

secto

**Secto Topco Group
Q3 2020 Financial reports**

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1.i Secto Topco Group – Management comments Q3/2020

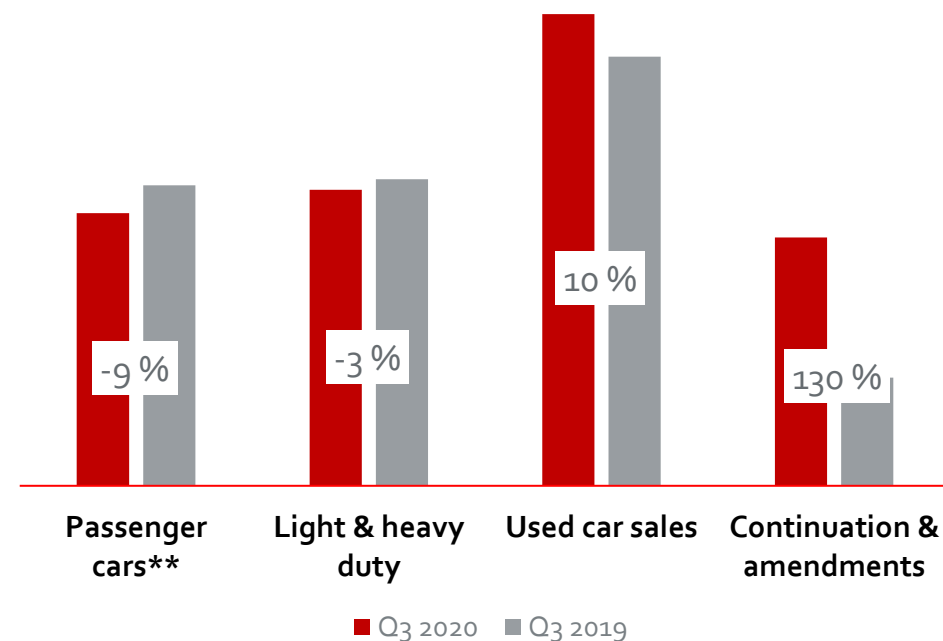
- Sales and gross margins were slightly below Q3 2019, but the group adj. EBITDA was higher compared to Q3 2019 (+183 k €).
- The estimated decrease in personnel costs from the Q2 cost cutting program already had a positive impact on Q3 costs (-269 k € vs. Q3 2019).
- The amount of released new contracts was still on a slight decline compared to 2019, but the gap was narrowed (-9% Q3 vs -18% Q2) during this quarter. The amount of amendments and extensions has sustained a higher-than-normal level (+130% vs Q3 2019), thus compensating for the lack of new releases.
- Our new car dealership and the restructuring of B2C sales has been successful. Used car gross margin grew heavily during the quarter (+157% vs Q2 2020).
- The group cash flow has stayed on a strong level in Q3 and cash levels increased (2m€) overall during the quarter.



1.ii Secto Topco Group – Operative summary

INCOME STATEMENT	Secto Topco Group	Secto Group Pro forma	Change
QUARTER - Q3	1.7 - 30.09.2020	1.7 - 30.9.2019	
Net Sales	71 619 k €	70 865 k €	754 k €
Net Sales adjustments	23 256 k €	21 956 k €	1 300 k €
Adjusted net sales*	48 363 k €	48 909 k €	-546 k €
Other Income	39 k €	20 k €	19 k €
Purchases	-67 412 k €	-66 580 k €	-832 k €
Materials and services total	-67 412 k €	-66 580 k €	-832 k €
Gross margin	4 246 k €	4 305 k €	-59 k €
Personnel expenses total	-1 426 k €	-1 694 k €	269 k €
Other operative expenses (Opex)	-728 k €	-731 k €	2 k €
EBITDA	2 092 k €	1 880 k €	212 k €
Adjustments	-47 k €	-75 k €	28 k €
Adjusted EBITDA	2 139 k €	1 955 k €	183 k €

Sales - handover breakdown



Quarter margin comparisons

	1.7 - 30.09.2020	1.7 - 30.9.2019	Diff ppts
Gross margin / Adj. Net Sales	8,8 %	8,8 %	0,0 %
Adj. EBITDA / Adj. Net Sales	4,4 %	4,0 %	0,4 %
Adj. EBITDA / Gross Margin	50,4 %	45,4 %	5,0 %

30.9.2020

Fleet size	10 288	IB Debt	40 000 K €
Cash	15 720 K €	IB Net debt	24 280 K €
LTM Adj. EBITDA	6 894 K €	IB Net Debt / adj. EBITDA	3,52

1. Secto Topco Group – Q3 2020

- i. Management comments
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2.i Secto Topco Group – Profit and loss account 1.7 – 30.9.2020

INCOME STATEMENT	Secto Topco Group	Secto Group Pro forma	Change
QUARTER - Q3	1.7 – 30.9.2020	1.7 – 30.9.2019	
Net Sales	71 619 k €	70 865 k €	754 k €
Other Income	39 k €	20 k €	19 k €
Purchases	-67 412 k €	-66 580 k €	-832 k €
Materials and services total	-67 412 k €	-66 580 k €	-832 k €
Gross margin	4 246 k €	4 305 k €	-59 k €
Personnel expenses total	-1 426 k €	-1 694 k €	269 k €
Other operative expenses (Opex)	-728 k €	-731 k €	2 k €
EBITDA	2 092 k €	1 880 k €	212 k €
Adjustments	-47 k €	-75 k €	28 k €
Adjusted EBITDA	2 139 k €	1 955 k €	183 k €
Depreciations	-380 k €	-438 k €	58 k €
Goodwill amortizations	-1 836 k €	-481 k €	-1 354 k €
EBIT	-124 k €	961 k €	-1 085 k €
Financial income	11 k €	32 k €	-21 k €
Financial expenses	-830 k €	-461 k €	-368 k €
Financial items total	-819 k €	-429 k €	-390 k €
PROFIT (LOSS) BEFORE TAXES	-943 k €	532 k €	-1 475 k €
TAXES	-313 k €	-271 k €	-42 k €
PROFIT (LOSS)	-1 255 k €	261 k €	-1 517 k €

2.ii Secto Topco Group – Profit and loss account 1.1 – 30.9.2020

INCOME STATEMENT	Secto Topco Group	Secto Group Pro forma	Change
YTD	1.1 – 30.9.2020	1.1 – 30.9.2019	
Net Sales	215 894 k €	214 721 k €	1 173 k €
Other Income	416 k €	85 k €	331 k €
Purchases	-203 850 k €	-201 846 k €	-2 004 k €
Materials and services total	-203 850 k €	-201 846 k €	-2 004 k €
Gross margin	12 460 k €	12 959 k €	-500 k €
Personnel expenses total	-5 124 k €	-5 239 k €	115 k €
Other operative expenses (Opex)	-2 695 k €	-2 660 k €	-35 k €
EBITDA	4 641 k €	5 061 k €	-420 k €
Adjustments	-342 k €	-478 k €	136 k €
Adjusted EBITDA	4 984 k €	5 539 k €	-556 k €
Depreciations	-1 032 k €	-1 299 k €	267 k €
Goodwill amortizations	-5 507 k €	-1 443 k €	-4 063 k €
EBIT	-1 897 k €	2 319 k €	-4 216 k €
Financial income	65 k €	84 k €	-20 k €
Financial expenses	-2 707 k €	-1 353 k €	-1 354 k €
Financial items total	-2 642 k €	-1 269 k €	-1 374 k €
PROFIT (LOSS) BEFORE TAXES	-4 539 k €	1 050 k €	-5 590 k €
TAXES	-665 k €	-671 k €	6 k €
PROFIT (LOSS)	-5 204 k €	379 k €	-5 584 k €

2.iii Secto Topco Group – Balance sheet 30.9.2020

GROUP BALANCE SHEET	Secto Topco Group	Secto Group Pro forma
In '000 €		
ASSETS	30.9.2020	30.9.2019
Current assets		
Intangible assets	57 711 k €	9 872 k €
Goodwill	1 476 k €	1 376 k €
Group goodwill	56 235 k €	8 496 k €
Tangible assets	1 468 k €	2 477 k €
Machinery and equipment	1 468 k €	2 477 k €
Investments		
Currents assets total	59 178 k €	12 349 k €
Non-current assets		
Inventories	5 930 k €	3 354 k €
Receivables		
Long-term receivables	465 k €	43 k €
Short-term receivables		
Sales receivables	17 202 k €	26 541 k €
Loan receivables	0 k €	89 k €
Other receivables	2 061 k €	1 885 k €
Accrued receivables	1 251 k €	1 716 k €
Short term receivables total	20 514 k €	30 232 k €
Cash at bank	15 720 k €	8 488 k €
Non-current assets total	42 164 k €	42 074 k €
ASSETS TOTAL	101 806 k €	54 466 k €

	Secto Topco Group	Secto Group Pro forma
In '000 €		
LIABILITIES	30.9.2020	30.9.2019
Equity		
Share capital	3 k €	3 k €
Non-restricted equity	26 382 k €	7 630 k €
Retained earnings	-285 k €	-2 472 k €
Own shares	-2 k €	-5 k €
Other	4 k €	-5 k €
Dividends	0 k €	-2 400 k €
Profit of the financial period	-5 204 k €	379 k €
Equity total	20 898 k €	3 130 k €
Liabilities		
Long term loans	40 053 k €	24 k €
Other loans		
Short term loans		
Loans from financial institutions	0 k €	10 k €
Bonds	0 k €	15 000 k €
Prepayments	19 473 k €	17 650 k €
Purchase payables	14 216 k €	14 301 k €
Other payables	5 148 k €	2 499 k €
Accrued payables	2 018 k €	1 852 k €
Short term loans total	40 856 k €	51 312 k €
Liabilities total	80 909 k €	51 336 k €
LIABILITIES TOTAL	101 806 k €	54 466 k €

2.iv Secto Topco Group – Cash flow Q3 / 2020

GROUP CASH FLOW - YTD	1.1 - 31.3.2020	1.4 - 30.6.2020	1.7 - 30.09.2020
EBITDA	1 175 k €	1 375 k €	2 092 k €
Change of NWC	-3 343 k €	1 842 k €	1 636 k €
Investments	422 k €	-467 k €	-586 k €
Operative cash flow after investments	-1 747 k €	2 750 k €	3 142 k €
Taxes	-137 k €	-216 k €	-313 k €
Operative financial items net	-167 k €	-172 k €	-186 k €
Cash flow after taxes and interests	-2 051 k €	2 362 k €	2 644 k €
Bond interest payments	-718 k €	-702 k €	-702 k €
Capital re-payment	-6 900 k €	0 k €	0 k €
Dividends	0 k €	0 k €	0 k €
Other	-32 k €	-42 k €	67 k €
Cash flow total	-9 700 k €	1 619 k €	2 009 k €
Cash in the beginning	21 793 k €	12 092 k €	13 711 k €
Cash in the end	12 092 k €	13 711 k €	15 720 k €
Change in cash	-9 700 k €	1 619 k €	2 009 k €



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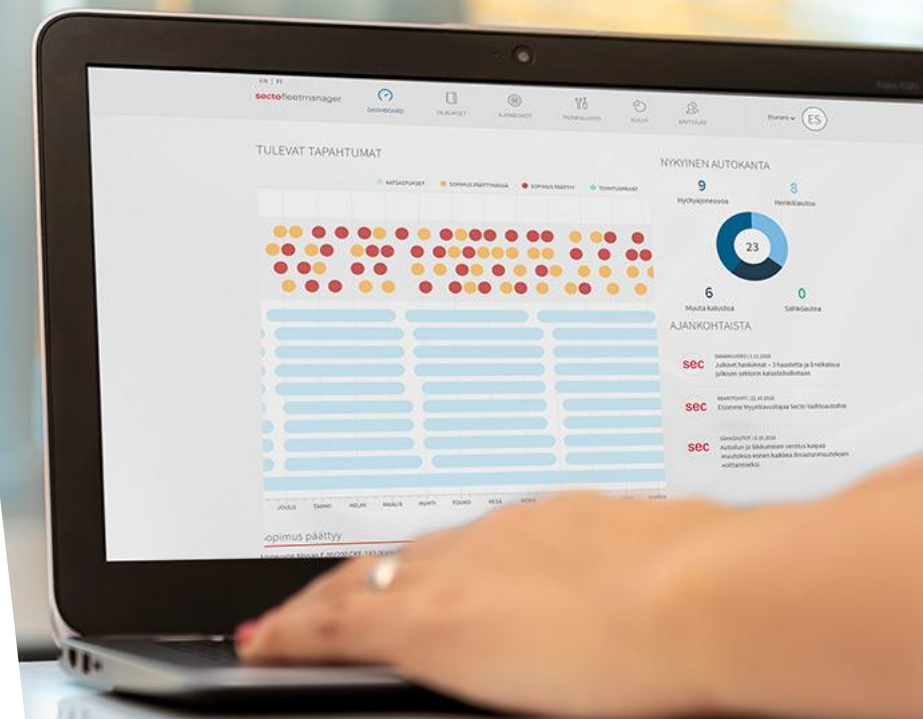
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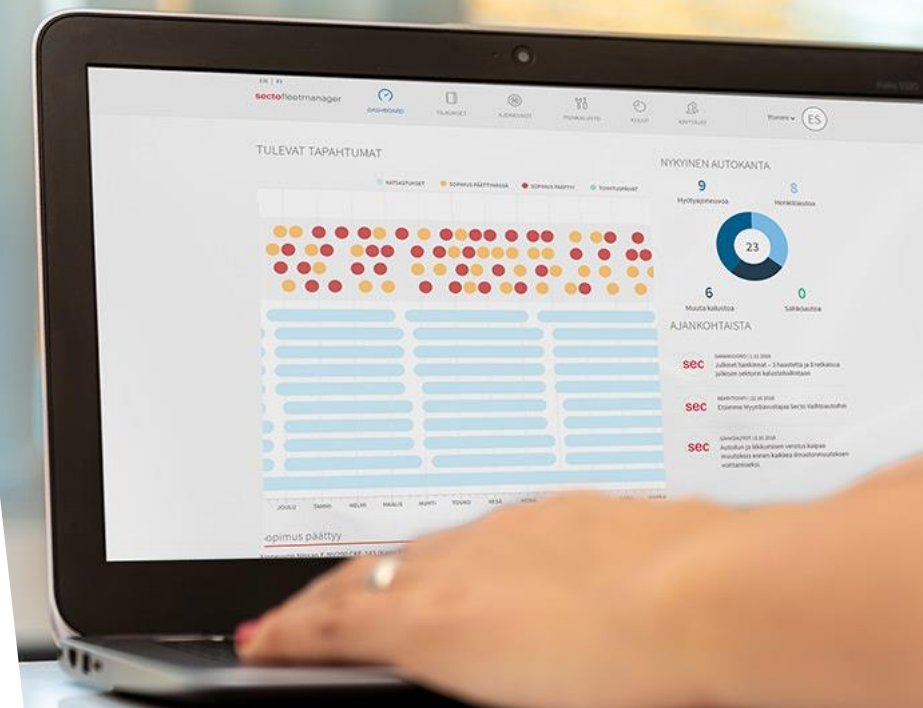
3.i Secto Topco Oy – Profit and loss account 1.7 – 30.9.2020

INCOME STATEMENT	Secto Topco Oy*	Secto Topco Oy*
QUARTER 3	1.7 - 30.9.2020	1.7 - 30.9.2019
Net Sales	240 k €	
Other Income	0 k €	
Purchases	0 k €	
Materials and services total	0 k €	
Gross margin	240 k €	
Personnel expenses total	-180 k €	
Other operative expenses (Opex)	-7 k €	
EBITDA	53 k €	
Adjustments		
Adjusted EBITDA	53 k €	
Depreciations	0 k €	
Goodwill amortizations	0 k €	
EBIT	53 k €	
Financial income	156 k €	
Financial expenses	-746 k €	
Financial items total	-590 k €	
PROFIT (LOSS) BEFORE TAXES	-537 k €	
TAXES	0 k €	
PROFIT (LOSS)	-537 k €	



3.ii Secto Topco Oy – Profit and loss account 1.1 – 30.9.2020

INCOME STATEMENT	Secto Topco Oy *	Secto Topco Oy *
YTD	1.1 - 30.9.2020	1.1 - 30.9.2019
Net Sales	720 k €	
Other Income	0 k €	
Purchases	0 k €	
Materials and services total	0 k €	
Gross margin	720 k €	
Personnel expenses total	-520 k €	
Other operative expenses (Opex)	-37 k €	
EBITDA	163 k €	
Adjustments		
Adjusted EBITDA	163 k €	
Depreciations	0 k €	
Goodwill amortizations	0 k €	
EBIT	163 k €	
Financial income	497 k €	
Financial expenses	-2 264 k €	
Financial items total	-1 768 k €	
PROFIT (LOSS) BEFORE TAXES	-1 605 k €	
TAXES	0 k €	
PROFIT (LOSS)	-1 605 k €	



3.iii Secto Topco Oy – Balance sheet 30.9.2020

BALANCE SHEET		Secto Topco Oy	Secto Topco Oy	BALANCE SHEET	
In '000 €		30.9.2020	30.9.2019	In '000 €	
ASSETS				LIABILITIES	
Current assets				Equity	
Intangible assets				Share capital	3 k €
Goodwill				Non-restricted equity	26 379 k €
Group goodwill				Retained earnings	-286 k €
Tangible assets				Own shares	
Machinery and equipment				Other	
Investments	50 410 k €			Dividends	
Current assets total	50 410 k €			Profit of the financial period	-1 605 k €
Non-current assets				Equity total	24 491 k €
Inventories				Liabilities	
Receivables				Long term loans	40 000 k €
Long-term receivables	254 k €			Other loans	
Short-term receivables				Short term loans	
Sales receivables				Group debts	1 941 k €
Group receivables	15 963 k €			Bonds	0 k €
Other receivables	34 k €			Prepayments	0 k €
Accrued receivables	8 k €			Purchase payables	24 k €
Short term receivables total	16 005 k €			Other payables	320 k €
Cash at bank	151 k €			Accrued payables	45 k €
Non-current assets total	16 156 k €			Short term loans total	2 331 k €
ASSETS TOTAL	66 820 k €			Liabilities total	42 331 k €
				LIABILITIES TOTAL	66 822 k €

* 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.