

FINANCIAL STATEMENTS BULLETIN January–December 2021



Kamux Corporation

Financial Statements Bulletin

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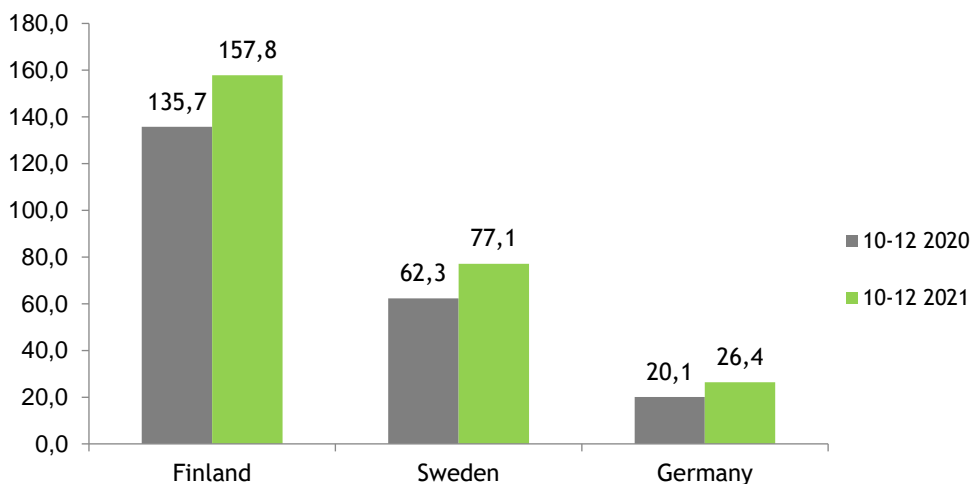
Kamux Corporation's Financial Statements Bulletin for January 1 – December 31, 2021

Kamux's revenue grew very strongly +22.8% and adjusted operating profit (EBIT) grew strongly +19.0%

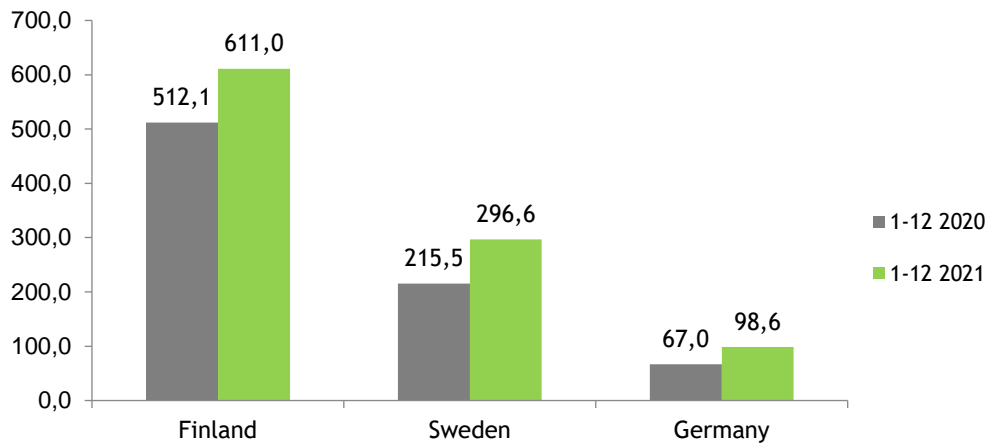
The figures in parentheses refer to the comparison period, i.e. the same period in the previous year, unless stated otherwise.

October–December in brief

- Revenue increased by 22.8%, totaling EUR 244.1 million (198.8)
- Gross profit increased by 20.1% to EUR 28.6 million (23.8), or 11.7% (12.0) of revenue
- Adjusted operating profit (EBIT) increased by 19.0% to EUR 9.0 million (7.5), or 3.7% (3.8) of revenue
- Operating profit (EBIT) increased by 27.9% to EUR 9.4 million (7.4), or 3.9% (3.7) of revenue
- The number of cars sold increased by 6.3% to 16,728 cars (15,733)
- Like-for-like showroom revenue growth was 16.0% (-1.6)
- Earnings per share were EUR 0.18 (0.13)

Revenue of business segments in October–December, EUR million

January–December in brief

- Revenue increased by 29.5%, totaling EUR 937.4 million (724.1)
- Gross profit increased by 10.6% to EUR 101.3 million (91.5), or 10.8% (12.6) of revenue
- Adjusted operating profit (EBIT) increased by 2.3% to EUR 31.4 million (30.7), or 3.3% (4.2) of revenue
- Operating profit (EBIT) decreased by -10.3% to EUR 28.0 million (31.2), or 3.0% (4.3) of revenue
- The number of cars sold increased by 12.8% to 68,429 cars (60,657)
- Like-for-like showroom revenue growth was 19.1% (-3.8)
- Earnings per share were EUR 0.49 (0.58)
- The Board of Directors proposes a dividend of EUR 0.20 per share to be distributed for the year 2021 (for the year 2020 a dividend EUR 0.24 per share was distributed). The dividend proposed is 41% of the earnings per share for the financial year.
- Kamux's German subsidiary initiated legal proceedings against a local procurement partner, due to which an EUR 3.9 million provision related to possible costs and losses was recognized in the second quarter. This had a negative impact on the operating profit. After the end of the financial year 2021, Kamux received the decision of the Stuttgart District Court dated January 10, 2022 regarding the legal proceedings. The district court ruled the claim in favor of Kamux. Due to significant uncertainties in the collection of the receivables, Kamux has not recognized any receivables at this point, and the decision did not have any immediate effects on the financial result.

Revenue of business segments in January–December, EUR million

Key figures

EUR million	10–12/ 2021	10–12/ 2020	Change, %	1–12/ 2021	1–12/ 2020	Change, %
Revenue	244.1	198.8	22.8%	937.4	724.1	29.5%
Gross profit	28.6	23.8	20.1%	101.3	91.5	10.6%
as percentage of revenue, %	11.7%	12.0%		10.8%	12.6%	
Operating profit (EBIT)	9.4	7.4	27.9%	28.0	31.2	-10.3%
as percentage of revenue, %	3.9%	3.7%		3.0%	4.3%	
Adjusted operating profit*	9.0	7.5	19.0%	31.4	30.7	2.3%
as percentage of revenue, %	3.7%	3.8%		3.3%	4.2%	
Revenue from integrated services	12.9	10.2	26.5%	42.8	37.1	15.4%
as percentage of revenue, %	5.3%	5.1%		4.6%	5.1%	
Number of cars sold	16,728	15,733	6.3%	68,429	60,657	12.8%
Gross profit per sold car, EUR	1,709	1,513	13.0%	1,480	1,509	-2.0%
Sales growth of like-for-like showrooms, %	16.0%	-1.6%		19.1%	-3.8%	
Net debt				70.4	53.5	31.7%
Inventories				132.8	93.6	41.9%
Inventory turnover, days				49.3	47.2	4.6%
Capital expenditures	2.3	1.6	42.9%	7.4	4.9	51.3%
Average number of employees during the period				848	713	18.9%
Return on equity (ROE), %				19.5%	26.3%	
Return on investment (ROI), %				12.5%	16.9%	
Equity ratio, %				47.3%	50.1%	
Earnings per share, basic, EUR	0.18	0.13	38.0%	0.49	0.58	-15.9%

* Operating profit adjusted for special items related to strategy planning, legal processes and taxes from previous financial years, totaling EUR -0.5 million for the fourth quarter of 2021 and totaling EUR 3.4 million for 1–12/2021 (10–12/2020: EUR 0.1 million and 1–12/2020: EUR -0.5 million).

CEO Juha Kalliokoski:

“In the fourth quarter, we continued our strong growth in accordance with our strategy. Revenue increased by 22.8%, and sales of like-for-like showrooms increased by 16.0%, which was a particularly great success. Also gross profit increased by 20.1%, and adjusted operating profit increased by 19.0%.

Due to the corona pandemic that flared up once again during the fourth quarter of the year, we made various substitute arrangements in our showrooms to ensure the health of our customers and personnel. Keeping this in mind, I am extremely pleased with the development of the fourth quarter.

In January 2022, we raised our revenue outlook for 2021, and in accordance with the guidance we provided, the revenue for 2021 was EUR 937.4 million and our adjusted operating profit increased from the previous year to EUR 31.4 million.

The component shortage and delivery difficulties affecting new car sales impact the used car market as well, as used cars have entered the market more slowly. We have wanted to ensure adequate inventory levels for 2022, and this was reflected in inventories and inventory turnover towards the end of 2021.

The effects of the corona pandemic were particularly strong in Germany, where the restrictions related to the corona virus tightened significantly towards the end of the year and influenced people's behavior and mobility as well as the market. It is impossible to predict how the corona pandemic will evolve in the future and what effect it will have on how people do business in different countries. Despite the pandemic, we focus decisively on the implementation of our growth strategy and its focus areas, such as leading with knowledge, efficient processes and scalability, omnichannel customer experience, and developing capabilities.

At the start of the year, we renewed and strengthened the Management Team and its responsibilities to support the implementation of the strategy. The significance of international business and purchasing skills is highlighted in the expertise and experience of the Management Team.

I want to thank all our employees for their committed, persistent, and target-oriented work for the good of the company and our customers. The input of each employee matters, and we will continue to develop the competence of our personnel.”

Implementing strategy

The used car market offers an attractive opportunity for expansion and growth. Strong revenue growth defines Kamux's strategy, which aims for nearly doubling our revenue during 2021–2023. Profitability development during the strategy period is built on business growth and scalability.

The Company's strategic focus areas are:

- Omnichannel customer experience and services
- Efficient processes and scalability
- Utilizing data and leading with knowledge
- Developing capabilities and continuous learning

In the fourth quarter, we continued to accelerate our growth in accordance with our strategy. We have announced the expansion of three showrooms in Finland and the opening of a new showroom in Nyköping in Sweden in September 2022. The larger size of showrooms is a part of the company's strategy, and the showroom in Oulu and the upcoming Malmö showroom are proof of this. The showroom and processing center in Oulu was opened according to plan at the end of February 2022. Overall, Kamux now has two processing centers in Finland and one in Sweden. The processing centers enable the efficient handling of cars, sales preparations, and logistics.

We improved our omnichannel customer experience by developing our website with the help of e.g. enhanced mobile optimization. Our new CRM/ERP, Kamux Management System (KMS), was launched in Sweden in early November, after which the system has been in use in all of Kamux's operating countries. Our personnel has embraced the new system and the features it enables. In addition to sales and smooth processes, the system also supports the company's strategic focus area leading with data and knowledge. This benefits both the sourcing and sales of the company.

Personnel trainings continued in late 2021 with a focus on supervisor duties and leadership. The pilot for Kamux Huoleton (“Carefree”), a driving concept based on a monthly fee, continues.

Outlook for the year 2022

In 2022, Kamux expects its revenue to be at least EUR 1,100 million and adjusted operating profit to increase from the previous year.

Although Kamux's business is not exposed to immediate Russia-related risks, Russian military actions in Ukraine have caused significant uncertainty across Europe. The situation may have an impact on people's consumption behaviour and purchasing power, which may also create uncertainty regarding Kamux's outlook for 2022.

Outlook for the year 2021

On January 21, 2022, Kamux updated its outlook for 2021. The Company raised its revenue outlook for 2021 while keeping its outlook for adjusted operating profit unchanged. Kamux's updated outlook for 2021 is as follows: In 2021, Kamux expects its revenue to be EUR 936–938 million. The Company expects its adjusted operating profit to increase from the previous year.

Previously, Kamux expected its revenue to reach EUR 850–900 million in 2021 and its adjusted operating profit to increase from the previous year.

Financial targets for 2021–2023

The Company's medium-term financial targets are to increase revenue by over 20% annually, to increase adjusted operating profit annually, and to reach an adjusted operating profit margin of over 3.5% and a return on equity (ROE) of over 25%. Additionally, the Company's target is to distribute dividends of at least 25% of net profits. The Board of Directors of the Company estimates annually the balance between dividends to be distributed and funds to be used for Kamux's growth and based on this assessment, makes a proposal on the amount of dividends to be distributed, which may for any single year differ significantly from the target level set in the dividend policy.

Market review

During the fourth quarter, the corona pandemic worsened once again as another variant of the virus spread rapidly. In Finland and Sweden, this had no major impact on the mobility and purchasing behavior of people. We made various substitute arrangements in our showrooms to ensure the health of our customers and personnel. Germany tightened its rules further at the end of 2021, as the so-called 2G+ and 2G rules were introduced. The application of the rules varied from state to state based on case numbers, but the restrictions affected people's behavior and mobility.

The Company estimates that the used car market grew slightly in the fourth quarter in Finland and declined in Sweden and in Germany. The Company estimates that it continued to be a market leader in Finland and one of the five biggest used car retailers in Sweden. Kamux estimates that its share of the used car market in Germany increased during the fourth quarter. It is, however, still marginal. In the European Union, first-time registrations of new passenger cars decreased by -2.4% in January–December 2021 (ACEA).

Kamux estimates that in 2021 the used car market sizes in the countries in which Kamux operates were as follows: approximately 0.6 million cars sold yearly in Finland, approximately 1.3 million cars in Sweden, and approximately 6.7 million cars in Germany. Kamux estimates that the used car market size in all three operating countries totals approximately 8.6 million sold cars annually, or more than EUR 100 billion.

Revenue in October–December 2021

Revenue increased by 22.8% compared to the corresponding period of the previous year and amounted to EUR 244.1 million (198.8). The increase in revenue was driven by the opening of new showrooms and sales growth of like-for-like showrooms. Kamux's integrated services revenue increased to EUR 12.9 million (10.2), or 5.3% (5.1) of total revenue.

The number of cars sold by Kamux in Finland, Sweden and Germany increased by 6.3% compared to the corresponding period of the previous year and amounted to 16,728 cars (15,733). Revenue per sold car amounted to EUR 14,593 (12,635).

Revenue in January–December 2021

Revenue increased by 29.5% compared to the year 2020 and amounted to EUR 937.4 million (724.1). Kamux's integrated services revenue increased to EUR 42.8 million (37.1), or 4.6% (5.1) of total revenue.

The number of cars sold by Kamux in Finland, Sweden, and Germany increased by 12.8% compared to the previous year and amounted to 68,429 cars (60,657). Revenue per sold car amounted to EUR 13,699 (11,937).

Revenue allocation

EUR million	10–12/2021	10–12/2020	1–12/2021	1–12/2020
Sales of used cars	231.2	188.6	894.6	687.0
Financing fees and insurance commissions	11.1	8.7	36.2	31.3
Sales of Kamux Plus	1.7	1.5	6.6	5.8
Total	244.1	198.8	937.4	724.1

Result in October–December 2021

Gross profit increased by 20.1% compared to the corresponding period of the previous year and amounted to EUR 28.6 million (23.8). Gross profit increased in all operating countries but in Sweden gross profit as percentage of revenue decreased as the average price of cars increased. In Kamux Group, gross profit as percentage of revenue decreased by -0.3 percentage points to 11.7% (12.0).

The adjusted operating profit increased by 19.0% and amounted to EUR 9.0 million (7.5). The adjusted operating profit as percentage of revenue was 3.7% (3.8). The adjusted operating profit has been adjusted for special items related to strategic planning, legal processes, and taxes from previous financial years. The items adjusting the operating profit totaled EUR -0.5 million (0.1) in the fourth quarter.

Operating profit (EBIT) increased by 27.9% compared to the previous year, amounting to EUR 9.4 million (7.4).

Financial income and costs amounted to EUR -0.4 million (-1.5).

The profit before taxes amounted to EUR 9.1 million (5.9). Earnings per share amounted to EUR 0.18 (0.13).

Result in January–December 2021

Gross profit increased by 10.6% compared to the year 2020 and amounted to EUR 101.3 million (91.5). Gross profit as percentage of revenue decreased by -1.8 percentage points to 10.8% (12.6). Gross profit increased in Finland and in Sweden, but gross profit as percentage of revenue decreased in all countries. During the second quarter, gross profit in Germany was impacted negatively by an exceptionally large cost item relating to ongoing legal processes, gross profit impact totaling EUR 3.7 million. In the fourth quarter, the gross profit was positively impacted by the EUR 0.4 million return of VAT related to cars purchased in Germany that were recorded as expenses in the second quarter but were not all delivered.

The adjusted operating profit increased by 2.3% and amounted to EUR 31.4 million (30.7). The adjusted operating profit as percentage of revenue was 3.3% (4.2). The items adjusting to the operating profit totaled EUR 3.4 million (-0.5) in January–December. The adjustment items include expenses of EUR 3.5 million expenses related to legal processes and EUR -0.1 million expenses related to taxes from previous financial years.

Operating profit (EBIT) decreased by -10.3% compared to the previous year, amounting to EUR 28.0 million (31.2).

The profit before taxes amounted to EUR 26.4 million (28.5). No deferred tax asset has been recognized for the unused tax losses carried forward in Germany, which increased the effective tax rate. Earnings per share amounted to EUR 0.49 (0.58).

Key figures of the business segments

pcs	10-12/ 2021	10-12/ 2020	Change, %	1-12/ 2021	1-12/ 2020	Change, %
Number of cars sold without internal sales						
Finland	11,868	11,456	3.6%	48,660	45,435	7.1%
Sweden	3,463	2,876	20.4%	14,361	10,485	37.0%
Germany	1,397	1,401	-0.3%	5,408	4,737	14.2%
Segments total	16,728	15,733	6.3%	68,429	60,657	12.8%
EUR million	10-12/ 2021	10-12/ 2020	Change, %	1-12/ 2021	1-12/ 2020	Change, %
Revenue						
Finland	157.8	135.7	16.3%	611.0	512.1	19.3%
Sweden	77.1	62.3	23.9%	296.6	215.5	37.6%
Germany	26.4	20.1	31.4%	98.6	67.0	47.1%
Segments total	261.3	218.1	19.8%	1,006.1	794.6	26.6%
Group functions and eliminations	-17.2	-19.3	10.7%	-68.7	-70.5	2.6%
Total	244.1	198.8	22.8%	937.4	724.1	29.5%
Gross Profit						
Finland	21.1	17.9	17.4%	79.6	70.9	12.4%
Sweden	5.0	4.2	19.5%	19.0	15.2	25.2%
Germany	2.6	1.7	50.1%	2.6	5.5	-52.4%
Segments total	28.6	23.8	20.1%	101.3	91.5	10.6%
Group functions and eliminations	-	-	-	-	-	-
Total	28.6	23.8	20.1%	101.3	91.5	10.6%
Gross profit, as percentage of revenue, %						
Finland	13.3%	13.2%		13.0%	13.8%	
Sweden	6.4%	6.7%		6.4%	7.0%	
Germany	9.7%	8.5%		2.6%	8.2%	
Segments total	10.9%	10.9%		10.1%	11.5%	
Group functions and eliminations	-	-		-	-	
Total	11.7 %	12.0 %		10.8 %	12.6%	
Operating profit						
Finland	10.1	8.2	23.6%	37.8	34.9	8.3%
Sweden	0.1	0.5	-71.9%	1.3	2.4	-44.6%
Germany	0.7	-0.4	261.7%	-5.1	-1.5	-237.9%
Segments total	11.0	8.3	33.0%	34.0	35.8	-5.1%
Group functions and eliminations	-1.5	-0.9	-76.0%	-6.1	-4.7	-29.8%
Total	9.4	7.4	27.9%	28.0	31.2	-10.3%

EUR million	10-12/ 2021	10-12/ 2020	Change, %	1-12/ 2021	1-12/ 2020	Change, %
Operating profit, as percentage of revenue, %						
Finland	6.4%	6.0%		6.2%	6.8%	
Sweden	0.2%	0.8%		0.5%	1.1%	
Germany	2.7%	-2.2%		-5.2%	-2.3%	
Segments total	4.2%	3.8%		3.4%	4.5%	
Group functions and eliminations	-	-		-	-	
Total	3.9%	3.7%		3.0%	4.3%	
Special items adjusting operating profit						
Finland	0.0	-0.1		0.0	0.7	
Sweden	-	-		-	-0.0	
Germany	0.4	-		-3.5	-	
Segments total	0.4	-0.1		-3.5	0.6	
Group functions and eliminations	0.0	-		0.0	-0.2	
Total	0.5	-0.1		-3.4	0.5	
Operating profit adjusted for special items						
Finland	10.1	8.4	20.9%	37.8	34.2	10.3%
Sweden	0.1	0.5	-71.9%	1.3	2.5	-45.5%
Germany	0.3	-0.4	171.4%	-1.6	-1.5	-7.3%
Segments total	10.5	8.4	25.5%	37.5	35.2	6.5%
Group functions and eliminations	-1.6	-0.9	-81.5%	-6.1	-4.5	-35.0%
Total	9.0	7.5	19.0%	31.4	30.7	2.3%
Operating profit adjusted for special items, as percentage of revenue, %						
Finland	6.4%	6.2%		6.2%	6.7%	
Sweden	0.2%	0.8%		0.5%	1.1%	
Germany	1.2%	-2.2%		-1.7%	-2.3%	
Segments total	4.0%	3.9%		3.7%	4.4%	
Group functions and eliminations	-	-		-	-	
Total	3.7%	3.8%		3.3%	4.2%	

Share of the integrated services in all used cars sold by Kamux by segment

percentage, %	10–12/2021	10–12/2020	1–12/2021	1–12/2020
Financing services				
Finland	47	43	46	43
Sweden	43	43	44	46
Germany	19	21	19	21
Insurance services				
Finland	47	47	48	48
Sweden	82	92	88	93
Kamux Plus				
Finland	19	18	19	18
Sweden	23	25	22	19

Finland in October–December 2021

Revenue increased by 16.3% compared to the corresponding period of the previous year, amounting to EUR 157.8 million (135.7). The number of cars sold increased by 412, or 3.6% compared to the fourth quarter of the previous year, amounting to 11,868 cars (11,456). The growth was driven by the opening of new showrooms and sales growth of like-for-like showrooms. Integrated services revenue increased to EUR 10.2 million (8.2), or 6.5% (6.0) of revenue. Operating profit increased by 23.6% compared to the corresponding period of the previous year, amounting to EUR 10.1 million (8.2), or 6.4% (6.0) of revenue. The corona pandemic had no impact on the showrooms' ability to remain open. In December, Kamux announced that it will relocate the business activity of its showroom in Varkaus to other Kamux showrooms in the region, and that the Varkaus showroom will be closed down in early 2022. In December, Kamux also announced that it will move to larger premises in Kaarina in February 2022.

Finland in January–December 2021

Revenue increased by 19.3% compared to the year 2020, amounting to EUR 611.0 million (512.1). The number of cars sold increased by 3,225, or 7.1% compared to the previous year, amounting to 48,660 cars (45,435). Integrated services revenue increased to EUR 35.6 million (31.4), or 5.8% (6.1) of revenue during January–December. Operating profit increased by 8.3% compared to the year 2020 amounting to EUR 37.8 million (34.9), or 6.2% (6.8) of revenue. The impact of restrictions relating to the corona pandemic on showroom visits was minor and focused on the first half of the year.

Sweden in October–December 2021

Total revenue increased by 23.9% compared to the corresponding period of the previous year, amounting to EUR 77.1 million (62.3). External revenue increased by 38.9%, amounting to EUR 61.0 million (43.9). The number of cars sold increased by 587, or 20.4% compared to the fourth quarter of the previous year, amounting to 3,463 cars (2,876). The growth was driven by the opening of new showrooms and sales growth of like-for-like showrooms. Integrated services revenue increased to EUR 1.8 million (1.2), or 2.9% (2.8) of external revenue. Operating profit decreased compared to the corresponding period of the previous year, amounting to EUR 0.1 million (0.5), or 0.2% (0.8) of total revenue. The corona pandemic had no impact on the showrooms' ability to remain open.

Sweden in January–December 2021

Total revenue increased by 37.6% compared to the year 2020, amounting to EUR 296.6 million (215.5). External revenue increased by 60.7%, amounting to EUR 238.7 million (148.5). The number of cars sold increased by 3,876, or 37.0% compared to the previous year, amounting to 14,361 cars (10,485). Integrated services revenue increased to EUR 5.2 million (3.7), or 2.2% (2.5) of external revenue during January–December. Operating profit decreased compared to the year 2020, amounting to EUR 1.3 million

(2.4), or 0.5% (1.1) of total revenue. The impact of restrictions relating to the corona pandemic on showroom visits was minor and focused on the first half of the year.

Germany in October–December 2021

Total revenue increased by 31.4% compared to the corresponding period of the previous year, amounting to EUR 26.4 million (20.1). External revenue increased by 32.5%, amounting to EUR 25.3 million (19.1). The number of cars sold decreased by -4, or -0.3% compared to the fourth quarter of the previous year, amounting to 1,397 cars (1,401). The growth was driven by the opening of new showrooms and sales growth of like-for-like showrooms. Integrated services revenue increased to EUR 0.9 million (0.8), or 3.5% (4.1) of external revenue. In the fourth quarter, the gross profit was positively impacted by the EUR 0.4 million return of VAT related to cars purchased that were recorded as expenses in the second quarter but were not all delivered. Operating income turned positive compared to the corresponding period of the previous year, amounting to EUR 0.7 million (-0.4), or 2.7% (-2.2) of total revenue. The corona pandemic had an impact on showroom visits, as the government imposed the 2G rule for retail in December.

Germany in January–December 2021

Total revenue increased by 47.1% compared to the year 2020, amounting to EUR 98.6 million (67.0). External revenue increased by 38.5%, amounting to EUR 87.7 million (63.4). The number of cars sold increased by 671, or 14.2% compared to the previous year, amounting to 5,408 cars (4,737). Integrated services revenue was at the level of 2020 and amounted to EUR 2.0 million (2.0), or 2.2% (3.2) of the external revenue. Operating loss increased from 2020, amounting to EUR -5.1 million (-1.5), or -5.2% (-2.3) of total revenue. During the second quarter, the operating loss in Germany was impacted negatively by an exceptionally large cost item relating to ongoing legal processes, operating loss impact totaling EUR 3.9 million. In the fourth quarter, the gross profit was positively impacted by the EUR 0.4 million return of VAT related to cars purchased that were recorded as expenses in the second quarter but were not all delivered. Germany closed down the society widely due to the corona pandemic for almost the entire first half of the year, and visiting showrooms was regionally restricted based on incidence figures until early summer. Showrooms were also completely closed from time to time. In the fourth quarter, the restrictions were tightened further, as the 2G rule for retail was introduced in December. This rule impacted showroom visits.

Consolidated balance sheet and financial position

As of December 31, 2021, the consolidated balance sheet total was EUR 224.5 million (191.3), of which total equity amounted to EUR 105.7 million (95.7). Net debt amounted to EUR 70.4 million (53.5). Non-current bank loans amounted to EUR 13.0 million (14.9).

In spring 2020, Kamux renewed the five-year credit facility agreement of EUR 40 million with Nordea Bank Corporation. The renewed credit facility agreement includes a five-year term loan of EUR 18 million and a five-year revolving credit facility of EUR 22 million. In addition to the revolving credit facility, Kamux has a lease guarantee facility of EUR 0.4 million. At the end of the financial year, EUR 15.0 million of the term loan was taken into use. The term loan is currently repaid in bi-annual instalments of EUR 1.0 million.

In June 2021, Kamux Corporation issued the first commercial paper in the Company's history, totaling EUR 15.0 million. The commercial paper was set to mature in December 2021. The financing collected through the commercial paper were used to fund working capital and the construction of the Oulu showroom and processing center.

Net working capital amounted to EUR 103.8 million (79.3) as of December 31, 2021. The value of the inventory was EUR 132.8 million (93.6). We have wanted to ensure adequate inventory levels for 2022, and this was reflected in inventories and inventory turnover towards the end of 2021.

Kamux's cash flow from operating activities for January–December amounted to EUR 7.3 million (10.2). Cash and cash equivalents at the end of the financial year amounted to EUR 0.9 million (11.2).

Equity ratio at the end of the financial year was 47.3% (50.1). Return on capital employed (ROI) was 12.5% (16.9) and return on equity (ROE) was 19.5% (26.3).

Capital expenditure, research, and development

Kamux seeks to gain a significant competitive advantage by investing in leading with knowledge as well as digital customer and business processes.

Kamux's capital expenditure for January–December amounted to EUR 7.4 million (4.9), and they consisted mainly of IT systems, the Oulu showroom and processing center real estate investment and ordinary maintenance in the showrooms. The Company financed this capital expenditure with its existing cash and cash equivalents, cash flow from operations as well as revolving credit facility and commercial papers.

Kamux's research and development costs are mainly related to further development of the Company's retail concept and improvement of its business processes.

Changes in the Group structure in 2021

In May 2021, the company Koy Autoportinkaarre was founded as a wholly owned subsidiary of Kamux Corporation. Koy Autoportinkaarre builds the Oulu processing center and showroom for Kamux.

Personnel

In January–December, Kamux's average number of employees amounted to 848 (713) in terms of full-time employees. Recruitment of new personnel is continued to support Kamux's growth.

Average number of employees by segment

	1–12/2021	1–12/2020
Finland	562	492
Sweden	206	154
Germany	80	67
Total	848	713

Kamux's share and shareholders

Kamux's largest shareholders as of December 31, 2021 were Juha Kalliokoski including both the shares owned by Juha Kalliokoski and by an investment company controlled by persons closely associated to Juha Kalliokoski (14.6%), Elo Mutual Pension Insurance Company (5.3%), and Jussi Mäkinen (3.4%).

During January–December, 37,321,741 (33,287,962) Kamux shares were traded on the Nasdaq Helsinki main market. The highest share price was EUR 18.03 (13.76) and the lowest price was EUR 10.65 (5.14). On the last trading day of the financial year, December 30, 2021, the closing share price was EUR 11.47 (13.60). Kamux's volume weighted average share price during January–December was EUR 13.90 (8.97). Market capitalization, excluding treasury shares, measured at the financial year's closing price was EUR 458.6 million (543.6).

At the end of December 2021, Kamux's share capital amounted to EUR 80,000 and the number of shares was 40,017,420. In April 2021, the Company transferred a total of 4,894 shares held by the Company to key personnel of Kamux Group for the payment of the share-based incentive plan of 2020. In April 2021, a total of 330 shares were returned to the Company without consideration due to the termination of employment of a person covered by the plan. In May, the Company transferred a total of 5,656 shares held by the Company to the Members of the Board of Directors as a part of their annual compensation. In July, a total of 2,881 shares and in December a total of 132 shares were returned to the Company without consideration due to the termination of employment of persons covered by the plan. At the end of the financial year, the Company held 36,502 treasury shares, representing 0.09% of all shares.

Management and Corporate Governance

At the end of the financial year, Kamux's Management Team included Juha Kalliokoski, CEO; Marko Lehtonen, CFO; Mikko-Heikki Inkeroinen, Chief Digital Officer; Marjo Nurmi, Chief People Officer, and Vesa Uotila, Director of Business Development.

On November 10, 2021, Kamux announced that Tommi Iiskonmäki, Kamux's Swedish Country Director and member of the Management Team of Kamux Corporation, was leaving the company and taking up new responsibilities outside the company. At the same time, Kamux appointed Kerim Nielsen as the new Country Director for Kamux Sweden.

On November 11, 2021 Kamux appointed Jani Koivu as Kamux's Country Director for Finland and member of the Management Team of Kamux Corporation. Koivu took up his duties on February 1, 2022.

On December 29, 2021, Kamux announced that Satu Ojala, Director of Communications and member of the Management Team of Kamux Corporation, will leave and take up new responsibilities outside the company.

On December 31, 2021, Kamux announced that Tero Törmänen, Purchasing Director and member of the Management Team of Kamux Corporation, will leave and take up new responsibilities outside the company.

As an event after the financial year, on January 4, 2022, Kamux announced the renewal of the composition and responsibilities of the Group's Management Team to support the implementation of the updated strategy published in March 2021. The following persons were appointed as new members of the Management Team: Kerim Nielsen, Country Director for Sweden, from January 4, 2022; Martin Verrelli, Country Director for Germany, from July 1, 2022 at the latest; and Juha Saarinen, the Group's Purchasing Director, from April 1, 2022 at the latest.

Share-based incentive plan

On February 26, 2021, the Board of Directors of Kamux Corporation decided to approve the new long-term share-based incentive plan for the Group's key personnel for years 2021–2023. The general terms and conditions of the plan were described and published in a separate stock exchange release on February 26, 2021. The entire plan is accounted for as an equity-settled payment with net settlement features. The plan is divided into three one-year earning periods, the first of which began at the beginning of the year 2021. The commitment period following the earning periods ends at April 30, 2024. In addition, the plan includes an additional component based on the market value of the Company. Based on the additional component, if the criteria is met, additional shares are distributed after the end of the 2023 earnings period. The fair value of the plan was determined on the grant date. The fair value of the plan is expensed during the three years until the end of the commitment period. During January–December 2021, the total effect of the share-based plans on the consolidated income for the financial year was EUR -0.3 million (-0.2).

Resolutions of the Annual General Meeting of Kamux Corporation and the Decisions of the Constitutive Meeting of the Board of Directors

Resolutions of the Annual General Meeting

Kamux Corporation's Annual General Meeting was held on April 20, 2021 under extraordinary meeting procedures without the presence of shareholders or their proxy representatives on the basis of the so-called 'temporary act' (677/2020). The shareholders could participate in the Annual General Meeting and exercise their shareholder rights only by voting in advance and presenting counterproposals or questions in advance.

The Meeting approved the Financial Statements and discharged the members of the Board of Directors and CEO from liability for the year 2020. Further, The Annual General Meeting approved the Remuneration Report for the Governing Bodies with an advisory resolution.

Payment of dividend

The Board of Directors' proposal for a dividend of EUR 0.24 per share was approved. The dividend was paid in two instalments. The record date for the first dividend instalment was April 23, 2021 and the dividend was paid on April 30, 2021. The record date for the second dividend instalment was October 22, 2021 and the dividend was paid on October 29, 2021.

Members of the Board of Directors and remuneration

In accordance with the proposal of the Shareholders' Nomination Board, the Annual General Meeting confirmed that the Board of Directors will consist of six members and Mr. Harri Sivula, Ms. Reija Laaksonen, Mr. Antti Mäkelä, Mr. Jokke Paananen and Mr. Tuomo Vähäpassi were re-elected as members of the Board of Directors and Mr. Tapio Pajuharju was elected as new member of the Board of Directors. The Annual

General Meeting elected Mr. Harri Sivula as the Chairman of the Board and Mr. Tuomo Vähäpassi as the Vice Chairman of the Board.

The Annual General Meeting resolved, in accordance with the proposal of the Shareholders' Nomination Board, an annual compensation of EUR 60,000 be paid for the Chairman of the Board and EUR 30,000 for the Board Members, and an additional compensation of EUR 5,000 per year to the Chairman of the Audit Committee and EUR 2,500 for each member of the Audit Committee. It was resolved that 40 per cent of the annual fee of the Chairman and the members of the Board of Directors are paid in Kamux Corporation shares either purchased at a prevailing market price from the market or alternatively by using own shares held by the Company. The rest of the annual fee would be paid in cash, which is used to cover taxes arising from the fees. The fees of the committee will be paid in cash. If the Board of Directors decides to establish new committees, the annual fees of the Chairman and the members of the new committee are equal to the annual fees of the Chairman and the members of the Audit Committee. Travel expenses will be reimbursed in accordance with the Company's travel policy.

Auditor

Authorized Public Accountant PricewaterhouseCoopers Oy was re-elected as the Company's auditor in accordance with the proposal of the Board of Directors. The remuneration of the auditor will be paid according to the invoice as accepted by Company. PricewaterhouseCoopers Oy has informed that Authorized Public Accountant Mr. Janne Rajalahti will act as the principal auditor.

Authorizing the Board of Directors to decide on a share issue

The Annual General Meeting resolved to authorize the Board of Directors in accordance with the proposal of the Board to resolve on the issuance of a maximum of 4,000,000 shares in one or more tranches corresponding to approximately 10% of all the shares in the Company. The Board of Directors decides on the terms and conditions of the issuance of shares. The authorization concerns both the issuance of new shares as well as the transfer of treasury shares either against payment or without consideration. The issuance of shares may be carried out in deviation from the shareholders' pre-emptive right (directed issue). The authorization cancels previous authorization regarding share issue given to Board of Directors by the Annual General Meeting on April 21, 2020. The authorization is valid until the closing of the next Annual General Meeting, however, no longer than until June 30, 2022.

Authorization of the Board of Directors to decide on the repurchase of Company's own shares

The Annual General Meeting resolved to authorize the Board of Directors in accordance with the proposal of the Board to resolve on the repurchase of a maximum of 2,000,000 Company's own shares using the unrestricted equity of the Company representing about 5% of all the shares in the Company. The authorization includes the right to accept Company's own shares as a pledge. The shares shall be acquired through public trading, for which reason the shares are acquired otherwise than in proportion to the share ownership of the shareholders and the consideration paid for the shares shall be the market price of the Company's share in public trading at Nasdaq Helsinki Ltd at the time of the acquisition. Shares may also be acquired outside public trading for a price which at most corresponds to the market price in public trading at the time of the acquisition.

The authorization includes the Board's right to resolve on a directed repurchase or the acceptance of shares as a pledge, if there is a compelling financial reason for the Company to do so as provided for in Chapter 15, section 6 of the Finnish Limited Liability Companies Act. The shares shall be acquired to be used for execution of the Company's share-based incentive plans or for other purposes determined by the Board of Directors. The decision to repurchase or redeem Company's own shares or to accept them as pledge shall not be made so that the shares of the Company in the possession of or held as pledges by the Company and its subsidiaries would exceed 10% of all shares. The authorization cancels previous authorization given to Board of Directors by the Annual General Meeting on April 21, 2020. The authorization is valid until the closing of the next Annual General Meeting, however, no longer than until 30 June 2022. The Board of Directors shall decide on any other matters related to the repurchase of the Company's own shares and/or accepting them as a pledge.

Decisions of the Constitutive Meeting of the Board of Directors

In its constitutive meeting convening after the Annual General Meeting, the Board of Directors decided to appoint Mr. Tuomo Vähäpassi (chairman), Ms. Reija Laaksonen and Mr. Antti Mäkelä as the members of the Audit Committee. The Board resolved not to establish other committees.

The Board assessed the independence of the directors in accordance with the Finnish Corporate Governance Code. It was concluded that all elected members are independent from the Company and its significant shareholders.

The decisions of the Annual General Meeting and the constitutive meeting of the Board of Directors were published in a stock exchange release on April 20, 2021.

Composition of Kamux's Shareholders' Nomination Board

On September 30, 2021, Kamux announced the composition of Kamux's Shareholders' Nomination Board. The right to appoint members representing the shareholders belongs to the three shareholders who hold the largest share of the votes represented by all shares in the Company on the first business day of September preceding the Annual General Meeting. In addition, the Chairperson of the Board of Directors is a member of the Nomination Board.

The following shareholders have used their nomination right and the following members have been nominated to Kamux's Shareholders' Nomination Board:

Timo Luhtaniemi, Chairperson of the Shareholders' Nomination Board, representing shareholders Juha Kalliokoski and Callardo Capital Oy

Jan Andersson, representing the funds managed by Swedbank Robur (nominee registered shareholdings)

Paavo Ahonen, representing shareholder Elo Mutual Pension Insurance Company until December 2, 2021 after which Jukka Vähäpesola has represented Elo Mutual Pension Insurance Company as a member of the Shareholders' Nomination Board

Harri Sivula, Chairperson of the Board of Kamux Corporation

The Nomination Board gave its proposal to the Company's Board of Directors for the 2022 Annual General Meeting on December 16, 2021.

Proposal of the Board of Directors for distribution of profit

On December 31, 2021 Kamux Corporation's distributable earnings totaled EUR 104,524,157.76 of which profit for the year was EUR 22,587,579.69. The Board of Directors proposes a dividend of EUR 0.20 per share to be distributed for the year 2021 and that the other distributable earnings be held in unrestricted equity (for the year 2020 a dividend of EUR 0.24 per share was distributed). The Board proposes that the dividend for the financial year 2021 will be paid in two instalments. The first dividend instalment, EUR 0.08 per share, is to be paid to shareholders registered in the Company's register of shareholders maintained by Euroclear Finland Ltd on the first dividend instalment payment record date of April 22, 2022. The Board proposes that the first dividend instalment pay date be April 29, 2022. The second dividend instalment is to be paid to shareholders registered in the Company's register of shareholders maintained by Euroclear Finland Ltd on the second dividend instalment payment record date of October 21, 2022. The Board proposes that the second dividend instalment pay date be October 28, 2022. The Board proposes that it be authorized to decide, if necessary, on a new dividend payment record date and pay date for the second instalment if the rules and statutes of the Finnish book-entry system change or otherwise so require.

Annual General Meeting

The Annual General Meeting of Kamux Corporation is scheduled to be held on Wednesday April 20, 2022.

Flagging notices

During 2021, the Company received a notice of changes in shareholdings pursuant to Chapter 9, Section 5 of the Finnish Securities Markets Act as follows:

On March 5, 2021, Juha Kalliokoski and Callardo Capital Oy, a company controlled by closely associated persons, announced that the total holdings of shares and voting rights of Juha Kalliokoski and Callardo Capital Oy in Kamux Corporation has fallen below the 15 percent flagging threshold.

Tax reassessment decision

In June 2018, Kamux announced that it had received a tax reassessment decision from the Finnish Tax Administration. The decision was related to a tax audit carried out by the Finnish Tax Administration in 2016–2018 concerning Kamux Suomi Oy and the tax years 2012–2016. Kamux expensed the total amount of the tax reassessment decision, approximately EUR 2.6 million, in full in its result for the second quarter of 2018. However, Kamux considered the decision to be unfounded and appealed against the decision.

In June 2020, The Finnish Tax Administration's Adjustment Board partially approved the appeal by Kamux on the tax reassessment decision and ruled that the Company receive a refund of approximately EUR 0.9 million. Kamux recognized the total amount of the refund, EUR 0.9 million, in its result for the second quarter of 2020 as credit in other operating expenses. Both parties have the opportunity to appeal the decision. Kamux considers the decision of the Adjustment Board partly unfounded, and the Company has placed the issue before the Administrative Court and applied for a rectification of the Adjustment Board's ruling.

Short-term risks and uncertainties

According to the Company's assessment, there have not been material changes in short-term risks and uncertainties during the financial year but there have been changes in the short-term risks and uncertainties since the financial year.

The Russian military actions in Ukraine since the end of the financial year have caused significant uncertainty across Europe. The geopolitical situation may be reflected in the markets of many European countries, for example monetary policy, investment markets and inflation, including energy and fuel prices. If prolonged, the situation may have an impact on people's consumption behavior and purchasing power, which may also be reflected in the used car sales.

The global corona pandemic and the restrictions and regulations related to it have caused significant changes in Kamux's operating environment. The exceptional circumstances still widely impact people's lives, health, mobility, financial situation and the business of companies. There are many uncertainties related to the situation and the spreading, new waves or duration of the pandemic that have already impacted Kamux's business, financial position, and results of operations negatively and may continue to do so in the future as well.

Kamux's revenue and operating profit have experienced strong growth in recent years. However, in the future, Kamux's revenue and operating profit may increase more slowly or decrease compared to the historical performance.

Kamux's geographical expansion involves several risks, and any failure in recognizing suitable co-operation partners, recruiting new employees or achieving the estimated benefits from internationalization may have a material adverse effect on Kamux. Furthermore, the Company's success will depend on, inter alia, the Company's management and other skilled employees, as well as its ability to recruit, develop, train, motivate and retain skilled employees.

Kamux's rapid and strong growth and business expansion during the past few years have set new requirements for the scope and monitoring of internal guidelines and policies. Any failure in the implementation and monitoring of these guidelines or policies may lead to financial consequences for Kamux and weaken the Company's reputation.

Kamux operates in the used car retail market, and uncertain general economic conditions in the countries in which Kamux operates may have an adverse effect on Kamux's business, financial position, and results of operations.

Kamux operates in a competitive and fragmented used car market, and competition may increase in the future.

Changes in car tax legislation or preparation of legislation may have a material adverse effect on the sales of new and used cars and on Kamux. Kamux's tax burden could increase as a result of changes to tax laws or their application or as a result of a tax audit. Public discussion on car power sources and possible changes in power sources as well as political decisions related to power sources may seasonally have an effect on Kamux's business, considering that the consumer demand may fluctuate.

Kamux's IT systems are pivotal to the Company's operations, and they cover all the major areas of the business. Failure of the IT systems and services to operate as planned may disturb Kamux's operations and have an adverse effect on its business.

Kamux believes that its brand and reputation among its customers are important for the Company's success. Kamux's failure to maintain an adequate service level or an adverse event that damages the Company's reputation may have a significant adverse effect on Kamux.

The main principles of Kamux's risk management are described in the consolidated financial statements and on Kamux's website at www.kamux.com.

Events after the reporting period

On January 4, 2022, Kamux announced the renewal of the composition and responsibilities of the Group's Management Team to support the implementation of the updated strategy published in March 2021. The following persons were appointed as new members of the Management Team: Kerim Nielsen, Country Director for Sweden, from January 4, 2022; Martin Verrelli, Country Director for Germany, from July 1, 2022 at the latest; and Juha Saarinen, the Group's Purchasing Director, from April 1, 2022 at the latest.

On January 5, 2022 Kamux informed that it will relocate to larger premises in Petikko in Vantaa in May, 2022.

On January 11, 2022 Kamux announced that it had received the decision of the Stuttgart District Court dated January 10, 2022 regarding the legal proceedings against local procurement partner initiated by Kamux's German subsidiary Kamux Auto GmbH. The district court ruled the claim in favor of Kamux.

On January 12, 2022, Kamux announced that it will open a new showroom in Nyköping in Sweden in September 2022.

On January 21, 2022, Kamux raised its revenue outlook to EUR 936–938 million and kept the outlook for adjusted operating profit unchanged.

On January 26, 2022 Kamux informed that it will relocate to larger premises in Pori, and at the same time open a commercial vehicle store in Pori in April, 2022.

Calculation of key figures and alternative performance measures

Kamux presents alternative performance measures as additional information to performance measures presented in the consolidated income statement, consolidated statement of financial position and consolidated statement of cash flows prepared in accordance with IFRS. In Kamux's view, the alternative performance measures provide significant additional information related to Kamux's operating results, financial position and cash flows, and they are widely utilized by analysts, investors and other parties.

The alternative performance measures should not be considered separately from measures under IFRS or as substitutes for corresponding measures under IFRS. All companies do not calculate alternative performance measures in a uniform way and therefore the alternative performance measures presented by Kamux may not be comparable with similarly named measures presented by other companies.

Reconciliation of adjusted operating profit

EUR million	10-12/2021	10-12/2020	1-12/2021	1-12/2020
Operating profit (EBIT)	9.4	7.4	28.0	31.2
Strategic investigations	-	-	-	0.0
Legal processes	-0.4	-	3.5	-
Taxes related to previous financial years	-0.1	0.1	-0.1	-0.5
Total adjustment items	-0.5	0.1	3.4	-0.5
Adjusted operating profit	9.0	7.5	31.4	30.7

Calculation of key figures

Gross profit	=	Revenue + Other operating income - Materials and services
Earnings before interest, tax, depreciation, and amortization (EBITDA)	=	Operating profit + Depreciation and amortization
Adjusted operating profit (EBIT)	=	Operating profit adjusted for special items relating to strategic planning, legal processes and taxes related to previous financial years.
Net debt	=	Non-current borrowings + Current borrowings + Lease liabilities - Cash and cash equivalents
Financial debt	=	Non-current borrowings + Current borrowings
Like-for-like showroom revenue growth	=	$100 * \left(\frac{\text{Like-for-like showroom car sales}}{\text{Like-for-like showroom car sales in the previous year}} - 1 \right)$
		<i>New showrooms are included in the calculation when they have been open for 13 months and, therefore, the first time the showroom is included in the measure is its 25th operating month.</i>
Inventory turnover	=	$365 * \frac{\text{Inventories (average for 12 months)}}{\text{Materials and services (rolling 12 months)}}$
Return on equity (ROE), %	=	$100 * \frac{\text{Profit for the period (rolling 12 months)}}{\text{Equity (average for 12 months)}}$
Return on capital employed (ROI), %	=	$100 * \frac{\text{Profit for the period} + \text{Finance costs (rolling 12 months)}}{\text{Equity} + \text{Financial debt (average for 12 months)}}$
Equity ratio, %	=	$100 * \frac{\text{Equity}}{\text{Balance sheet total} - \text{Advance payments received}}$
Gearing, %	=	$100 * \frac{\text{Net debt}}{\text{Equity}}$
Earnings per share, basic	=	$\frac{\text{Profit for the period (attributable to owners of the Company)}}{\text{Weighted average number of outstanding shares adjusted for share issue for the period}}$
Net working capital	=	Inventories + Trade and other receivables + Current income tax receivables - Trade and other payables - Current income tax liabilities - Non-current and current provisions

Kamux Corporation's Financial Statements Bulletin for January–December 2021

Key accounting policies

This Financial Statements Bulletin has been prepared according to the IAS 34 - Interim Financial Reporting standard. The Financial Statements Bulletin is based on the accounting policies and calculation methods used in the financial statements for the year 2020 as well as on the new and amended IFRS standards described in the financial statements for the year 2020. However, the Financial Statements Bulletin does not include all the information and notes that are presented in the Annual Financial Statements. As such, the Financial Statements Bulletin should be read together with the Annual Financial Statements for the year 2020. The same accounting principles are applied in this Financial Statements Bulletin as in the Annual Financial Statements.

The figures presented in the Financial Statements Bulletin are independently rounded.

Preparing the Financial Statements Bulletin requires the management to make accounting estimates and judgments as well as assumptions that affect the application of the accounting principles and the carrying amounts of assets, liabilities, income and expenses. The actual outcomes may differ from these estimates and judgments. In preparation of this Financial Statements Bulletin, the most significant estimates made by the management relating to the group's accounting policies and uncertainties are the same as those applied in the Financial Statements for the year 2020.

The Financial Statements Bulletin is unaudited.

Consolidated statement of comprehensive income

EUR million	10–12/2021	10–12/2020	1–12/2021	1–12/2020
Revenue	244.1	198.8	937.4	724.1
Other operating income	0.4	0.3	1.4	1.3
Materials and services	-215.9	-175.3	-837.5	-633.8
Personnel costs	-12.4	-10.0	-47.6	-39.0
Other operating expenses	-3.7	-3.9	-13.8	-11.7
Depreciation and amortization	-3.0	-2.5	-11.9	-9.6
Operating profit	9.4	7.4	28.0	31.2
Finance income and costs	-0.4	-1.5	-1.5	-2.7
Profit before income tax	9.1	5.9	26.4	28.5
Income tax	-1.7	-0.5	-6.8	-5.2
Profit for the period	7.4	5.3	19.6	23.3
Other comprehensive income				
Items that may be subsequently reclassified to profit or loss				
Translation differences	-0.0	0.2	-0.1	0.2
Other comprehensive income for the period, net of tax	-0.0	0.2	-0.1	0.2
Total comprehensive income for the period	7.3	5.5	19.6	23.5
Profit for the period attributable to				
owners of the Company	7.4	5.3	19.6	23.3
Total comprehensive income for the period attributable to				
owners of the Company	7.3	5.5	19.6	23.5
Earnings per share for profit attributable to owners of the Company				
Earnings per share, basic and diluted, EUR	0.18	0.13	0.49	0.58

Consolidated balance sheet

EUR million	Dec 31, 2021	Dec 31, 2020
ASSETS		
Non-current assets		
Intangible assets	6.4	5.1
Goodwill*	14.0	14.0
Property, plant and equipment	6.0	2.4
Lease assets	44.6	46.9
Other receivables	0.2	0.2
Deferred tax assets	1.4	1.3
Total non-current assets	72.6	69.9
Current assets		
Inventories**	132.8	93.6
Trade and other receivables***	18.1	16.6
Current income tax assets	0.0	0.0
Cash and cash equivalents	0.9	11.2
Total current assets	151.9	121.4
TOTAL ASSETS	224.5	191.3
EQUITY AND LIABILITIES		
Equity attributable to owners of the Company		
Share capital	0.1	0.1
Reserve for invested unrestricted equity	24.7	24.7
Translation differences	0.0	0.1
Treasury shares	-0.0	-0.2
Retained earnings	61.3	47.6
Profit for the period	19.6	23.3
Total equity attributable to owners of the Company	105.7	95.7
Non-current liabilities		
Borrowings	13.0	14.9
Lease liabilities	36.4	39.1
Other non-current liabilities	0.1	0.1
Provisions	0.4	0.4
Total non-current liabilities	49.8	54.5
Current liabilities		
Borrowings	12.5	2.0
Lease liabilities	9.5	8.6
Derivative financial instruments	0.1	0.0
Trade and other payables	41.9	27.3
Provisions	3.4	3.1
Current income tax liabilities	1.6	0.1
Total current liabilities	68.9	41.2
Total liabilities	118.8	95.6
TOTAL EQUITY AND LIABILITIES	224.5	191.3

*Goodwill in the balance sheet is allocated to the operating segment Finland which is profitable. In accordance with management's estimate, the corona pandemic has not caused any indication of impairment of goodwill.

**Inventory is measured at lower of cost and estimated selling price of the car i.e. net realizable value which is determined based on management's judgment, market information and historical data. If the estimated selling price of the car is lower than the cost, the inventory value for the car will be written down through profit or loss in the item Materials and services. In accordance with management's estimate, the market situation caused by the corona

pandemic has not given a reason to recognize material exceptional inventory write-downs in the balance sheet as per December 31, 2021.

***Trade receivables consist mainly of receivables from finance companies. Receivables originate when there is a temporary time lag between the approved credit decision and a payment made by the finance company. During that time lag Kamux has a temporary credit risk from finance companies. The Company mitigates the credit risk by dealing only with highly rated finance company counterparties. The trade receivables as per December 31, 2021 do not include material past due items and there was no need to recognize material impairment losses.

Consolidated statement of changes in equity

EUR million	Share capital	Reserve for invested unrestricted equity	Translation differences	Treasury shares	Retained earnings	Total equity
Equity at Jan 1, 2021	0.1	24.7	0.1	-0.2	71.0	95.7
Profit for the period					19.6	19.6
Other comprehensive income			-0.1			-0.1
Total comprehensive income			-0.1		19.6	19.6
Transactions with owners:						
Conveyance of treasury shares				0.1		0.1
Share-based payments					-0.0	-0.0
Dividends for owners					-9.6	-9.6
Equity at Dec 31, 2021	0.1	24.7	0.0	-0.0	81.0	105.7
Equity at Jan 1, 2020	0.1	24.7	-0.1	-	56.9	81.7
Profit for the period					23.3	23.3
Other comprehensive income			0.2			0.2
Total comprehensive income			0.2		23.3	23.5
Transactions with owners:						
Acquisition of treasury shares				-0.5		-0.5
Conveyance of treasury shares				0.3		0.3
Share-based payments					-0.1	-0.1
Dividends to shareholders					-9.2	-9.2
Equity at Dec 31, 2020	0.1	24.7	0.1	-0.2	71.0	95.7

Consolidated statement of cash flows

EUR million	10–12/ 2021	10–12/ 2020	1–12/ 2021	1–12/ 2020
Cash flows from operating activities				
Profit for the period	7.4	5.3	19.6	23.3
Adjustments for:				
Depreciation and amortization	3.0	2.5	11.9	9.6
Finance income and costs	0.4	1.5	1.5	2.7
Change in provisions	-0.2	-0.0	0.3	0.4
Write-down of inventories	0.1	0.1	-0.2	0.2
Income taxes	1.7	0.5	6.8	5.2
Other non-cash items	-0.3	-0.1	-0.0	0.2
Changes in working capital:				
Change in trade receivables and other receivables	0.4	1.6	-1.7	2.1
Change in trade payables and other payables	-3.8	-7.0	15.1	-2.9
Change in inventories	-15.4	2.5	-39.6	-22.7
Interests paid	-0.2	-0.3	-0.9	-1.1
Other financial items, net	0.0	-0.0	0.0	-0.1
Income taxes paid	-1.3	-4.3	-5.5	-6.6
Net cash inflow (outflow) from operating activities	-8.3	2.4	7.3	10.2
Cash flows from investing activities				
Investments in property, plant and equipment	-1.6	-0.2	-4.3	-0.8
Investments in intangible assets	-0.6	-1.4	-3.1	-4.1
Net cash inflow (outflow) from investing activities	-2.3	-1.6	-7.4	-4.9
Cash flows from financing activities				
Purchase of treasury shares	-	-	-	-0.5
Proceeds from bank loans	10.5	-	35.5	10.0
Repayments of bank loans	-15.0	-10.0	-27.0	-12.5
Repayments of lease liabilities	-2.4	-2.2	-9.0	-7.9
Dividends paid	-5.2	-4.4	-9.6	-9.2
Other cash flows from financing activities	0.1	0.0	0.1	-0.0
Net cash inflow (outflow) from financing activities	-12.0	-16.5	-9.9	-20.1
Net decrease/increase in cash and cash equivalents	-22.5	-15.7	-10.0	-14.7
Cash and cash equivalents at the beginning of the period	23.3	28.5	11.2	27.6
Effects of exchange rate changes on cash and cash equivalents	0.1	-1.6	-0.2	-1.7
Cash and cash equivalents at the end of period	0.9	11.2	0.9	11.2

Net working capital

EUR million	Dec 31, 2021	Dec 31, 2020
Inventories	132.8	93.6
Trade and other receivables	18.1	16.6
Current income tax receivables	0.0	0.0
Trade and other payables	-41.9	-27.3
Provisions	-3.7	-3.4
Current income tax liabilities	-1.6	-0.1
Net working capital	103.8	79.3

Net debt

EUR million	Dec 31, 2021	Dec 31, 2020
Non-current interest-bearing liabilities		
Bank loans	13.0	14.9
Lease liabilities	36.4	39.1
Total non-current interest-bearing liabilities	49.4	54.0
Current interest-bearing liabilities		
Bank loans	7.0	2.0
Bank overdrafts	5.5	-
Issued commercial papers	-	-
Lease liabilities	9.5	8.6
Total current interest-bearing liabilities	22.0	10.6
Total interest-bearing liabilities	71.3	64.7
Less cash and cash equivalents	-0.9	-11.2
Net debt	70.4	53.5

Additional information on Net debt development in section Consolidated balance sheet and financial position.

Derivatives

EUR million	Dec 31, 2021	Dec 31, 2020
Foreign currency derivatives		
Fair value	-0.1	-0.0
Value of underlying instrument	14.7	5.5

Lease agreements and other commitments
Changes of lease agreements in the balance sheet

EUR million	Lease assets	Lease liabilities
Jan 1, 2021	46.9	47.7
Increases	13.9	13.8
Decreases	-6.4	-6.4
Depreciation	-9.5	-
Exchange rate differences and other changes	-0.4	-0.3
Interest expenses	-	-0.5
Repayments of lease liability	-	-8.4
Dec 31, 2021	44.6	45.9

EUR million	Lease assets	Lease liabilities
Jan 1, 2020	46.4	46.6
Increases	10.0	8.8
Decreases	-1.6	-0.4
Depreciation	-8.4	-
Exchange rate differences and other changes	0.6	0.6
Interest expenses	-	-0.5
Repayments of lease liability	-	-7.5
Dec 31, 2020	46.9	47.7

Changes of lease agreements in the statement of comprehensive income

EUR million	10–12/ 2021	10–12/ 2020	1–12/ 2021	1–12/ 2020
Depreciation of lease assets	-2.4	-2.2	-9.5	-8.4
Interest cost from lease liabilities	-0.1	-0.1	-0.5	-0.5
Costs from short-term leases	-0.0	-0.0	-0.0	-0.1
Costs from service components included in lease agreements	-0.1	-0.1	-0.3	-0.3
Total expense in the statement of comprehensive income	-2.6	-2.4	-10.3	-9.3

Loans against which guarantees and mortgages have been given

EUR million	Dec 31, 2021	Dec 31, 2020
Loans	25.4	16.9
guarantees given against loans	104.0	104.0

Other commitments

EUR million	Dec 31, 2021	Dec 31, 2020
Rent and other payment guarantees	0.4	0.5

Related party transactions

EUR million	10–12/2021	10–12/2020	1–12/2021	1–12/2020
Sales of used cars	-	0.0	0.1	0.1
Purchases of used cars	-0.1	-	-0.1	-0.2
Consulting expenses	-	-	-	-0.0

EUR million	Dec 31, 2021	Dec 31, 2020
Lease liabilities	2.1	3.9

Kamux's key management personnel, members of the Board of Directors and their family members have the right to buy cars from Kamux and sell cars to Kamux in accordance with the personnel policy applicable to the whole staff.

Consulting expenses in the comparison period comprise consultancy fees paid to Virtanen Consulting GmbH, controlled by Matti Virtanen. The fees are related to the Group's geographical expansion.

The Group's lease liabilities to related parties include the present value of future lease payments for showrooms leased from the Group's CEO, his immediate family members and companies under their control.

Publication schedule for financial reporting in 2022

Publication schedule for Kamux Corporation's financial reporting in 2022:

May 13, 2022: Kamux Corporation will publish its Interim Report for January–March 2022.

August 12, 2022: Kamux Corporation will publish its Half-Year Report for January–June 2022.

November 18, 2022: Kamux Corporation will publish its Interim Report for January–September 2022.

The Annual Report for 2021 including Financial Statements will be published on week 12/2022.

The Annual General Meeting of Kamux Corporation is planned to be held on April 20, 2022.

Briefings

Kamux will hold a Financial Statements Bulletin press conference and webcast for media and analysts today, Friday March 4, 2022, at the Symposium meeting room in Hotel Kämp in Helsinki at 11:00 (EET) in Finnish and then in English at around 12:00 (EET). You can follow it as a live webcast in Finnish at <https://kamux.videosync.fi/2021-q4-tulos> and in English at <https://kamux.videosync.fi/2021-q4-results>. A conference call will be held in connection with the webcast.

Registration for personally attending the briefing is requested by email to ir@kamux.fi by March 1, 2022.

Participation by conference call:

Finland: +358 981 710 310

Sweden: +46 856 642 651

United Kingdom: +44 333 300 0804

United States: +1 631 913 1422

PIN: 82722755#

The Interim Report will be presented by CEO Juha Kalliokoski and CFO Marko Lehtonen.

In Hämeenlinna on March 4, 2022

Kamux Corporation

The Board of Directors

For more information:

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