REVENUE GREW, ADJUSTED OPERATING PROFIT IMPACTED BY CONTINUED LOW MARGINS OF DIESEL CARS

Q3 2026 Results

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Q3 2026 RESULTS

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CONTINUED FOCUS ON INVENTORY TURN AND FINANCIAL HEALTH

1. Revenue increased 3.3% and was EUR 240.3 million (232.6). Number of cars sold increased by 1.5%.

   Revenue per car grew compared to Q3 2025.

2. Gross profit was EUR 21.4 million (25.3). Gross margin was 8.9% (10.9).

   Profitability impacted by declining prices and margins of diesel cars.

3. Adjusted operating profit was EUR 1.4 million (4.3), or 0.6% (1.8) of revenue.

   January–September EPS at EUR 0.00 (-0.05)

4. Cash flow from operating activities in Q3 2026 was EUR 18.6 million (17.2), affected by inventory development.

5. Revenue from integrated services was EUR 13.2 million (13.7).

   Revenue from integrated services decreased to 5.5% (5.9) of total revenue.

6. Inventory at EUR 109.4 million (114.4) level at the end of September.

   Inventory turnover improved to 50.6 (53.4) days.

7. Customer satisfaction continued at a very good level with Q3 NPS* at 67 and September NPS at 70.

8. Used car market contracted in all Kamux's operating countries.

   Demand for and prices of diesel cars remained low.

* NPS=NET PROMOTER SCORE

KAMUX CONTINUED AS #1 USED CAR SELLER IN FINLAND IN Q3 AND JANUARY–SEPTEMBER

Market	Market size (2025)	Kamux market share*	Market development in Q3 2026	Kamux position and development in Q3 2026
Finland	~0.7 million cars**	~6.95% #1	Market contracted	Kamux #1 in number of cars sold
Sweden	~1.27 million cars	~0.73% Top 7	Market contracted	Kamux is among the top 7 used car dealers
Germany	~6.5 million cars	~0.1%	Market contracted	Kamux maintained its market share

In January–September 2026, new passenger car registrations in the EU increased by 5.7% (ACEA).

New car registrations in Kamux's markets in January–September 2026:

Finland +5.5%

Sweden +3.0%

Germany +5.2%

* BASED ON COMPANY ESTIMATES ON A ROLLING 12-MONTH BASIS, **PASSENGER CARS AND VANS SOLD IN FINLAND

CHANGES IN SHOWROOM NETWORK: EXIT FROM GERMANY AND CLOSURE OF FOUR SHOWROOMS IN SWEDEN

	Finland	Sweden	Germany	Total
Q3/2026	Porvoo showroom relocated in August	-	-	-
Total showrooms on September 30, 2026	40	17	7	64
Announced openings/closures	-	Closure of Nyköping, Kalmar, Karlskrona, and Halmstad showrooms in October -4	All showrooms in Germany closed for customers in October -7	53

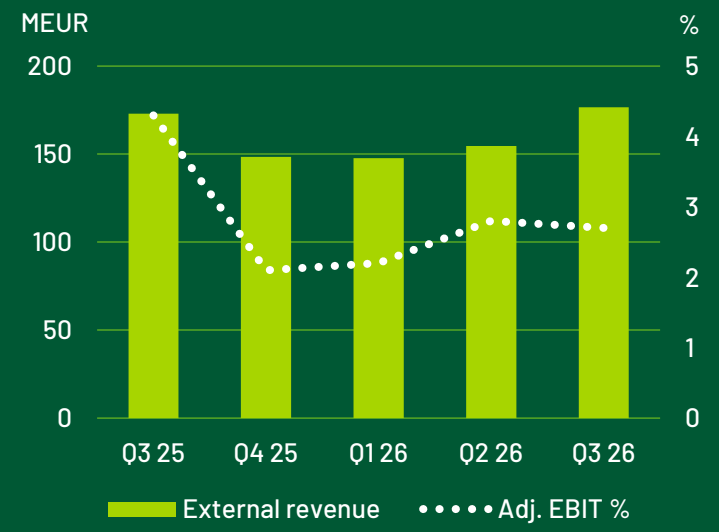
SHOWROOMS SERVING CUSTOMERS
AS OF NOV 1, 2026



FINLAND: FOCUS ON TURN AT THE EXPENSE OF MARGINS

- Market contracted slightly in the quarter
- Competition remained tight, high demand for EV's and hybrids strongly affected the purchasing market
- Share of EV's and hybrids grew in the sales mix
- High fuel prices continued to affect demand for and prices of diesel cars
- Revenue grew as a result of the higher average price of cars sold
- Gross profit decreased due to low margins of sold diesel cars
- Penetration rates of integrated services decreased
- Consumer satisfaction continued at an excellent level

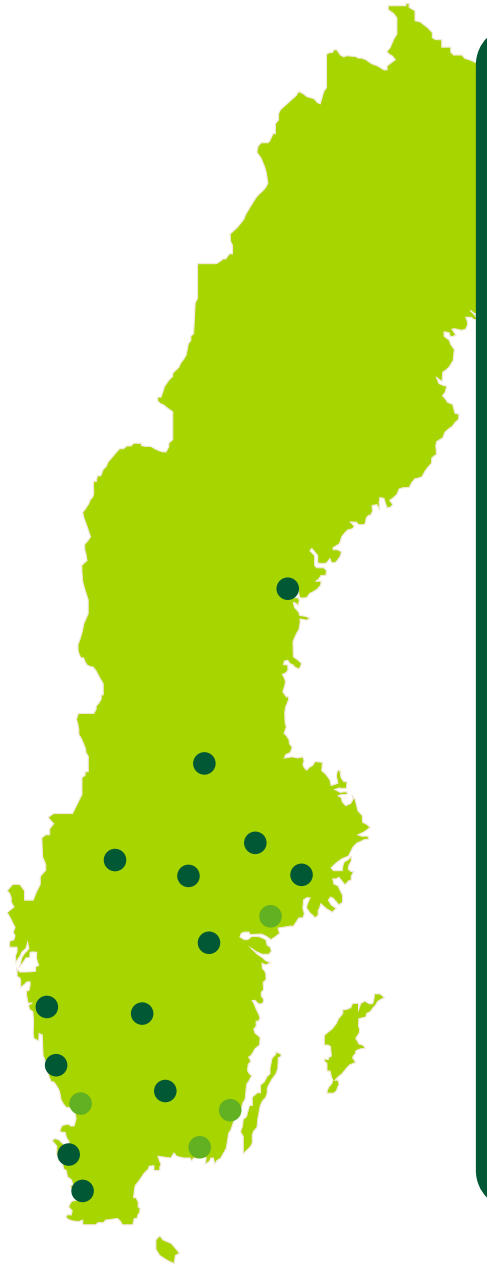


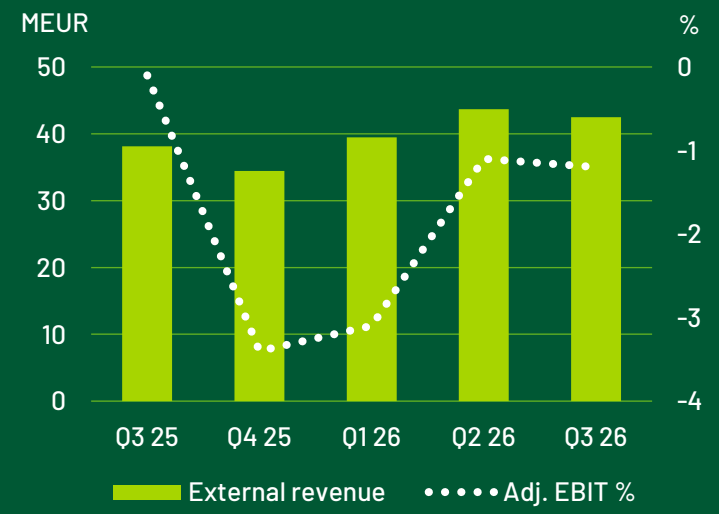


KEY FIGURES, MEUR	Q3 26	Q3 25	CHANGE
Number of cars sold	12,189	12,207	-0.1%
External revenue	176.5	173.0	+2.1%
Gross margin	9.8%	11.6%	
Adj. EBIT	4.7	7.4	-36.3%
Financing services, penetration	44%	46%	
Insurance services, penetration	64%	66%	
Kamux Plus, penetration	28%	28%	
NPS	68		

SWEDEN: GROWTH IN A CONTRACTING MARKET

- Used car market contracted significantly, -9.4%, during the quarter
- Prices for used cars increased slightly, competition remained tight
- Number of cars sold grew in a contracting market
- External revenue grew with volumes and increased average price of sold cars
- Gross profit and margin per car sold decreased, affected by low margins of sold diesel cars
- Penetration rates of Kamux Plus and insurance services increased
- Four showrooms were closed in October to improve profitability and enhance longer-term value creation. Closing costs estimated at EUR 2.0 million, majority of which are from showroom leasing contracts.





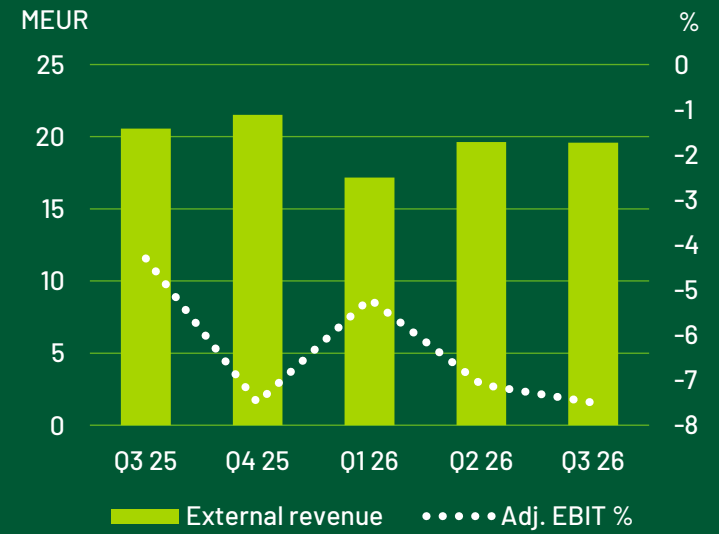
KEY FIGURES, MEUR	Q3 26	Q3 25	CHANGE
Number of cars sold	2,346	2,198	+6.7%
External revenue	42.5	38.1	+11.5%
Gross margin	7.0%	8.0%	
Adj. EBIT	-0.5	-0.0	-925.9%
Financing services, penetration	49%	53%	
Insurance services, penetration	21%	20%	
Kamux Plus, penetration	28%	25%	
NPS	65		

*LIGHTER GREEN SHOWROOMS CLOSED END OCTOBER

GERMANY: FOCUS ON OPERATIONAL EXECUTION

- Used car market contracted, prices relatively stable on average
- Number of cars sold grew
- Revenue affected by lower average price of sold cars
- Gross profit decreased due to weak margin per car





KEY FIGURES, MEUR	Q3 26	Q3 25	CHANGE
Number of cars sold	1,358	1,239	+9.6%
External revenue	19.6	20.6	-4.8%
Gross margin	3.9%	6.9%	
Adj. EBIT	-1.5	-0.9	-67.8%
Financing services, penetration	23%	26%	
Insurance services, penetration			
Kamux Plus, penetration			
NPS	74		

DECISION TO CLOSE DOWN OPERATIONS IN GERMANY, OCT 8TH

- Showrooms were closed for consumer services in October
- Cars in stock are expected to be sold off by the end of 2026
- Updated estimate on costs related to the closure EUR 10.5–12.0 million in Q4 2026

*LIGHTER GREEN SHOWROOMS CLOSED END OCTOBER



FINANCIAL DEVELOPMENT AND OUTLOOK

INVENTORY TURN AND FINANCIAL HEALTH PRIORITIES IN A CONTRACTING MARKET

- Growth in revenue 3.3% and in sales volumes 1.5%
- Shift in demand for different powertrains continued, amid persistently high diesel prices
- Gross profit EUR 1,338 per car (1,607), pricing actions to support inventory turn
- Inventory at EUR 109.4 million (114.4), focus on balancing demand risk
- Inventory turnover 50.6 (53.4) days, actions are delivering results
- Operating cash flow EUR 18.6 million (17.2), reflecting discipline
- Cash balance EUR 14.7 million (19.9), available unused credit facilities EUR 25 million
- Net debt EUR 32.7 million (47.8)
- Equity ratio 52.0% (50.1)

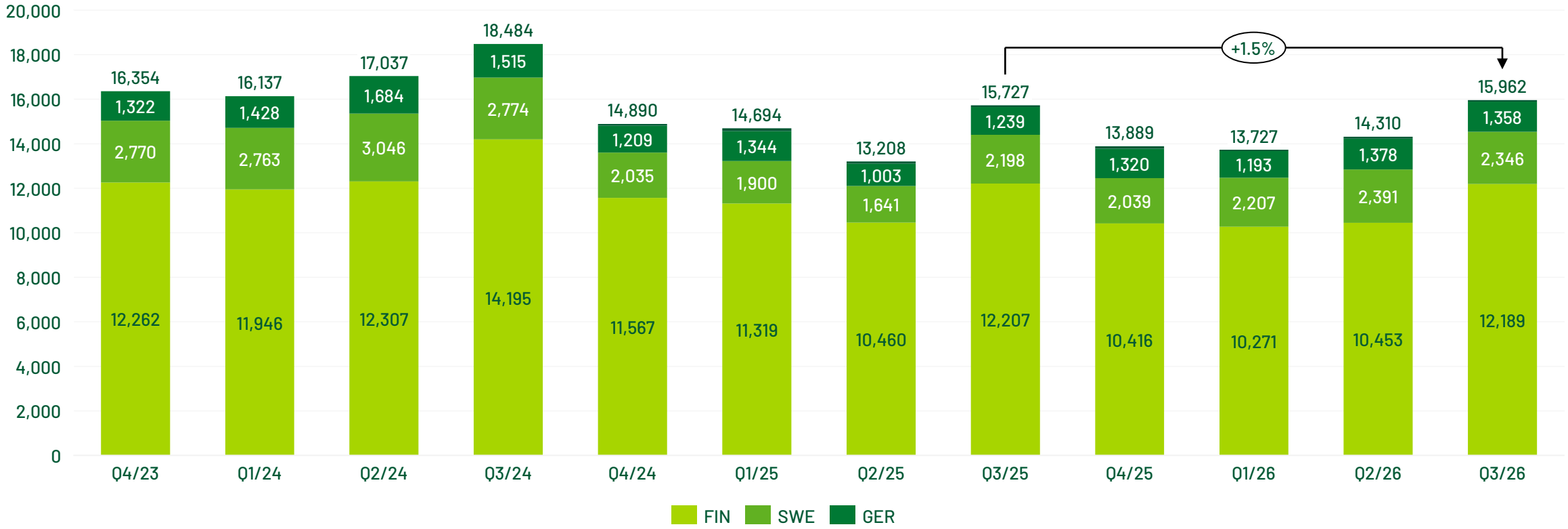
Defending financial strength in a contracting market

KEY FIGURES

(MEUR)	7-9/2026	7-9/2025	Change, %	1-9/2026	1-9/2025	Change, %	1-12/2025
Revenue	240.3	232.6	3.3%	664.7	670.8	-0.9%	875.9
Gross profit	21.4	25.3	-15.5%	61.2	67.4	-9.2%	85.3
as percentage of revenue, %	8.9%	10.9%		9.2%	10.0%		9.7%
Operating profit (EBIT)	1.4	4.1	-67.0%	0.6	3.2	-80.8%	0.6
as percentage of revenue, %	0.6%	1.8%		0.1%	0.5%		0.1%
Adjusted operating profit	1.4	4.3	-66.5%	1.0	5.2	-80.6%	3.3
as percentage of revenue, %	0.6%	1.8%		0.2%	0.8%		0.4%
Revenue from integrated services	13.2	13.7	-3.5%	38.7	39.9	-3.0%	53.2
as percentage of revenue, %	5.5%	5.9%		5.8%	5.9%		6.1%
Inventory turnover, days				50.6	53.4	-5.3%	51.8
Return on equity (ROE), %				-0.4%	-0.4%		-2.1%
Return on investment (ROI), %				0.7%	1.8%		0.8%
Equity ratio, %				52.0%	50.1%		53.5%

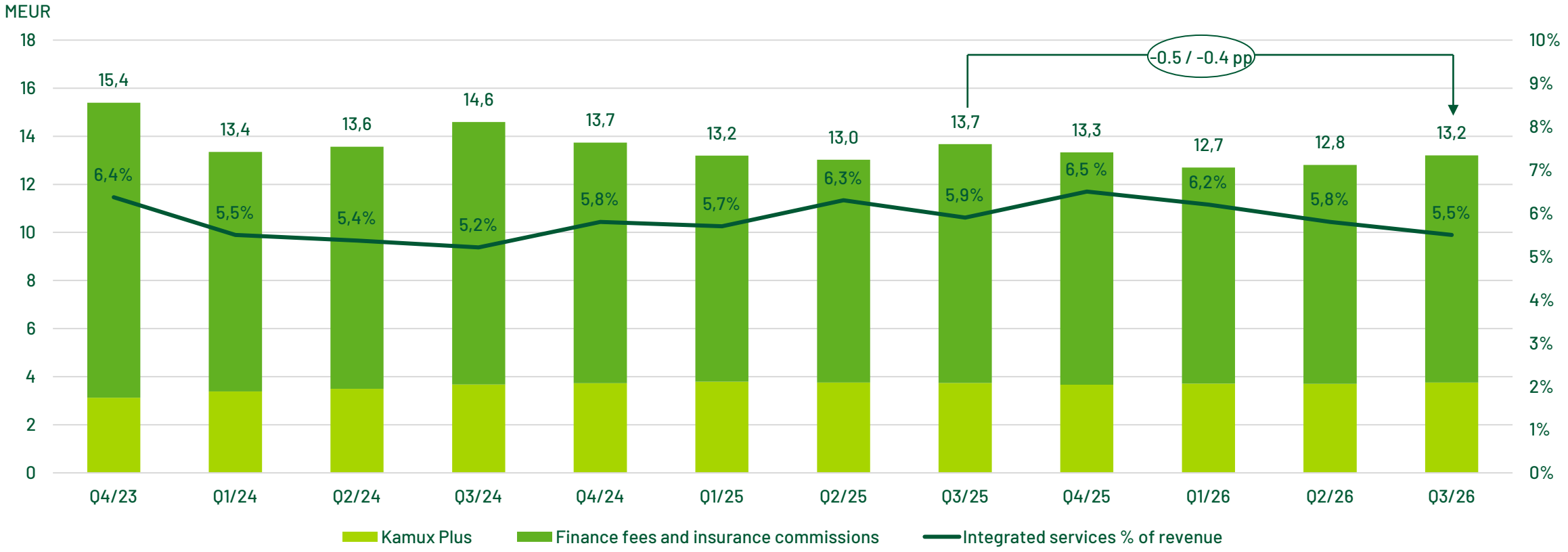
VOLUMES GREW DESPITE CONTINUED LOW DEMAND FOR DIESEL CARS

Sold cars (pcs)



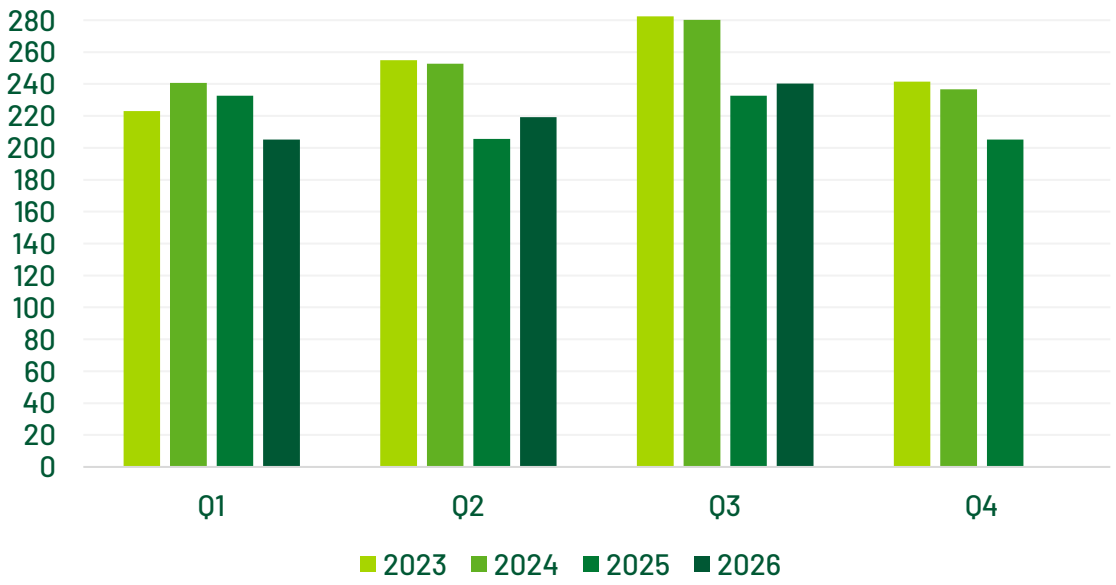
KAMUX PLUS STABLE, FINANCING FEES AND INSURANCE COMMISSIONS DECLINED

Revenue from integrated services



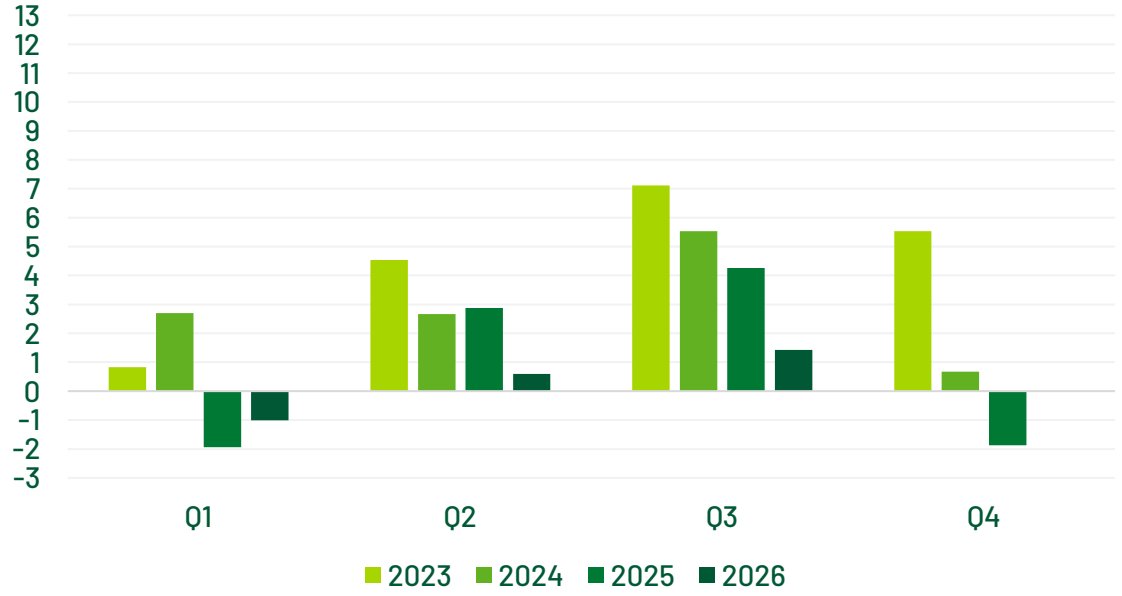
PROFITABILITY IMPACTED BY DIESEL MARGINS AND FINANCING FEES

Revenue (EUR million)



Revenue was EUR 240.3 million (232.6). It increased by 3.3% supported by slightly higher average price.

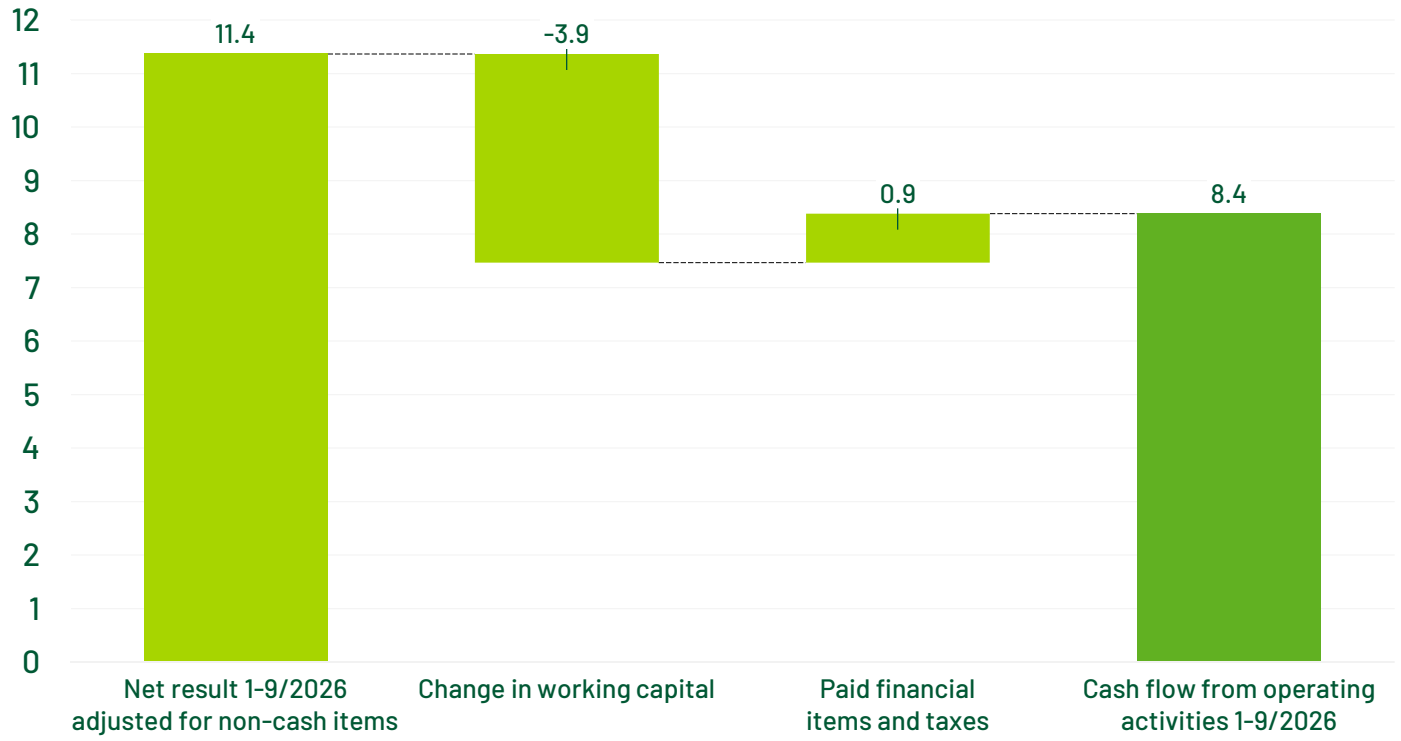
Adjusted operating profit (EUR million)



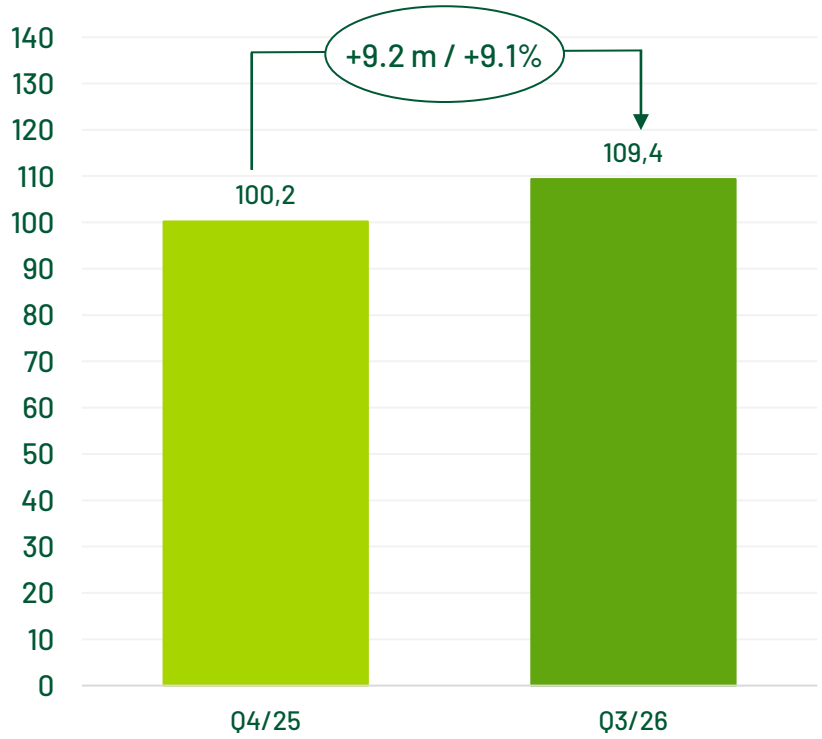
Adjusted operating profit (EBIT) was EUR 1.4 million (4.3), or 0.6% (1.8) of revenue.

CASH FLOW AFFECTED BY INVENTORY DEVELOPMENT

Components of Cash Flow from Operating Activities 1-9/2026 (EUR million)



Inventories (EUR million)





OUTLOOK FOR 2026

Kamux expects its adjusted operating profit for 2026 to decrease compared to the previous year.

Outlook revised Oct 15, 2026

TRACKING PROGRESS TOWARDS OUR LONG-TERM TARGETS

	LONG-TERM TARGET	FY 2022	FY 2023	FY 2024	FY 2025	LTM[1]
FINANCIAL						
Sold cars, pcs	100,000 / year	62,922	68,257	66,548	57,518	57,888
Revenue, MEUR	1,500 / year	969	1,002	1,010	876	870
Adj. EBIT margin, %	4%	1.8%	1.8%	1.1%	0.4%	-0.1%

						Q3/26
NON-FINANCIAL						
NPS[2]	60		50	51	61	67
eNPS[3]	40	16	33	7	15	22*

1)= LAST TWELVE MONTHS, 2)NET PROMOTER SCORE, MEASURED CONTINUOUSLY, 3)EMPLOYER NET PROMOTER SCORE, *JUNE 2026

Q&A



THANK YOU!

DISCLAIMER

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

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

