

Mekonomen Group

Interim report January - September 2021

October 29, 2021

Organic growth, improved profitability and important green steps in our transformation

July 1–September 30, 2021

- Net sales increased 4 percent to SEK 2,968 M (2,863). Organic growth was 4 percent. Net sales were negatively impacted 1 percent due to currency effects.
- Adjusted EBIT amounted to SEK 290 M (270) and the adjusted EBIT margin was 10 percent (9).
- EBIT totaled SEK 255 M (208) and the EBIT margin was 8 percent (7). EBIT was not impacted by any items affecting comparability during the quarter (neg: 24).
- Earnings per share, before and after dilution, amounted to SEK 3.02 (2.18).
- Cash flow from operating activities amounted to SEK 450 M (521).
- Net debt was SEK 2,275 M (2,964) at the end of the period, compared with SEK 2,673 M at December 31, 2020 and SEK 2,549 M at June 30.
- Restrictions related to covid-19 had a limited impact on the quarter and the comparative period.

January 1–September 30, 2021

- Net sales increased 6 percent to SEK 9,180 M (8,631). Organic growth was 9 percent. Net sales were negatively impacted by currency effects of 2 percent.
- Adjusted EBIT amounted to SEK 828 M (649) and the adjusted EBIT margin was 9 percent (7).
- EBIT totaled SEK 721 M (478) and the EBIT margin was 8 percent (5). EBIT was not impacted by any items affecting comparability during the period (neg: 55).
- Earnings per share, before and after dilution, amounted to SEK 8.12 (4.38).
- Cash flow from operating activities amounted to SEK 1,035 M (1,252).
- Restrictions related to covid-19 had a limited impact on the period, while the comparative period was adversely impacted by the outbreak of covid-19 and the data breach.
- New financing through the issue of a senior unsecured bond of SEK 1.25 billion.
- At the capital markets day held on February 25 an updated strategy was presented to achieve the long-term financial targets.

| SUMMARY OF THE GROUP'S EARNINGS TREND SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Change, % | Jan - Sep 2021 | Jan - Sep 2020 | Change, % | 12 months Oct - Sep | Full-year 2020 |
|--|----------------|----------------|-----------|----------------|----------------|-----------|---------------------|----------------|
| | Net sales | 2 968 | 2 863 | 4 | 9 180 | 8 631 | 6 | 12 059 |
| Adjusted EBIT | 290 | 270 | 7 | 828 | 649 | 27 | 1 115 | 937 |
| EBIT | 255 | 208 | 23 | 721 | 478 | 51 | 981 | 738 |
| Profit after financial items | 225 | 167 | 35 | 608 | 349 | 74 | 855 | 596 |
| Profit after tax | 173 | 127 | 36 | 469 | 260 | 80 | 655 | 446 |
| Earnings per share, SEK | 3,02 | 2,18 | 39 | 8,12 | 4,38 | 85 | 11,42 | 7,67 |
| Adjusted EBIT margin, % | 10 | 9 | | 9 | 7 | | 9 | 8 |
| EBIT margin, % | 8 | 7 | | 8 | 5 | | 8 | 6 |

| ADJUSTED EBIT SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Change, % | Jan - Sep 2021 | Jan - Sep 2020 | Change, % | 12 months Oct - Sep | Full-year 2020 |
|---|----------------|----------------|------------|----------------|----------------|------------|---------------------|----------------|
| | EBIT | 255 | 208 | 23 | 721 | 478 | 51 | 981 |
| Costs attributable to restructuring in business area MECA/Mekonomen | | -24 | | | -55 | | 5 | -50 |
| Gains from sale of property in business area FTZ | | | | | | | 6 | 6 |
| Items affecting comparability, total | | -24 | | | -55 | | 11 | -44 |
| "Other items", material acquisition-related items ¹⁾ | -34 | -38 | | -107 | -117 | | -145 | -155 |
| Adjusted EBIT | 290 | 270 | 7 | 828 | 649 | 27 | 1 115 | 937 |

¹⁾ Other items include material acquisition-related items. Current acquisition-related items pertain to the amortization of acquired intangible assets relating to the acquisitions of FTZ, Inter-Team, MECA and Sørensen og Balchen.

CEO comments

Organic growth, improved profitability and important green steps in our transformation

Mekonomen Group is continuing to grow and improve its profitability, at the same time as we pass milestones in the green transformation of our industry. The third quarter saw strong demand for our products and services – and greater loyalty from our customers. The market showed signs of normalization as restrictions were eased, but higher raw material prices, a shortage of individual components and supply chain disruptions impacted market development. We reported healthy organic growth for the quarter, with increased profitability and strong cash flow. Overall, Mekonomen Group has a unique and leading position with a very clear goal: To continue to deliver profitable growth as electrification continues with full force.

Sustained organic growth

Organic net sales growth was 4 percent in the third quarter, primarily driven by strong growth in Poland and Sweden. Currency effects had a negative impact on growth of 1 percent. We can clearly see that loyalty has increased among our customers, which is confirmation of our long-term quality efforts and unique accessibility. The pandemic also entered a new phase with the easing of restrictions, which strengthened the market. Meanwhile, higher raw material prices, a shortage of individual components and supply chain disruptions had the opposite effect on market developments. We have ensured good access to spare parts and accessories by being proactive and through our strong relationships with suppliers.

Improvement in profitability

Profitability increased during the quarter as a result of continued growth and due to our clear, consistent focus on reducing costs in all parts of Mekonomen Group. The gross margin improved to 46.4 percent (45.2), mainly due to previously implemented price increases and favorable exchange-rates related to our purchasing. EBIT rose to SEK 255 M (208) and the EBIT margin was 8 percent (7).

Strong financial position opens for new opportunities

We have purposefully endeavored to strengthen our financial position in the past year. As a result, our net debt relative to EBITDA decreased to 1.8 times (3.3). Cash flow from operating activities amounted to SEK 450 M (521), when the year-earlier period was positively impacted by deferred VAT and tax payments. We are now in a position of strength that offers us the right conditions to manage market fluctuations and to invest in continued growth. This could be organic in our existing operations or through strategic acquisitions.

Well-positioned for a more sustainable market

We continue to lead the industry in this important transformation to a fully electric, green vehicle fleet. Last spring, we were the first company in the industry to launch a new standard for servicing electric cars, E+. We also conducted an analysis of spare parts for the 30 most common electric cars in our markets. Our objective is to have a full range of these available in early 2022. We have already achieved our target that 1,500 of our workshops are to meet the requirements of E+, which is earlier than planned. Over the next eight months, we will increase the pace of this initiative as ProMeister is to travel throughout the length of Sweden to provide further training for our mechanics. In Denmark, FTZ has launched a concept for electric car workshops that encompasses everything from spare parts to equipment, service and training.

Summary of the third quarter

I am proud of what we have achieved together during the quarter. The market has gradually normalized as restrictions were lifted and our concepts are appreciated by our customers. We have met demand by being proactive in our purchasing and through strong relationships with our suppliers and, in parallel, improved our profitability through continued cost discipline. Our financial position is strong and we are well prepared to further strengthen our position by transforming into an even more sustainable and profitable company. We aim to be the best and most complete partner for everyone that services and maintains cars in our markets – today and in the future.

Pehr Oscarson
President and CEO

THIS IS MEKONOMEN GROUP

Vision

We enable mobility – today, tomorrow and in the future.

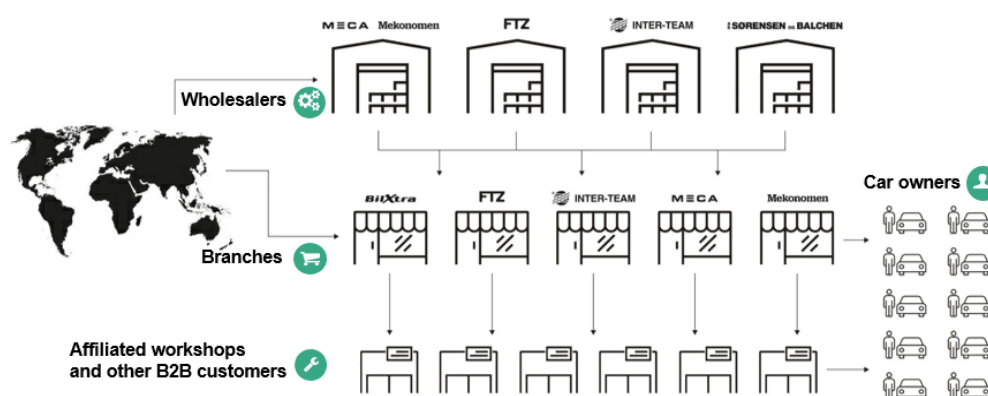
Business concept

We are an international Group that operates and develops business in the automotive aftermarket. We focus on growth, collaboration, synergies and driving sustainable and digital development in our industry. Our business concept is timeless and is based on enabling mobility – today, tomorrow and in the future – as technology evolves and vehicles are used in new ways.

We satisfy the need for services and products to vehicle workshops and other companies through our market-leading concepts, distribution network and our efficient logistics chain. Our concepts are directed at private and commercial vehicle owners, for whom we meet vehicle service and maintenance needs.

Business flow

Mekonomen Group has a central purchasing function supporting all four business areas: FTZ, Inter-Team, MECA/Mekonomen and Sørensen og Balchen. The supply of goods is mainly from Europe and Asia via leading European suppliers. The business areas conduct wholesale and logistics operations as well as sales through our branch and workshop concepts in each market. Sales to companies account for over 90 percent of Group sales.



GROUP REVENUE

| TOTAL REVENUE | Jul - Sep | Jul - Sep | | Jan - Sep | Jan - Sep | | 12 months | Full-year |
|--|--------------|--------------|-----------|--------------|--------------|-----------|---------------|---------------|
| DISTRIBUTION, SEK M | 2021 | 2020 | Change, % | 2021 | 2020 | Change, % | Oct - Sep | 2020 |
| Net sales, external per business area | | | | | | | | |
| FTZ | 804 | 808 | -1 | 2 578 | 2 502 | 3 | 3 444 | 3 369 |
| Inter-Team | 571 | 524 | 9 | 1 576 | 1 530 | 3 | 2 034 | 1 988 |
| MECA/Mekonomen ¹⁾ | 1 382 | 1 320 | 5 | 4 358 | 3 994 | 9 | 5 727 | 5 363 |
| Sørensen og Balchen | 211 | 210 | 0 | 666 | 604 | 10 | 852 | 791 |
| Central functions ¹⁾ | 1 | 0 | 240 | 2 | 1 | 252 | 2 | 1 |
| Total net sales, Group | 2 968 | 2 863 | 4 | 9 180 | 8 631 | 6 | 12 059 | 11 511 |
| Other operating revenue | 44 | 36 | 24 | 154 | 131 | 17 | 275 | 253 |
| GROUP REVENUE | 3 013 | 2 899 | 4 | 9 334 | 8 763 | 7 | 12 334 | 11 763 |

Revenue distribution per country and business area is presented in the table on page 15.

¹⁾ External operations in ProMeister Solutions are recognized as of 2021 in MECA/Mekonomen. Comparative figures have been restated.

| GROWTH NET SALES PERCENT | FTZ | | Inter-Team | | MECA/ Mekonomen | | Sørensen og Balchen | | Group | |
|--------------------------------------|-------------|------------|------------|------------|-----------------|------------|---------------------|-------------|------------|------------|
| | Q3 | Jan-Sep | Q3 | Jan-Sep | Q3 | Jan-Sep | Q3 | Jan-Sep | Q3 | Jan-Sep |
| | 2021 | | | | | | | | | |
| Organic growth | 0,9 | 7,4 | 13,9 | 11,3 | 3,6 | 8,6 | -1,3 | 10,2 | 4,4 | 8,9 |
| Effect from acquisitions/divestments | 0,0 | 0,0 | 0,0 | 0,0 | 0,6 | 0,6 | 0,0 | 0,0 | 0,3 | 0,3 |
| Currency effects | -1,5 | -3,9 | -5,0 | -7,2 | 0,6 | 0,1 | 1,5 | 0,6 | -1,0 | -2,3 |
| Effect, workdays | 0,0 | -0,5 | 0,0 | -1,1 | 0,0 | -0,2 | 0,0 | -0,6 | 0,0 | -0,5 |
| Growth net sales | -0,6 | 3,0 | 8,9 | 3,0 | 4,7 | 9,1 | 0,3 | 10,2 | 3,7 | 6,4 |

July 1–September 30, 2021

Net sales increased 4 percent to SEK 2,968 M (2,863). Organic growth was 4 percent. The increased sales, despite negative currency effects of 1 percent, which corresponds to SEK 28 M, was due to a healthy recovery compared with the preceding year. The number of workdays was unchanged in all countries in which Mekonomen Group operates (Denmark, Norway, Poland and Sweden) compared with the preceding year.

January 1–September 30, 2021

Net sales increased 6 percent to SEK 9,180 M (8,631). Organic growth was 9 percent. The increase in sales, despite negative currency effects of 2 percent, which corresponds to SEK 197 M, was due to a healthy recovery compared with the preceding year. For the first nine months of the year, the number of workdays was unchanged in Sweden and Finland, one day fewer in Denmark and Norway and two days fewer in Poland, compared with the year-earlier period.

GROUP PERFORMANCE

July 1–September 30, 2021

Adjusted EBIT

Adjusted EBIT amounted to SEK 290 M (270) and the adjusted EBIT margin was 10 percent (9). Currency effects in the balance sheet had a negative impact of SEK 7 M (neg: 4) on adjusted EBIT during the quarter. Adjusted EBIT was positively impacted in the comparative period by support of SEK 9 M due to the covid-19 pandemic in the form of reduced employer contributions, sick pay support and short-term working support, primarily in the Inter-Team business area. Restrictions related to covid-19 had a limited impact on the quarter and the comparative period.

EBIT

EBIT amounted to SEK 255 M (208) and the EBIT margin was 8 percent (7). EBIT was not impacted by any items affecting comparability during the quarter this year (neg: 24). Items affecting comparability for the preceding year were attributable to structural measures implemented in the MECA/Mekonomen business area. EBIT was positively impacted in the comparative period due to support of SEK 9 M due to the covid-19 pandemic in the form of reduced employer contributions, sick pay support and short-term working support, primarily in the Inter-Team business area. Currency effects in the balance sheet had a negative impact of SEK 7 M (neg: 4) on EBIT. Restrictions related to covid-19 had a limited impact on the quarter and the comparative period.

Other earnings

Profit after financial items amounted to SEK 225 M (167). Net interest expense was SEK 26 M (expense: 33) and other financial items amounted to an expense of SEK 4 M (expense: 7). Profit after tax amounted to SEK 173 M (127). Earnings per share, before and after dilution amounted to SEK 3.02 (2.18).

January 1–September 30, 2021

Adjusted EBIT

Adjusted EBIT amounted to SEK 828 M (649) and the adjusted EBIT margin was 9 percent (7). Currency effects in the balance sheet had a positive impact of SEK 2 M (neg: 25) on adjusted EBIT for the period. Adjusted EBIT was positively impacted in the comparative period by support of SEK 40 M due to the covid-19 pandemic in the form of reduced employer contributions, sick pay support and short-term working support, primarily in the MECA/Mekonomen and Inter-Team business areas. Restrictions related to covid-19 had a limited impact on the period, while the comparative period was negatively impacted by the outbreak of covid-19 and the data breach at MECA/Mekonomen, and was substantially impacted by currency effects.

EBIT

EBIT amounted to SEK 721 M (478) and the EBIT margin was 8 percent (5). EBIT was not impacted by any items affecting comparability during the period this year (neg: 55). Items affecting comparability for the preceding year were attributable to structural measures implemented in the MECA/Mekonomen business area. EBIT was positively impacted in the comparative period due to support of SEK 40 M due to the covid-19 pandemic in the form of reduced employer contributions, sick pay support and short-term working support, primarily in the MECA/Mekonomen and Inter-Team business areas. Currency effects in the balance sheet had a positive impact of SEK 2 M (neg: 25) on EBIT. Restrictions related to covid-19 had a limited impact on the period, while the comparative period was adversely impacted by the outbreak of covid-19 and the data breach at MECA/Mekonomen, and was substantially impacted by currency effects.

Other earnings

Profit after financial items amounted to SEK 608 M (349). Net interest expense amounted to SEK 82 M (expense: 95) and other financial items amounted to an expense of SEK 32 M (expense: 34). Profit after tax amounted to SEK 469 M (260). Net financial items for the nine-month period also include costs arising from the new financing and the early termination of previous financing and interest-rate swaps. Earnings per share, before and after dilution, amounted to SEK 8.12 (4.38).

FINANCIAL POSITION AND CASH FLOW

Cash flow from operating activities amounted to SEK 450 M (521) in the third quarter and SEK 1,035 M (1,252) for the nine-month period. Tax paid amounted to SEK 25 M (57) for the third quarter and SEK 188 M (143) for the nine-month period. Cash and cash equivalents amounted to SEK 924 M (423) compared with SEK 420 M at year end. The equity/assets ratio was 38 percent (36). Long-term interest-bearing liabilities amounted to SEK 4,235 M (4,234) including a long-term lease liability of SEK 1,205 M (1,215), compared with SEK 3,911 M at year end. Current interest-bearing liabilities amounted to SEK 731 M (840), including a current lease liability of SEK 461 M (436), compared with SEK 1,043 M at year end. During the nine-month period, grants utilized in 2020 in Denmark and Sweden were repaid as planned, at the same time as new grants were received in Denmark. In total, these deferred VAT, employer contributions and tax payments amounted to approximately SEK 132 M as of September 30, compared with SEK 131 M at June 30, SEK 163 M at March 31, SEK 208 M at year end, and SEK 270 M at September 30 of the preceding year. These deferred payments will be repaid in forthcoming periods until the first quarter of 2023 and will then have a negative impact on cash flow and the debt/equity ratio.

Net debt amounted to SEK 2,275 M (2,964), compared with SEK 2,673 M at year end, representing a decrease of SEK 398 M. The changes to net debt during the year were primarily impacted by a new financing structure, change in operating EBIT, change in working capital, investments and currency fluctuations. In the first quarter, a senior unsecured bond was issued for SEK 1,250 M, which was partly used for the early termination of the Revolving credit facility (RCF) of SEK 801 M and previous loans of SEK 90 M. In addition to this, loan repayments according to plan totaled SEK 51 M during the quarter and SEK 187 M during the nine-month period and an extra repayment was made of SEK 51 M, which was postponed following the outbreak of covid-19 during the first quarter of 2020. Mekonomen's available cash and unutilized credit facilities totaled approximately SEK 2,044 M at the end of September, compared with SEK 1,442 M at year end and SEK 1,743 M at the end of the previous quarter. The company fulfills all covenants in the loan agreements as of September 30, 2021.

INVESTMENTS

During the third quarter, investments in fixed assets amounted to SEK 185 M (227) including leases of SEK 157 (196) and during the nine-month period investments were SEK 551 M (377), with leases of SEK 423 M (281). The large increase in leases is mainly related to rental contracts due to new rental contracts but also extended durations and raised rental charges in existing contracts. Other investments are mainly related to workshop profiling, workshop customization, workshop equipment, inventories to branches, warehouses and workshops and IT investments. Depreciation and impairment of tangible fixed assets and right-of-use assets amounted to SEK 146 M (155) in the third quarter and to SEK 434 M (461) for the nine-month period.

Company and business combinations amounted to SEK 3 M (2) during the third quarter and to SEK 23 M (52) for the nine-month period, of which SEK – M (–) pertained to an estimated supplementary purchase consideration for the third quarter and SEK 2 M (5) for the nine-month period. During the quarter, SEK 1 M (–) was paid in supplementary purchase considerations and SEK 4 M (2) in the nine-month period. Acquired assets amounted to SEK 9 M (33) and assumed liabilities to SEK 0 M (22) for the nine-month period. Aside from goodwill, which amounted to SEK 12 M (25), intangible surplus values of SEK 1 M (47) were identified for the nine-month period pertaining to customer relations. Deferred tax liabilities attributable to acquired intangible fixed assets amounted to SEK – M (8) for the nine-month period. Acquired non-controlling interests amounted to SEK 12 M (6) for the third quarter and SEK 27 M (11) for the nine-month period. Divested non-controlling interests amounted to SEK – M (–) in the third quarter and SEK 0 M (–) for the nine-month period. Divested businesses amounted to SEK 2 M (1) in both the third quarter and the nine-month period.

ACQUISITIONS AND START-UPS

Third quarter

MECA/Mekonomen acquired one workshop in Karlstad in Sweden.

Earlier in the year

MECA/Mekonomen acquired a former partner branch in Vetlanda in Sweden and a partner branch in Bergen in Norway and Sørensen og Balchen acquired one workshop in Drammen/Oslo in Norway. MECA/Mekonomen has also started up a new branch in Gjøvik in Norway, Sørensen og Balchen has started up a branch in Forus in Norway and Inter-Team has started up two branches in Tychy and Oddział in Poland.

Number of branches and workshops

At the end of the period, the total number of branches in the chains was 477 (476), of which 398 (396) were proprietary branches. The number of affiliated workshops totaled 3,690 (3,648). See the distribution in the table on page 17.

EMPLOYEES

During the period, the average number of employees was 5,053 (4,883). See the distribution in the table on page 17.

PERFORMANCE BY BUSINESS AREA

As of the first quarter of 2019, the Group reports in four business areas: FTZ, Inter-Team, MECA/Mekonomen and Sørensen og Balchen.

BUSINESS AREA FTZ

| FTZ SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Change, % | Jan - Sep 2021 | Jan - Sep 2020 | Change, % | 12 months Oct - Sep | Full-year 2020 |
|--------------------------------------|-------------------|-------------------|-----------|-------------------|-------------------|-----------|------------------------|-------------------|
| Net sales, external | 804 | 808 | -1 | 2 578 | 2 502 | 3 | 3 444 | 3 369 |
| EBIT | 89 | 91 | -2 | 277 | 255 | 9 | 353 | 331 |
| EBIT margin, % | 11 | 11 | | 11 | 10 | | 10 | 10 |
| No. of branches/of which proprietary | | | | 50 / 50 | 51 / 51 | | | 51 / 51 |
| No. of AutoMester | | | | 406 | 414 | | | 409 |
| No. of Hella Service Partner | | | | 313 | 331 | | | 322 |
| No. of Din BilPartner | | | | 151 | 150 | | | 152 |
| No. of CarPeople | | | | 60 | 45 | | | 47 |

The FTZ business area mainly includes wholesale and branch operations in Denmark.

In the third quarter, net sales fell 1 percent to SEK 804 M (808), negatively impacted by currency effects of SEK 12 M. The sales trend was relatively healthy with organic growth of 1 percent. Access to spare parts and accessories remained favorable. The share of online trade and digital bookings rose compared with the year-earlier quarter.

EBIT amounted to SEK 89 M (91) and the EBIT margin was 11 percent (11) for the quarter. The slightly weaker earnings were mainly due to increased marketing and transport costs. The gross margin improved compared with the year-earlier quarter, mainly due to higher supplier bonuses.

In the third quarter, the number of workdays was unchanged in Denmark compared with the year-earlier quarter.

BUSINESS AREA INTER-TEAM

| INTER-TEAM SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Change, % | Jan - Sep 2021 | Jan - Sep 2020 | Change, % | 12 months Oct - Sep | Full-year 2020 |
|--------------------------------------|-------------------|-------------------|-----------|-------------------|-------------------|-----------|------------------------|-------------------|
| Net sales, external | 571 | 524 | 9 | 1 576 | 1 530 | 3 | 2 034 | 1 988 |
| EBIT | 29 | 31 | -7 | 71 | 49 | 46 | 109 | 86 |
| EBIT margin, % | 5 | 6 | | 4 | 3 | | 5 | 4 |
| No. of branches/of which proprietary | | | | 84 / 82 | 82 / 79 | | | 82 / 79 |
| No. of Inter Data Service | | | | 522 | 450 | | | 450 |
| No. of O.K. Serwis | | | | 233 | 211 | | | 211 |

The Inter-Team business area mainly includes wholesale and branch operations in Poland and export business.

Net sales increased 9 percent to SEK 571 M (524) in the third quarter. Currency effects had a negative impact on net sales of SEK 26 M. Organic growth was 14 percent. Activity in the Polish market was strong during the quarter, due to the easing of restrictions. Export sales continued to perform positively during the quarter, mainly to Germany and Slovakia.

EBIT amounted to SEK 29 M (31) during the quarter and the EBIT margin was 5 percent (6). Support for personnel-related costs had a positive impact on EBIT of approximately SEK 7 M in the comparative period. The underlying improvement in earnings was primarily due to higher volumes and effective cost control. The gross margin was unchanged for the quarter, as increased volumes and higher supplier bonuses offset higher purchase prices due to currency fluctuations.

In the third quarter, the number of workdays was unchanged in Poland compared with the year-earlier quarter.

BUSINESS AREA MECA/MEKONOMEN

| MECA/MEKONOMEN ¹⁾ | Jul - Sep | Jul - Sep | | Jan - Sep | Jan - Sep | | 12 months | Full-year |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| SEK M | 2021 | 2020 | Change, % | 2021 | 2020 | Change, % | Oct - Sep | 2020 |
| Net sales, external | 1 382 | 1 320 | 5 | 4 358 | 3 994 | 9 | 5 727 | 5 363 |
| EBIT | 137 | 91 | 50 | 367 | 192 | 91 | 527 | 352 |
| EBIT margin, % | 10 | 7 | | 8 | 5 | | 9 | 6 |
| No. of branches/of which proprietary | | | | 277 / 228 | 278 / 229 | | | 277 / 229 |
| No. of Mekonomen Bilverkstad | | | | 773 | 801 | | | 759 |
| No. of MECA Car Service | | | | 727 | 732 | | | 725 |
| No. of MekoPartners | | | | 192 | 208 | | | 191 |
| No. of Speedy | | | | 41 | 43 | | | 42 |
| No. of MECA Tungbil | | | | 13 | - | | | - |
| No. of AlltiBil | | | | 7 | 7 | | | 7 |

¹⁾ External operations in ProMeister Solutions are recognized as of 2021 in MECA/Mekonomen. Comparative figures have been restated.

The MECA/Mekonomen business area mainly includes wholesale, branch, workshop and fleet operations in Sweden, Norway and Finland. The business area comprises MECA, Mekonomen and a number of smaller operations.

Net sales for the third quarter increased 5 percent to SEK 1,382 M (1,320), of which SEK 834 M (775) in the Swedish operations, SEK 519 M (520) in the Norwegian operations and SEK 30 M (25) in the Finnish operations. Currency effects had a positive impact on net sales of SEK 7 M. Organic growth was 4 percent.

Activity in the Swedish market remained strong for much of the quarter. In Norway, the sales trend was weaker compared with a strong year-earlier quarter. The trend for ProMeister Solutions training activities remained weak due to restrictions, though demand rose sharply in the latter part of the quarter as restrictions were lifted.

EBIT rose to SEK 137 M (91) and the EBIT margin to 10 percent (7) in the third quarter. Earnings were positively affected by higher sales and the structural and savings measures implemented last year. No items affecting comparability were reported for the quarter (neg: 24). The gross margin improved compared with the year-earlier quarter, positively impacted by implemented price adjustments, favorable currency fluctuations and higher supplier bonuses.

In the third quarter, the number of workdays was unchanged in Finland, Norway and Sweden compared with the year-earlier quarter.

BUSINESS AREA SØRENSEN OG BALCHEN

| SØRENSEN OG BALCHEN | Jul - Sep | Jul - Sep | | Jan - Sep | Jan - Sep | | 12 months | Full-year |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| SEK M | 2021 | 2020 | Change, % | 2021 | 2020 | Change, % | Oct - Sep | 2020 |
| Net sales, external | 211 | 210 | 0 | 666 | 604 | 10 | 852 | 791 |
| EBIT | 46 | 53 | -13 | 148 | 136 | 9 | 182 | 170 |
| EBIT margin, % | 22 | 25 | | 22 | 22 | | 21 | 21 |
| No. of branches/of which proprietary | | | | 66 / 38 | 65 / 37 | | | 65 / 37 |
| No. of BilXtra workshops | | | | 252 | 256 | | | 253 |

The Sørensen og Balchen business area mainly includes wholesale and branch operations in Norway. Sørensen og Balchen is the business area in the Group with the largest share of direct sales to consumers and is therefore more exposed to the retail trade than the Group as a whole.

Net sales in the third quarter amounted to SEK 211 M (210). Currency effects had a positive impact on net sales of SEK 3 M. Organic growth was a negative 1 percent. Sales to wholesaler segments remained positive in the quarter, while sales in the consumer segment was slightly weaker compared with a strong year-earlier quarter. Online sales performed favorably.

EBIT amounted to SEK 46 M (53) and the EBIT margin was 22 percent (25) for the quarter. The fall in earnings is due to a very strong year-earlier quarter positively affected by price adjustments and a rapid adaptation of operations related to covid-19. Gross margin improved compared with the year-earlier quarter, primarily due to price adjustments and higher supplier bonuses.

In the third quarter, the number of workdays was unchanged in Norway compared with the year-earlier quarter.

NUMBER OF WORKDAYS PER QUARTER AND COUNTRY

Mekonomen has limited seasonal effects in its operations. However, the number of workdays affects sales and earnings and extreme summer or winter weather can also impact sales.

| WORKDAYS BY COUNTRY | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Full-year | | |
|------------------------|------|------|------|------|------|------|------|------|------|------|------|------|-----------|------|------|
| | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 | 2021 | 2020 | 2019 |
| Denmark | 63 | 64 | 63 | 59 | 59 | 59 | 66 | 66 | 66 | 63 | 63 | 62 | 251 | 252 | 250 |
| Finland | 62 | 63 | 63 | 61 | 60 | 60 | 66 | 66 | 66 | 62 | 63 | 61 | 251 | 252 | 250 |
| Norway | 63 | 64 | 63 | 59 | 59 | 58 | 66 | 66 | 66 | 64 | 63 | 62 | 252 | 252 | 249 |
| Poland | 62 | 63 | 63 | 61 | 62 | 61 | 66 | 66 | 65 | 63 | 63 | 62 | 252 | 254 | 251 |
| Sweden | 62 | 63 | 63 | 61 | 60 | 59 | 66 | 66 | 66 | 64 | 63 | 62 | 253 | 252 | 250 |

SIGNIFICANT RISKS AND UNCERTAINTIES

Mekonomen Group is exposed to a number of external, operating and financial risks. All identified risks are monitored continuously and, if necessary, risk-reducing measures are taken to limit the effects. The company conducted a review and assessment of operating and financial risks and uncertainties in accordance with the 2020 Annual Report and found that no new significant risks have occurred since then. The most relevant risk factors are described in the 2020 Annual Report, page 26 and Note 11. For the effect of exchange-rate fluctuations on profit before tax, refer to page 36 of the 2020 Annual Report.

Mekonomen Group has, through its Risk and Compliance Committee (RCC), which consists of Group Management and the Group's risk manager, a particular focus on identifying critical changes in the area of risk. The risk manager and CFO maintain frequent dialogues with business area managers to limit the risks and prevent these from occurring. This process is conducted with various stakeholders, the Board and the Audit Committee.

PARENT COMPANY, "CENTRAL FUNCTIONS" AND "OTHER ITEMS"

The Parent Company's operations mainly comprise Group Management. The Parent Company's earnings after net financial items were a negative SEK 44 M (neg: 40) for the third quarter and a negative SEK 149 M (neg: 77) for the nine-month period, excluding dividends from subsidiaries of SEK 530 M (474) for the nine-month period. Net financial items for the nine-month period also include costs arising from the new financing, early termination of previous financing and interest-rate swaps. The average number of employees in the Parent Company was 6 (6). During the third quarter, Mekonomen AB sold goods and services to Group companies for a total of SEK 10 M (9) and for SEK 32 M (26) in the nine-month period.

"Central functions" comprise group-wide functions that also include Mekonomen AB. Group-wide functions comprise functions that support the Group's work: finance and controlling, risk management and internal audit, sustainability, legal, business development, communication and market, HR and operations, which comprises purchasing, product range, logistics and IT. The units reported in "Central functions" do not reach the quantitative thresholds for separate reporting, and the benefits of reporting these segments separately are considered limited for users of financial statements. EBIT for "Central functions" was a negative SEK 11 M (neg: 19) for the third quarter and negative SEK 35 M (neg: 36) for the nine-month period.

"Other items" includes acquisition-related items attributable to Mekonomen AB's direct acquisitions. Current acquisition-related items are amortizations of acquired intangible assets pertaining to the acquisitions of MECA, FTZ and Inter-Team amounting to an expense of SEK 34 M (expense: 38) for the third quarter, and an expense of SEK 107 M (expense: 117) for the nine-month period, which also includes Sørensen og Balchen. During the second quarter, acquired intangible assets relating to Sørensen og Balchen were written off in full and amortization has therefore been concluded.

EVENTS DURING THE PERIOD

On March 11, 2021, Mekonomen Group issued a senior unsecured bond of SEK 1.25 billion, within a framework amount of SEK 2 billion, maturing on March 18, 2026. The bond has an interest rate of 3m Stibor +250 basis points. The issue attracted strong interest from Nordic investors and was oversubscribed. The bond proceeds have been used to refinance existing bank debt and for general corporate purposes. On April 12, Mekonomen AB was approved as an issuer of fixed income instruments by Nasdaq Stockholm. The bond issued on March 11 was therefore admitted to trading on Nasdaq Stockholm's corporate bond list. The first day of trading was April 14, 2021.

Mekonomen's Annual General Meeting was held on May 7, 2021. Robert Hanser and Michael Løve were elected as new Board members and Eivor Andersson, Kenny Bräck, Joseph M. Holsten, Magnus Håkansson and Helena Skåntorp were re-elected as Board members. Robert Hanser was elected Chairman of the Board. Board Chairman John S. Quinn and Board member Arja Taaveniku informed the Nomination Committee that they were refraining from re-election at the 2021 Annual General Meeting. For other decisions and documentation, see Mekonomen Group's website, www.mekonomen.com.

During the second quarter, a long-term, share-based incentive program was launched as resolved by the AGM on May 7, 2021, LTIP 2021. The main motivation for establishing LTIP 2021 is to connect shareholders' and company management and other key individuals' interests to ensure maximum long-term value generation and to encourage individual share ownership in Mekonomen.

For a more detailed description of LTIP 2021, refer to information from the AGM on May 7, 2021 at www.mekonomen.com

COVID-19 AND ITS IMPACT ON FINANCIAL STATEMENTS IN THE THIRD QUARTER

During the period, covid-19 had a limited impact in markets where Mekonomen Group conducts business. For further information on this, refer to the section “Financial position and cash flow” and the description of developments given by each business area.

Mekonomen Group has continued to carefully monitor the development of covid-19 and any changes to restrictions imposed in the Group’s markets. Further measures in addition to those already taken may therefore be needed. We also have continued focus on the health and safety of our employees, customers and suppliers.

Goodwill

In conjunction with the annual accounts, standard assessments were carried out of the impairment requirement for goodwill and other intangible assets with an indefinite useful life. According to these assessments, there is no indication of impairment for goodwill and other intangible assets with indefinite useful lives as at December 31, 2020. We see no indication of a decrease in value since then.

Reduced employer contributions, sick pay support and short-time working support and support for personnel-related costs

Relief and grants relating to covid-19 had no impact on EBIT for Mekonomen Group during the quarter.

Inventories

As of September 30, the effects of the covid-19 pandemic have not had any significant impact on the valuation of inventories.

Credit losses

As of September 30, there is no indication of the need to expand credit loss reserves.

Financial position

During the quarter, focus has remained on securing liquidity and cash flow. Liquidity and cash flow during the quarter were favorable, largely thanks to positive earnings, the new financing and continued support and relief concerning mainly the postponement of VAT and tax payments. During the quarter, no new support was received and no repayments were made. These grants totaled approximately SEK 132 M at the end of the quarter.

EVENTS AFTER THE END OF THE PERIOD

No significant events occurred after the end of the reporting period.

ACCOUNTING POLICIES

Mekonomen Group applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report was prepared in accordance with the Annual Accounts Act and IAS 34 Interim Financial Reporting. The same accounting policies and measurement methods were applied as in the most recent Annual Report. Interim report consists of pages 1–23 and should be read in its entirety.

The Parent Company prepares its accounts in accordance with the Swedish Annual Accounts Act and RFR 2 and applies the same accounting policies and measurement methods as in the most recent Annual Report.

Totals quoted in tables and statements may not always be the exact sum of the individual items because of rounding differences. The aim is that each line should correspond to its source, and rounding differences may therefore arise.

FORTHCOMING FINANCIAL REPORTING DATES

| Information | Period | Date |
|--------------------|------------------------|-------------|
| Year-end report | January–December 2021 | 2022-02-11 |
| Interim report | January–March 2022 | 2022-05-11 |
| Interim report | January–June 2022 | 2022-08-24 |
| Interim report | January–September 2022 | 2022-11-02 |
| Year-end report | January–December 2022 | 2023-02-15 |

ANNUAL GENERAL MEETING

The 2021 Annual General Meeting (AGM) will be held on May 20, 2022 in Stockholm. The Annual Report will be published and available on Mekonomen's website by April 14, 2021.

NOMINATION COMMITTEE

In accordance with the guidelines established at the AGM on May 7, 2021, Mekonomen has established a Nomination Committee. The Nomination Committee shall prepare and submit proposals to the AGM on May 20, 2022 pertaining to the election of a Chairman of the AGM, the number of Board members and deputy members, the election of a Chairman of the Board and other members to the company's Board of Directors, Board fees, as well as any remuneration for committee work, election of and fees paid to auditors, and guidelines for the appointment of the Nomination Committee.

Prior to the 2022 AGM, the Nomination Committee consists of Robert Hanser (LKQ Corporation), Thomas Wuolikainen (Fourth Swedish National Pension Fund), Kristian Åkesson (Didner & Gerge Fonder AB), and Caroline Sjösten (Swedbank Robur Fonder) Mekonomen's Board member, Helena Skåntorp, was co-opted to the Nomination Committee. The first Nomination Committee meeting is scheduled and the Chairman of the Nomination Committee will then be appointed.

Stockholm October 29, 2021

Mekonomen AB (publ), Corp. Reg. No. 556392-1971

Pehr Oscarson
President and CEO

For further information, please contact:

Pehr Oscarson, President and CEO, Mekonomen AB, Tel +46 (0)8-464 00 00

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Fredrik Sätterström, IRO, Mekonomen AB, Tel +46 (0)8-464 00 00

This information is such information that Mekonomen AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Market Act.

The information was submitted for publication, through the agency of the contact person set out above, at 07:30 a.m CET on October 29, 2021

The interim report is published in Swedish and English. The Swedish version is the original version and has been translated into English.

Auditor's report

Mekonomen AB (publ), Corp. Reg. No. 556392-1971

Introduction

We have reviewed the condensed interim financial information (interim report) of Mekonomen AB (publ) as of September 30, 2021 and the nine-month period then ended. The Board of Directors and the CEO are responsible for the preparation and presentation of the interim financial information in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

Scope of review

We conducted our review in accordance with the International Standard on Review Engagements ISRE 2410, Review of Interim Report Performed by the Independent Auditor of the Entity. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards of Auditing (ISA), and other generally accepted auditing standards in Sweden. The procedures performed in a review do not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act, regarding the Group, and with the Swedish Annual Accounts Act, regarding the Parent Company.

Stockholm, October 29, 2021

PricewaterhouseCoopers AB

Linda Corneliussen
Authorized Public Accountant

CONSOLIDATED FINANCIAL REPORTS

| CONDENSED CONSOLIDATED INCOME STATEMENT, SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|---|----------------|----------------|----------------|----------------|---------------------|----------------|
| Net sales | 2 968 | 2 863 | 9 180 | 8 631 | 12 059 | 11 511 |
| Other operating revenue | 44 | 36 | 154 | 131 | 275 | 253 |
| Total revenue | 3 013 | 2 899 | 9 334 | 8 763 | 12 334 | 11 763 |
| Goods for resale | -1 591 | -1 568 | -5 001 | -4 760 | -6 559 | -6 318 |
| Other external costs | -350 | -329 | -1 060 | -1 054 | -1 409 | -1 403 |
| Personnel expenses | -616 | -581 | -1 950 | -1 838 | -2 581 | -2 469 |
| Operating profit before depreciation/ amortization and impairment of tangible and intangible fixed assets (EBITDA) | 455 | 421 | 1 322 | 1 111 | 1 785 | 1 574 |
| Depreciation and impairment of tangible fixed assets and right-of-use assets | -146 | -155 | -434 | -461 | -579 | -606 |
| Operating profit before amortization and impairment of intangible fixed assets (EBITA) | 309 | 266 | 888 | 650 | 1 206 | 968 |
| Amortization and impairment of intangible fixed assets | -54 | -58 | -167 | -172 | -226 | -230 |
| EBIT | 255 | 208 | 721 | 478 | 981 | 738 |
| Interest income | 2 | 2 | 7 | 8 | 10 | 10 |
| Interest expenses | -28 | -35 | -89 | -102 | -119 | -133 |
| Other financial items | -4 | -7 | -32 | -34 | -17 | -19 |
| Profit after financial items | 225 | 167 | 608 | 349 | 855 | 596 |
| Tax | -53 | -40 | -139 | -90 | -200 | -150 |
| PROFIT FOR THE PERIOD | 173 | 127 | 469 | 260 | 655 | 446 |
| Profit for the period attributable to: | | | | | | |
| Parent Company's shareholders | 169 | 123 | 455 | 247 | 640 | 432 |
| Non-controlling interests | 4 | 4 | 13 | 13 | 15 | 15 |
| PROFIT FOR THE PERIOD | 173 | 127 | 469 | 260 | 655 | 446 |
| Earnings per share before and after dilution, SEK | 3,02 | 2,18 | 8,12 | 4,38 | 11,42 | 7,67 |

| CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME, SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|---|----------------|----------------|----------------|----------------|---------------------|----------------|
| Profit for the period | 173 | 127 | 469 | 260 | 655 | 446 |
| Other comprehensive income: | | | | | | |
| <i>Components that will not be reclassified to profit/loss for the year:</i> | | | | | | |
| – Actuarial gains and losses | -3 | 5 | -3 | 5 | -3 | 5 |
| <i>Components that may later be reclassified to profit/loss for the year:</i> | | | | | | |
| – Exchange-rate differences from translation of foreign subsidiaries | 21 | 9 | 111 | -92 | -89 | -291 |
| – Hedging of net investments ¹⁾ | -16 | -7 | -46 | 23 | 39 | 108 |
| – Cash-flow hedges ²⁾ | 1 | 1 | 6 | -5 | 8 | -4 |
| Other comprehensive income, net after tax | 4 | 7 | 68 | -69 | -44 | -182 |
| COMPREHENSIVE INCOME FOR THE PERIOD | 176 | 134 | 537 | 190 | 611 | 265 |
| Comprehensive income for the period attributable to: | | | | | | |
| Parent Company's shareholders | 172 | 130 | 521 | 180 | 594 | 253 |
| Non-controlling interests | 4 | 4 | 16 | 11 | 17 | 12 |
| COMPREHENSIVE INCOME FOR THE PERIOD | 176 | 134 | 537 | 190 | 611 | 265 |

¹⁾ Loans raised in EUR in conjunction with acquisitions in Denmark hedge the currency risk in the net investment and loans in NOK until the start of the first quarter of 2021 as well as cross-currency swaps entered into in the first quarter of 2021, which hedge net investment in Norway. The currency translation is recognized in accordance with IFRS 9.

²⁾ Holding of financial interest-rate derivatives for hedging purposes, according to Level 2 measurements defined in IFRS 13.

| CONDENSED CONSOLIDATED BALANCE SHEET SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|---|----------------------|----------------------|---------------------|
| ASSETS ¹⁾ | | | |
| Intangible fixed assets | 5 388 | 5 586 | 5 410 |
| Tangible fixed assets | 439 | 448 | 448 |
| Right-of-use assets | 1 670 | 1 661 | 1 606 |
| Financial fixed assets | 101 | 100 | 98 |
| Deferred tax assets | 2 | - | 1 |
| Goods for resale | 2 774 | 2 653 | 2 704 |
| Current receivables | 1 922 | 1 821 | 1 506 |
| Cash and cash equivalents | 924 | 423 | 420 |
| TOTAL ASSETS | 13 219 | 12 693 | 12 193 |
| SHAREHOLDERS' EQUITY AND LIABILITIES ¹⁾ | | | |
| Shareholders' equity | 5 071 | 4 520 | 4 595 |
| Long-term liabilities, interest-bearing | 3 030 | 3 019 | 2 743 |
| Long-term lease liabilities | 1 205 | 1 215 | 1 168 |
| Deferred tax liabilities | 347 | 377 | 388 |
| Long-term liabilities, non-interest-bearing | 44 | 95 | 16 |
| Current liabilities, interest-bearing | 270 | 405 | 611 |
| Current lease liabilities | 461 | 436 | 432 |
| Current liabilities, non-interest-bearing | 2 791 | 2 627 | 2 240 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 13 219 | 12 693 | 12 193 |

¹⁾ The carrying amounts of financial assets and liabilities are measured at either fair value or a reasonable approximation of fair value.

| CONDENSED CONSOLIDATED CHANGES IN SHAREHOLDERS' EQUITY, SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|--|----------------------|----------------------|---------------------|
| Shareholders' equity at the beginning of the year | 4 595 | 4 335 | 4 335 |
| Comprehensive income for the period | 537 | 190 | 265 |
| Share swap | -20 | -18 | -18 |
| Acquisition/divestment of non-controlling interests | -27 | 13 | 13 |
| Shareholders' contributions from minority shareholders | - | 2 | 2 |
| Dividend to shareholders | -18 | -4 | -4 |
| Share savings program | 4 | 1 | 2 |
| SHAREHOLDERS' EQUITY AT THE END OF THE PERIOD | 5 071 | 4 520 | 4 595 |
| Of which non-controlling interests | 57 | 66 | 68 |

| CONDENSED CONSOLIDATED CASH-FLOW STATEMENT, SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|
| Operating activities | | | | | | |
| <i>Cash flow from operating activities before changes in working capital, excluding tax paid</i> | 436 | 406 | 1 252 | 1 045 | 1 701 | 1 494 |
| Tax paid | -25 | -57 | -188 | -143 | -215 | -170 |
| Cash flow from operating activities before changes in working capital | 411 | 348 | 1 064 | 902 | 1 486 | 1 324 |
| Cash flow from changes in working capital: | | | | | | |
| Changes in inventory | -134 | -35 | -26 | 115 | -139 | 2 |
| Changes in receivables | -59 | -11 | -350 | -213 | -123 | 15 |
| Changes in liabilities | 232 | 218 | 347 | 447 | 184 | 284 |
| <i>Increase (-)/Decrease (+) working capital</i> | 39 | 173 | -29 | 350 | -78 | 301 |
| Cash-flow from operating activities | 450 | 521 | 1 035 | 1 252 | 1 408 | 1 625 |
| Cash flow from investing activities | -22 | -36 | -152 | -138 | -200 | -186 |
| Cash flow from financing activities | -187 | -411 | -389 | -1 041 | -687 | -1 339 |
| CASH FLOW FOR THE PERIOD | 241 | 74 | 494 | 73 | 521 | 100 |
| CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD | 684 | 352 | 420 | 355 | 423 | 355 |
| Exchange-rate differences in cash and cash equivalents | 0 | -3 | 10 | -5 | -20 | -35 |
| CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD | 924 | 423 | 924 | 423 | 924 | 420 |

INFORMATION ABOUT FINANCIAL INSTRUMENTS RECOGNIZED AT FAIR VALUE IN THE BALANCE SHEET

The financial instruments measured at fair value in the balance sheet are shown below. This was carried out by dividing the measurements into three levels, which are described in the 2020 Annual Report, Note 11. All of Mekonomen's financial instruments measured to fair value are included in Level 2, excluding supplementary purchase considerations, which are included in Level 3. However, current supplementary purchase considerations do not represent material amounts.

The main methods and assumptions used to determine the fair value of the financial instruments shown in the table below are described in the 2020 Annual Report, Note 11. In addition to the financial instruments included in the 2020 annual accounts, an agreement was entered into concerning cross-currency swaps during the first quarter of 2021 to hedge the currency risk of net investments in Norway. The financial instruments contained in the interim report are the same as those in the 2020 annual accounts.

| CONSOLIDATED DERIVATIVE INSTRUMENTS MEASURED AT FAIR VALUE IN THE BALANCE SHEET, SEK M | September 30 2021 | September 30 2020 |
|--|----------------------|----------------------|
| FINANCIAL ASSETS | | |
| Derivatives: Cross-currency swaps | - | - |
| Interest-rate swaps | 1 | - |
| TOTAL | 1 | - |
| FINANCIAL LIABILITIES | | |
| Derivatives: Cross-currency swaps | 3 | - |
| Interest-rate swaps | 5 | 15 |
| TOTAL | 7 | 15 |

| GROUP'S FINANCIAL ASSETS AND LIABILITIES BY MEASUREMENT CATEGORY, September 30, 2021 | | | | | | | |
|--|---|--|---|--------------------------|--------------|--------------------------------------|-----------------------------------|
| SEK M | Instruments measured at fair value through Income Statement | Financial assets accrued acquisition value | Financial liabilities accrued acquisition value | Total carrying amount | Fair value | Non-monetary assets & liabilities | Total Balance sheet summary |
| FINANCIAL ASSETS | | | | | | | |
| Financial fixed assets | - | 67 | - | 67 | 67 | 33 | 100 |
| Derivative instruments ²⁾ | 1 | - | - | 1 | 1 | - | 1 |
| Accounts receivable | - | 1 243 | - | 1 243 | 1 243 | - | 1 243 |
| Other current receivables | - | - | - | - | - | 679 | 679 |
| Cash and cash equivalents | - | 924 | - | 924 | 924 | - | 924 |
| TOTAL | 1 | 2 234 | - | 2 235 | 2 235 | 712 | 2 947 |
| FINANCIAL LIABILITIES | | | | | | | |
| Long-term liabilities, interest-bearing ¹⁾ | - | - | 3 023 | 3 023 | 3 023 | - | 3 023 |
| Long-term lease liabilities | - | - | 1 205 | 1 205 | - | - | 1 205 |
| Long-term liabilities, non-interest-bearing | - | - | - | - | - | 40 | 40 |
| Derivative instruments ²⁾ | 7 | - | - | 7 | 7 | - | 7 |
| Supplementary purchase considerations, | 4 | - | - | 4 | 4 | - | 4 |
| Current liabilities, interest-bearing | - | - | 197 | 197 | 197 | 73 | 270 |
| Current lease liabilities | - | - | 461 | 461 | - | - | 461 |
| Accounts payable | - | - | 1 536 | 1 536 | 1 536 | - | 1 536 |
| Other current liabilities | - | - | - | - | - | 1 250 | 1 250 |
| Supplementary purchase considerations, | 4 | - | - | 4 | 4 | - | 4 |
| TOTAL | 16 | - | 6 422 | 6 438 | 4 772 | 1 363 | 7 801 |

¹⁾ The amount includes a liability related to share swaps SEK 20 M.

²⁾ Derivative instruments used for hedging purposes.

| QUARTERLY DATA, BUSINESS AREA | 2021 | | | | | 2020 | | | | | 2019 | | | |
|---|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--|
| | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 | |
| NET SALES, SEK M ¹⁾ | | | | | | | | | | | | | | |
| FTZ | 804 | 900 | 874 | 3 369 | 867 | 808 | 841 | 853 | 3 371 | 875 | 800 | 860 | 836 | |
| Inter-Team | 571 | 555 | 451 | 1 988 | 457 | 524 | 490 | 516 | 2 155 | 524 | 532 | 582 | 517 | |
| MECA/Mekonomen ²⁾ | 1 382 | 1 516 | 1 460 | 5 363 | 1 369 | 1 320 | 1 342 | 1 332 | 5 558 | 1 379 | 1 355 | 1 452 | 1 372 | |
| Sørensen og Balchen | 211 | 239 | 215 | 791 | 187 | 210 | 221 | 172 | 759 | 176 | 192 | 207 | 183 | |
| Central functions ^{2) 3)} | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| GROUP | 2 968 | 3 210 | 3 001 | 11 511 | 2 879 | 2 863 | 2 894 | 2 874 | 11 842 | 2 954 | 2 879 | 3 100 | 2 909 | |
| EBIT, SEK M | | | | | | | | | | | | | | |
| FTZ | 89 | 92 | 96 | 331 | 76 | 91 | 80 | 84 | 299 | 51 | 69 | 87 | 93 | |
| Inter-Team | 29 | 36 | 6 | 86 | 38 | 31 | 19 | -1 | 43 | 20 | 9 | 15 | -1 | |
| MECA/Mekonomen ²⁾ | 137 | 141 | 89 | 352 | 160 | 91 | 101 | 0 | 432 | 57 | 127 | 145 | 103 | |
| Sørensen og Balchen | 46 | 57 | 44 | 170 | 34 | 53 | 60 | 23 | 121 | 28 | 30 | 38 | 24 | |
| Central functions ^{2) 3)} | -11 | -13 | -11 | -46 | -9 | -19 | -10 | -7 | -33 | -13 | -5 | -5 | -10 | |
| Other items ⁴⁾ | -34 | -34 | -38 | -155 | -38 | -38 | -39 | -39 | -157 | -39 | -39 | -39 | -39 | |
| GROUP | 255 | 280 | 186 | 738 | 260 | 208 | 211 | 59 | 705 | 104 | 191 | 240 | 170 | |
| EBIT MARGIN, % | | | | | | | | | | | | | | |
| FTZ | 11 | 10 | 11 | 10 | 9 | 11 | 10 | 10 | 9 | 6 | 9 | 10 | 11 | |
| Inter-Team | 5 | 6 | 1 | 4 | 8 | 6 | 4 | 0 | 2 | 4 | 2 | 3 | 0 | |
| MECA/Mekonomen ²⁾ | 10 | 9 | 6 | 6 | 11 | 7 | 7 | 0 | 8 | 4 | 9 | 10 | 7 | |
| Sørensen og Balchen | 22 | 24 | 20 | 21 | 18 | 25 | 27 | 13 | 16 | 16 | 16 | 18 | 13 | |
| GROUP | 8 | 9 | 6 | 6 | 9 | 7 | 7 | 2 | 6 | 3 | 7 | 8 | 6 | |
| INVESTMENTS, SEK M ⁵⁾ | | | | | | | | | | | | | | |
| FTZ | 5 | 6 | 16 | 25 | 8 | 8 | 6 | 3 | 10 | 3 | 1 | 5 | 1 | |
| Inter-Team | 3 | 6 | 6 | 18 | 7 | 3 | 1 | 7 | 13 | 5 | 5 | 2 | 1 | |
| MECA/Mekonomen | 17 | 33 | 27 | 101 | 38 | 19 | 20 | 25 | 103 | 22 | 28 | 27 | 26 | |
| Sørensen og Balchen | 1 | 2 | 1 | 6 | 1 | 1 | 1 | 3 | 5 | 0 | 0 | 1 | 4 | |
| Central functions ³⁾ | 2 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| GROUP | 28 | 49 | 51 | 152 | 55 | 31 | 28 | 38 | 131 | 30 | 34 | 35 | 32 | |

¹⁾ Net sales for each business area pertains to external customers.

²⁾ External operations in ProMeister Solutions are recognized as of 2021 in MECA/Mekonomen. Comparative figures have been restated.

³⁾ Central functions includes Group-wide functions that also include Mekonomen AB.

⁴⁾ "Other items" includes acquisition-related items attributable to Mekonomen AB's direct acquisitions. Current acquisition-related items pertain to amortization of acquired intangible assets relating to the acquisitions of FTZ, Inter-Team and MECA as well as Sørensen og Balchen until the second quarter of 2021.

⁵⁾ Investments do not include company and business combinations and exclude leases according to IFRS 16.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Jul - Sep 2021 | | | | | | Jul - Sep 2020 | | | | | |
|---|-------------------|--------|---------|--------|--------|--------------|-------------------|--------|---------|--------|--------|--------------|
| | Denmark | Poland | Finland | Norway | Sweden | Total | Denmark | Poland | Finland | Norway | Sweden | Total |
| Revenue distribution per country | | | | | | | | | | | | |
| FTZ | 804 | | | | | 804 | 808 | | | | | 808 |
| Inter-Team | | 571 | | | | 571 | | 524 | | | | 524 |
| MECA/Mekonomen | | | 30 | 519 | 834 | 1 382 | | | 25 | 520 | 775 | 1 320 |
| Sørensen og Balchen | | | | 211 | | 211 | | | | 210 | | 210 |
| Central functions | | | | | | 1 | | | | | | 0 |
| Total net sales, Group | | | | | | 2 968 | | | | | | 2 863 |
| Other revenue | | | | | | 44 | | | | | | 36 |
| GROUP REVENUE | | | | | | 3 013 | | | | | | 2 899 |

Distribution of revenue per country based on the country that generates revenue for each segment.

| REVENUE DISTRIBUTION PER COUNTRY SEK M | Jan - Sep 2021 | | | | | | Jan - Sep 2020 | | | | | |
|---|-------------------|--------|---------|--------|--------|--------------|-------------------|--------|---------|--------|--------|--------------|
| | Denmark | Poland | Finland | Norway | Sweden | Total | Denmark | Poland | Finland | Norway | Sweden | Total |
| Revenue distribution per country | | | | | | | | | | | | |
| FTZ | 2 578 | | | | | 2 578 | 2 502 | | | | | 2 502 |
| Inter-Team | | 1 576 | | | | 1 576 | | 1 530 | | | | 1 530 |
| MECA/Mekonomen | | | 81 | 1 656 | 2 621 | 4 358 | | | 66 | 1 532 | 2 396 | 3 994 |
| Sørensen og Balchen | | | | 666 | | 666 | | | | 604 | | 604 |
| Central functions | | | | | | 2 | | | | | | 1 |
| Total net sales, Group | | | | | | 9 180 | | | | | | 8 631 |
| Other revenue | | | | | | 154 | | | | | | 131 |
| GROUP REVENUE | | | | | | 9 334 | | | | | | 8 763 |

Distribution of revenue per country based on the country that generates revenue for each segment.

| QUARTERLY DATA SEK M | 2021 | | | | 2020 | | | | 2019 | | | | |
|---|-------|-------|-------|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|
| | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 | FY | Q4 | Q3 | Q2 | Q1 |
| Revenue | 3 013 | 3 263 | 3 058 | 11 763 | 3 000 | 2 899 | 2 947 | 2 917 | 12 017 | 2 995 | 2 929 | 3 144 | 2 948 |
| EBITDA | 455 | 480 | 386 | 1 574 | 463 | 421 | 426 | 265 | 1 531 | 313 | 400 | 443 | 375 |
| EBITDA excl. IFRS 16 | 330 | 354 | 264 | 1 052 | 340 | 287 | 289 | 136 | 1 008 | 180 | 268 | 315 | 245 |
| Adjusted EBIT | 290 | 314 | 224 | 937 | 287 | 270 | 281 | 98 | 874 | 149 | 231 | 280 | 214 |
| EBIT | 255 | 280 | 186 | 738 | 260 | 208 | 211 | 59 | 705 | 104 | 191 | 240 | 170 |
| Net financial items | -30 | -37 | -46 | -141 | -13 | -41 | -17 | -71 | -150 | -27 | -44 | -38 | -41 |
| Profit after financial items | 225 | 243 | 140 | 596 | 247 | 167 | 194 | -11 | 555 | 77 | 147 | 202 | 129 |
| Tax | -53 | -55 | -32 | -150 | -60 | -40 | -46 | -3 | -134 | -22 | -34 | -45 | -33 |
| Profit for the period | 173 | 188 | 108 | 446 | 187 | 127 | 148 | -15 | 421 | 55 | 113 | 157 | 96 |
| EBITDA margin, % | 15 | 15 | 13 | 13 | 15 | 15 | 14 | 9 | 13 | 10 | 14 | 14 | 13 |
| Adjusted EBIT margin, % | 10 | 10 | 7 | 8 | 10 | 9 | 10 | 3 | 7 | 5 | 8 | 9 | 7 |
| EBIT margin, % | 8 | 9 | 6 | 6 | 9 | 7 | 7 | 2 | 6 | 3 | 7 | 8 | 6 |
| Earnings per share before and after dilution, SEK | 3,02 | 3,24 | 1,85 | 7,67 | 3,29 | 2,18 | 2,49 | -0,29 | 7,34 | 1,00 | 1,95 | 2,71 | 1,68 |
| Shareholders' equity per share, SEK | 89,6 | 86,7 | 83,7 | 80,4 | 80,4 | 79,1 | 77,2 | 76,7 | 76,4 | 76,4 | 76,6 | 74,5 | 71,0 |
| Cash flow per share, SEK | 8,0 | 7,2 | 3,2 | 28,9 | 6,6 | 9,2 | 11,9 | 1,1 | 20,3 | 3,6 | 7,5 | 6,3 | 2,8 |
| Return on shareholders' equity, % ¹⁾ | 13,6 | 13,0 | 12,3 | 9,8 | 9,8 | 7,0 | 6,8 | 7,2 | 10,0 | 10,0 | 9,8 | 10,1 | 10,5 |
| Share price at the end of the period | 156,0 | 141,4 | 129,1 | 91,1 | 91,1 | 93,3 | 66,0 | 44,4 | 93,1 | 93,1 | 82,8 | 77,4 | 64,9 |

1) The key figures for return on shareholders' equity are calculated on a rolling 12-month basis for each quarter.

| KEY FIGURES | Jul - Sep | Jul - Sep | Jan - Sep | Jan - Sep | 12 months | Full-year |
|---|------------|------------|------------|------------|------------|------------|
| | 2021 | 2020 | 2021 | 2020 | Oct - Sep | 2020 |
| Return on shareholders' equity, % ¹⁾ | - | - | 13,6 | 7,0 | 13,6 | 9,8 |
| Return on total capital, % ¹⁾ | - | - | 7,6 | 4,4 | 7,6 | 5,8 |
| Return on capital employed, % ¹⁾ | - | - | 9,9 | 5,6 | 9,9 | 7,4 |
| Equity/assets ratio, % | 38,4 | 35,6 | 38,4 | 35,6 | 38,4 | 37,7 |
| Net debt, SEK M | 2 275 | 2 964 | 2 275 | 2 964 | 2 275 | 2 673 |
| Net debt/EBITDA excl. IFRS 16 multiple ¹⁾ | - | - | 1,77 | 3,30 | 1,77 | 2,54 |
| Net debt incl. IFRS 16/EBITDA, multiple ¹⁾ | - | - | 2,21 | 3,24 | 2,21 | 2,71 |
| Gross margin, % | 46,4 | 45,2 | 45,5 | 44,9 | 45,6 | 45,1 |
| EBITDA margin, % | 15,1 | 14,5 | 14,2 | 12,7 | 14,5 | 13,4 |
| Adjusted EBIT margin, % | 9,6 | 9,3 | 8,9 | 7,4 | 9,0 | 8,0 |
| EBIT margin, % | 8,5 | 7,2 | 7,7 | 5,5 | 8,0 | 6,3 |
| Earnings per share before and after dilution, SEK | 3,02 | 2,18 | 8,12 | 4,38 | 11,42 | 7,67 |
| Shareholders' equity per share, SEK | - | - | 89,6 | 79,1 | 89,6 | 80,4 |
| Cash flow per share, SEK | 8,0 | 9,2 | 18,5 | 22,2 | 25,1 | 28,9 |
| Number of outstanding shares at the end of the period ²⁾ | 55 983 372 | 56 323 372 | 55 983 372 | 56 323 372 | 55 983 372 | 56 323 372 |
| Average number of shares during the period | 55 983 372 | 56 323 372 | 56 072 090 | 56 323 372 | 56 085 016 | 56 323 372 |

¹⁾ Key figures for return on shareholders' equity/total capital/capital employed and net debt/EBITDA are calculated on a rolling 12-month basis for the period January–September.

²⁾ The total number of shares amounts to 56,416,622, of which 93,250 are own shares and 340,000 are secured through equity swap agreements at the end of the period.

| NUMBER OF BRANCHES AND WORKSHOPS | FTZ | | Inter-Team | | MECA/ Mekonomen | | Sørensen og Balchen | | Group | |
|--|--------------|------------|--------------|------------|-----------------|--------------|---------------------|------------|--------------|--------------|
| | September 30 | | September 30 | | September 30 | | September 30 | | September 30 | |
| | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 | 2021 | 2020 |
| Number of branches | | | | | | | | | | |
| Proprietary branches | 50 | 51 | 82 | 79 | 228 | 229 | 38 | 37 | 398 | 396 |
| Partner branches | - | - | 2 | 3 | 49 | 49 | 28 | 28 | 79 | 80 |
| Total | 50 | 51 | 84 | 82 | 277 | 278 | 66 | 65 | 477 | 476 |
| Number of workshops ¹⁾ | | | | | | | | | | |
| AutoMester | 406 | 414 | - | - | - | - | - | - | 406 | 414 |
| Hella Service Partner | 313 | 331 | - | - | - | - | - | - | 313 | 331 |
| Din BilPartner | 151 | 150 | - | - | - | - | - | - | 151 | 150 |
| CarPeople | 60 | 45 | - | - | - | - | - | - | 60 | 45 |
| Inter Data Service | - | - | 522 | 450 | - | - | - | - | 522 | 450 |
| O.K. Servis | - | - | 233 | 211 | - | - | - | - | 233 | 211 |
| Mekonomen Bilverkstad | - | - | - | - | 773 | 801 | - | - | 773 | 801 |
| MECA Car Service | - | - | - | - | 727 | 732 | - | - | 727 | 732 |
| MekoPartner | - | - | - | - | 192 | 208 | - | - | 192 | 208 |
| Speedy | - | - | - | - | 41 | 43 | - | - | 41 | 43 |
| MECA Tungbil | - | - | - | - | 13 | - | - | - | 13 | - |
| AlltiBil | - | - | - | - | 7 | 7 | - | - | 7 | 7 |
| BilXtra | - | - | - | - | - | - | 252 | 256 | 252 | 256 |
| Total | 930 | 940 | 755 | 661 | 1 753 | 1 791 | 252 | 256 | 3 690 | 3 648 |

¹⁾ MECA Tungbil has been added as a concept in the first quarter of 2021.

| AVERAGE NUMBER OF EMPLOYEES | Jan - Sep 2021 | Jan - Sep 2020 |
|------------------------------------|----------------|----------------|
| FTZ | 1 124 | 1 124 |
| Inter-Team | 1 466 | 1 394 |
| MECA/Mekonomen ¹⁾ | 2 162 | 2 100 |
| Sørensen og Balchen | 274 | 247 |
| Central functions ^{1) 2)} | 26 | 18 |
| Total | 5 053 | 4 883 |

¹⁾ External operations in ProMeister Solutions are recognized as of 2021 in MECA/Mekonomen. Comparative figures have been restated.

²⁾ Central functions includes Group-wide functions that also include the Parent Company Mekonomen AB.

FINANCIAL REPORTS, PARENT COMPANY

| CONDENSED INCOME STATEMENT FOR THE PARENT COMPANY, SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|
| Operating revenue | 18 | 17 | 55 | 53 | 82 | 80 |
| Operating expenses | -27 | -27 | -88 | -81 | -118 | -111 |
| EBIT | -9 | -10 | -33 | -28 | -36 | -31 |
| Net financial items ¹⁾ | -35 | -30 | 414 | 425 | 498 | 509 |
| Profit after financial items | -44 | -40 | 381 | 397 | 462 | 478 |
| Appropriations | - | - | - | - | 59 | 59 |
| Tax | 9 | 9 | 30 | 16 | -1 | -15 |
| PROFIT FOR THE PERIOD | -35 | -32 | 412 | 413 | 521 | 522 |

¹⁾ Net financial items include dividends on participations in subsidiaries totaling SEK 530 M (474) for the nine-month period.

| PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME, SEK M | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|---|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|
| Profit for the period | -35 | -32 | 412 | 413 | 521 | 522 |
| COMPREHENSIVE INCOME FOR THE PERIOD | -35 | -32 | 412 | 413 | 521 | 522 |

| CONDENSED BALANCE SHEET FOR THE PARENT COMPANY, SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|---|----------------------|----------------------|---------------------|
| ASSETS | | | |
| Fixed assets | 9 194 | 9 034 | 9 149 |
| Current receivables in Group companies | 10 | 18 | 67 |
| Other current receivables | 75 | 44 | 79 |
| Cash and cash equivalents | 444 | 220 | 246 |
| TOTAL ASSETS | 9 722 | 9 316 | 9 541 |
| SHAREHOLDERS' EQUITY AND LIABILITIES | | | |
| Shareholders' equity | 6 066 | 5 561 | 5 670 |
| Untaxed reserves | 238 | 211 | 238 |
| Provisions | 4 | 3 | 3 |
| Long-term liabilities | 3 024 | 2 997 | 2 724 |
| Current liabilities in Group companies | 173 | 118 | 500 |
| Other current liabilities | 217 | 425 | 406 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 9 722 | 9 316 | 9 541 |

| SUMMARY OF CHANGES IN EQUITY FOR THE PARENT COMPANY, SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|--|----------------------|----------------------|---------------------|
| Shareholders' equity at the beginning of the year | 5 670 | 5 164 | 5 164 |
| Comprehensive income for the period | 412 | 413 | 522 |
| Share swap | -20 | -18 | -18 |
| Share savings program | 4 | 1 | 2 |
| SHAREHOLDERS' EQUITY AT THE END OF THE PERIOD | 6 066 | 5 561 | 5 670 |

ALTERNATIVE PERFORMANCE MEASURES

Mekonomen Group applies the Guidelines on Alternative Performance Measures issued by ESMA*. An alternative performance measure is a financial measure of historical or future financial performance, financial position or cash flows that is not defined or specified in IFRS. Mekonomen believes that these measures provide valuable supplementary information to company management, investors and other stakeholders in evaluating the company's performance. The alternative performance measures are not always comparable with measures used by other companies since not all companies calculate these measures in the same way. These should therefore be seen as a supplement to the measures defined according to IFRS. For definitions of key figures, refer to page 22. For relevant reconciliations of the alternative performance measures that cannot be directly read in or derived from the financial statements, refer to the tables below. For historical reconciliations of alternative performance measures, refer also to supplements to the 2016–2020 Annual Reports on our website: <http://www.mekonomen.com/en/alternative-performance-measures/>.

*The European Securities and Markets Authority.

RECONCILIATION OF ALTERNATIVE PERFORMANCE MEASURES

| RETURN ON SHAREHOLDERS' EQUITY SEK M | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|------------------------|-------------------|
| Profit for the period (rolling 12-month basis) | 655 | 315 | 655 | 446 |
| – Less non-controlling interest of profit for the period (rolling 12 months) | -15 | -12 | -15 | -15 |
| Profit for the period excluding non-controlling interest (rolling 12 months) | 640 | 303 | 640 | 432 |
| – Divided by SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, average over the past five quarters ¹⁾ | 4 712 | 4 348 | 4 712 | 4 390 |
| RETURN ON SHAREHOLDERS' EQUITY, % | 13,6 | 7,0 | 13,6 | 9,8 |

| ¹⁾ SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, SEK M | 2021 | | | | 2020 | | | | 2019 | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | |
| Shareholders' equity | 5 071 | 4 905 | 4 788 | 4 595 | 4 520 | 4 410 | 4 375 | 4 335 | 4 347 | 4 228 | 4 034 | |
| – Less non-controlling interest of shareholders' equity | -57 | -53 | -75 | -68 | -66 | -63 | -53 | -32 | -33 | -29 | -32 | |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS | 5 014 | 4 852 | 4 713 | 4 527 | 4 454 | 4 346 | 4 322 | 4 303 | 4 313 | 4 199 | 4 002 | |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS, average over the past five quarters | 4 712 | 4 578 | 4 472 | 4 390 | 4 348 | 4 297 | 4 228 | 4 129 | 3 731 | 3 344 | 2 998 | |

| RETURN ON TOTAL CAPITAL SEK M | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|------------------------|-------------------|
| Profit after financial items (rolling 12 months) | 855 | 426 | 855 | 596 |
| – Plus interest expenses (rolling 12 months) | 119 | 137 | 119 | 133 |
| Profit after financial items plus interest expenses (rolling 12 months) | 974 | 563 | 974 | 729 |
| – Divided by TOTAL ASSETS, average over the past five quarters ²⁾ | 12 749 | 12 803 | 12 749 | 12 616 |
| RETURN ON TOTAL CAPITAL, % | 7,6 | 4,4 | 7,6 | 5,8 |

| ²⁾ TOTAL ASSETS SEK M | 2021 | | | | 2020 | | | | 2019 | | | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | |
| Total assets | 13 219 | 12 787 | 12 854 | 12 193 | 12 693 | 12 540 | 12 783 | 12 870 | 13 127 | 13 118 | 13 099 | |
| TOTAL ASSETS, average over the past five quarters | 12 749 | 12 613 | 12 613 | 12 616 | 12 803 | 12 888 | 12 999 | 12 616 | 12 264 | 10 798 | 9 296 | |

| RETURN ON CAPITAL EMPLOYED SEK M | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|------------------------|-------------------|
| Profit after financial items (rolling 12 months) | 855 | 426 | 855 | 596 |
| – Plus interest expenses (rolling 12 months) | 119 | 137 | 119 | 133 |
| Profit after financial items plus interest expenses (rolling 12 months) | 974 | 563 | 974 | 729 |
| – Divided by CAPITAL EMPLOYED, average over the past five quarters ³⁾ | 9 827 | 9 972 | 9 827 | 9 839 |
| RETURN ON CAPITAL EMPLOYED, % | 9,9 | 5,6 | 9,9 | 7,4 |

| CAPITAL EMPLOYED SEK M | 2021 | | | | 2020 | | | | 2019 | | | |
|--|---------------|--------------|---------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|--|
| | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | Q4 | Q3 | Q2 | Q1 | |
| Total assets | 13 219 | 12 787 | 12 854 | 12 193 | 12 693 | 12 540 | 12 783 | 12 870 | 13 127 | 13 118 | 13 099 | |
| – Less deferred tax liabilities | -347 | -347 | -332 | -388 | -377 | -385 | -382 | -428 | -443 | -439 | -465 | |
| – Less long-term liabilities, non-interest-bearing | -44 | -15 | -17 | -16 | -95 | -82 | -70 | -20 | -20 | -20 | -20 | |
| – Less current liabilities, non-interest-bearing | -2 791 | -2 551 | -2 426 | -2 240 | -2 627 | -2 414 | -2 131 | -2 227 | -2 453 | -2 323 | -2 244 | |
| CAPITAL EMPLOYED | 10 037 | 9 873 | 10 081 | 9 549 | 9 594 | 9 658 | 10 201 | 10 195 | 10 211 | 10 337 | 10 370 | |
| CAPITAL EMPLOYED, average over the past five quarters | 9 827 | 9 751 | 9 817 | 9 839 | 9 972 | 10 120 | 10 263 | 9 856 | 9 480 | 8 292 | 7 066 | |

| GROSS MARGIN SEK M | Jul - Sep | Jul - Sep | Jan - Sep | Jan - Sep | 12 months | Full-year |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 2021 | 2020 | 2021 | 2020 | Oct - Sep | 2020 |
| Net sales | 2 968 | 2 863 | 9 180 | 8 631 | 12 059 | 11 511 |
| – Less goods for resale | -1 591 | -1 568 | -5 001 | -4 760 | -6 559 | -6 318 |
| Total | 1 377 | 1 295 | 4 179 | 3 871 | 5 501 | 5 193 |
| – Divided by net sales | 2 968 | 2 863 | 9 180 | 8 631 | 12 059 | 11 511 |
| GROSS MARGIN, % | 46,4 | 45,2 | 45,5 | 44,9 | 45,6 | 45,1 |

| EARNINGS PER SHARE SEK M | Jul - Sep | Jul - Sep | Jan - Sep | Jan - Sep | 12 months | Full-year |
|--|-------------|-------------|-------------|-------------|--------------|-------------|
| | 2021 | 2020 | 2021 | 2020 | Oct - Sep | 2020 |
| Profit for the period | 173 | 127 | 469 | 260 | 655 | 446 |
| – Less non-controlling interests' share | -4 | -4 | -13 | -13 | -15 | -15 |
| Profit for the period attributable to Parent Company's shareholders | 169 | 123 | 455 | 247 | 640 | 432 |
| – Divided by Average number of shares ⁴⁾ | 55 983 372 | 56 323 372 | 56 072 090 | 56 323 372 | 56 085 016 | 56 323 372 |
| EARNINGS PER SHARE, SEK | 3,02 | 2,18 | 8,12 | 4,38 | 11,42 | 7,67 |

| SHAREHOLDERS' EQUITY PER SHARE SEK M | Jan - Sep | Jan - Sep | 12 months | Full-year |
|---|--------------|--------------|--------------|--------------|
| | 2021 | 2020 | Oct - Sep | 2020 |
| Shareholders' equity | 5 071 | 4 520 | 5 071 | 4 595 |
| – Less non-controlling interest of shareholders' equity | -57 | -66 | -57 | -68 |
| SHAREHOLDERS' EQUITY ATTRIBUTABLE TO PARENT COMPANY'S SHAREHOLDERS | 5 014 | 4 454 | 5 014 | 4 527 |
| – Divided by number of shares at the end of the period ⁴⁾ | 55 983 372 | 56 323 372 | 55 983 372 | 56 323 372 |
| SHAREHOLDERS' EQUITY PER SHARE, SEK | 89,6 | 79,1 | 89,6 | 80,4 |

| CASH FLOW PER SHARE SEK M | Jul - Sep | Jul - Sep | Jan - Sep | Jan - Sep | 12 months | Full-year |
|---|------------|------------|-------------|-------------|-------------|-------------|
| | 2021 | 2020 | 2021 | 2020 | Oct - Sep | 2020 |
| Cash flow from operating activities | 450 | 521 | 1 035 | 1 252 | 1 408 | 1 625 |
| – Divided by Average number of shares ⁴⁾ | 55 983 372 | 56 323 372 | 56 072 090 | 56 323 372 | 56 085 016 | 56 323 372 |
| CASH FLOW PER SHARE, SEK | 8,0 | 9,2 | 18,5 | 22,2 | 25,1 | 28,9 |

| 4) AVERAGE NUMBER OF SHARES | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|--|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|
| Number of shares at the end of the period | 55 983 372 | 56 323 372 | 55 983 372 | 56 323 372 | 55 983 372 | 56 323 372 |
| – Multiplied by the number of days that the Number of shares at the end of the period has remained unchanged during the period | 92 | 92 | 100 | 273 | 100 | 365 |
| Number of shares on another date during the period | | | 56 123 372 | | 56 123 372 | |
| – Multiplied by the number of days that the Number of shares on another date has existed during the period | | | 173 | | 265 | |
| Number of shares on another date during the period | | | | | | |
| – Multiplied by the number of days that the Number of shares on another date has existed during the period | | | | | | |
| – Total divided by the number of days during the period | 92 | 92 | 273 | 273 | 365 | 365 |
| AVERAGE NUMBER OF SHARES | 55 983 372 | 56 323 372 | 56 072 090 | 56 323 372 | 56 085 016 | 56 323 372 |

| NET DEBT SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|--|----------------------|----------------------|---------------------|
| Long-term liabilities, interest-bearing incl. lease liability | 4 235 | 4 234 | 3 911 |
| – Less interest-bearing long-term liabilities and provisions for pensions, leases, derivatives and similar obligations | -1 232 | -1 252 | -1 202 |
| Current liabilities, interest-bearing incl. lease liability | 731 | 840 | 1 043 |
| – Less interest-bearing current liabilities and provisions for pensions, leases, derivatives and similar obligations | -535 | -436 | -659 |
| – Less cash and cash equivalents | -924 | -423 | -420 |
| NET DEBT | 2 275 | 2 964 | 2 673 |

| NET DEBT INCL. IFRS 16 SEK M | September 30 2021 | September 30 2020 | December 31 2020 |
|---|----------------------|----------------------|---------------------|
| NET DEBT | 2 275 | 2 964 | 2 673 |
| – Plus long-term lease liabilities according to IFRS 16 | 1 205 | 1 215 | 1 168 |
| – Plus current lease liabilities according to IFRS 16 | 461 | 436 | 432 |
| NET DEBT INCL. IFRS 16 | 3 941 | 4 615 | 4 273 |

| EBITDA EXCL. IFRS 16 | Jul - Sep 2021 | Jul - Sep 2020 | Jan - Sep 2021 | Jan - Sep 2020 | 12 months Oct - Sep | Full-year 2020 |
|---|-------------------|-------------------|-------------------|-------------------|------------------------|-------------------|
| EBITDA according to income statement | 455 | 421 | 1 322 | 1 111 | 1 785 | 1 574 |
| – less change relating to lease expenses in accordance with IFRS 16 | -125 | -134 | -373 | -399 | -497 | -522 |
| EBITDA excluding IFRS 16 | 330 | 287 | 949 | 712 | 1 288 | 1 052 |

FINANCIAL DEFINITIONS

| | |
|--------------------------------|---|
| Return on shareholders' equity | Profit for the period, excluding non-controlling interests, as a percentage of average shareholders' equity attributable to Parent Company's shareholders. Average shareholders' equity attributable to Parent Company's shareholders is calculated as shareholders' equity attributable to Parent Company's shareholders at the end of the period plus the shareholders' equity for the four immediately preceding quarters attributable to Parent Company's shareholders at the end of the periods divided by five. |
| Return on capital capital | Profit after financial items plus interest expenses as a percentage of average capital employed. Average employed is calculated as capital employed at the end of the period plus the capital employed for the four immediately preceding quarters divided by five. |
| Return on total capital | Profit after financial items plus interest expenses as a percentage of average total assets. Average total assets is calculated as total assets at the end of the period plus the total assets for the four immediately preceding quarters at the end of the periods divided by five. |
| Gross margin | Net sales less costs for goods for resale, as a percentage of net sales. |
| Gross profit | Revenue less cost for goods for resale. |
| EBIT margin | Operating profit after depreciation/amortization (EBIT) as a percentage of total revenue. |
| EBITA | Operating profit after depreciation according to plan but before amortization and impairment of intangible fixed assets. |
| EBITDA | Operating profit before depreciation/amortization and impairment of tangible and intangible fixed assets. |
| EBITDA excl. IFRS 16 | Operating profit before depreciation/amortization and impairment of tangible and intangible fixed assets excl. effects of IFRS 16. |
| EBITDA margin | EBITDA as a percentage of total revenue. |
| Shareholders' equity per share | Shareholders' equity excluding non-controlling interests, in relation to the number of shares at the end of the period. |
| Adjusted EBIT | EBIT adjusted for items affecting comparability (see definition under company-specific terms and definitions) and material acquisition-related items. Current acquisition-related items pertain to the amortization of acquired intangible assets relating to the acquisitions of FTZ, Inter-Team, MECA and Sørensen og Balchen. |
| Adjusted EBIT margin | Adjusted EBIT as a percentage of total revenue. |
| Cash flow per share | Cash flow from operating activities in relation to the average number of shares. Average number of shares is calculated as the number of shares at the end of the period multiplied by the number of days that this number existed during the period, plus any other number of shares during the period multiplied by the number of days that this or these numbers existed during the period, divided by the number of days during the period. |
| Cash and cash equivalents | Cash and cash equivalents comprise cash funds held at financial institutions and current liquid investments with a term from the date of acquisition of less than three months, which are exposed to only an insignificant risk of fluctuations in value. Cash and cash equivalents are recognized at nominal amounts. |
| Net debt | Short-term and long-term interest-bearing liabilities for borrowing, i.e. excluding short and long-term lease liabilities, pensions, derivatives and similar obligations, less cash and cash equivalents. |
| Net debt incl. IFRS 16 | Short-term and long-term interest-bearing liabilities for borrowing, and long-term and current lease liabilities according to IFRS 16, i.e. excluding pensions, derivatives and similar obligations, less cash and cash equivalents. |
| Organic sales | Net sales adjusted for the number of workdays, acquisitions/divestments and currency effects. |
| Organic growth | Change in net sales adjusted for the number of workdays, acquisitions/divestments and currency effects. |
| Earnings per share | Profit for the period excluding non-controlling interests, in relation to the average number of shares. Average number of shares is calculated as the number of shares at the end of the period multiplied by the number of days that this number existed during the period, plus any other number of shares during the period multiplied by the number of days that this or these numbers existed during the period, divided by the number of days during the period. |
| Equity/assets ratio | Shareholders' equity including non-controlling interests as a percentage of total assets. |
| Capital employed | Total assets less non-interest-bearing liabilities and provisions, including deferred tax liabilities. |

COMPANY-SPECIFIC TERMS AND DEFINITIONS

| | |
|---------------------------------------|---|
| Business area | Reportable segment |
| Affiliated workshops | Workshops that are not proprietary owned, but conduct business under the Group's brands/workshop concepts |
| B2B | Sales of goods and services between companies (business-to-business). |
| B2C | Sales of goods and services between companies and consumers (business-to-consumer). |
| DAB products | Car accessories with solutions for receiving digital radio broadcasts. DAB is an abbreviation for Digital Audio Broadcasting. |
| Proprietary branches | Branches with operations in subsidiaries, directly or indirectly majority-owned by Mekonomen AB. |
| Proprietary workshops | Workshops with operations in subsidiaries, directly or indirectly majority-owned by Mekonomen AB. |
| OBP | Proprietary products, such as Mekonomen Group's proprietary products ProMeister, Carwise, Kraft, Sakura, Vehcare and ForumLine. |
| Fleet operations | Mekonomen Group's offering to business customers comprising service and repairs of cars, sales of spare parts and accessories, and tire storage. |
| Sales to Customer Group | Sales to affiliated workshops and sales to proprietary workshops. |
| Affiliated workshops | |
| Sales to Customer Group | Cash sales from proprietary branches to customer groups other than Affiliated Workshops and Other B2B Customers, as well as |
| Consumer | the Group's e-commerce sales to consumers. |
| Sales to Customer Group | Sales to partner branches. |
| Partner branches | |
| Sales to Customer Group | Sales to business customers that are not affiliated with any of Mekonomen Group's concepts, including sales in |
| Other B2B Customers | Fleet operations. |
| Items affecting comparability | Events or transactions with significant effects, which are relevant for understanding the financial performance when comparing income for the current period with previous periods, including restructuring programs, expenses relating to major legal disputes, impairments and gains and losses from the acquisitions or disposals of businesses, subsidiaries, associates and joint ventures or items of a similar nature. |
| Concept workshops | Affiliated workshops. |
| LTIP | Long-term Incentive Program. |
| Mobility | The ability to move from A to B is a fundamental freedom and a driving force in society. Demand is timeless, and independent of the type of vehicle used. |
| ProMeister | Mekonomen Group's proprietary brand for high-quality spare parts with five-year guarantees, and the name of the services we offer affiliated workshops. |
| Spare parts for cars | Parts that are necessary for a car to function. |
| Partner branches | Branches that are not proprietary, but conduct business under the Group's brands/branch concepts. |
| Accessories for cars | Products that are not necessary for a car to function, but enhance the experience or extend use of the car, such as car-care products, roof boxes, car child seats, etc. |
| TSR | Total shareholders return |
| Currency effects in the balance sheet | Impact of currency with respect to realized and unrealized revaluations of foreign current non-interest-bearing receivables and liabilities. |
| Currency transaction effects | Impact of currency with respect to internal sales from Bileko Car Parts AB, and from MECA CarParts AB to each country. |
| Currency translation effects | Impact of currency from translation of earnings from foreign subsidiaries to SEK. |
| Other operating revenue | Mainly comprises rental income, marketing subsidies and exchange-rate gains. |

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