



MEKO

January – March 2024
May 16, 2024

A scenic photograph of a paved road winding through a dense forest of tall evergreen trees. The sun is low on the horizon, creating a bright, hazy glow and long shadows across the road. A small white car is visible in the distance on the road. The overall mood is peaceful and natural.

PEHR OSCARSON

CHIEF EXECUTIVE OFFICER

Q1 2024 – STRONG GROWTH AND FURTHER MEASURES TO IMPROVE PROFITABILITY

Strong organic growth in all markets and robust operating cash flow generation

Stable adjusted EBIT, while EBIT development affected by one-time effects

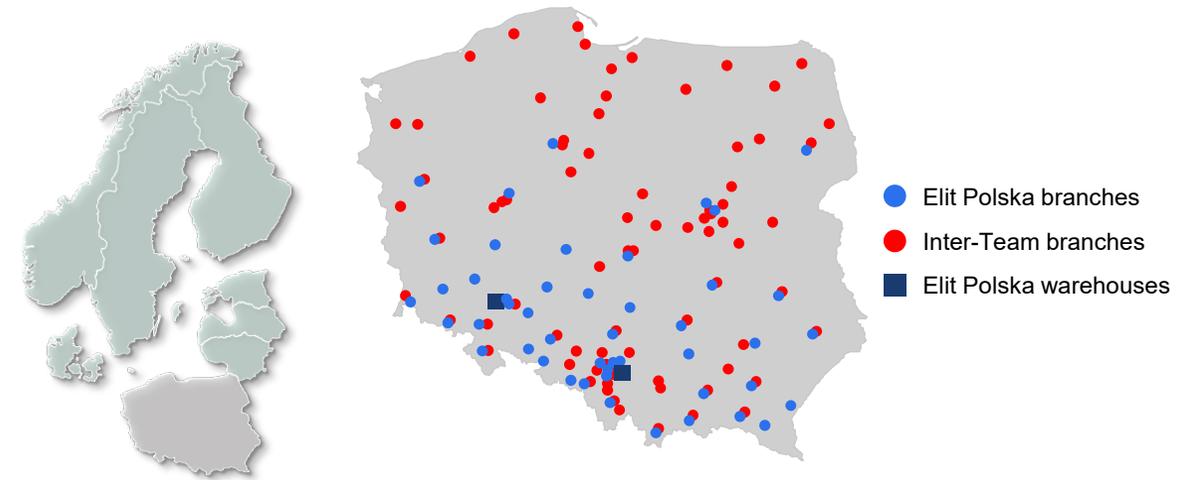
Additional initiatives to improve profitability – intensified focus on Denmark and Finland

Solid financial position – leverage well within target range

Strengthened position in Poland – agreement to acquire Elit Polska from LKQ

Strengthened position in Poland through strategic acquisition

- Agreement to acquire the company Elit Polska from LKQ Corporation
- Growing market share from 5% to 8%
- Turnover of 429 MPLN (1,159 MSEK)
- No significant impact on MEKO's debt level or cash flow
- Initial costs to enable annual synergies
 - Full effect from 2026
- Subject to customary approvals





A perfect strategic fit

✓ Supports MEKO's growth strategy

✓ Participate in market consolidation

✓ Increased scale benefits

✓ Reduce warehouse investment needs

✓ Reduce branch network investment needs

✓ Highly complementary business

A scenic photograph of a road winding through a forest. The sun is low on the horizon, creating a warm, golden glow and long shadows. A car is visible in the distance on the road. The overall mood is peaceful and natural.

CHRISTER JOHANSSON

CHIEF FINANCIAL OFFICER

SOLID PERFORMANCE IN THE FIRST QUARTER

- Strong organic growth in all markets
- Robust cash flow from operations, due to improved working capital
- EBIT development burdened by one-time effects, additional measures to increase profitability

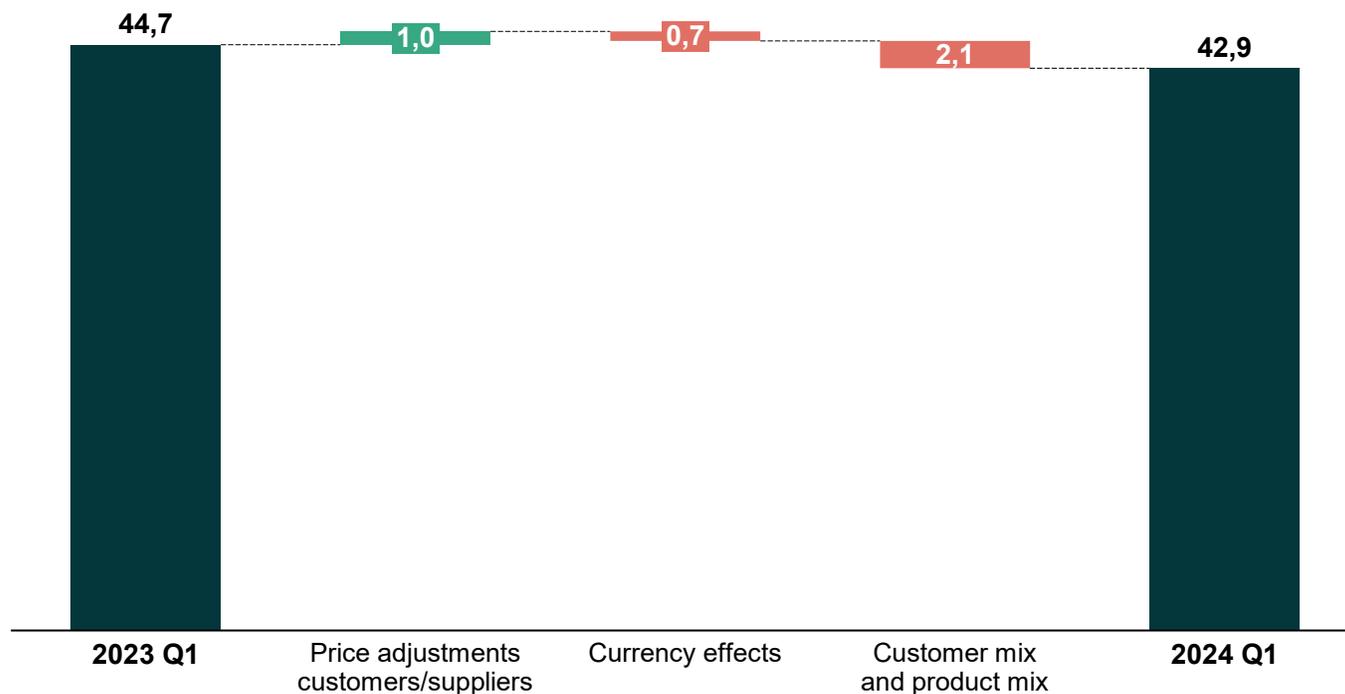
SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	4 320	3 973	9	17 109	16 762	2
EBIT	146	200	-27	819	872	-6
Adjusted EBIT ¹⁾	224	227	-1	961	963	0
Earnings per share, SEK	0,92	1,43	-36	6,99	7,50	-7
Cash flow from operating activities	285	27	n.m.	1 510	1 252	21
Key figures						
- Organic growth ²⁾ , %	11	6		-	8	
- EBIT margin, %	3,3	4,9		4,6	5,0	
- Adjusted EBIT margin, %	5,1	5,6		5,5	5,6	

¹⁾ EBIT adjusted for items affecting comparability (IAC) and material acquisition-related items. Current acquisition-related items pertain to the amortization/depreciation of surplus values on acquired tangible and intangible assets relating to the acquisitions of FTZ, Inter-Team and Koivunen.

²⁾ Organic growth refers to changes in net sales adjusted for the number of workdays, acquisitions/divestments and currency effects.

GROSS MARGIN DEVELOPMENT IN THE FIRST QUARTER

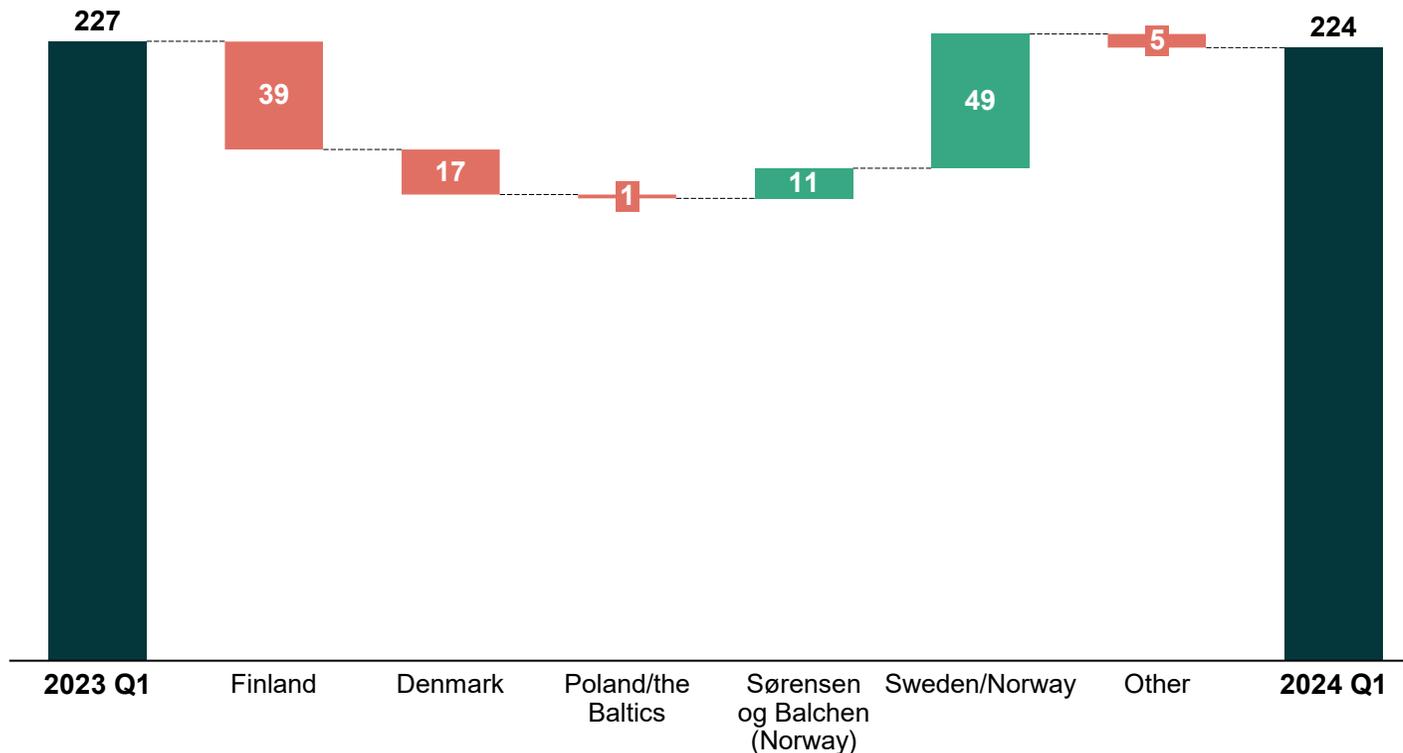
Gross margin (%) bridge 2023 Q1 to 2024 Q1



- Price adjustments fully compensating for negative currency fluctuations
- Mix effects with higher share of low margin seasonal sales had a negative margin impact

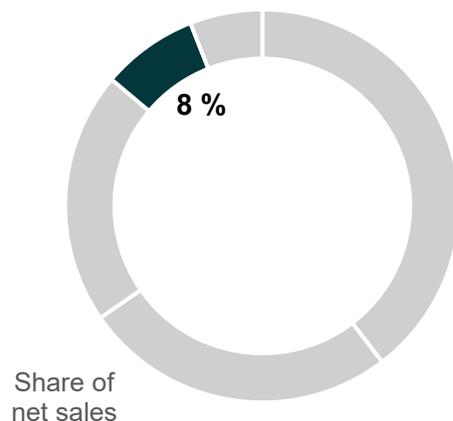
STABLE ADJUSTED EBIT DEVELOPMENT

Adjusted EBIT (SEK M) bridge 2023 Q1 to 2024 Q1



- Finland profitability negatively affected by synergy enhancing activities and operational merger
- Intensified focus to improve profitability in Denmark and Finland
- Strong profitability improvement in Sweden/Norway as a result of successful efficiency measures

FINLAND – SOLID SEASONAL SALES DRIVES ORGANIC GROWTH



Reported net sales growth of 8 per cent, of which 9 percent organic. Growth driven by strong sales of seasonal products

Adjusted EBIT development burdened by temporary costs and write-downs related to operational integration. Comparable quarter positively impacted by transition to Group obsolescence model for inventory valuation

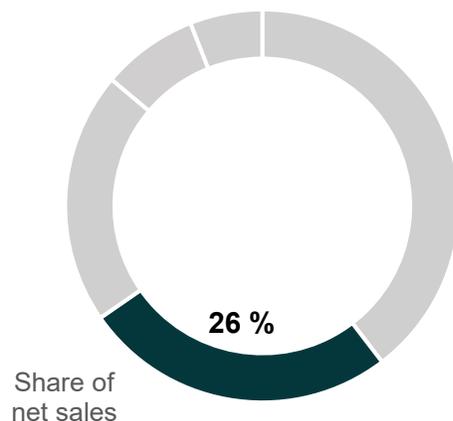
Additional initiatives to improve profitability over time

SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	361	335	8	1 488	1 462	2
EBIT	-17	23	-173	17	57	-69
Adjusted EBIT ¹⁾	-17	23	-173	-42	-2	n.m.
Key figures						
- Organic growth ²⁾ , %	9	12		-	7	
- EBIT margin, %	-4,6	6,7		1,1	3,7	
- Adjusted EBIT margin, %	-4,6	6,7		-2,8	-0,2	

1) Adjusted EBIT excludes items affecting comparability

2) Organic growth is change in net sales adjusted for number of workdays, acquisitions/divestments and currency effects
Organic growth for the period January-June 2023 is only attributed to Mekonomen Finland

DENMARK – STRONG GROWTH AND MEASURES TO OPTIMIZE COSTS



Reported net sales growth of 6 per cent, of which 9 percent organic. Growth driven by strong seasonal sales, but impacted by tough competition

Adjusted EBIT development improved sequentially but decreased versus comparative quarter last year. Gross margin lower due to increased share of seasonal products with lower margin

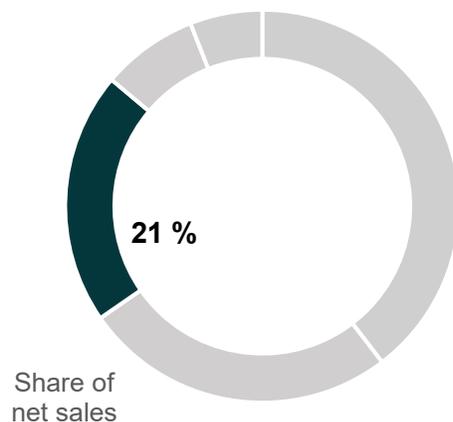
Additional initiatives to improve profitability over time

SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	1 111	1 046	6	4 331	4 267	2
EBIT	66	83	-21	285	302	-6
Adjusted EBIT ¹⁾	67	83	-20	248	264	-6
Key figures						
- Organic growth ²⁾ , %	9	1		-	5	
- EBIT margin, %	6,0	8,0		6,5	7,0	
- Adjusted EBIT margin, %	6,0	8,0		5,7	6,2	

1) Adjusted EBIT excludes items affecting comparability

2) Organic growth is change in net sales adjusted for number of workdays, acquisitions/divestments and currency effects

POLAND/THE BALTICS – SOLID GROWTH IN A COMPETITIVE MARKET



Reported net sales growth of 13 per cent, of which 7 percent organic. Growth impacted by tough competition, a weaker economy and high inflationary pressure

Adjusted EBIT development burdened by higher costs driven by high inflation and a strained labor market with increased wage demands

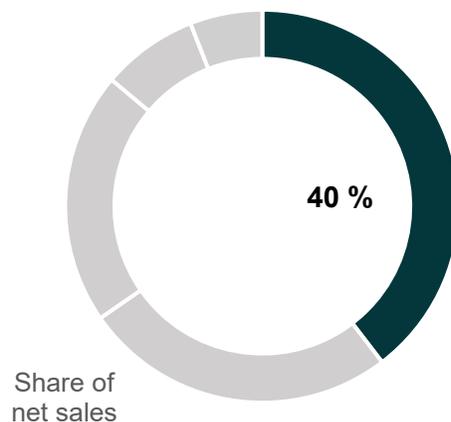
Ongoing synergy extraction in the Baltics according to plan, with full effect expected in 2024

SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	888	784	13	3 626	3 522	3
- Poland	716	622	15	2 903	2 809	3
- The Baltics	172	161	6	723	713	1
EBIT	23	26	-10	156	158	-2
Adjusted EBIT ¹⁾	24	26	-6	158	159	-1
Key figures						
- Organic growth ²⁾ , %	7	10		-	5	
- EBIT margin, %	2,5	3,2		4,1	4,3	
- Adjusted EBIT margin, %	2,7	3,2		4,2	4,3	

1) Adjusted EBIT excludes items affecting comparability

2) Organic growth is change in net sales adjusted for number of workdays, acquisitions/divestments and currency effects
Organic growth for the period January-June 2023 is only attributed to Poland (former B.A. Inter-Team)

SWEDEN/NORWAY – EFFICIENCY MEASURES AND IMPROVED PROFITABILITY



Reported net sales growth of 7 per cent, of which 12 percent organic. Growth driven by higher volumes and price adjustments

Adjusted EBIT development improved significantly, with effects from ongoing efficiency measures. Gross margin lower due to higher purchase prizes and a changed product mix

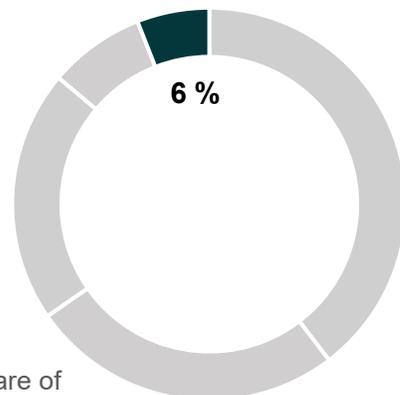
Ongoing efficiency measures to further improve profitability

SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	1 710	1 593	7	6 696	6 579	2
- Norway	661	635	4	2 511	2 485	1
- Sweden	1 048	958	9	4 185	4 095	2
EBIT	118	82	44	429	393	9
Adjusted EBIT ¹⁾	131	82	60	501	452	11
Key figures						
- Organic growth ²⁾ , %	12	9		-	11	
- EBIT margin, %	6,8	5,1		6,2	5,8	
- Adjusted EBIT margin, %	7,6	5,1		7,3	6,7	

1) Adjusted EBIT excludes items affecting comparability

2) Organic growth is change in net sales adjusted for number of workdays, acquisitions/divestments and currency effects

SØRENSEN OG BALCHEN (NORWAY) – STRONG PERFORMANCE AND GROWTH



Share of net sales

Reported net sales growth of 16 per cent, of which 26 percent organic. Growth driven by new customer contracts and higher volumes

Adjusted EBIT development improved due to strong sales and operational scalability, while gross margin was burdened by currency fluctuations and seasonal product mix changes

Improved retail market development in the quarter

SEK M	Q1 2024	Q1 2023	Change %	Rolling 12M	2023 12M	Change %
Net sales	247	213	16	958	923	4
EBIT	38	27	41	169	158	7
Adjusted EBIT ¹⁾	38	27	41	169	158	7
Key figures						
- Organic growth ²⁾ , %	26	1		-	11	
- EBIT margin, %	15,3	12,6		17,3	16,8	
- Adjusted EBIT margin, %	15,3	12,6		17,3	16,8	

1) Adjusted EBIT excludes items affecting comparability

2) Organic growth is change in net sales adjusted for number of workdays, acquisitions/divestments and currency effects

Q1 2024 – STRONG GROWTH AND ACTIVITIES TO IMPROVE PROFITABILITY

Strong organic growth in all markets and robust operating cash flow generation

Stable adjusted EBIT, while EBIT development affected by one-time effects

Additional initiatives to improve profitability – intensified focus on Denmark and Finland

Solid financial position – leverage well within target range

Strengthened position in Poland – agreement to acquire Elit Polska from LKQ

Q&A

A scenic road winding through a forest at sunrise or sunset, with a car visible in the distance. The sun is low on the horizon, creating a warm, golden glow and long shadows. The road is flanked by tall, dark evergreen trees. A white car is visible in the distance on the road.

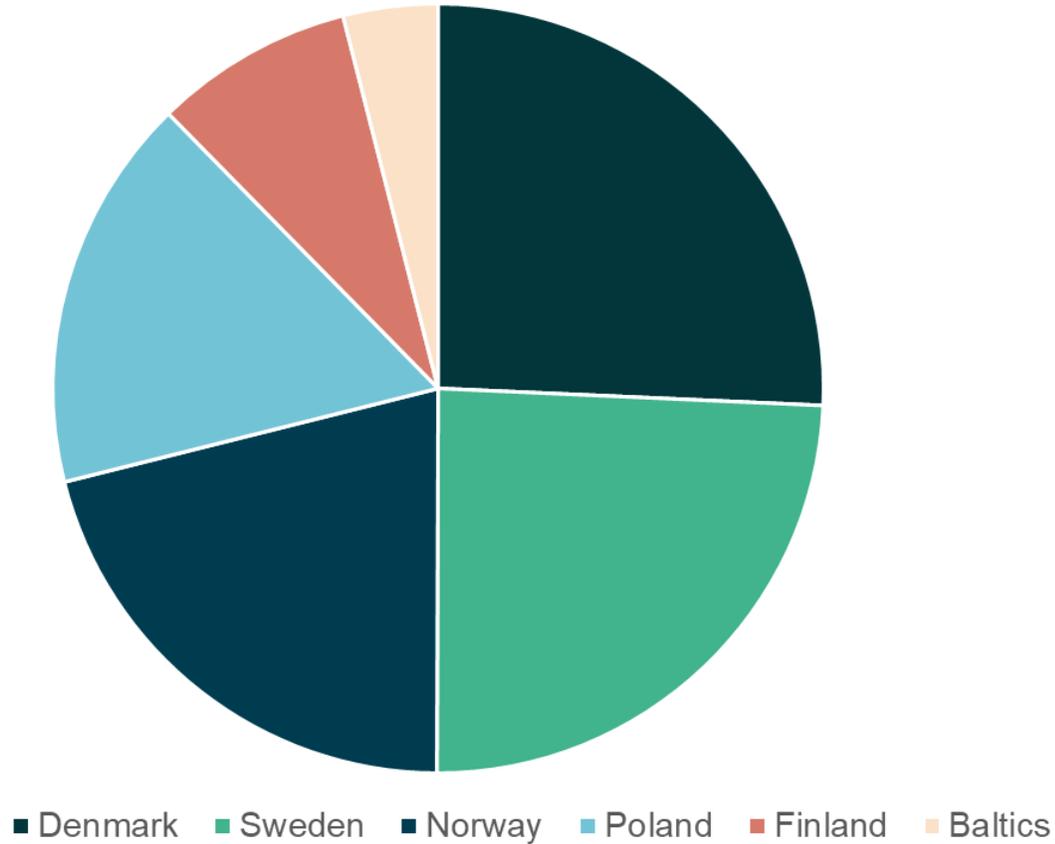
**WE ENABLE MOBILITY
- TODAY, TOMORROW AND IN THE
FUTURE**

APPENDIX



STRONG GROUP FOOTPRINT

Net sales per geography, 2024Q1



Market shares per geography



Denmark

Number of branches: **48** (23Q4: 48)

Number of affiliated workshops: **999** (23Q4: 1,003)



Finland

Number of branches: **168** (23Q4: 172)

Number of affiliated workshops: **371** (23Q4: 343)



Norway

Number of branches: **128** (23Q4: 129)

Number of affiliated workshops: **1,067** (23Q4: 1,062)



Sweden

Number of branches: **188** (23Q4: 190)

Number of affiliated workshops: **931** (23Q4: 932)



The Baltics

Number of branches: **47** (23Q4: 46)

Number of affiliated workshops: **34** (23Q4: 33)



Poland

Number of branches: **90** (23Q4: 89)

Number of affiliated workshops: **1,084** (23Q4: 1,072)

LARGEST OWNERS 2024-03-31

Voting rights and share capitals, %	
LKQ Corporation	26,6
Swedbank Robur Fonder	10,6
Fjärde AP-fonden	8,7
Eva Fraim Pålman	3,1
Unionen	3,1
Didner & Gerge Fonder	3,0
AFA Försäkring	2,9
Nordea Funds	2,9
Dimensional Fund Advisors	2,7
Vanguard	2,7
Total 10 largest shareholders	66,1
Others	33,9
Total	100,0

LONG TERM FINANCIAL TARGETS

Sales growth

Annual sales growth of at least 5 percent

- through a combination of organic growth and smaller acquisitions, but excluding selective M&A

Adjusted EBIT growth

Annual adjusted EBIT growth of at least 10 percent.

Net debt/EBITDA

Net debt/EBITDA shall be in the range of 2.0-3.0 times.

Dividend policy

Dividends corresponding to 50 per cent of profit after tax.

- Potential acquisition opportunities, financial position, investment needs and buy-backs taken into consideration.