



# Kamux - Annual Results Presentation 2018

March 1, 2019

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## Annual Results Presentation 2018



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Kamux Vision

**#1** used car retailer  
in **Europe**

# Kamux Q4 2018 in Brief

1.

Revenue increased to EUR **131.1** million (114.3)

3.

Adjusted operating profit increased to EUR **4.3** million (3.3)

5.

Internationalization proceeded strongly and revenue increased in Sweden by **35.9%** to EUR 27.0 million and in Germany by **41.1%** to EUR 8.2 million

2.

Gross profit increased by **22.7%** to EUR 16.0 million (13.0)

4.




We opened new car showrooms in **Järvenpää, Ahrensburg, Wentorf** and **Varberg** and announced several future showrooms in different countries

6.

Like-for-like showroom revenue growth was **0.7%** (2.4%)



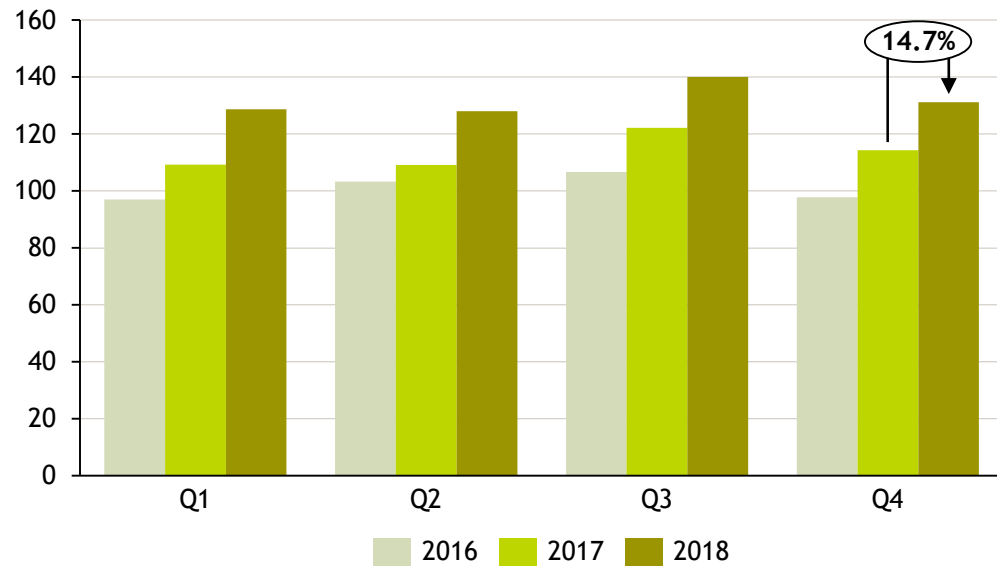
# Kamux's Market Position Strengthened in Q4 in a Challenging Operating Environment

Market	Market size (2018)	Kamux's market share	Market development during Q4	Kamux's position and development during Q4
 Finland	~0.5 million cars	~8.0% #1	The Finnish market was impacted by power source debate and by the aftermath of taxation change based on WLTP emission measurement in new cars. We estimate the market declined slightly.	Kamux maintained its market leader position, and we estimate we grew clearly faster than the market
 Sweden	~1.2 million cars	~0.5% Top 10	The change in vehicle tax mixed up the market in Sweden. We estimate the market declined clearly.	Kamux grew strongly and strengthened its position among the ten largest used car dealers
 Germany	~7.2 million cars	~0.0%	We estimate the used car market declined slightly.	Kamux grew its market share



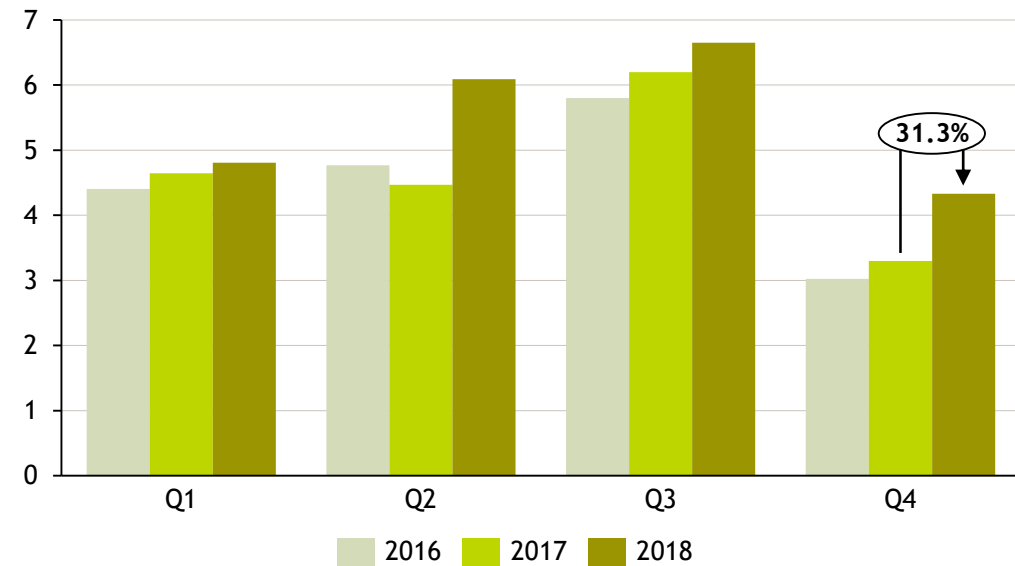
# Kamux in Q4 2018 – Profitable Growth Continued

Revenue (EUR million)



- Revenue growth in Q4 2018 was on a good level considering the market situation

Adjusted Operating Profit (EUR million)

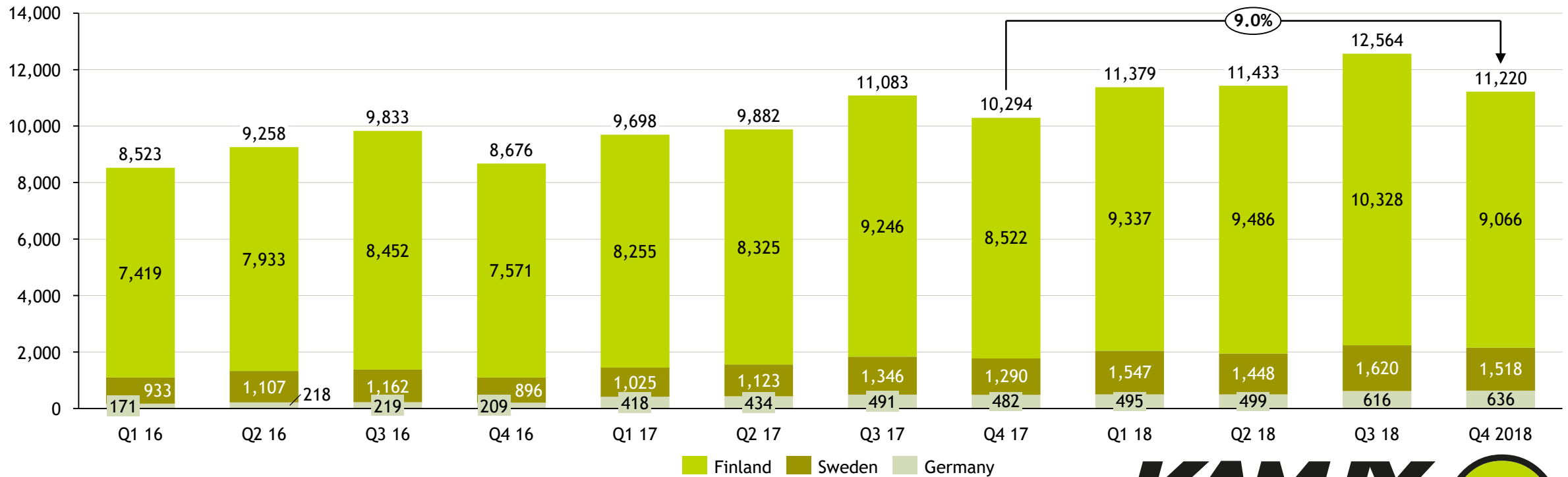


- Adjusted operating profit grew strongly in Q4 18

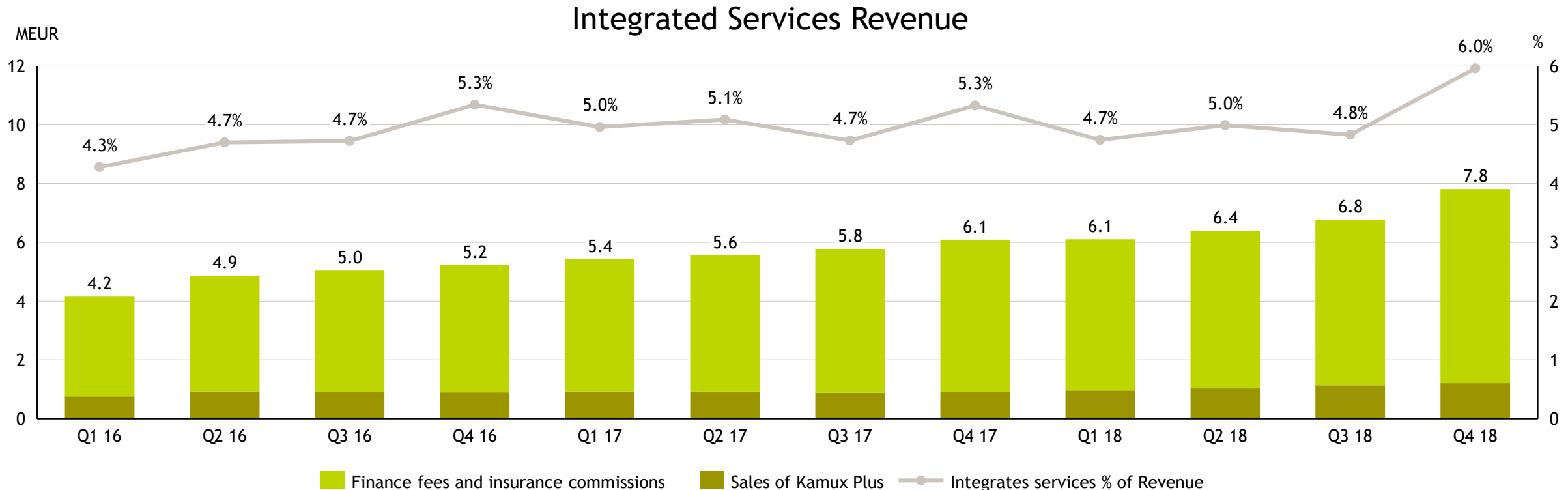


# Number of Cars Sold Grew by 9.0%

Sold Cars (pcs)



# Integrated Services Revenue Continued to Grow



- Q4 2018 finance fees and insurance commissions included an additional fee in Finland





# Kamux 2018 in Brief - a Year of Strong Growth despite the Market Challenges

1.

Revenue increased **16.0%** to EUR **527.8** million (454.9)

3.

Adjusted operating profit increased to EUR **21.9** million (18.6)

5.

Internationalization proceeded strongly and revenue increased in Sweden by **39.3%** to EUR 101.9 million and in Germany by **31.8%** to EUR 30.1 million

2.

Gross profit increased by **20.5%** to EUR 64.9 million (53.8)

4.

We opened 8 new car showrooms in total, 3 in Finland, 3 in Sweden and 2 in Germany

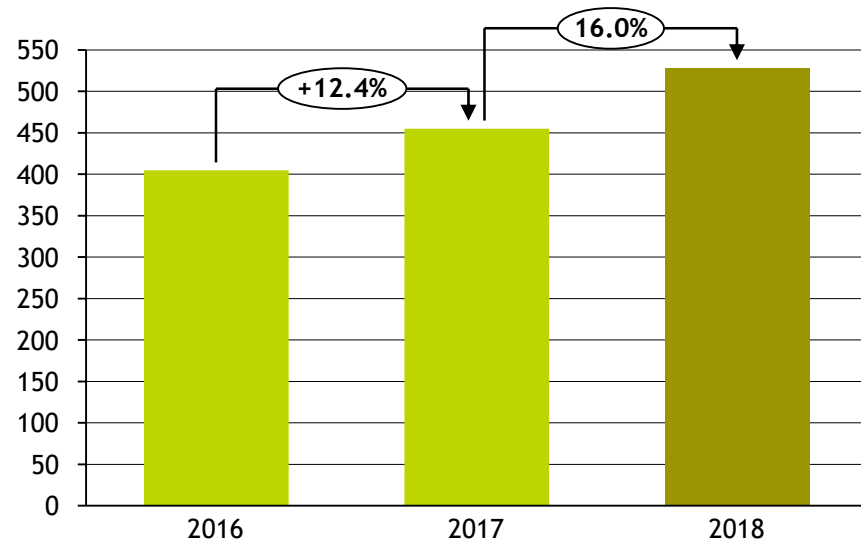
6.

Like-for-like showroom revenue growth was **5.6%** (-4.9 %)



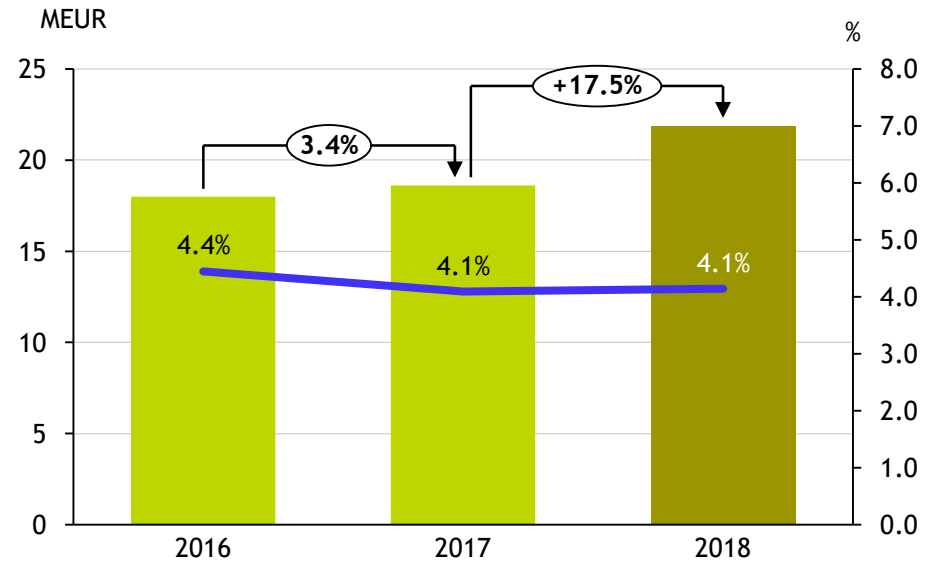
# Kamux in 2018 – Profitable Growth Continued

Revenue (EUR million)



- Revenue growth increased in 2018

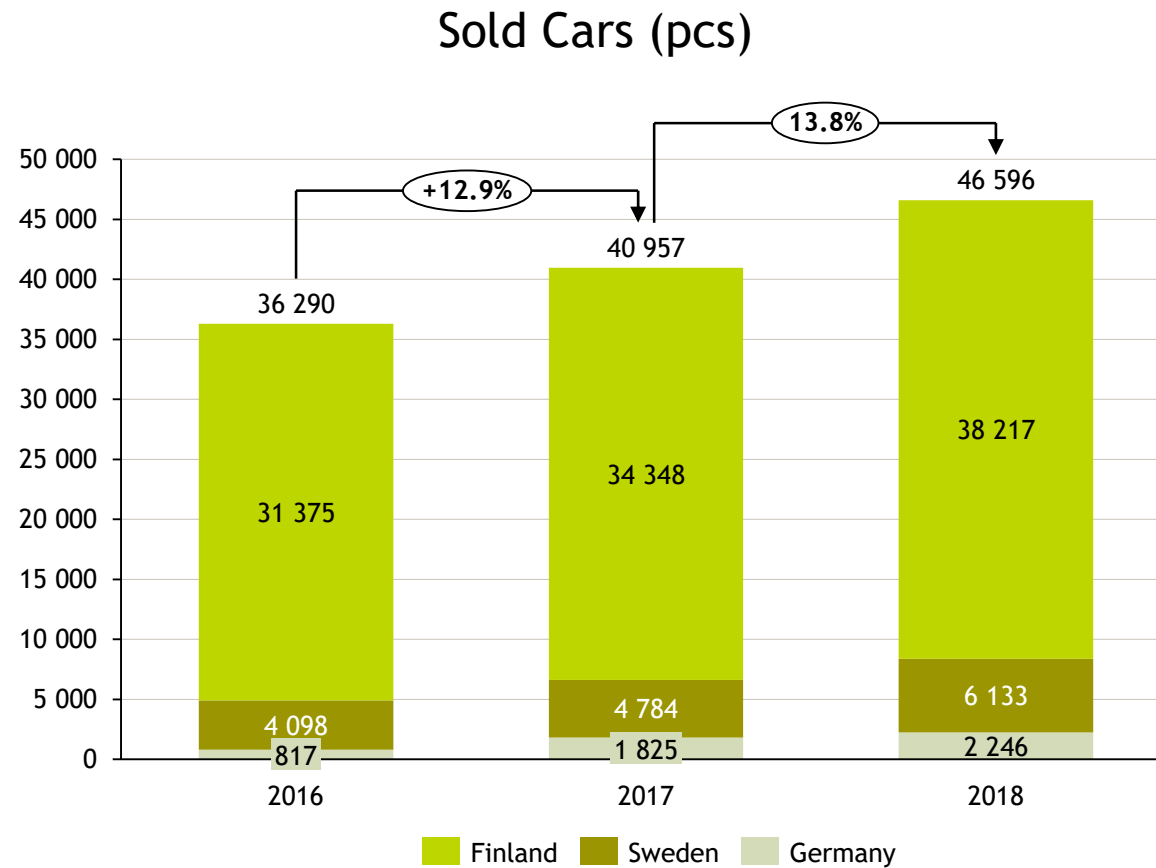
Adjusted Operating Profit (EUR million)



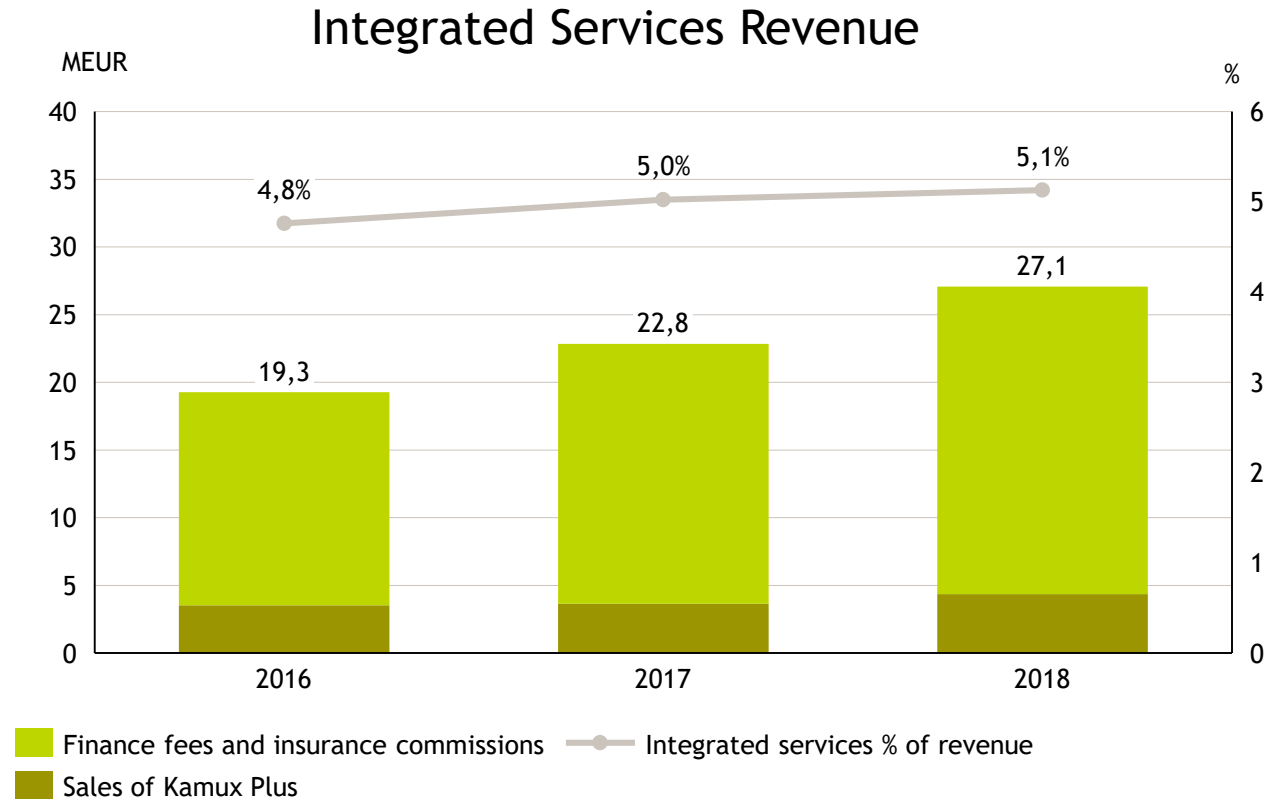
- Adjusted operating profit grew strongly in 2018



# Number of Sold Cars Grew by 13.8%



# Integrated Services Revenue Continued to Grow



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# Financial Development

Tapio Arimo  
CFO

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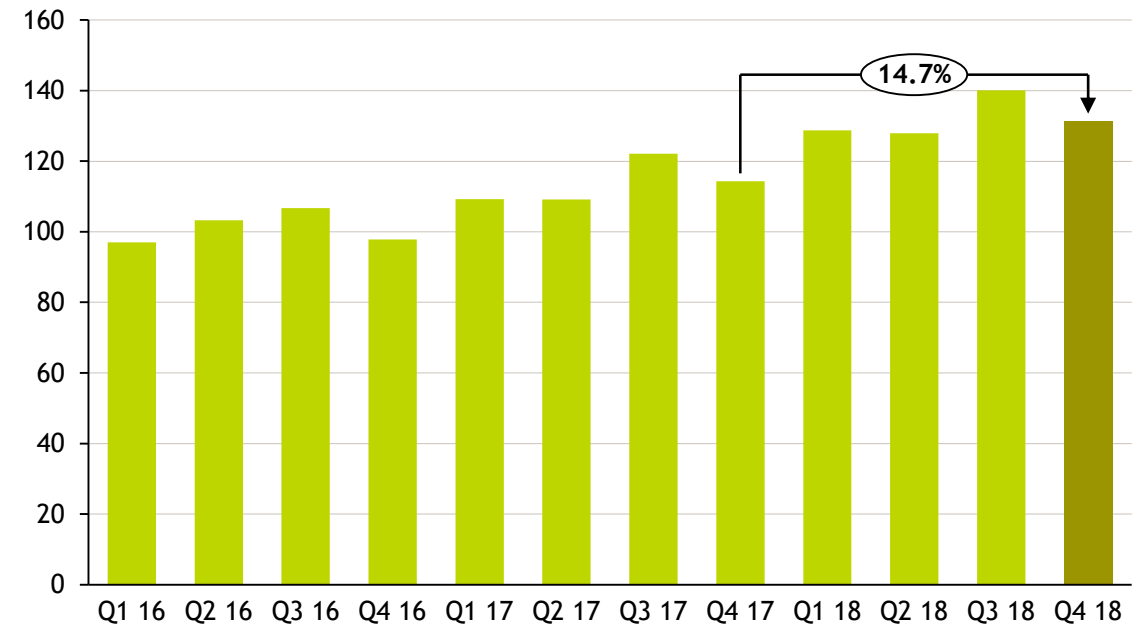
# Key Figures

(MEUR)	10-12/ 2018	10-12/ 2017	Change, %	1-12/ 2018	1-12/ 2017	Change, %
Revenue	131.1	114.3	14.7 %	527.8	454.9	16.0 %
Gross profit	16.0	13.0	22.7 %	64.9	53.8	20.5 %
as percentage of revenue, %	12.2 %	11.4 %		12.3 %	11.8 %	
Operating profit (EBIT)	3.9	3.3	20.3 %	18.9	16.2	16.5 %
as percentage of revenue, %	3.0 %	2.9 %		3.6 %	3.6 %	
Adjusted operating profit	4.3	3.3	31.3 %	21.9	18.6	17.5 %
as percentage of revenue, %	3.3 %	2.9 %		4.1 %	4.1 %	
Revenue from integrated services	7.8	6.1	28.4 %	27.1	22.8	18.5 %
as percentage of revenue, %	6.0 %	5.3 %		5.1 %	5.0 %	
Sales growth of like-for-like showrooms, %	0.7 %	2.4 %		5.6 %	-4.9 %	
Inventory turnover, days				49.6	46.8	6.0 %
Return on equity (ROE), %				22.9 %	26.6 %	
Return on capital employed (ROI), %				16.2 %	17.2 %	
Equity ratio, %				60.0 %	57.2 %	
Earnings per share, basic, EUR	0.08	0.05	70.0%	0.37	0.30	21.9%



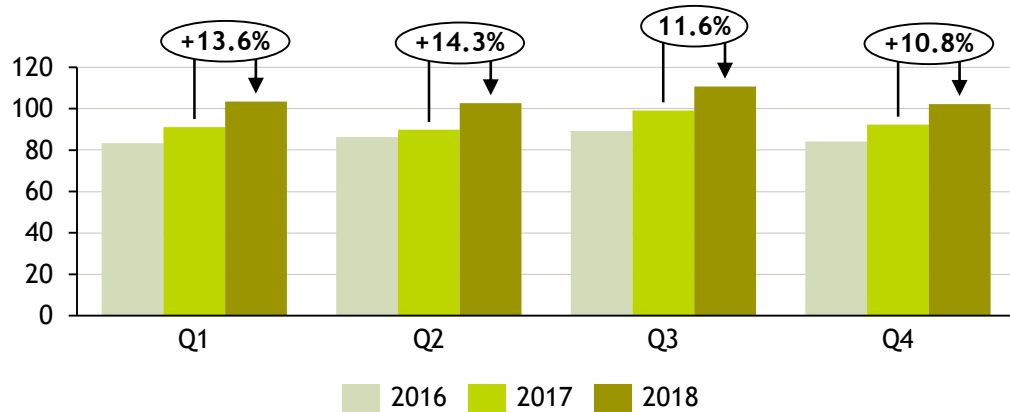
# Kamux's Revenue Grew 14.7% in Q4 2018

- The number of used cars sold by Kamux in the fourth quarter grew by 9.0% and totaled 11,220 cars (10,294).
- Kamux's revenue grew by 14.7% Q4 2018.
- The increase in revenue was driven by new showrooms, expansions of existing showrooms and like-for-like revenue growth.
- Like-for-like sales growth in Q4 was 0.7% (2.4%).

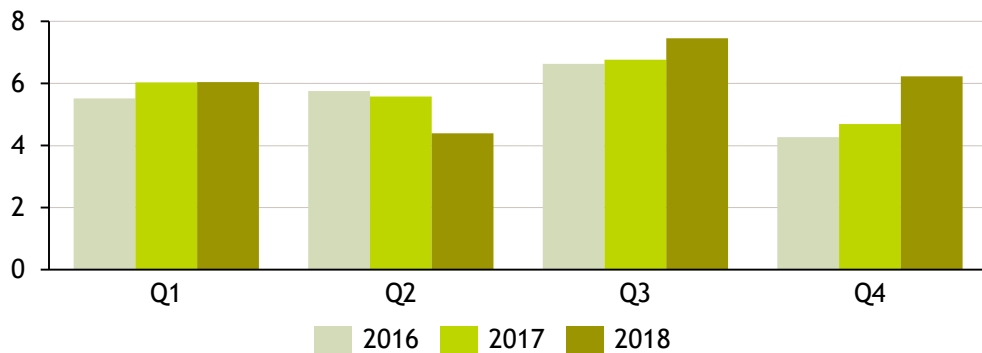


# Kamux Finland – Stable Growth

Revenue (EUR million)



Operating Profit (EUR million)

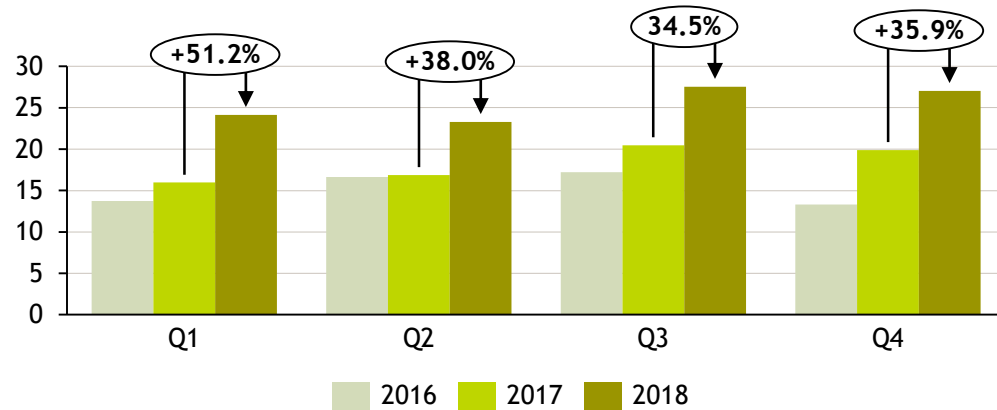


- Revenue grew by 12.6% in 2018 compared to the previous year and was EUR 419.1 million (372.4).
- Gross margin increased to EUR 54.3 million (46.4) and 13.0% (12.5 %) of revenue.
- Operating profit increased to EUR 24.1 million (23.1) and 5.8% (6.2%) of revenue.
- Like-for-like showroom growth was positive.

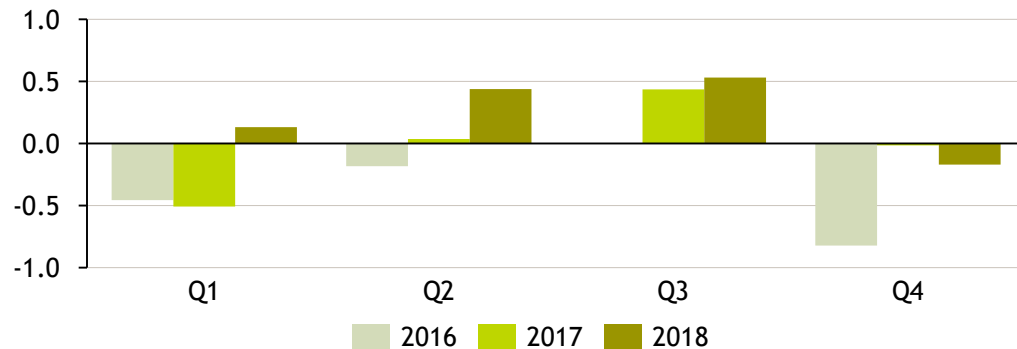


# Kamux Sweden – Very Strong Revenue Growth Continued

Revenue (EUR million)



Operating Profit (EUR million)

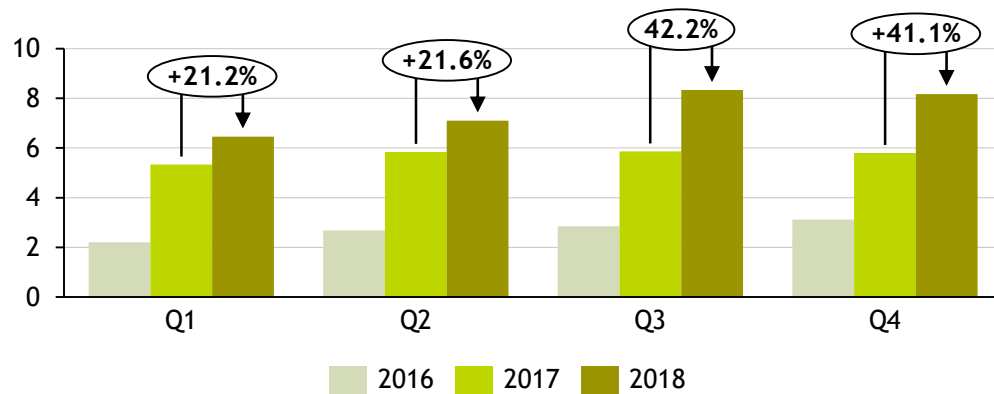


- Revenue grew by 39.3% in 2018 compared to the previous year and was EUR 101.9 million (73.2).
- Operating profit was EUR 0.9 million (-0.1) and 0.9% (-0.1%) of revenue.
- Linköping, Västerås and Varberg showrooms were opened in 2018.
- Like-for-like showroom revenue growth was strong.

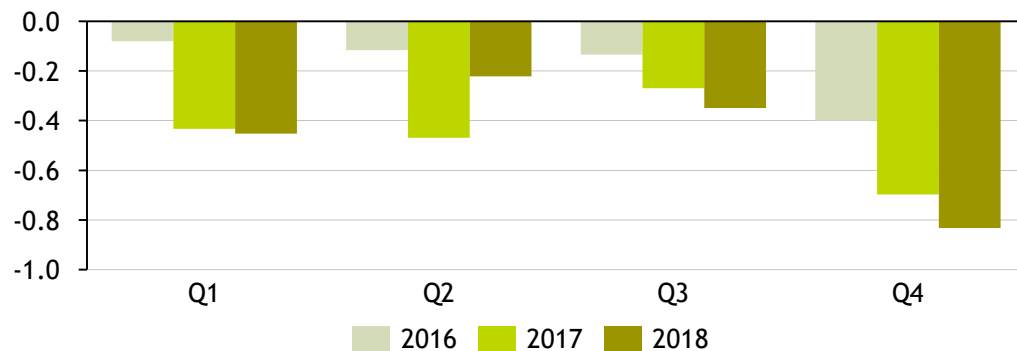


# Kamux Germany – Revenue Growth Continued

Revenue (EUR million)



Operating Profit (EUR million)



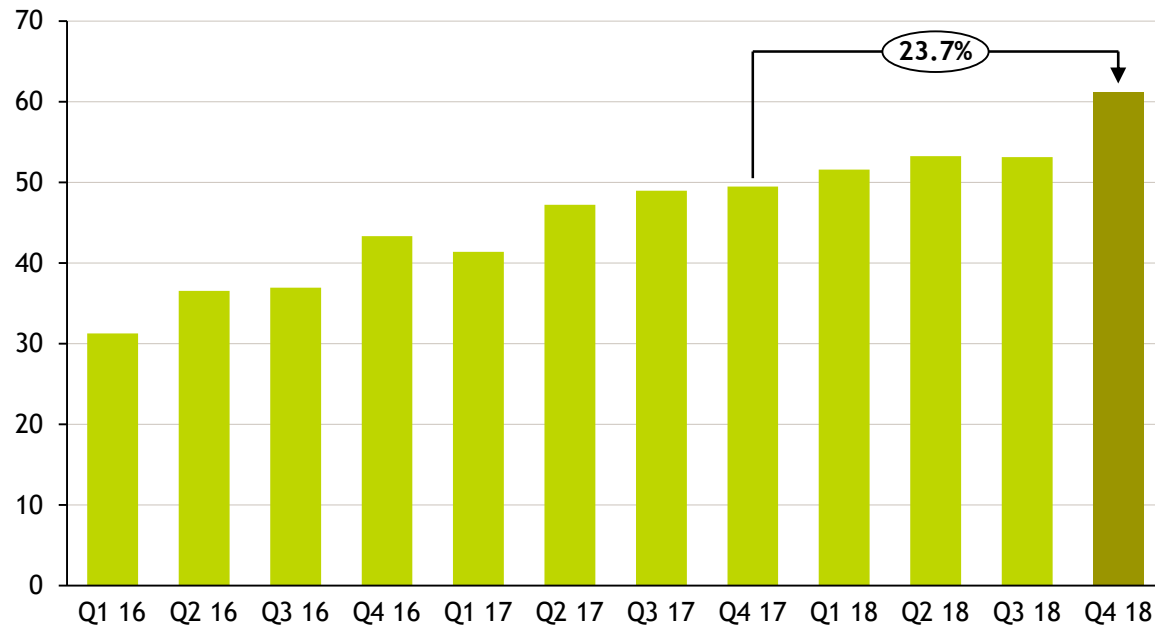
- Revenue grew by 31.8% compared to the previous year and was EUR 30.1 million (22.8).
- Operating loss was EUR -1.8 million (-1.9).
- Development of Kamux's concept and processes has proceeded well and we opened Ahrensburg and Wentorf showrooms in Q4 in Germany.
- Like-for-like showroom growth was very strong.



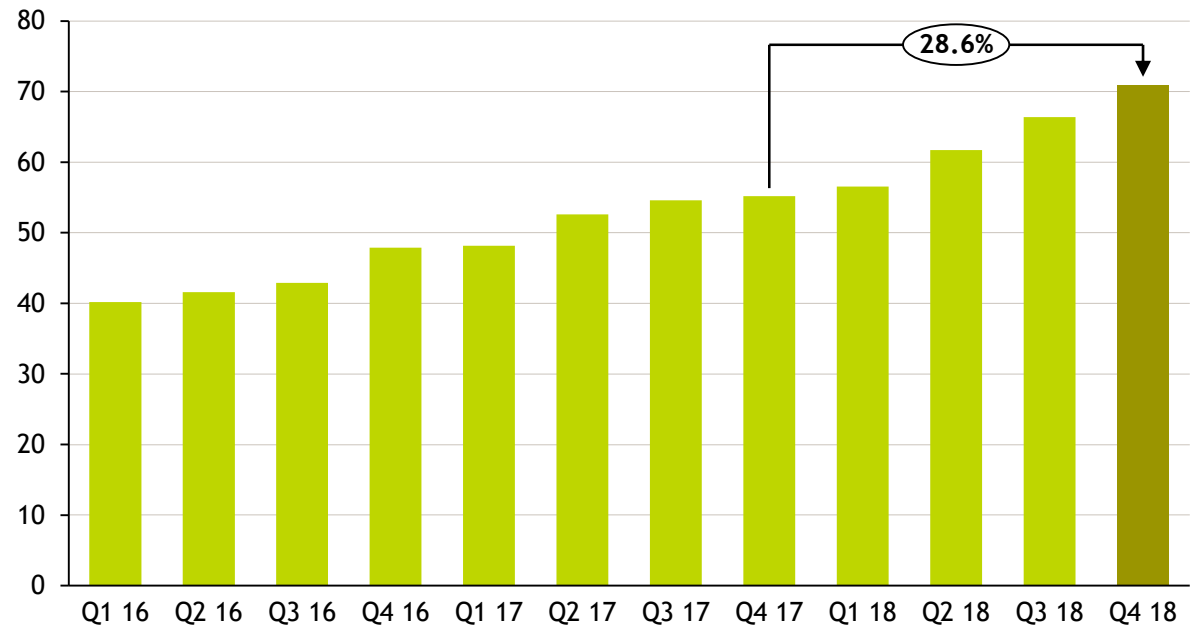


# Net Working Capital and Inventories Grew

Net Working Capital (EUR million)

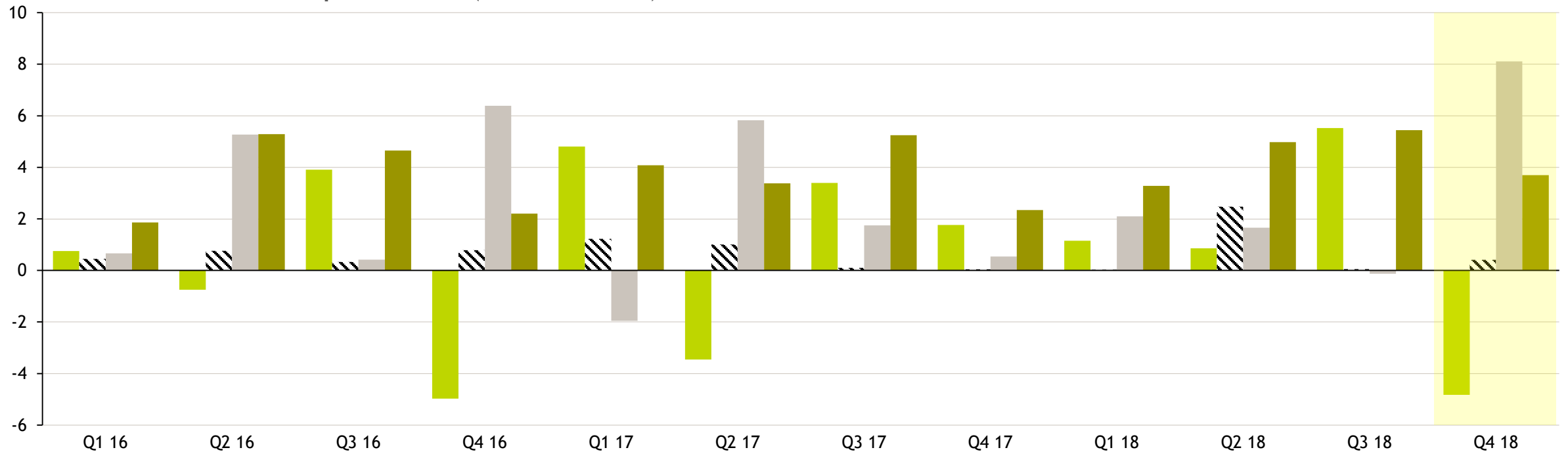


Inventories (EUR million)



# Cash Flow from Operations

Cash Flow from Operations (EUR million)

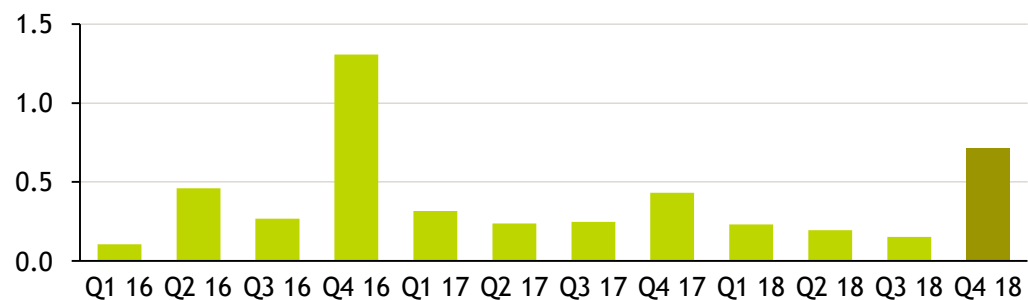


- Cash Flow from Operations
- ▨ Special Items
- Net Working Capital Change
- Cash Flow from Operations excluding Special Items and Net Working Capital Change

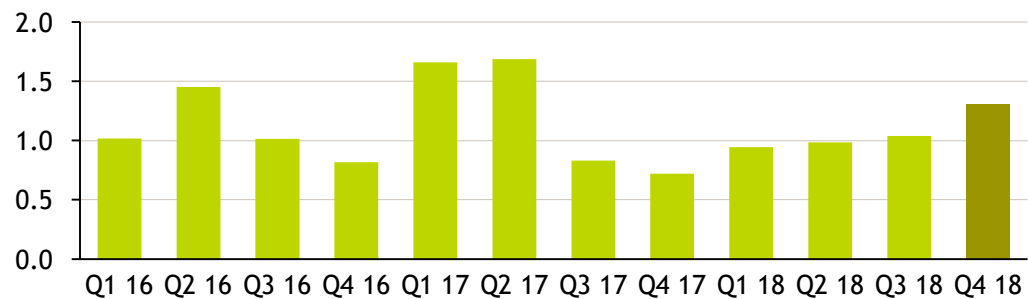


# Investments in Growth Continued According to Strategy

Investments (EUR million)



Group Functions (EUR million)



In line with our strategy, we have systematically invested in our future

- Personnel: recruitment and training
- Internationalization: the necessary resources to grow internationally
- Digital functions: developing the CRM-ERP system, analytics, data management and financial management systems



# Dividend Proposal and Annual General Meeting

- The Board of Directors will propose to the AGM a dividend of EUR 0.16 per share (0.12)
- Earnings per share was EUR 0.37 (0.30) in 2018
- The proposed dividend is 44% (40%) of net profit
- The Annual General Meeting will be held on April 12, 2019 in Helsinki



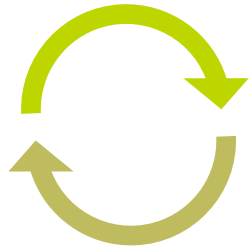




# Outlook and Financial Targets



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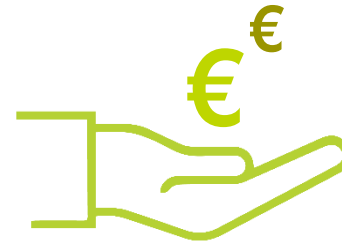
Revenue growth of  
over 10 % annually  
2019-2022

Revenue



EBIT margin of  
at least 4 % in  
2019-2022

Profitability



Distribute dividends of  
at least 30% of net  
profits

Dividend Policy



Kamux does not  
publish a short-term  
outlook

Outlook



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# Summary

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# Summary 2018

Revenue grew to  
EUR **527.8**  
million (454.9)



Profitability improved -  
adjusted operating profit  
EUR **21.9** million (18.6)

Like-for-like  
showroom revenue  
growth **5.6 %**  
(-4.9)



Internationalization  
continued very  
strong - Sweden  
achieved clearly  
positive EBIT







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Questions?

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# 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.

