

secto

**Secto Topco Group
Q4 2020 Financial reports**

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1.i Secto Topco Group – Management comments Q4/2020

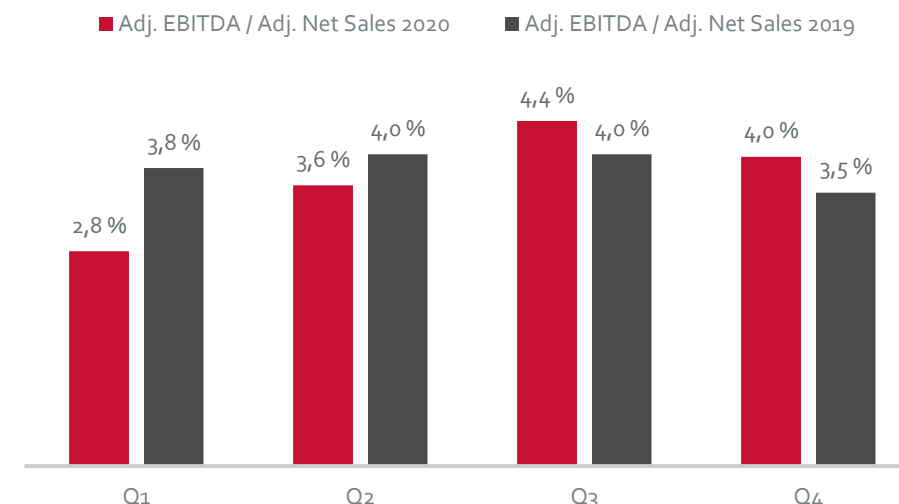
- Sales and gross margins were slightly above Q4 2019, and the group adj. EBITDA was higher compared to Q4 2019 (+198 k €).
- The cost cutting program implemented in Q2 continued to have a positive impact on personnel Q4 costs (- 171 k € vs. Q4 2019).
- During the fourth quarter of 2020, Secto Topco Oy repurchased the Company's own corporate bonds corresponding to an amount of 4,6 M€. In addition, a 0,7 M€ repurchase was realized in January 2021 (total 5,3M€).
- The group cash flow has stayed on a strong level in Q4. The cash levels increased (1,2M€) overall during the quarter, including the 4,6M€ bond repurchase.
- Considering the challenges set by the global pandemic, Secto has had a strong performance with a steady cashflow.



1.ii Secto Topco Group – Operative summary FY

INCOME STATEMENT	Secto Topco Group	Secto Topco Group Pro forma	Change
FY	1.1. - 31.12.2020	1.1. - 31.12.2019	
Net Sales	294 973 k €	293 382 k €	1 592 k €
Net Sales adjustments	99 231 k €	84 857 k €	14 373 k €
Adjusted net sales*	195 743 k €	208 524 k €	-12 782 k €
Other Income	426 k €	212 k €	215 k €
Purchases	-277 708 k €	-275 505 k €	-2 203 k €
Materials and services total	-277 708 k €	-275 505 k €	-2 203 k €
Gross margin	17 692 k €	18 088 k €	-396 k €
Personnel expenses total	-7 252 k €	-7 539 k €	286 k €
Other operative expenses (Opex)	-3 821 k €	-3 725 k €	-96 k €
EBITDA	6 619 k €	6 825 k €	-206 k €
Adjustments	-473 k €	-625 k €	151 k €
Adjusted EBITDA	7 092 k €	7 450 k €	-358 k €

POSITIVE DEVELOPMENT OF RELATIVE PROFITABILITY



FY margin comparisons	1.1 - 31.12.2020	1.1.- 31.12.2019	Diff ppts
Gross margin / Adj. Net Sales	9,0 %	8,7 %	0,4 %
Adj. EBITDA / Adj. Net Sales	3,6 %	3,6 %	0,1 %
Adj. EBITDA / Gross Margin	40,1 %	41,2 %	-1,1 %

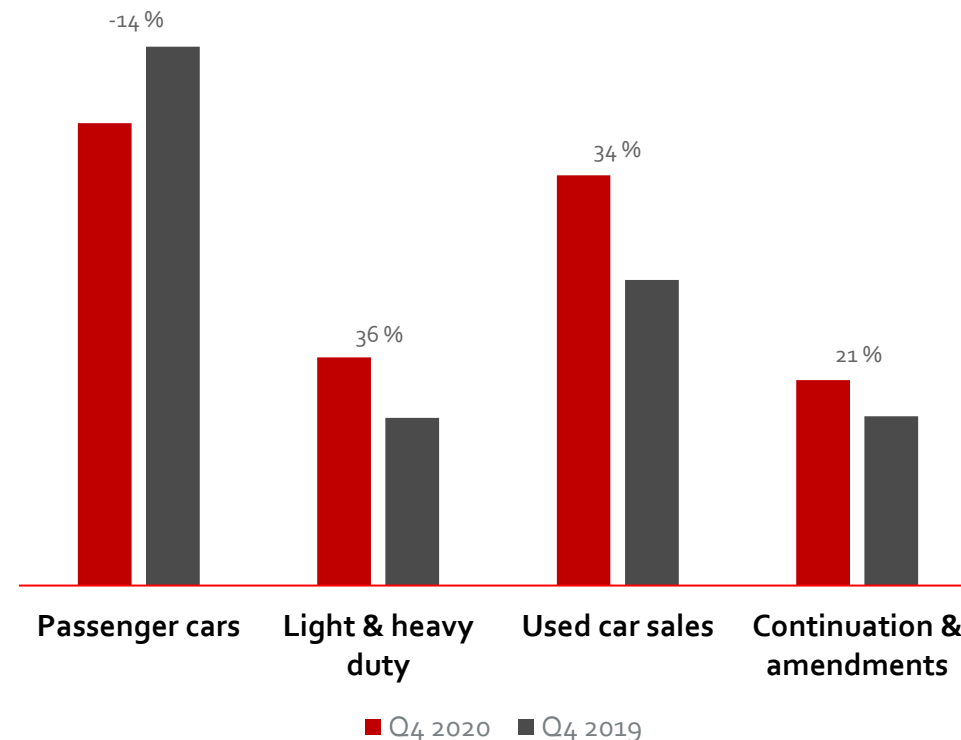
31.12.2020			
Fleet size	9 775	IB Debt	35 411 K €
Cash	16 823 K €	IB Net debt	18 588 K €
LTM Adj. EBITDA	7 092 K €	IB Net Debt / adj. EBITDA	2,62

1.iii Secto Topco Group – Operative summary Q4

INCOME STATEMENT	Secto Topco Group	Secto Topco Group Pro forma	Change
QUARTER - Q4	1.10. - 31.12.2020	1.10. - 31.12.2019	
Net Sales	79 080 k €	78 661 k €	418 k €
Net Sales adjustments	25 923 k €	24 137 k €	1 787 k €
Adjusted net sales*	53 156 k €	54 524 k €	-1 368 k €
Other Income	11 k €	127 k €	-116 k €
Purchases	-73 858 k €	-73 659 k €	-199 k €
Materials and services total	-73 858 k €	-73 659 k €	-199 k €
Gross margin	5 232 k €	5 129 k €	103 k €
Personnel expenses total	-2 129 k €	-2 300 k €	171 k €
Other operative expenses (Opex)	-1 126 k €	-1 065 k €	-61 k €
EBITDA	1 977 k €	1 764 k €	214 k €
Adjustments	-131 k €	-146 k €	15 k €
Adjusted EBITDA	2 109 k €	1 910 k €	198 k €

Quarter margin comparisons	1.10 - 31.12.2020	1.10 - 31.12.2019	Diff ppts
Gross margin / Adj. Net Sales	9,8 %	9,4 %	0,4 %
Adj. EBITDA / Adj. Net Sales	4,0 %	3,5 %	0,5 %
Adj. EBITDA / Gross Margin	40,3 %	37,2 %	3,1 %

Sales - handover breakdown



1. Secto Topco Group – Q4 2020

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3. Appendix

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2.i Secto Topco Group – Profit and loss account 1.10 – 31.12.2020

INCOME STATEMENT	Secto Topco Group	Secto Topco Group Pro forma	Change
QUARTER - Q4	1.10 - 31.12.2020	1.10 - 31.12.2019	
Net Sales	79 080 k €	78 661 k €	418 k €
Other Income	11 k €	127 k €	-116 k €
Purchases	-73 858 k €	-73 659 k €	-199 k €
Materials and services total	-73 858 k €	-73 659 k €	-199 k €
Gross margin	5 232 k €	5 129 k €	103 k €
Personnel expenses total	-2 129 k €	-2 300 k €	171 k €
Other operative expenses (Opex)	-1 126 k €	-1 065 k €	-61 k €
EBITDA	1 977 k €	1 764 k €	214 k €
Adjustments	-131 k €	-146 k €	15 k €
Adjusted EBITDA	2 109 k €	1 910 k €	198 k €
Depreciations	-402 k €	-464 k €	61 k €
Goodwill amortizations	-1 836 k €	-933 k €	-903 k €
EBIT	-260 k €	368 k €	-628 k €
Financial income	157 k €	69 k €	87 k €
Financial expenses	-907 k €	-683 k €	-224 k €
Financial items total	-751 k €	-614 k €	-137 k €
PROFIT BEFORE EXTRAORDINARY ITEMS	-1 011 k €	-246 k €	-765 k €
Extraordinary Items	k €	k €	k €
PROFIT (LOSS) BEFORE TAXES	-1 011 k €	-246 k €	-765 k €
TAXES	-363 k €	-37 k €	-326 k €
Minority share of the profit	k €	k €	k €
PROFIT (LOSS)	-1 373 k €	-283 k €	-1 091 k €

2.ii Secto Topco Group – Profit and loss account 1.1 – 31.12.2020

INCOME STATEMENT	Secto Topco Group 1.1 - 31.12.2020	Secto Topco Group Pro forma 1.1 - 31.12.2019	Change
YTD			
Net Sales	294 973 k €	293 382 k €	1 592 k €
Other Income	426 k €	212 k €	215 k €
Purchases	-277 708 k €	-275 505 k €	-2 203 k €
Materials and services total	-277 708 k €	-275 505 k €	-2 203 k €
Gross margin	17 692 k €	18 088 k €	-396 k €
Personnel expenses total	-7 252 k €	-7 539 k €	286 k €
Other operative expenses (Opex)	-3 821 k €	-3 725 k €	-96 k €
EBITDA	6 619 k €	6 825 k €	-206 k €
Adjustments	-473 k €	-625 k €	151 k €
Adjusted EBITDA	7 092 k €	7 450 k €	-358 k €
Depreciations	-1 434 k €	-1 762 k €	329 k €
Goodwill amortizations	-7 342 k €	-2 376 k €	-4 966 k €
EBIT	-2 157 k €	2 687 k €	-4 844 k €
Financial income	221 k €	153 k €	68 k €
Financial expenses	-3 614 k €	-2 036 k €	-1 578 k €
Financial items total	-3 393 k €	-1 882 k €	-1 510 k €
PROFIT BEFORE EXTRAORDINARY ITEMS	-5 550 k €	804 k €	-6 354 k €
Extraordinary Items	k €	k €	k €
PROFIT (LOSS) BEFORE TAXES	-5 550 k €	804 k €	-6 354 k €
TAXES	-1 027 k €	-708 k €	-320 k €
Minority share of the profit	k €	k €	k €
PROFIT (LOSS)	-6 578 k €	97 k €	-6 674 k €

2.iii Secto Topco Group – Balance sheet 31.12.2020

GROUP BALANCE SHEET	Secto Topco Group	Secto Topco Group	Change
In '000 €			
ASSETS	31.12.2020	31.12.2019	
Current assets			
Intangible assets	55 755 k €	63 058 k €	-7 303 k €
Goodwill	1 356 k €	1 316 k €	39 k €
Group goodwill	54 399 k €	61 741 k €	-7 342 k €
Tangible assets	1 635 k €	2 028 k €	-393 k €
Machinery and equipment	1 635 k €	2 028 k €	-393 k €
Investments	4 589 k €	k €	k €
Currents assets total	61 979 k €	65 086 k €	-3 107 k €
Non-current assets			
Inventories	5 928 k €	4 285 k €	1 643 k €
Receivables			
Long-term receivables	1 543 k €	2 429 k €	-886 k €
Short-term receivables			
Sales receivables	13 740 k €	22 570 k €	-8 830 k €
Loan receivables	k €	k €	k €
Other receivables	846 k €	1 358 k €	-512 k €
Accrued receivables	1 782 k €	1 271 k €	511 k €
Short term receivables total	16 368 k €	25 199 k €	-8 832 k €
Cash at bank	16 823 k €	21 793 k €	-4 970 k €
Non-current assets total	39 118 k €	51 277 k €	-12 158 k €
ASSETS TOTAL	102 640 k €	118 792 k €	-16 151 k €

	Secto Topco Group	Secto Topco Group	Change
In '000 €			
LIABILITIES	31.12.2020	31.12.2019	
Equity			
Share capital	3 k €	3 k €	k €
Non-restricted equity	26 591 k €	26 379 k €	212 k €
Retained earnings	-285 k €	k €	-285 k €
Own shares	-2 k €	k €	-2 k €
Other	4 k €	-382 k €	386 k €
Dividends	k €	k €	k €
Profit of the financial period	-6 578 k €	97 k €	-6 674 k €
Equity total	19 733 k €	26 096 k €	-6 363 k €
Liabilities			
Long term loans	40 053 k €	40 070 k €	-17 k €
Other loans			
Short term loans			
Loans from financial institutions	k €	10 k €	-10 k €
Bonds	k €	k €	k €
Prepayments	20 144 k €	18 291 k €	1 853 k €
Purchase payables	16 641 k €	22 350 k €	-5 709 k €
Other payables	2 803 k €	9 556 k €	-6 753 k €
Accrued payables	3 266 k €	2 419 k €	847 k €
Short term loans total	42 854 k €	52 626 k €	-9 772 k €
Liabilities total	82 907 k €	92 695 k €	-9 788 k €
LIABILITIES TOTAL	102 640 k €	118 792 k €	-16 151 k €

2.iv Secto Topco Group – Cash flow Q4 / 2020

GROUP CASH FLOW - YTD	1.1 - 31.3.2020	1.4 - 30.6.2020	1.7 - 30.9.2020	1.10 - 31.12.2020
EBITDA	1 175 k €	1 375 k €	2 092 k €	1 977 k €
Change of NWC	-3 343 k €	1 842 k €	1 636 k €	5 068 k €
Investments	422 k €	-467 k €	-586 k €	-5 038 k €
Operative cash flow after investments	-1 747 k €	2 750 k €	3 142 k €	2 007 k €
Taxes	-137 k €	-216 k €	-313 k €	-363 k €
Operative financial items net	-167 k €	-172 k €	-186 k €	-40 k €
Cash flow after taxes and interests	-2 051 k €	2 362 k €	2 644 k €	1 604 k €
Bond interest payments	-718 k €	-702 k €	-702 k €	-718 k €
Capital re-payment	-6 900 k €	k €	k €	k €
Dividends	k €	k €	k €	k €
Other	-32 k €	-42 k €	67 k €	7 k €
Cash flow total	-9 700 k €	1 619 k €	2 009 k €	894 k €
Cash in the beginning	21 793 k €	12 092 k €	13 711 k €	15 720 k €
Cash in the end	12 092 k €	13 711 k €	15 720 k €	16 823 k €
Change in cash	-9 700 k €	1 619 k €	2 009 k €	1 103 k €



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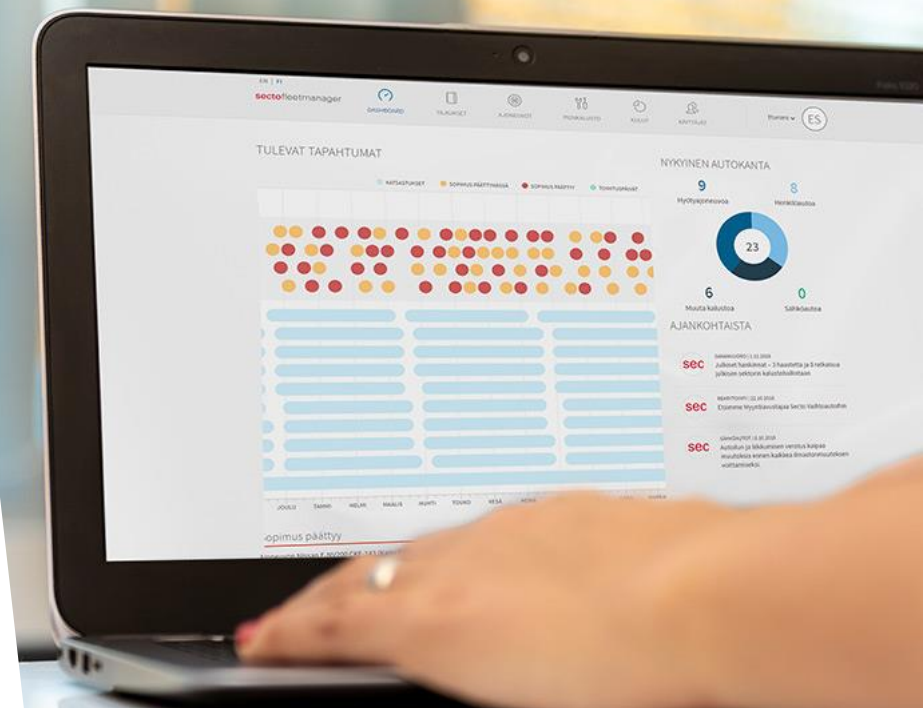
→ 3. Appendix

- i. Secto Topco Oy - Profit and loss account 1.7 - 31.12.2020
- ii. Secto Topco Oy - Profit and loss account 1.1 - 31.12.2020
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3.i Secto Topco Oy – Profit and loss account 1.10 – 31.12.2020

INCOME STATEMENT	Secto Topco Oy	Secto Topco Oy	Change
QUARTER 4	1.10. - 31.12.2020	18.10. - 31.12.2019	
Net Sales	240 k €	80 k €	160 k €
Other Income	k €	k €	k €
Purchases	k €	k €	k €
Materials and services total	k €	k €	k €
Gross margin	240 k €	80 k €	160 k €
Personnel expenses total	-161 k €	-80 k €	-81 k €
Other operative expenses (Opex)	-11 k €	-2 k €	-9 k €
EBITDA	68 k €	-2 k €	70 k €
Adjustments			k €
Adjusted EBITDA	68 k €	-2 k €	70 k €
Depreciations	k €	k €	k €
Goodwill amortizations	k €	k €	k €
EBIT	68 k €	-2 k €	70 k €
Financial income	240 k €	k €	240 k €
Financial expenses	-856 k €	-285 k €	-571 k €
Financial items total	-700 k €	-285 k €	-416 k €
PROFIT BEFORE EXTRAORDINARY ITEMS	-632 k €	-286 k €	-346 k €
Extraordinary Items	k €	k €	k €
PROFIT (LOSS) BEFORE TAXES	-632 k €	-286 k €	-346 k €
TAXES	-1 k €	k €	-1 k €
Minority share of the profit	k €	k €	k €
PROFIT (LOSS)	-549 k €	-286 k €	-263 k €



3.ii Secto Topco Oy – Profit and loss account 1.1 – 31.12.2020

INCOME STATEMENT	Secto Topco Oy 1.1 - 31.12.2020	Secto Topco Oy 18.10. - 31.12.2019	Change
YTD			
Net Sales	960 k €	80 k €	880 k €
Other Income	k €	k €	k €
Purchases	k €	k €	k €
Materials and services total	k €	k €	k €
Gross margin	960 k €	80 k €	880 k €
Personnel expenses total	-680 k €	-80 k €	-601 k €
Other operative expenses (Opex)	-49 k €	-2 k €	-47 k €
EBITDA	231 k €	-2 k €	233 k €
Adjustments			k €
Adjusted EBITDA	231 k €	-2 k €	233 k €
Depreciations	k €	k €	k €
Goodwill amortizations	k €	k €	k €
EBIT	231 k €	-2 k €	233 k €
Financial income	737 k €	k €	737 k €
Financial expenses	-3 120 k €	-285 k €	-2 836 k €
Financial items total	-2 468 k €	-285 k €	-2 183 k €
PROFIT BEFORE EXTRAORDINARY ITEMS	-2 237 k €	-286 k €	-1 951 k €
Extraordinary Items	k €	k €	k €
PROFIT (LOSS) BEFORE TAXES	-2 237 k €	-286 k €	-1 951 k €
TAXES	-1 k €	k €	-1 k €
Minority share of the profit	k €	k €	k €
PROFIT (LOSS)	-2 153 k €	-286 k €	-1 867 k €

3.iii Secto Topco Oy – Balance sheet 31.12.2020

* Secto Topco Oy was established on October 2019. December 2019, 100% of the shares in Secto Automotive Group Oy were sold to Secto Topco Oy.

BALANCE SHEET				BALANCE SHEET			
	Secto Topco Oy	Secto Topco Oy	Change		Secto Topco Oy	Secto Topco Oy	Change
In '000 €	31.12.2020	31.12.2019		In '000 €	31.12.2020	31.12.2019	
ASSETS				LIABILITIES			
Current assets				Equity			
Intangible assets				Share capital	3 k €	3 k €	0 k €
Goodwill				Non-restricted equity	26 588 k €	26 379 k €	209 k €
Group goodwill				Retained earnings	-286 k €	k €	-286 k €
Tangible assets				Own shares			
Machinery and equipment				Other			
Investments	54 999 k €	50 410 k €	0 k €	Dividends			
Currents assets total	54 999 k €	50 410 k €	4 589 k €	Profit of the financial period	-2 153 k €	-286 k €	-1 867 k €
Non-current assets				Equity total	24 151 k €	26 096 k €	-1 944 k €
Inventories				Liabilities			
Receivables				Long term loans	40 000 k €	40 000 k €	0 k €
Long-term receivables	121 k €	254 k €	-133 k €	Other loans			
Short-term receivables				Short term loans			
Sales receivables				Group debts	7 209 k €	2 k €	7 207 k €
Group receivables	16 118 k €	15 466 k €	653 k €	Bonds			
Other receivables	373 k €	133 k €	239 k €	Prepayments			
Accrued receivables				Purchase payables	42 k €	109 k €	-67 k €
Short term receivables total	16 491 k €	15 599 k €	892 k €	Other payables	322 k €	1 066 k €	-744 k €
Cash at bank	135 k €	1 060 k €	-925 k €	Accrued payables	22 k €	52 k €	-30 k €
Non-current assets total	16 626 k €	16 659 k €	-33 k €	Short term loans total	7 597 k €	1 228 k €	6 366 k €
ASSETS TOTAL	71 746 k €	67 324 k €	4 422 k €	Liabilities total	47 597 k €	41 228 k €	6 366 k €
				LIABILITIES TOTAL	71 746 k €	67 324 k €	4 422 k €