

Q4 2021

Year-end report Hedin Mobility Group – 1 January – 31 December





YEAR-END REPORT

HEDIN MOBILITY GROUP AB (PUBL)

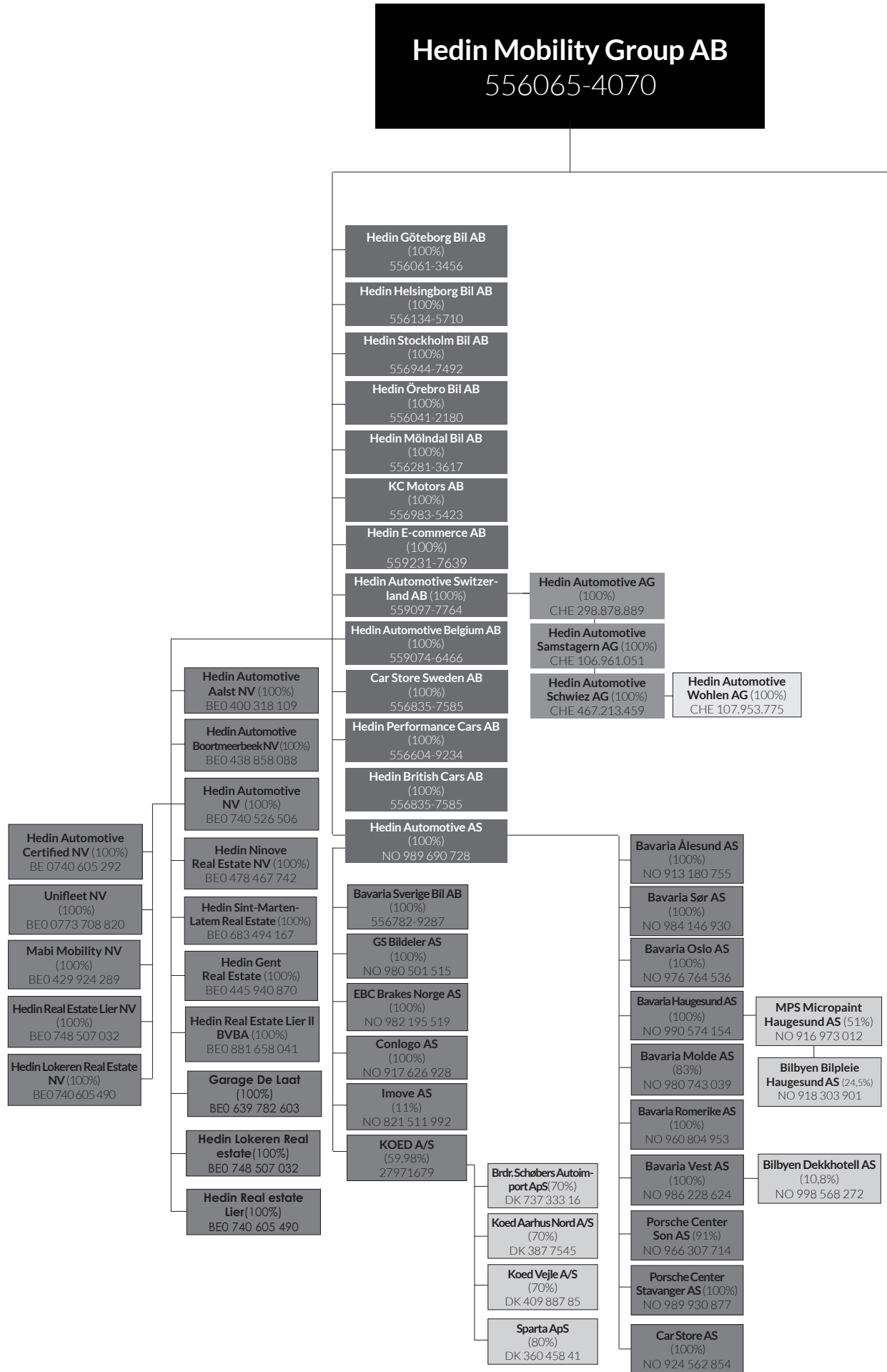
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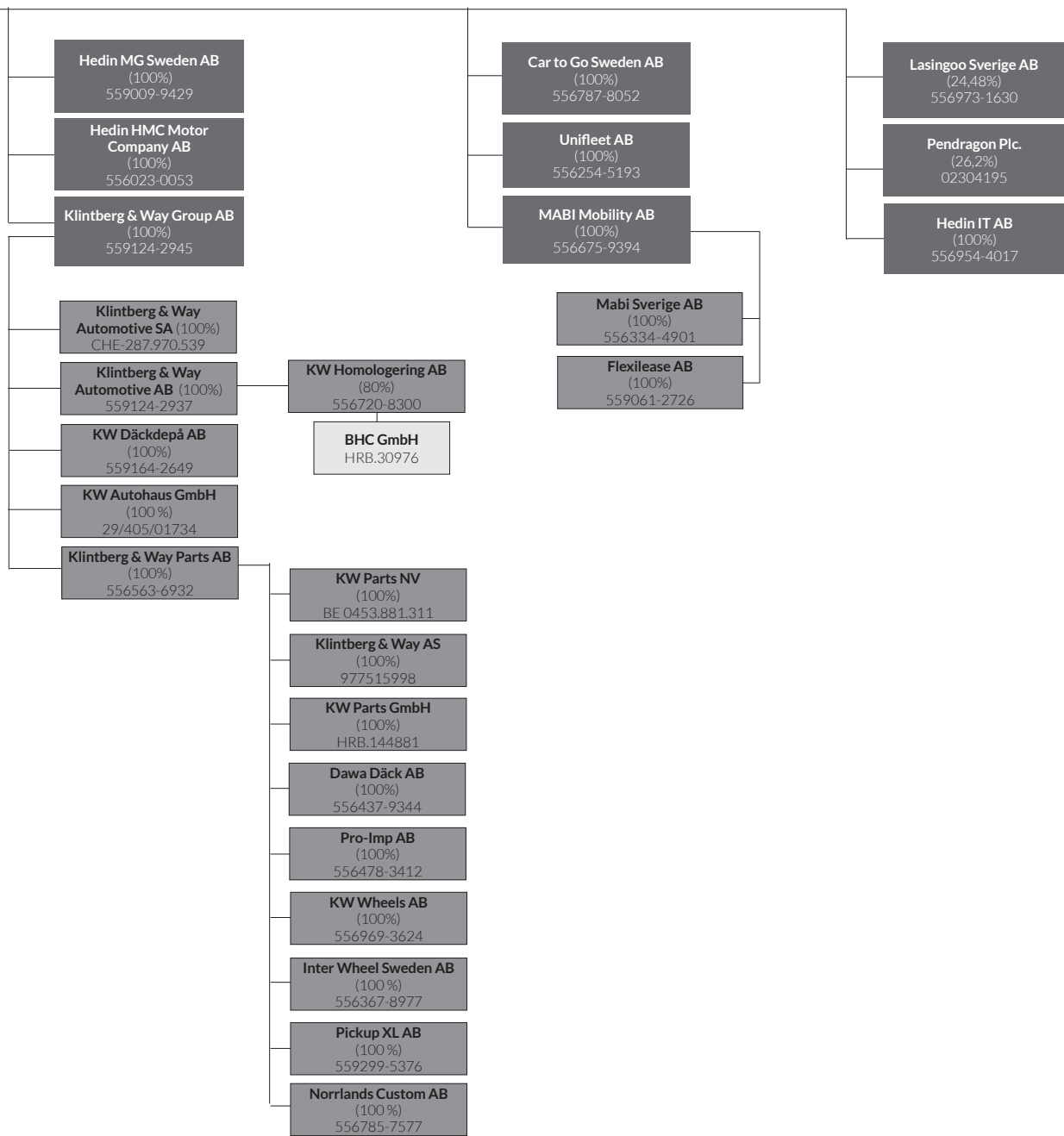
1 January – 31 December

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Company structure





Fourth quarter 2021

- On October 27, an extraordinary general meeting resolved on a directed new share issue of SEK 3,570 million in which Erik Selin, through an indirect wholly owned company, became the owner of 25% of the shares in the company. The general meeting also resolved on a new group structure where all automotive related companies in the Hedin Group belong to Hedin Mobility Group AB. A directed new share issue to Hedin Group AB of MSEK 532 was resolved to set off the payment of the purchase price for these companies. The external holdings in Pendragon PLC and Lasingoo Sverige AB have also been transferred to the company.
- To reflect all the Group's business areas, and the expansion in Europe, the company changed its name from I.A. Hedin Bil AB to Hedin Mobility Group AB, which was registered on 16 November.
- On October 1, the acquisitions of three dealerships with sales of Renault and Dacia in Northern Stockholm and Uppsala and Ford Service Market in Stockholm and Uppsala were completed.
- On December 7, the outstanding corporate bond loan of SEK 1,500 million was redeemed. In connection with this, the bonds were delisted from Nasdaq Stockholm's bond list.
- On December 7, an agreement was signed to acquire one of the largest full-service truck facilities in Småland, by a business transfer with Tecto trucks in Markaryd. Closing took place on 1 February 2022.
- On December 29, an agreement was signed to acquire Toyota de Laet in Sint-Pieters-Leeuw, Belgium. This means that we welcome Toyota as a new brand in the Group, which complements the sales we currently have in Belgium with Mercedes-Benz.
- Net sales increased by 37% to MSEK 8,739 (MSEK 6,362).
- Operational earnings amounted to MSEK 395 million (MSEK 290).
- Operating profit amounted to MSEK 374 million (MSEK 271).
- Profit before tax increased to MSEK 309 million (MSEK 238).

Full year 2021

- Modins Bil i Uppsala AB was acquired on February 5. The company is a Ford dealer in Uppsala.
- On April 24, MG was launched at 18 Hedin facilities in Sweden. The launch went better than expected and by end of June a total of 1,667 cars had been registered. The model ZS EV was the best-selling electric car in June, and the second best-selling car overall.
- Hedin Stockholm Bil AB acquired a business in Segeltorp, Stockholm that was selling Subaru on May 3. The facility on Smista Allé has been rebuilt to sell MG. The Subaru sales activities have been transferred to an existing facility next door on Smista Allé.
- On May 20, an agreement was signed to acquire BilMånsson i Halland AB and BilMånsson BC AB. The companies include dealerships for Ford in Halmstad and Värnamo, as well as Jaguar and Land Rover in Halmstad. The acquisition was completed on July 1.
- The ownership in Porsche Center Son AS was increased on June 9, when an additional 40 percent of the shares in the company were acquired. The ownership following the transaction amounts to 91 percent.
- On June 22, an agreement was signed to acquire BilGruppen Enköping AB. The company operates a Ford dealership based in Enköping.
- The acquisition of BilMånsson in Halland AB, BilMånsson BC AB and BilGruppen Enköping were completed on July 1.
- On July 9, an agreement was signed to acquire 100 percent of the shares in AutoFlorío AB, which operates Porsche Center Umeå. The acquisition was completed on September 1.
- On July 13, an agreement was reached to acquire three dealerships with sales of Renault and Dacia in North Stockholm and Uppsala, as well as the Ford After-market in Stockholm and Uppsala. The acquisition was completed on October 1.
- Net sales increased by 17 percent to MSEK 28,191 (MSEK 24,064).
- Operational earnings increased to MSEK 1,146 (MSEK 805), an increase of 46 percent.
- Operating profit increased by MSEK 340 to MSEK 1,069 (MSEK 729).
- Profit before tax increased to MSEK 839 (MSEK 511).

Events after the fourth quarter

- On 6 January, the acquisition of Toyota de Laat, in Belgium was completed. In addition during January, agreements were also reached to acquire Toyota and Lexus dealer Klaasen & Co, located in Turnhout, as well as Toyota dealer Trullemans, located in Dilbeek. Through these three Toyota dealerships and a Lexus dealership, we have further strengthened the presence in the Belgian market.
- On January 10, it was announced that the company is acquiring all shares in Stern Facilitair B.V. from the listed retailer Stern Group N.V. in the Netherlands. The agreement includes all parts of Stern's core business in the areas of retail, aftermarket, rental car and leasing operations. Stern consists of 47 full-service plants and is one of the largest car dealers in the Netherlands and represents leading brands such as Mercedes-Benz, Renault, Nissan, Ford, Volvo, Land Rover, Kia and Opel.
- Hedin Mobility Group has agreed, through a joint venture, together with Salvador Caetano Group, to acquire all shares in Renault Nordic AB from Renault s.a.s. The company is the importer and distributor of all brands from Renault, Dacia and Alpine in Sweden and Denmark. Hedin Mobility Group's holding amounts to 50%. The acquisition is subject to approval from the Swedish Competition Authority.
- On February 15, an agreement was signed to acquire four additional Mercedes-Benz dealers in Antwerp, Belgium, from Mercedes-Benz Group. The acquisition further strengthens the presence in the Belgian market to the existing 15 Mercedes-Benz dealerships. The transaction is subject to approval by the Belgian competition authorities.

Key Figures

Amounts in MSEK	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Net Sales	8,739	6,362	28,191	24,064
Operational earnings	395	290	1,146	805
Margin %	4.5	4.6	4.1	3.3
Operating profit	374	271	1,069	729
Operating margin %	4.3	4.3	3.8	3.0
Profit/loss before tax	309	238	839	511
Equity ratio %			26	11
Equity ratio %, excluding IFRS 16			33	17
Average number of employees			3,569	2,651

Definitions

Equity ratio: Equity including subordinated shareholder loans in relation to total assets

Operational earnings: Operating profit excluding items affecting comparability and amortization in surplus values



Words from our CEO

- **We became Hedin Mobility Group**
- **Order backlog at all time high**
- **Restructuring of the Group**
- **New partner**

Another year has passed and when we look back, we can see that it has been one of the most eventful years in the Group's history. The year started when we became the Swedish importer of Ford. During the spring, we launched a new brand on the Swedish market, the Chinese electric car brand MG, both as an importer and retailer. In October, we started the next chapter in the Group's history, through a directed share issue of SEK 3.57 billion, where Erik Selin enters as the new owner of 25% of the shares in the company. Erik Selin knows the company well through his involvement with the company's Board of Directors in recent years. In connection with the new share issue, we also carried out a restructuring of the companies in the Hedin Group and have now consolidated all automotive related operations within the Hedin Mobility Group. The automotive industry in Europe is changing and through the new structure we have laid a solid foundation for continuing our development both in Sweden and Europe and being part of this change. To better reflect the group's entire operations and mark the transition to a new phase in the Group's history, we have also changed our name to Hedin Mobility Group.

Retail

Demand continued to be strong during the fourth quarter, which, however, has been characterized by delivery problems at most car brands. The supply problems are due to the global shortage of semiconductors, and we expect it to continue in 2022. This has contributed to our order backlog increasing further to a record level of 21,900 vehicles.

The market in Sweden has decreased during the autumn, but as the spring was strong compared to 2020, the year ended at a total of +3.1% for passenger cars, while our sales increased by 10%. There has been a shift to rechargeable cars which amounts to 45% of the market compared to 32% the previous year. There is also a shift towards finance car purchases through private leasing, where over half of all cars sold to private customers during 2021 were private leased. The market in Norway ended +25% for the full year, while our sales increased 17%. Rechargeable cars are increasing further, amounting to 85% of sales, of which 65% are full electric cars. In Belgium, the market decreased by 11%, while we increased by 15%. Rechargeable cars are increasing and correspond to about 25% of registered vehicles, mostly plug-in hybrids.

The operations in Switzerland was transferred to the group in the restructuring in October. The total market has increased by 0.7% compared to 2020. Also in Switzerland, there is a shift towards rechargeable vehicles corresponding to 22% of all registered vehicles.

Distribution

Distribution consists of imports and wholesale operations of vehicles, tires and spare parts. Most of the business was created by the restructuring that took place in October.

We have been an importer of Ford since January 4, when we took over operations from Ford Inc. Our ambition is to increase the market share of Ford and to grow into one of the major brands in the Swedish market. The development this year has been very positive, and the fourth quarter made Ford its best quarter in ten years in terms of market share, for both passenger cars and vans. A total of 15,986 vehicles were registered, which is an increase of 43% compared to 2020. In the fourth quarter, 5,141 vehicles were registered, which is an increase of 86% compared to the same period last year.

MG was launched in April, where we operate both as importer and retailer. During the second half of the year, retailers were gradually added to the network, and MG is now present in 43 locations, of which 30 are within Hedin Mobility Group. The start was very successful and received a lot of interest from the market. A total of 4,508 vehicles were registered from the start in June to the end of the year. We are now entering the new year with a good order backlog for the new models for 2022.

KW Automotive, which imports Dodge and RAM into Europe and homologates the vehicles at its facility in Bremerhaven, has had a very positive year. However, sales have suffered from a shortage of cars at the end of the year due to the lack of semiconductors in the factories. Here we also note a record order backlog as we enter the new year.

Other

We have always worked long-term and we continue to develop and improve the business. We have a substantial order backlog going into 2022, and we do what we can to find solutions so that customers don't have to wait for their vehicles.

There is a lot of work behind the great result that we are delivering, and I would like to thank everyone who contributed to this. We continue to focus on retain both earnings and liquidity in order to maintain our long-term focus.

Anders Hedin

Financial summary

OCTOBER - DECEMBER 2021

Net sales increased by 37% to MSEK 8,739 (MSEK 6,362). The restructuring, which took place in October, means that all vehicle-related operations in the Hedin Group have been transferred to Hedin Mobility Group. These activities are included in the reported data from October 1. In connection with this, we have changed the division into segments to reflect our different business areas. "Retail" refers to the previous part of the Group with the addition of its retail operations in Switzerland. Our wholesale operations in Norway and Denmark through GS Bildeler A/S and Koed AS have been moved to the "Distribution" segment, which also includes imports and wholesale trade of cars, tires and spare parts. The "Segment reconciliation" segment mainly includes the rental car and leasing operations. In addition to this change, there have been acquisitions in Sweden, mainly by dealers of Ford. Adjusted for changes, net sales decreased by 3% for comparable units.

Operational earnings increased by MSEK 105 to MSEK 395. Adjusted for the restructuring that took place in October, earnings increased by MSEK 46.

Net sales	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Retail	7,274	6,212	26,392	22,959
Distribution	2,473	118	2,807	341
Segment reconciliation	-1,008	32	-1,008	764
Total	8,739	6,362	28,191	24,064

Operational earnings	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Retail	311	281	1,003	736
Distribution	124	2	154	24
Segment reconciliation	-40	7	-11	45
Total	395	290	1,146	805

Margin	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Retail	4.3%	4.5%	3.8%	3.2%
Distribution	5.0%	1.7%	5.5%	7.0%
Segment reconciliation	3.9%	20.2%	1.1%	5.9%
Total	4.5%	4.6%	4.1%	3.3%

Retail

Net sales increased by 15% to MSEK 7,274 (MSEK 6,212). Sales of new and used vehicles increased by 34% and 5% respectively. In Sweden, sales increased by 14%. Sales to private leasing have increased throughout the year and including these vehicles, invoicing increased 30%. Sales in Norway increased by 22%, where we had the opportunity to deliver a lot of cars to customers at the end of the year. In Belgium, sales decreased by 21%, where there has been a severe shortage of cars due to component shortages in the factories. In Switzerland, sales have also been affected by a shortage of cars, and adjusted for acquisitions, sales have decreased slightly.

Operational earnings increased by MSEK 30 to MSEK 311 (MSEK 281). The margin decreased slightly to 4.3% (4.5%). In Sweden, operational earnings increased MSEK 52 and the margin increased to 4.7% (4.0%). In Norway, operational earnings increased MSEK 22 and the margin strengthened to 7.5% (7.1%). In Belgium, operational earnings decreased by MSEK 23 and the margin decreased to 2.0% (3.6%), mainly due to a lack of cars. Switzerland showed a negative result for the quarter, also partly since volumes are too low. In Switzerland, several activities are also underway to increase profitability both through increased volume and efficiency improvements in the business.

Net sales	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Sweden	4,502	3,952	16,635	14,982
Norway	1,369	1,125	4,806	4,124
Belgium	896	1,134	4,444	3,853
Switzerland	507		507	
Total	7,274	6,212	26,392	22,959

Operational earnings	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Sweden	211	159	665	412
Norway	102	80	284	257
Belgium	18	41	74	67
Switzerland	-20		-20	
Total	311	281	1,003	736

Margin	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Sweden	4.7%	4.0%	4.0%	2.7%
Norway	7.5%	7.1%	5.9%	6.2%
Belgium	2.0%	3.6%	1.7%	1.7%
Switzerland	-3.9%		-3.8%	
Total	4.3%	4.5%	3.8%	3.2%

Vehicle sales in Retail increased by 22%, and operational earnings increased by MSEK 6. The service market increased 57% and operational earnings increased MSEK 24. The increase is an effect of a decrease in demand in the previous year due to the restrictions imposed by many countries in connection with COVID-19. Many worked at home and the cars drove less which results in less demand. The increase is also an effect of the increase in sales we have seen in recent years as the cars are now being submitted for service and repairs.

Net sales	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Vehicle sales	6,830	5,607	24,485	21,216
After-market	1,786	1,136	4,916	4,056
Segment reconciliation	-1,342	-531	-3,009	-2,313
Total	7,274	6,212	26,392	22,959

Operational earnings	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Vehicle sales	189	183	677	443
After-market	122	98	326	293
Total	311	281	1,003	736

Margin	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Vehicle sales	2.8%	3.3%	2.8%	2.1%
After-market	6.8%	8.6%	6.6%	7.2%
Total	4.3%	4.5%	3.8%	3.2%

Distribution

The Distribution business area includes import and distribution of vehicles, tires, and spare parts. Most of the operations were transferred to Hedin Mobility Group in connection with the restructuring in October. Sales and earnings are only included from October 1 for these operations.

The import of Fod was taken over on January 4. The brand has developed very positively during the year and increased its market share significantly. Sales in the fourth quarter were the best quarter in sales in the last ten years.

The Chinese electric car brand MG was introduced in the spring and has been very well received by the Swedish market. Demand has been very strong, and the order backlog is at a record high for 2022.

Dodge and RAM are imported from the US and sold through retailers throughout Europe. Sales during the autumn have been limited due to a lack of deliveries. The order backlog at year-end covers the entire next year's expected sales.

Net financial items amounted to MSEK -66 (MSEK -33) affected by exchange rate fluctuations of MSEK +26 (MSEK +7). The cost associated with the early redemption of the bond amounted to SEK 7.5 million. The remaining increase in interest expenses relates to increased investments in leasing vehicles.

Cash flow from operating activities amounted to MSEK 238 (MSEK 63). Investments in fixed assets excluding leasing vehicles and right-of-use assets amounted to MSEK 52 (MSEK 71). Available liquidity including unused overdraft facilities amounts to MSEK 3,018.

JANUARY - DECEMBER 2021

Net sales increased by 17% to MSEK 28,191 (MSEK 24,064). The restructuring, which took place in October, means that all vehicle-related operations in the Hedin Group have been transferred to Hedin Mobility Group. These activities are included in the reported data for three months from October 1. In connection with this, we have changed the division into segments to reflect our different business areas. "Retail" refers to the previously part of the Group with the addition of its retail operations in Switzerland. Our wholesale operations in Norway and Denmark through GS Bildeler A/S and Koed AS have been moved to the "Distribution" segment, which also includes imports and wholesale trade of cars, tires, and spare parts. The "Other" segment mainly includes the rental car and leasing operations. In addition to this change, there have been acquisitions in Sweden, mainly by dealers of Ford. Adjusted for changes, net sales increased by 4% for comparable units.

Operational earnings increased by MSEK 341 to MSEK 1,146 (MSEK 805). The operating margin increased to 4.1% (3.3%).

Retail

Net sales increased by 14% to MSEK 26,392 (MSEK 22,959). Sales of new and used vehicles increased by 33% and 11% respectively. In Sweden, sales increased by 10%. Sales to private leasing have increased throughout the year and including these vehicles, has invoicing increased 30%?. Sales in Norway increased by 17%. In Belgium, sales increased by 15%, with sales slowing at the end of the year due to component shortages in the factories. Switzerland is part of the Group from the fourth quarter.

Operational earnings increased by MSEK 267 to SEK 1,003 (MSEK 736). The margin increased to 3.8% (3.2%). In Sweden, operational earnings increased MSEK 253 and the margin increased to 4.0% (2.7%). In Norway, operational earnings increased MSEK 27 and the margin was 5.9% (6.2%). In Belgium, operational earnings improved by MSEK 7 with an unchanged margin of 1.7%. Switzerland showed a negative result for the year. In Switzerland, several activities are also underway to increase profitability both through increased volume and efficiency improvements in the business.

Operating margin in car sales was 2.8% (2.1%). The increase is largely due to the increase in volume, where sales increased by 15%. There are also improvement in the gross profit margins on used vehicles, which have improved in all markets. Operating costs in relation to sales are decreasing and also contributing to the improved operating margin.

Operating margin in the Service Market was 6.6% (7.2%). Net sales increased 21% and operational earnings MSEK 33.

Distribution

The Distribution business area includes the import and distribution of vehicles, tires, and spare parts. Most of the operations were transferred to Hedin Mobility Group in connection with the restructuring in October. Sales and earnings are only included from October 1 for these operations.

The import of Ford was taken over on January 4. The brand has developed very positively during the year and increased its market share significantly. Sales in the fourth quarter were the best quarter in sales in the last ten years.

The Chinese electric car brand MG was introduced in the spring and has been very well received by the Swedish market. Demand has been very strong, and the order backlog is at a record high for 2022.

Dodge and RAM are imported from the US and sold through retailers throughout Europe. Sales during the autumn have been limited due to a lack of deliveries. The order backlog at year-end covers the entire next year's expected sales.

Net financial items amounted to MSEK -230 (MSEK -217), which was affected by changes in exchange rates of MSEK +35 (MSEK +6). The cost associated with the early redemption of the bond amounted to SEK 7.5 million. The remaining increase in interest expenses relates to increased investments in leasing vehicles.

Cash flow from operating activities amounted to MSEK 2,527 (MSEK 1,708). Investments in fixed assets excluding leasing vehicles and right-of-use assets amounted to MSEK 159 (MSEK 170). Available liquidity including unused overdraft amounts to MSEK 3,018.

<i>Sold vehicles</i>	<i>4th quarter</i>		<i>1 January - 31 December</i>	
	2021	2020	2021	2020
New cars	18,578	10,204	56,151	38,391
New light commercial vehicles	2,951	1,840	9,407	6,264
New heavy trucks	134	118	491	302
Used cars	7,846	7,836	32,701	31,579
Used light commercial vehicles	486	583	2,270	2,457
Used heavy trucks	45	39	203	148
Total	30,040	20,620	101,223	79,141

<i>Sold vehicles by country</i>	<i>4th quarter</i>		<i>1 January - 31 December</i>	
	2021	2020	2021	2020
Sweden	23,041	15,690	77,789	61,169
Norway	3,699	2,141	12,710	9,145
Belgium	2,606	2,789	10,030	8,827
Switzerland	694	0	694	0
Total	30,040	20,620	101,223	79,141

Consolidated Statement of income and other comprehensive income

Amounts in MSEK	4th quarter		1 January - 31 December	
	2021	2020	2021	2020
Operating income				
Net Sales	8,739	6,362	28,191	24,064
Other operating income	14	6	34	28
	8,753	6,368	28,225	24,092
Operating expenses				
Goods for resale	-6,596	-4,974	-21,951	-19,194
Other external costs	-456	-305	-1,325	-1,034
Employee benefit expenses	-793	-522	-2,387	-1,946
Depreciation and amortization of tangible and intangible fixed assets	-534	-296	-1,493	-1,189
Operating profit	374	271	1,069	729
Profit/loss from financial items				
Financial income	20	-3	38	8
Financial expenses	-86	-30	-268	-225
Profit/loss before tax	309	238	839	511
Taxes	-82	-58	-195	-126
Net profit/loss for the period	228	180	644	386
Net profit/loss for the year attributable to:				
Parent company's shareholders	226	184	634	372
Holdings with non-controlling interests	2	-4	10	14
Net profit/loss for the period	228	180	644	386
Övrigt totalresultat				
<i>Items that will not be reclassified to profit or loss</i>				
Remeasurements of pensions obligations, net after taxes	41	0	41	0
<i>Items that may be reclassified to profit or loss</i>				
Cash flow hedging	39	0	39	0
Translation differences	34	-21	97	-121
Total comprehensive income for the period	342	158	821	265
Comprehensive income for the period attributable to:				
Parent company's shareholders	340	162	809	252
Holdings with non-controlling interests	2	-4	12	13
Comprehensive income for the period	342	158	821	265

Consolidated Balance sheet

Amounts in MSEK	12/31/2021	12/31/2020
ASSETS		
<i>Fixed assets</i>		
<i>Intangible assets</i>		
Intangible rights	82	23
Customer relations	304	335
Goodwill	1,723	1,336
	2,109	1,695
<i>Tangible assets</i>		
Land and buildings	559	276
Cost incurred on another's property	295	234
Equipment, tools and installations	335	249
Leasing vehicles	6,406	2,015
Right-of-use assets	5,081	4,700
	12,676	7,475
<i>Financial assets</i>		
Shares in associated companies	923	0
Other securities held as non-current assets	35	21
Deferred tax assets	119	61
Other long-term receivables	9	0
	1,086	82
Total fixed assets	15,871	9,252
<i>Current assets</i>		
<i>Inventories etc.</i>		
Finished products and goods for resale	4,363	2,775
	4,363	2,775
<i>Current receivables</i>		
Accounts receivables	1,534	909
Receivables from Group companies	1	15
Other receivables	279	242
Prepaid expenses and accrued income	486	215
	2,300	1,381
<i>Cash and cash equivalents</i>	1,813	132
Total current assets	8,476	4,288
TOTAL ASSETS	24,347	13,540

Consolidated Balance sheet

<i>Amounts in MSEK</i>	<i>12/31/2021</i>	<i>12/31/2020</i>
EQUITY AND LIABILITIES		
Equity		
Share capital and share premium	4,103	1
Reserves	38	-96
Balanced earnings, including profit for the period	1,891	1,255
Equity attributable to the parent company shareholders	6,032	1,161
Holdings with non-controlling interests	26	37
Total Equity	6,058	1,197
Non-current liabilities		
Provisions for pensions	162	86
Deferred tax liabilities	205	140
Liabilities to Group companies	350	350
Bond loans	0	1,496
Other liabilities to credit institutions	461	159
Lease liabilities	4,363	4,119
Other non-current liabilities	4,536	1,283
Total non-current liabilities	10,077	7,633
Current liabilities		
Overdraft facilities	0	515
Liabilities to credit institutions	872	319
Lease liabilities	636	500
Accounts payable	2,556	1,510
Liabilities to Group companies	311	247
Tax liabilities	193	73
Other liabilities	2,378	962
Accrued expenses and deferred income	1,266	586
Total current liabilities	8,212	4,710
TOTAL EQUITY AND LIABILITIES	24,347	13,540

Consolidated statement of changes in equity - summary

<i>Amounts in MSEK</i>	<i>Equity</i>	<i>Holdings with non-controlling interests</i>	<i>Total Equity</i>
Opening balance 1/1/2020	910	21	931
Profit/loss for the period	372	14	386
Comprehensive income for the period	-120	-1	-121
Changes in non-controlling interests	-1	3	2
Closing balance 12/31/2020	1,161	37	1,197
Opening balance 1/1/2021	1,161	37	1,197
Profit/loss for the period	634	10	644
Comprehensive income for the period	175	2	178
New share issue	4,102	0	4,102
Changes in non-controlling interests	-40	-19	-60
Dividends to minority shareholders	0	-3	-3
Closing balance 12/31/2021	6,032	26	6,058

Consolidated statement of cash flows

Amounts in MSEK	4th quarter		1 January - 31 december	
	2021	2020	2021	2020
Operating activities				
Profit/loss before tax	310	238	839	511
Adjustments for non-cash items	532	296	1,492	1,192
Income tax paid	-84	-11	-152	-58
Cash flow from operating activities before changes in working capital	758	523	2,179	1,646
<i>Cash flow from changes in working capital</i>				
Increase(-)/Decrease(+) in inventories	-1,055	-426	-663	240
Increase(-)/Decrease(+) in receivables	-313	-325	-103	33
Increase(+)/Decrease(-) in payables	848	290	1,114	-211
Cash flow from operating activities	238	63	2,527	1,708
Investing activities				
Acquisition of subsidiaries	278	-14	116	-16
Acquisition of intangible and tangible fixed assets	-52	-71	-159	-170
Sale of tangible assets	16	1	28	11
Acquisition of leasing vehicles	-1,396	-238	-4,698	-1,135
Sale of leasing vehicles	238	172	633	642
Changes in financial assets	-886	-5	-899	-12
Cash flow from investing activities	-1,802	-155	-4,979	-680
Financing activities				
Borrowings	1,052	379	2,857	497
Repayment of debt	-1,673	-64	-2,197	-1,002
Repayment of lease liabilities	-220	-150	-637	-540
New share issue	4,102	0	4,102	0
Cash flow from financing activities	3,261	165	4,125	-1,045
Cash flow for the year	1,697	73	1,673	-17
Cash and cash equivalents at the beginning of the year	111	65	132	157
Exchange rate differences in cash	5	-6	7	-8
Cash and cash equivalents at the end of period	1,813	132	1,813	132

Note 1 Reporting standards

The Interim report for the group has been prepared according to IAS 34 Interim Financial Reporting. The same accounting policies and calculation methods have been applied as in the most recent annual report.

Note 2 Operating segments

Segment breakdown has changed in connection with the restructuring carried out in the Group in October. The business is divided into the business areas Import and distribution, retail and mobility.

Retail includes retail sales of new and pre-owned vehicles including commission income from finance and insurance, as well as after-market that includes service, workshop services and workshop products, as well as spare parts.

Distribution includes the import and distribution of vehicles, tires, spare parts, and other car accessories.

Segment reconciliation include the rental car business, leasing services and the IT business. Certain group-wide functions in the Parent Company, as well as the effects of IFRS16, are also reported in Other.

Operational earnings refers to operating profit excluding items affecting comparability and amortization of consolidated surplus values.

	<i>Retail</i>		<i>Distribution</i>		<i>Segment reconciliation</i>		<i>Group</i>	
	2021	2020	2021	2020	2021	2020	2021	2020
Net sales	26,391	22,959	2,807	341	-1,007	764	28,191	24,064
EBITDA	1,788	1,304	167	33	607	581	2,562	1,918
Depreciation	-785	-568	-13	-9	-618	-536	-1,416	-1,113
Operational earnings	1,003	736	154	24	-11	45	1,146	805
<i>Margin</i>	3.8%	3.2%	5.5%	7.0%	0.0%	0.0%	4.1%	3.3%
Amortization of surplus values	-77	-76	0	0			-77	-76
Operating profit	926	660	154	24	-11	45	1,069	729
Operating margin	3.5%	2.9%	5.5%	7.1%	0.0%	0.0%	3.8%	3.0%
Financial items							-230	-217
Profit before tax							839	512
Tax expense							-195	-126
Profit of the period							644	386
Investments in								
- fixed assets	144	145	8	20	7	5	159	170
- leasing vehicles	4,698	1,135					4,698	1,135

Income statement - Parent company

Amounts in MSEK	4th quarter		1 Januari - 31 december	
	2021	2020	2021	2020
Operating income				
Net Sales	38	37	163	137
Other operating income	1	1	1	1
	39	38	164	138
Operating expenses				
Other external costs	-25	-20	-98	-63
Employee benefit expenses	-22	-17	-80	-68
Depreciation and amortization of tangible and intangible fixed asset	-1	0	-2	-2
Operating profit/loss	-9	1	-16	5
Profit/loss from financial items				
Anticipated dividends from subsidiaries	60	95	60	95
Interest income and similar income items	9	5	36	32
Interest expenses and similar income items	-20	-15	-67	-72
Profit/loss after financial items	40	87	13	61
Appropriations	292	69	292	69
Profit/loss before tax	332	156	305	131
Income tax	-56	-13	-50	-8
Net profit/loss for the period	276	143	255	123

Balance sheet - Parent company

Amounts in MSEK	12/31/2021	12/31/2020
ASSETS		
Fixed assets		
Intangible fixed assets		
Intangible rights	7	6
	7	6
Tangible fixed assets		
Cost incurred on another's property	1	1
Equipment, tools and installations	2	2
	3	3
Financial fixed assets		
Shares in Group companies	2,346	1,705
Shares in associated companies	923	0
Other securities held as non-current assets	11	11
Deferred tax assets	0	3
Receivables from Group companies	354	0
	3,634	1,718
Total fixed assets	3,644	1,728
Current assets		
Current receivables		
Receivables from Group companies	1,843	1,626
Other receivables	0	1
Prepaid expenses and accrued income	3	5
	1,846	1,632
Cash and cash equivalents	1,573	48
Total current assets	3,419	1,680
TOTAL ASSETS	7,063	3,408

Balance sheet - Parent company

Amounts in MSEK	12/31/2021	12/31/2020
EQUITY AND LIABILITIES		
Equity		
Restricted equity		
Share capital, 1,000 shares	3	1
Statutory reserve	0	0
	3	1
<i>Non-restricted equity</i>		
Share premium reserve	4,100	0
Profit and loss brought forward	655	532
Profit for the year	255	123
	5,010	655
Total Equity	5,012	656
Untaxed reserves		
Untaxed reserves	132	61
Total Untaxed reserves	132	61
Non-current liabilities		
Bond loans	0	1,496
Other liabilities to credit institutions	29	0
Liabilities to Group companies	386	350
Total non-current liabilities	415	1,846
Current liabilities		
Overdraft facilities	0	515
Liabilities to credit institutions	75	104
Accounts payable	6	5
Liabilities to Group companies	1,363	181
Tax liabilities	37	7
Other liabilities	7	3
Accrued expenses and deferred income	16	31
Total current liabilities	1,504	845
TOTAL EQUITY AND LIABILITIES	7,063	3,408





EDIN GROUP

