

A photograph of three young women sitting in the back of a car. The woman in the foreground is smiling and looking towards the camera. The woman in the middle is looking towards the woman in the foreground. The woman in the background is smiling and looking towards the camera. The car's interior and windows are visible, and the lighting is warm and bright.

MEKONOMEN GROUP

JANUARY – MARCH 2018

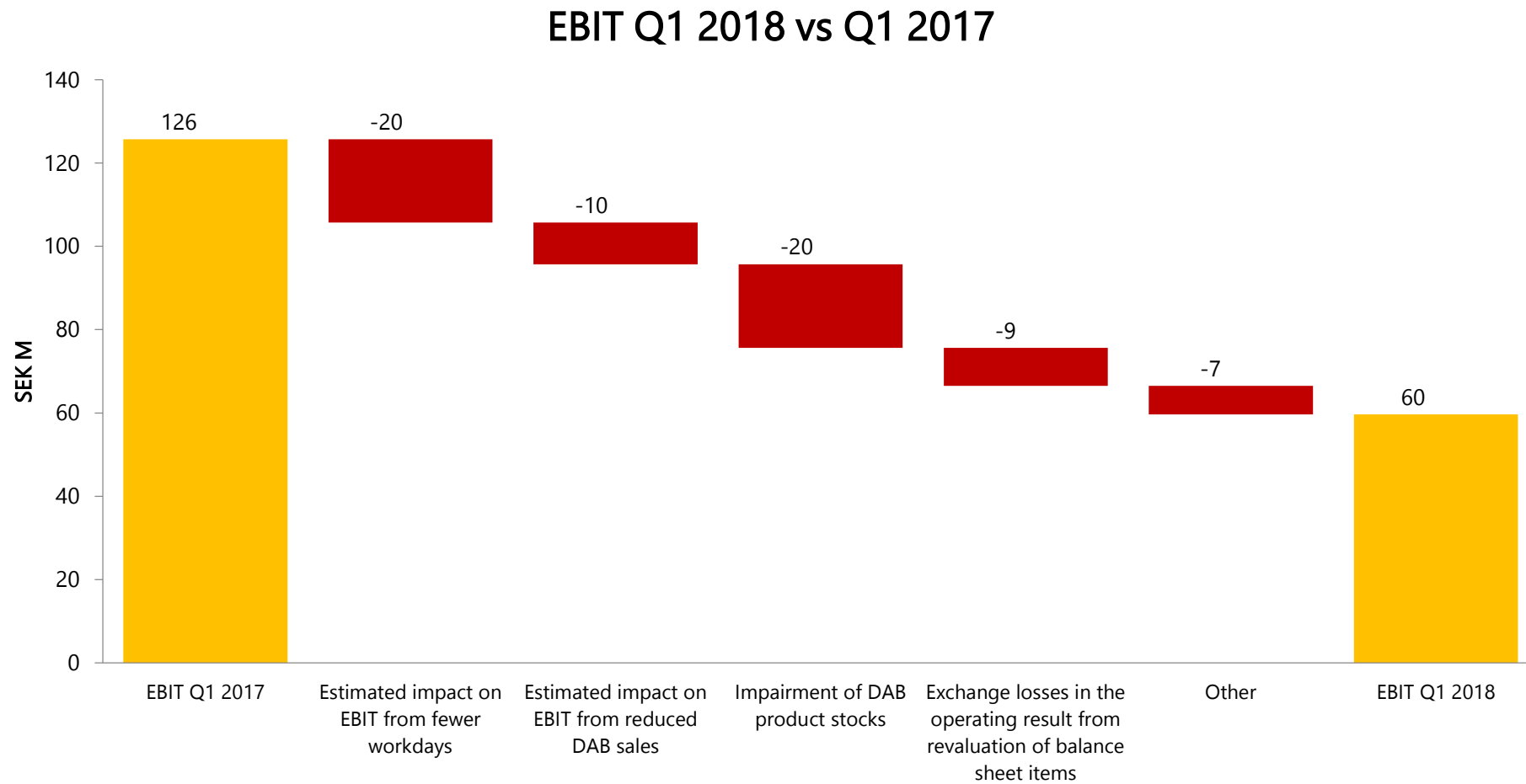
9 MAY 2018

Mekonomen Group

MEKONOMEN GROUP – FIRST QUARTER 2018

SEK M	Q1 2018	Q1 2017	change	Apr-Mar rolling 12M	2017 12M
Group revenue	1,469	1,518	-3%	5,950	6,000
Underlying sales growth	1%	-3%		-	1%
EBIT	60	126	-53%	456	522
EBIT margin	4%	8%		8%	9%

DEVELOPMENT – EBIT Q1 2018 vs Q1 2017



SALES & RESULT – PER SEGMENT



NEW SEGMENT REPORTING

As of the first quarter of 2018, Mekonomen Group will present three main segments:



MECA: comprises MECA Sweden and MECA Norway



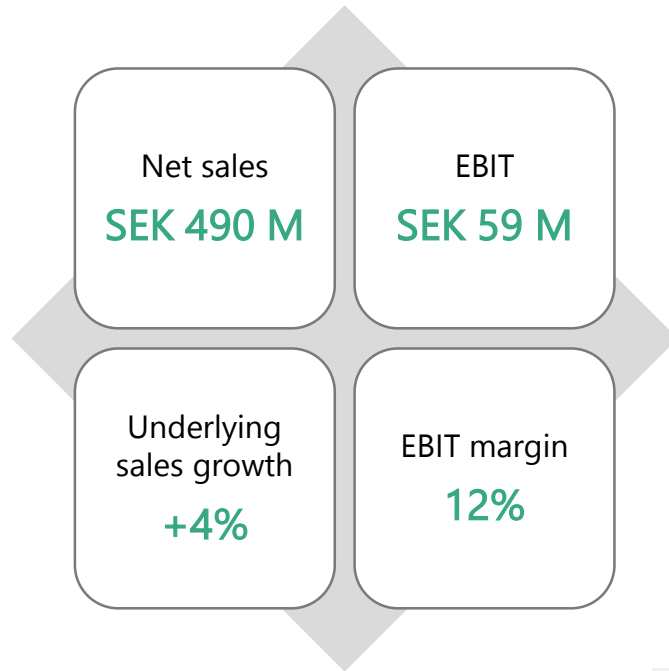
Mekonomen: comprises Mekonomen Sweden and Mekonomen Norway



Sørensen og Balchen: is unchanged

Tunga Fordon, ProMeister Solutions, Preqas and MECA Scandinavia operations that were previously reported under MECA, are now included in "Other segments".

MECA – FIRST QUARTER 2018



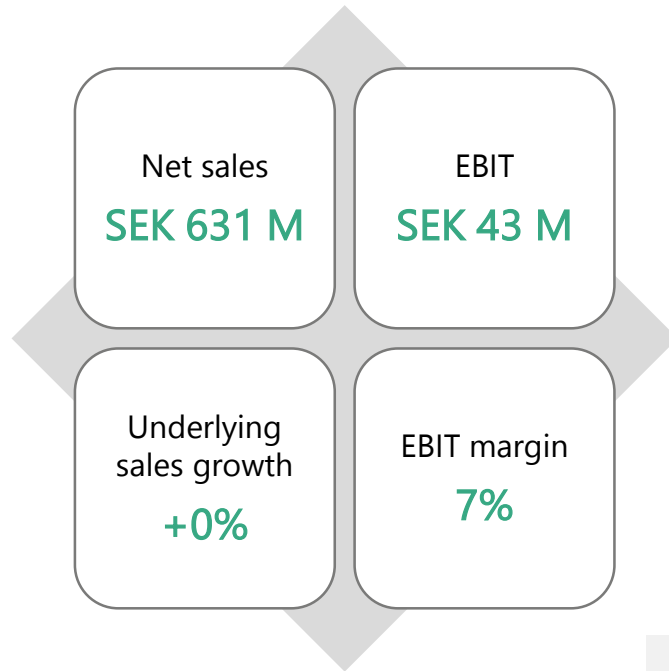
Increased sales to MECA Car Service workshops and other larger customers, while sales to other workshops declined

Lower sales of DAB products in Norway affected sales negatively by SEK 8 M

EBIT negatively affected by lower DAB sales and weak SEK, mainly against EUR

SEK M	Q1 2018	Q1 2017	change	Apr-Mar rolling 12M	2017 12M
Net sales	490	493	-1%	1,904	1,907
- Sweden	239	244	-2%	944	949
- Norway	251	249	1%	960	958
Underlying sales growth	4%	-1%		-	4%
EBIT	59	75	-22%	249	265
EBIT margin	12%	15%		13%	14%

MEKONOMEN – FIRST QUARTER 2018



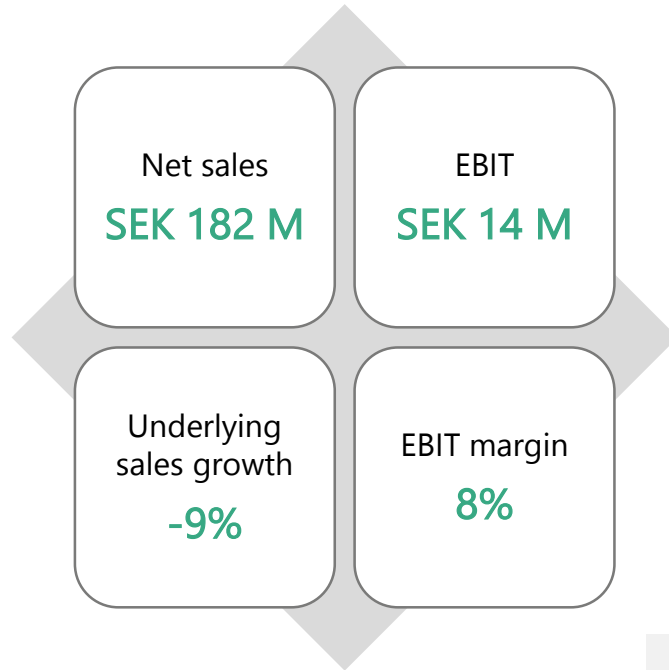
Stable sales development in Sweden

Lower sales of DAB products in Norway affected sales negatively by SEK 9 M

EBIT negatively impacted by lower DAB sales, weak SEK mainly against EUR and impairment loss of DAB inventories of SEK 13 M

SEK M	Q1 2018	Q1 2017	change	Apr-Mar rolling 12M	2017 12M
Net sales	631	651	-3%	2,663	2,683
- Sweden	428	434	-1%	1,810	1,816
- Norway	204	217	-6%	853	867
Underlying sales growth	0%	-8%		-	-1%
EBIT	43	66	-35%	289	313
EBIT margin	7%	10%		10%	11%

SØRENSEN OG BALCHEN – FIRST QUARTER 2018

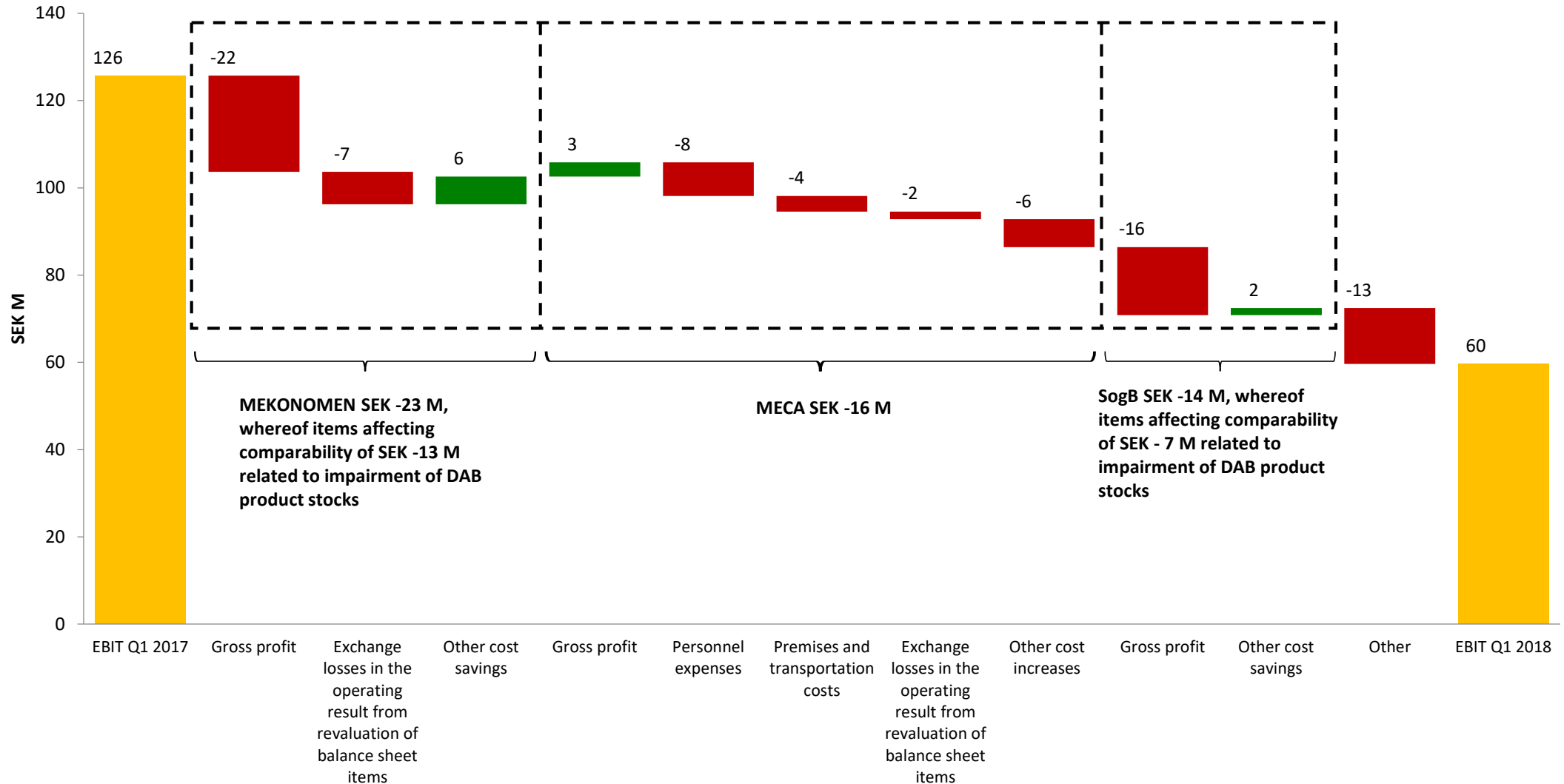


Lower sales of DAB products in Norway affected sales negatively by SEK -32 M

EBIT negatively impacted by lower DAB sales and by impairment loss of DAB inventories of SEK 7 M

SEK M	Q1 2018	Q1 2017	change	Apr-Mar rolling 12M	2017 12M
Net sales	182	213	-15%	747	778
Underlying sales growth	-9%	7%		-	7%
EBIT	14	28	-50%	106	120
EBIT margin	8%	13%		14%	15%

DEVELOPMENT – EBIT BY SEGMENT Q1 2018 vs Q1 2017



MARKET & GROWTH

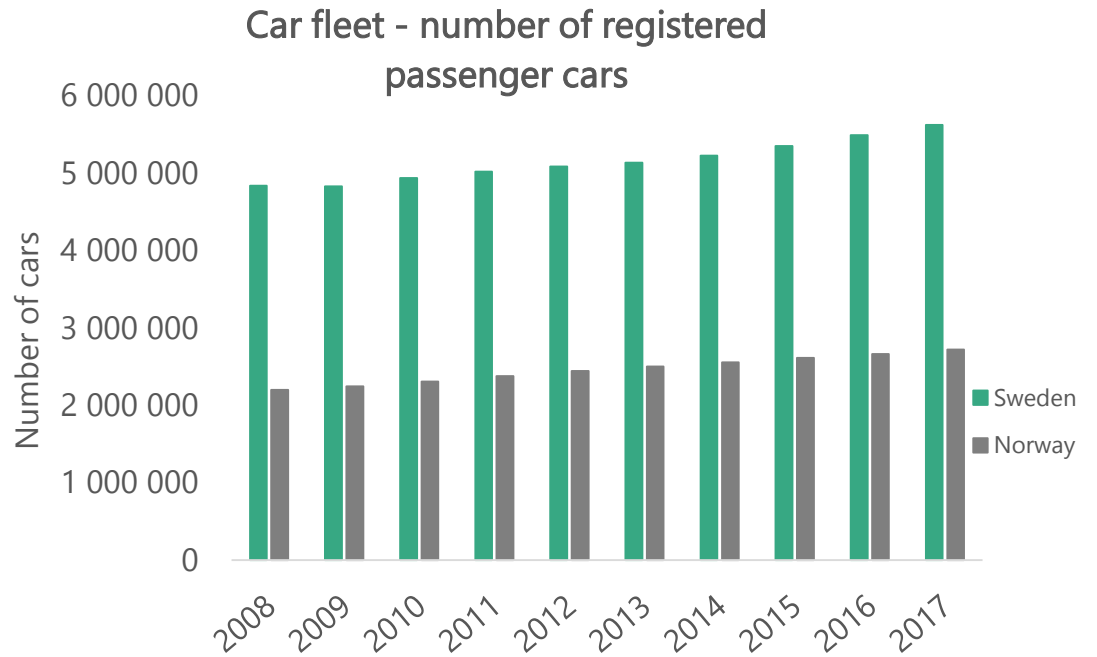


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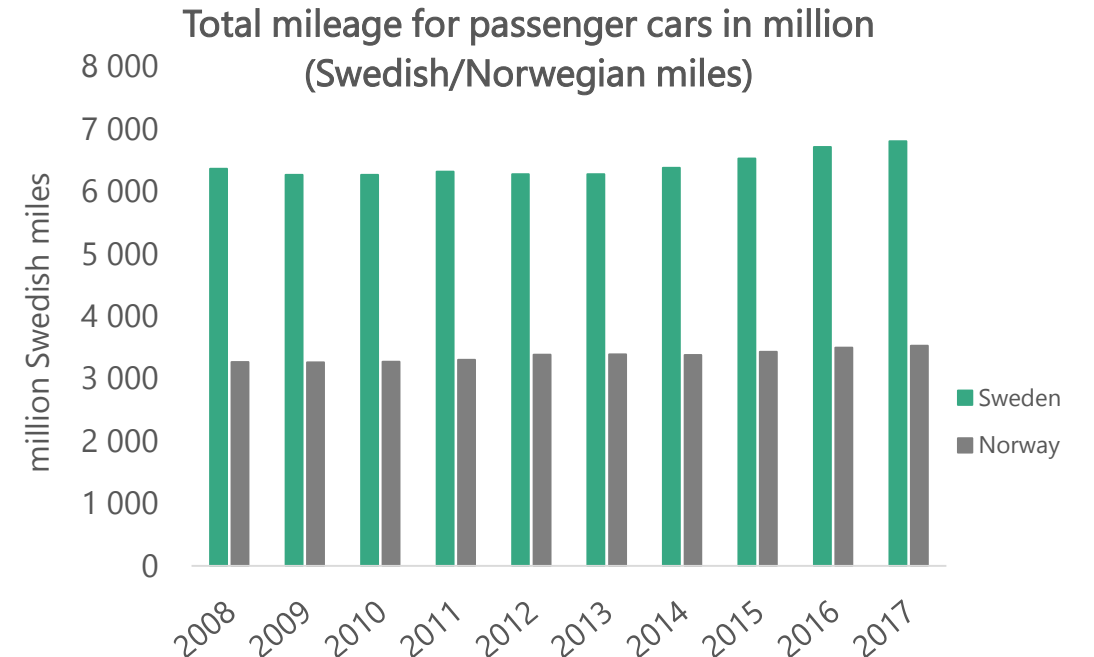
ProMeister

MARKET TRENDS

- Provided that scrapping or export of cars do not increase from the current level we see potential for an increasing overall market



Source: Trafa and SSB



Source: Trafa and SSB

SALES GROWTH BY CUSTOMER GROUP IN THE FIRST QUARTER 2018



Affiliated workshops
 Growth, nominal: +5%
 Growth, local currency: +6%



Consumers
 Growth, nominal: -3%
 Growth, local currency: -2%



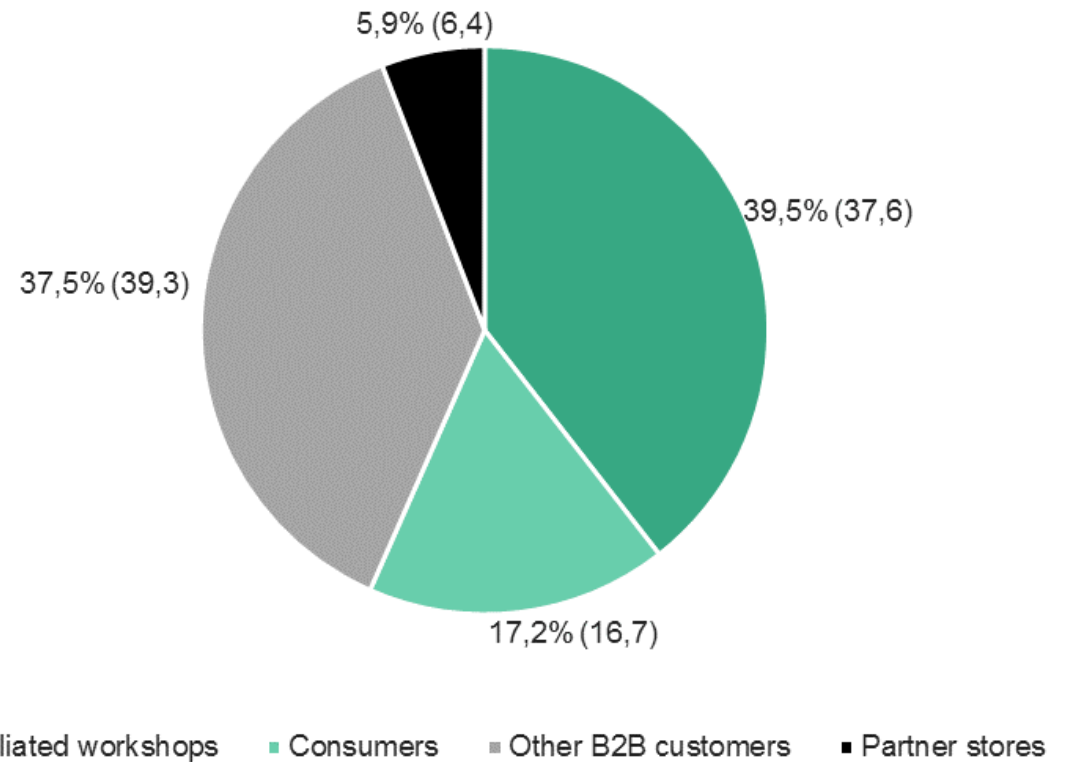
Other B2B customers
 Growth, nominal: -10%
 Growth, local currency: -9%



Partner stores
 Growth, nominal: -10%
 Growth, local currency: -8%

Affected
by lower
DAB sales

Sales distribution, customer groups Q1 2018

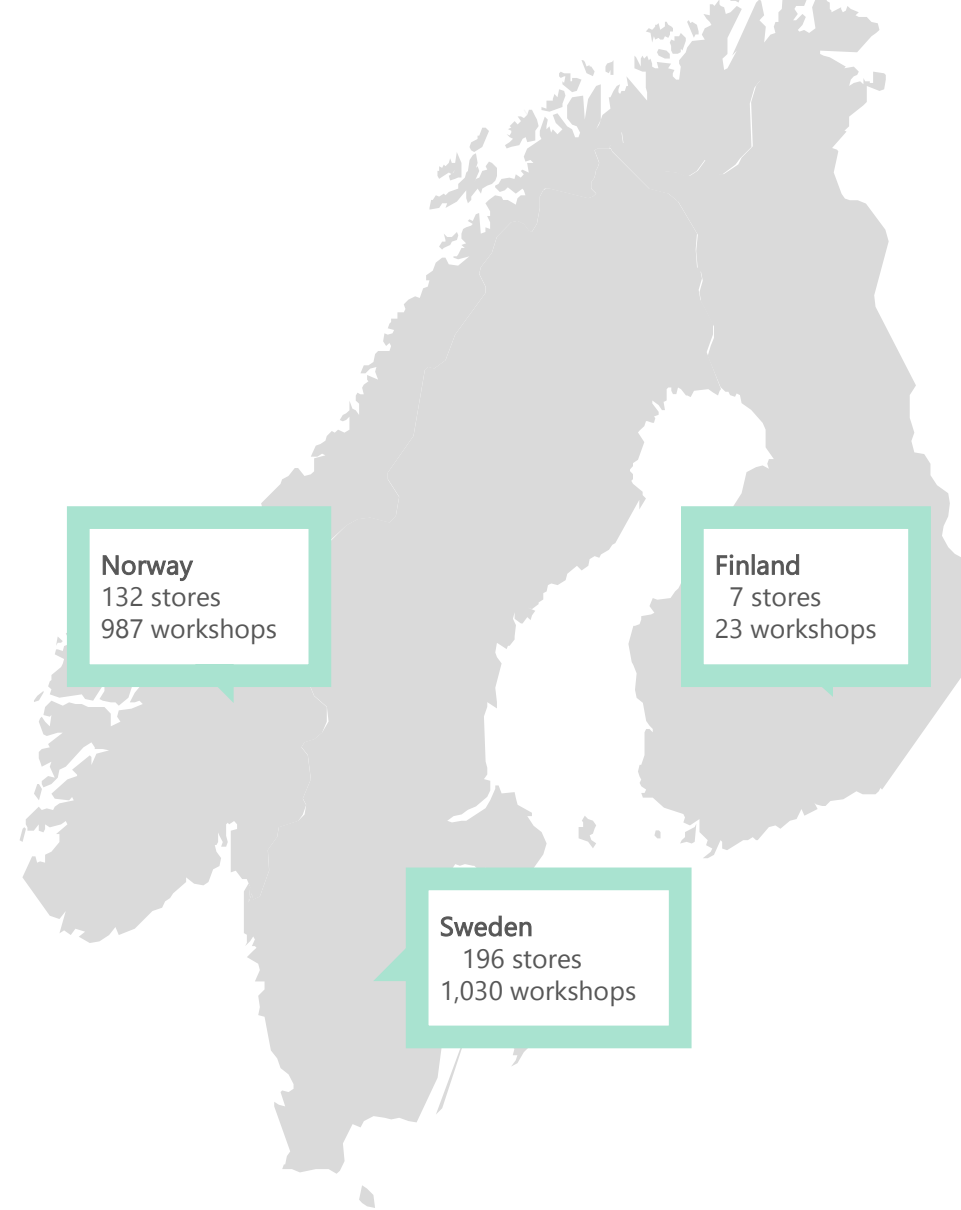
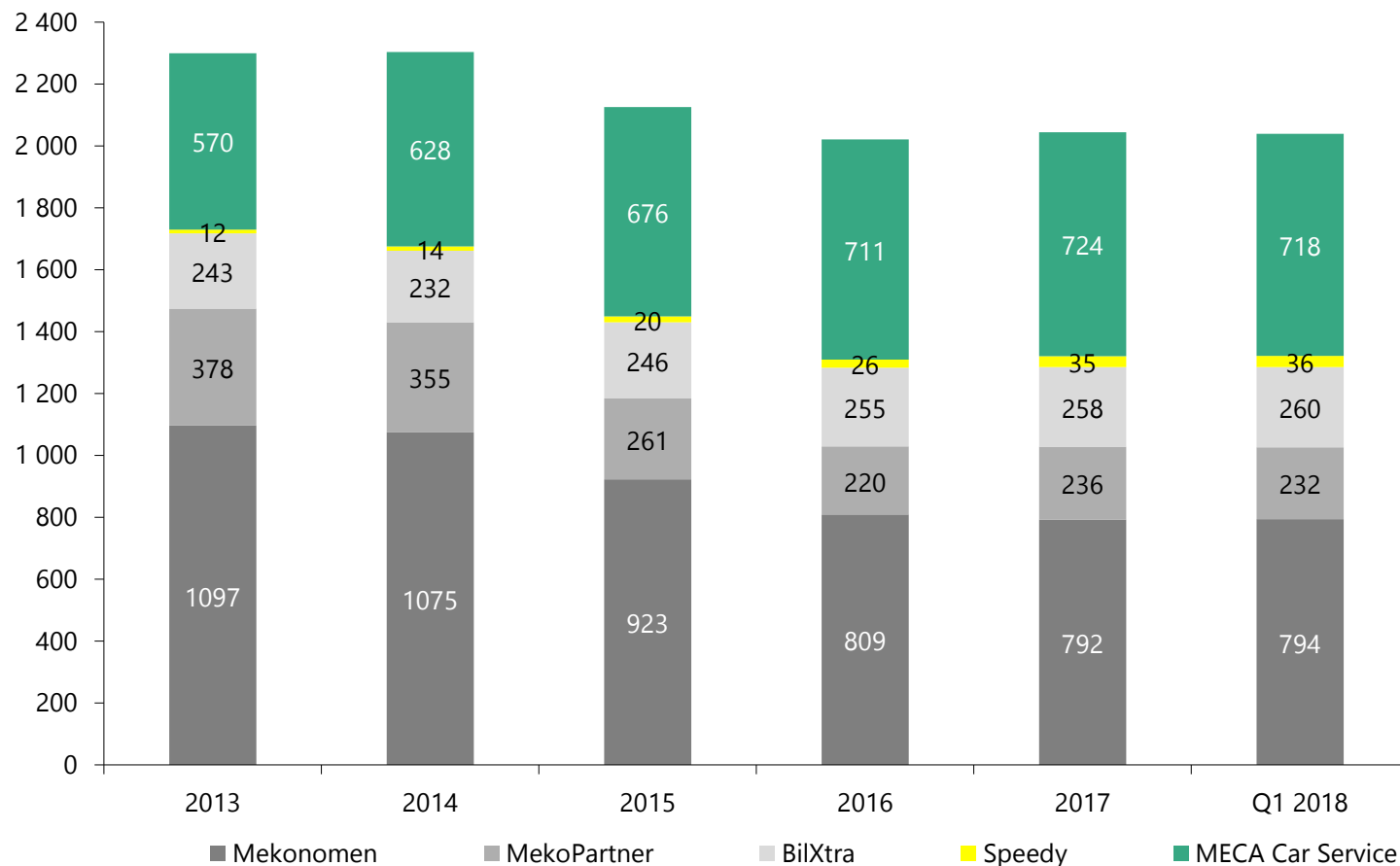


STORES AND AFFILIATED WORKSHOPS

Number of stores Q1 18: **335 (343)**

Number of workshops Q1 18: **2,040 (2,031)**

Number of affiliated workshops

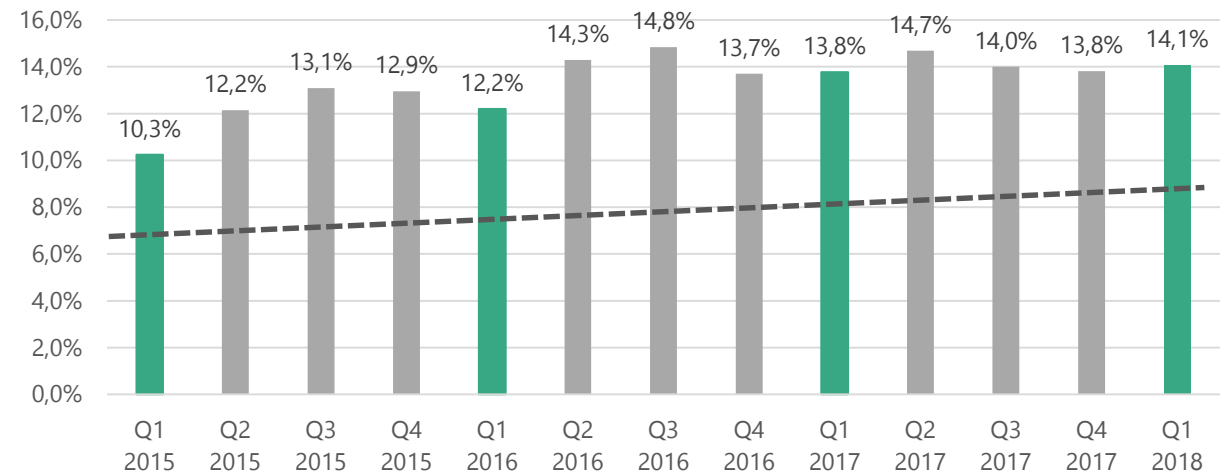




PROMEISTER

- ProMeister's proportion of our total spare part sales has developed well

ProMeister's share of our total spare part sale





STREAMLINING OF OUR CENTRAL WAREHOUSE STRUCTURE

- Proceeding according to plan, where cost savings of SEK 50 M will have a full effect on EBIT from 2020
- The project is currently in an intensive phase of testing. Both hardware and software is being tested jointly with the automation provider
- Linked to the rebuild of the existing warehouse, we also exchange the lighting. The new LED lighting will have a positive effect on the work environment of our personnel as well as energy consumption

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SE AUDI 100, 91-94 (103 kW)

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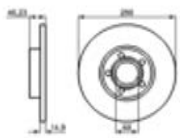
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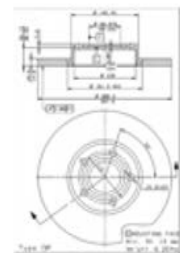
Bromsskiva Bosch fram
Art. Nr 69-0986478545



Antal bulthål	5
Bromsskivetyyp	Solid
Diameter	288 mm
Fabrikat	Bosch
Höjd	46.2 mm

Bäst

Bromsskiva Bosch fram
Art. Nr [02-08.5747.14](#)



Antal bulthål	5
Bromsskivetyyp	Solid
Diameter	288 mm
Fabrikat	Bosch
Höjd	46.2 mm

UPGRADED DIGITAL SPARE PART CATALOGUE

- Test stage completed in Mekonomen Norway, the workshop implementation has started
- Test stage initiated in Mekonomen Sweden
- Initial benefits include a wider assortment and more accurate search precision for the workshops

ADAPTATION TO NEW LEGISLATION AND INDUSTRY STANDARD



Implementation of updated procedures regarding personal data management for customers, employees and suppliers



All workshops within the Group are being prepared for certification of the industry standard, Godkänd Bilverkstad (Approved workshop)

Focus 2018

Strategic projects

Spare parts catalogue

Central warehouse structure

Workshop quality

Continued focus on our own brand ProMeister (Products and workshop services)

Approved workshop (Godkänd Bilverkstad)

Recruitment and education – Mechanics

Growth and innovation

Increase organic growth in our core business through improved customer offerings

Retain and develop entrepreneurship in the Group

Continued focus on new businesses and our acquisition ambition

A grayscale photograph of a woman with long blonde hair in a ponytail, wearing a dark t-shirt and jeans. She is standing in profile, facing right, and holding an open notebook. Behind her is a white car with its hood open. The background is a blurred outdoor setting.

Appendix

Earnings trend

SUMMARY OF THE GROUP'S EARNINGS TREND SEK M	Jan-Mar 2018	Jan-Mar 2017	Change, %	12 months April-March	Full-year 2017	Change, %
Revenue	1 469	1 518	-3	5 950	6 000	-1
Operating profit before amortisation and impairment of intangible assets (EBITA)	89	155	-42	584	649	-10
EBIT	60	126	-53	456	522	-13
Profit after financial items	58	113	-49	420	475	-12
Profit after tax	43	86	-50	325	368	-12
Earnings per share, SEK	1,15	2,33	-51	8,87	10,05	-12
EBITA margin, %	6	10		10	11	
EBIT margin, %	4	8		8	9	

Cash flow

CONDENSED CONSOLIDATED CASH-FLOW STATEMENT, SEK M	Jan-Mar 2018	Jan-Mar 2017	12 months April-March	Full-year 2017
Operating activities				
<i>Cash flow from operating activities before changes in working capital, excluding tax paid</i>	137	162	650	675
Tax paid	-62	-79	-49	-66
Cash flow from operating activities before changes in working capital	75	83	601	609
Cash flow from changes in working capital:				
Changes in inventory	21	23	-130	-127
Changes in receivables	-22	-78	-18	-74
Changes in liabilities	-67	9	12	88
<i>Increase (-)/Decrease (+) working capital</i>	-68	-46	-136	-113
Cash-flow from operating activities	6	37	465	496
Cash flow from investing activities	-90	-53	-265	-229
Cash flow from financing activities	12	20	-303	-295
CASH FLOW FOR THE PERIOD	-71	4	-103	-27
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD	254	291	296	291
Exchange-rate difference in cash and cash equivalents	0	1	-10	-9
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	183	296	183	254

Balance sheet

CONDENSED CONSOLIDATED BALANCE SHEET SEK M	31 March 2018	31 March 2017	31 December 2017
ASSETS ¹⁾			
Intangible fixed assets	2 719	2 757	2 686
Tangible fixed assets	302	185	254
Financial fixed assets	67	44	62
Deferred tax assets	93	77	93
Goods for resale	1 384	1 253	1 382
Current receivables	860	915	823
Cash and cash equivalents	183	296	254
TOTAL ASSETS	5 608	5 528	5 554
SHAREHOLDERS' EQUITY AND LIABILITIES ¹⁾			
Shareholders' equity	2 487	2 396	2 379
Long-term liabilities, interest-bearing	1 415	1 553	1 453
Deferred tax liabilities	157	155	168
Long-term liabilities, non-interest-bearing	16	32	18
Current liabilities, interest-bearing	306	213	255
Current liabilities, non-interest-bearing	1 228	1 178	1 280
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	5 608	5 528	5 554

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

Income statement

CONDENSED CONSOLIDATED INCOME STATEMENT, SEK M	Jan-Mar 2018	Jan-Mar 2017	12 months April-March	Full-year 2017
Net sales	1 432	1 482	5 800	5 850
Other operating revenue	36	36	150	150
Total revenue	1 469	1 518	5 950	6 000
Goods for resale	-673	-688	-2 639	-2 654
Other external costs	-328	-312	-1 266	-1 249
Personnel expenses	-362	-349	-1 399	-1 386
Operating profit before depreciation/ amortisation and impairment of tangible and intangible fixed assets (EBITDA)	106	170	645	710
Depreciation and impairment of tangible fixed assets	-16	-15	-61	-60
Operating profit before amortisation and impairment of intangible fixed assets (EBITA)	89	155	584	649
Amortisation and impairment of intangible fixed assets	-30	-29	-128	-127
EBIT	60	126	456	522
Interest income	1	1	4	4
Interest expenses	-8	-7	-30	-29
Other financial items	5	-7	-11	-23
Profit after financial items	58	113	420	475
Tax	-15	-27	-94	-107
PROFIT FOR THE PERIOD	43	86	325	368
Profit for the period attributable to:				
Parent Company's shareholders	41	84	318	361
Non-controlling interests	2	2	7	7
PROFIT FOR THE PERIOD	43	86	325	368
Earnings per share before and after dilution, SEK	1,15	2,33	8,87	10,05

Largest owners 2018-03-31

	Voting rights and share capitals, %
LKQ Corporation	26,5
Fjärde AP-fonden	8,0
Eva Fraim Pålman	5,6
Didner & Gerge Fonder	4,7
Swedbank Robur Fonder	4,4
Burgundy Asset Management	4,3
Ing-Marie Fraim	2,8
Catella Fonder	2,7
Svolder	2,7
Kempen Capital Management	1,9
Total 10 largest shareholders	63,6
Others	36,4
Total	100,0