in relation to the average number of shares. Average number of shares is calculated as the number of shares at the end of the period multiplied by the number of days that this number existed during the period, plus any other number of shares during the period multiplied by the number of days that this or these numbers existed during the period, divided by the number of days during the period. |
| Equity/assets ratio | Shareholders' equity including non-controlling interests as a percentage of total assets. |
| Capital employed | Total assets less non-interest-bearing liabilities and provisions, including deferred tax liabilities. |

COMPANY-SPECIFIC TERMS AND DEFINITIONS

| | |
|---------------------------------------|---|
| Business area | Reportable segment. |
| Affiliated workshops | Workshops that conduct business under the Group's brands/workshop concepts or are affiliated under a white label. |
| B2B | Sales of goods and services between companies (business-to-business). |
| B2C | Sales of goods and services between companies and consumers (business-to-consumer). |
| DAB products | Car accessories with solutions for receiving digital radio broadcasts. DAB is an abbreviation for Digital Audio Broadcasting. |
| Proprietary branches | Branches with operations in subsidiaries, directly or indirectly majority-owned by MEKO AB. |
| Proprietary workshops | Workshops with operations in subsidiaries, directly or indirectly majority-owned by MEKO AB. |
| OBP | Proprietary products, such as MEKO's proprietary products ProMeister, Carwise, Kraft, Sakura, Vehcare and ForumLine. |
| Fleet operations | MEKO's offering to business customers comprising service and repairs of cars, sales of spare parts and accessories, and tire storage. |
| Sales to Customer Group | Sales to affiliated workshops and sales to proprietary workshops. |
| Affiliated workshops | |
| Sales to Customer Group | Cash sales from proprietary branches to customer groups other than Affiliated Workshops and Other B2B Customers, as well as |
| Consumer | the Group's e-commerce sales to consumers. |
| Sales to Customer Group | Sales to partner branches. |
| Partner branches | |
| Sales to Customer Group | Sales to business customers that are not affiliated with any of MEKO's concepts, including sales in |
| Other B2B Customers | Fleet operations. |
| Items affecting comparability | Events or transactions with significant effects, which are relevant for understanding the financial performance when comparing income for the current period with previous periods, including restructuring programs, expenses relating to major legal disputes, impairments and gains and losses from the acquisitions or disposals of businesses, subsidiaries, associates and joint ventures or items of a similar nature. |
| Concept workshops | Affiliated workshops. |
| LTIP | Long-term Incentive Program. |
| Mobility | The ability to move from A to B is a fundamental freedom and a driving force in society. Demand is timeless, and independent of the type of vehicle used. |
| ProMeister | MEKO's proprietary brand for high-quality spare parts with five-year guarantees, and the name of the services we offer affiliated workshops. |
| Spare parts for cars | Parts that are necessary for a car to function. |
| Partner branches | Branches that are not proprietary, but conduct business under the Group's brands/branch concepts. |
| Accessories for cars | Products that are not necessary for a car to function, but enhance the experience or extend use of the car, such as car-care products, roof boxes, car child seats, etc. |
| TSR | Total shareholders return. |
| Currency effects in the balance sheet | Impact of currency with respect to realized and unrealized revaluations of foreign current non-interest-bearing receivables and liabilities. |
| Currency transaction effects | Impact of currency with respect to internal sales from Bileko Car Parts AB, and from MECA CarParts AB to each country. |
| Currency translation effects | Impact of currency from translation of earnings from foreign subsidiaries to SEK. |
| White Label | Workshops that are contract customers but do not conduct business under any of the Group's brands. |
| Other operating revenue | Mainly comprises rental income, marketing subsidies and exchange-rate gains. |
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