16 May, 2008

## Interim report January - March 2008

- Revenues increased by 3 per cent to SEK 626 M (606). Taking into account the positive currency effects and fewer number of workdays during the quarter, revenues increased by 6 per cent.
- EBIT amounted to SEK 48 M (53) and the EBIT margin to 8 per cent (9).
- Income after financial items amounted to SEK 53 M (61).
- Profit after tax amounted to SEK $39 \mathrm{M}(44)$ and earnings per share before and after dilution amounted to SEK 1.20 (1.34).
- During the quarter, 104 new workshops were affiliated, of which 78 belonged to the new MekoPartner workshop chain. The number of affiliated workshops increased to a total of 882 (768).

| SUMMARY OF THE GROUP'S EARNINGS TREND | January - March |  |  | 12 months | Full-year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | Change, \% | April - March | 2007 |
| Revenues, SEK M | 626 | 606 | 3 | 2570 | 2550 |
| EBIT, SEK M | 48 | 53 | -9 | 244 | 250 |
| Profit after financial items, SEK M | 53 | 61 | -13 | 410 | 418 |
| Profit after tax, SEK M | 39 | 44 | -11 | 343 | 348 |
| Earnings per share, SEK | 1.20 | 1.34 | -10 | 10.89 | 11.03 |
| EBIT margin, \% | 8 | 9 |  | 10 | 10 |

## CEO's comments

During the first quarter, we strengthened our market position further by increasing market shares in all markets. Mekonomen's revenues increased by 3 per cent to SEK 626 M compared with the year-earlier period, despite a negative trend for the general industry. Taking into account the negative calendar effect and the positive currency effects during the quarter, revenues increased by 6 per cent.

EBIT amounted to SEK 48 M (53). The calendar effect affected EBIT negatively. The planned measures aimed at increasing the growth rate charge EBIT in all countries in the short term. The measures during the quarter included the launch of a new workshop concept, MekoPartner, the establishment of a workshop centre in Sweden, the opening of the Mekonomen Outlet in Strängnäs, extended opening hours in all countries, implemented marketing activities on TV and the development of a consumer-focused store concept.

Our action program in Denmark is going according to plan. During the quarter, Denmark's performance was satisfactory, with an underlying sales growth of 12 per cent and a strengthened market position.

Measures within the workshop segment during the quarter resulted in a total of 104 new workshops, of which 26 are new Mekonomen Service Centres and 78 new MekoPartner. The number of workshops in Sweden has increased by 34, in Norway by 26 and in Denmark by 44. In order to additionally increase the service level at workshops, we have introduced the Mekonomen workshop centre, a new concept which focuses solely on sales and deliveries directly to workshops. The first workshop centre was opened in Västberga, outside Stockholm, during the quarter.

We will continue to focus strongly on developing our position with the new concept aimed at making CarLife easier for our customers.

Håkan Lundstedt<br>President and CEO

## Consolidated sales and earnings

## REVENUES

Revenues increased by 3 per cent to SEK 626 M (606). Adjusted for currency effects, revenues increased by 1 per cent. Calculated on comparable workdays, revenues increased by 8 per cent, and adjusted also for currency effects the increase was 6 per cent. The number of workdays was on average three days fewer compared with the yearearlier period. The underlying revenues (defined as comparable workdays and taking into account currency effects) increased in all countries, of which Denmark displayed the strongest growth.

## EBIT

EBIT amounted to SEK 48 M (53) and EBIT margin to 8 per cent (9). As a result of property divestment during the third quarter of 2007, leasing expenses increased by SEK 7 M during the first quarter of 2008 compared with the year-earlier period. Planned growth measures charged EBIT in all countries.

## PROFIT AFTER FINANCIAL ITEMS

Profit after financial items amounted to SEK 53 M (61). Net interest income amounted to SEK 3 M (expense: 1) and other financial items to SEK 2 M (9). Financial items include capital gains of SEK 2 M pertaining to the divestment of one of the Group's properties and currency effects of SEK 0 M (9).

## Financial position

Cash flow from operating activities amounted to SEK 18 M (87). On 31 March 2008, cash and cash equivalents and current investments amounted to SEK 293 M, compared with SEK 290 M on 31 December 2007. The equity/assets ratio amounted to 66 per cent (63). Interest-bearing liabilities amounted to SEK 3 M (147) and at the end of the period, net cash in hand amounted to SEK 290 M, compared with the net cash in hand of SEK 284 M on 31 December 2007.

## Investments

During the quarter, investments in fixed assets amounted to SEK 15 M (6). Company and business acquisitions amounted to SEK 7 M (6). Acquired assets amounted to SEK 3 M and acquired liabilities to SEK 0 M. No intangible excess values besides goodwill, which amounted to SEK 4 M , have been identified in connection with the acquisitions.

## Acquisitions and start-ups

During the first quarter, a cooperation store was acquired in Kongsvinger, Norway and a new store was opened in Uppsala, Sweden. In addition, minority shares were acquired in Sweden. Two stores, Sätra and Östberga in Sweden, were closed in conjunction with the opening of the new workshop centre in Stockholm.

The total number of stores in the chain at the end of the period was 192 (192), of which 157 (148) were wholly owned stores. The number of affiliated workshops increased to a total of 882 (768), of which Mekonomen Service Centres increased to 804 (768) and MekoPartner to 78 (0).

## Human resources

The number of employees at the end of the period was $1,307(1,251)$ and the average number of employees during the period was $1,305(1,250)$. The increase was primarily due to store personnel in the nine new wholly owned stores.

Performance by geographic market
SWEDEN

| EARNINGS TREND | January - March |  |  | $\mathbf{1 2}$ months | Full-year |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | Change. \% | April - <br> March | 2007 |
| Net sales (external), SEK M | 294 | 299 | -2 | 1265 | 1270 |
| EBIT, SEK M | 38 | 53 | -28 | 201 | 216 |
| EBIT margin, \% | 13 | 18 | - | 16 | 17 |
| Number of stores/of which wholly owned | $112 / 93$ | $114 / 88$ | - | - | $114 / 93$ |
| Number of Mekonomen Service Centres | 341 | 334 | - | - | 337 |
| Number of MekoPartner | 30 | - | - | - | - |

In Sweden, the number of workdays was two less than the year-earlier period, corresponding to estimated sales of approximately SEK 10 M . The underlying net sales increased by 2 per cent.

As a result of property divestment during the third quarter of 2007, leasing expenses increased by SEK 4 M for the first quarter compared with the year-earlier period.

NORWAY

| EARNINGS TREND | January - March |  |  | $\mathbf{1 2}$ months | Full-year |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | Change \% | April - <br> March | 2007 |
| Net sales (external), SEK M | 142 | 134 | 6 | 592 | 584 |
| EBIT, SEK M | 16 | 20 | -20 | 77 | 81 |
| EBIT margin, \% | 11 | 15 |  | 13 | 14 |
| Number of stores/of which wholly owned | $42 / 26$ | $40 / 22$ |  | - | $42 / 25$ |
| Number of Mekonomen Service Centres | 321 | 315 |  | - | 305 |
| Number of MekoPartner | 10 | - |  | - | - |

In Norway, the number of workdays was three less than the year-earlier period, corresponding to estimated sales of approximately SEK 8 M. Currency effects were positive. The underlying net sales increased by 7 per cent.

DENMARK

| EARNINGS TREND | January - March |  |  | 12 months | Full-year |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2008 | 2007 | Change, \% | April - <br> March | $\mathbf{2 0 0 7}$ |
| Net sales (external), SEK M | 178 | 163 | 9 | 676 | 661 |
| EBIT, SEK M | 0 | -1 | -100 | -21 | -22 |
| EBIT margin, \% | 0 | -1 |  | -3 | -3 |
| Number of stores, of which wholly owned | $38 / 38$ | $38 / 38$ |  | - | $38 / 38$ |
| Number of Mekonomen Service Centres | 142 | 119 |  | -136 |  |
| Number of MekoPartner | 38 | - |  | - | - |

In Denmark, the number of workdays was four less than the year-earlier period and corresponds to net sales of SEK 12 M . The currency effects were positive. The underlying net sales increased by 12 per cent.

As a result of property divestment during the third quarter of 2007, leasing expenses increased by SEK 3 M for the first quarter of 2008 compared with the year-earlier period.

Number of workdays per quarter and country

|  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | Full-year |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ |
| Sweden | 62 | 64 | 62 | 59 | 66 | 65 | 62 | 62 | 252 | 250 |
| Norway | 61 | 64 | 63 | 59 | 66 | 65 | 62 | 62 | 252 | 250 |
| Denmark | 61 | 65 | 61 | 59 | 66 | 65 | 62 | 61 | 250 | 250 |

## Significant risks and uncertainty factors

The company conducted a review and assessment of operating and financial risks and uncertainty factors in accordance with the description in the 2007 Annual Report and found that no significant risks have changed since then. Risk factors and exposures for the Parent Company and the Group for the immediate future will focus primarily on logistics and delivery rate and changing the business systems in the Group, which was initiated in Sweden during 2007 and will be implemented in the rest of the Group during 2008. Refer to the 2007 Annual Report for a complete report on the risks that affect the Group.

## Parent Company

The Parent Company's operations comprise Group management and Group-wide functions, as well as finance management. Profit after net financial items for the Parent Company amounted to SEK 2 M for the quarter excluding dividends from subsidiaries. The average number of employees for the period was 61 (33). As of 2007, the claims and product divisions as well as the accounts department were transferred to Mekonomen AB. These departments were previously part of the Wholesale operation in Strängnäs and the Swedish Retail operation and comprise a total of 26 persons.

During the period, Mekonomen AB sold products and service to Group companies for a total of SEK 18 M (15).

## Events after the end of the period

Mekonomen's Annual General Meeting was held in Stockholm on 4 April, at which the General Meeting approved the Board's proposals. Dividends of SEK 11 per share, totalling SEK 339,557,042, were paid on 14 April.

Mekonomen continues the drive towards the corporate fleet market by establishing a new business area, Mekonomen Fleet. Staffan Lindewald has been appointed as head of Mekonomen Fleet. Staffan Lindewald is 35 years old and presently CEO at GoGreen AB. Mekonomen has during May entered partnership concerning service, repair, accessories and tires with AVIS and Relacom.

## Accounting principles

Mekonomen applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This interim report was prepared in accordance with the Annual Accounts Act, IAS 34 Interim Financial Reporting and RR31 Interim Reporting for Groups. The new or revised IFRS standards or IFRIC interpretations that became effective on 1 January 2008 have not had any material effect on the Group's income statement or balance sheets. The accounting principles in accordance with IFRS are unchanged from the preceding year and are described in the 2007 Annual Report. The Parent Company prepares its accounts in accordance with the Annual Accounts Act and applies the same accounting principles and valuation methods as in the most recent Annual Report.

| Forthcoming financial reporting dates |  |  |
| :--- | :--- | :--- |
| INFORMATION | PERIOD | DATE |
| Interim report | January - June 2008 | 22 August, 2008 |
| Interim report | January - September 2008 | 4 November, 2008 |
| Year-end report | January - December 2008 | 18 February, 2009 |

Stockholm, 16 May, 2008
Mekonomen AB (publ), Corp. Reg. No: 556392-1971

Håkan Lundstedt
President and CEO

This interim report has not been subject to review by the Company's auditors.

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[^0]Consolidated financial reports

| QUARTERLY DATA BY SEGMENT | 2008 | 2007 |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q 1 | Q 4 | 03 | 02 | Q 1 | 04 | Q 3 | Q 2 | Q 1 |
| NET SALES, SEK M |  |  |  |  |  |  |  |  |  |
| Sweden | 294 | 328 | 314 | 330 | 299 | 322 | 311 | 329 | 256 |
| Norway | 142 | 150 | 146 | 154 | 134 | 133 | 133 | 151 | 120 |
| Denmark | 178 | 166 | 162 | 170 | 163 | 162 | 158 | 176 | 167 |
| Group-wide and eliminations | 3 | 5 | 4 | 3 | 3 | 6 | 3 | 3 | 3 |
| GROUP | 617 | 649 | 626 | 657 | 599 | 623 | 605 | 659 | 545 |
| EBIT, SEK M |  |  |  |  |  |  |  |  |  |
| Sweden | 38 | 51 | 57 | 55 | 53 | 58 | 57 | 49 | 34 |
| Norway | 16 | 17 | 25 | 20 | 20 | 7 | 20 | 21 | 10 |
| Denmark | 0 | -21 | 0 | 1 | -1 | 9 | 1 | -12 | -5 |
| Group-wide and eliminations | -6 | -4 | -3 | 1 | -18 | 0 | -7 | -21 | -1 |
| GROUP | 48 | 43 | 78 | 76 | 53 | 74 | 71 | 37 | 38 |
| INVESTMENTS, SEK M |  |  |  |  |  |  |  |  |  |
| Sweden | 5 | 4 | 3 | 3 | 2 | 7 | 2 | 3 | 3 |
| Norway | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Denmark | 4 | 4 | 2 | 5 | 3 | 7 | 1 | 2 | 1 |
| Group-wide and eliminations | 5 | 7 | 5 | 1 | 1 | 0 | 1 | 2 | 5 |
| GROUP | 15 | 15 | 11 | 11 | 6 | 15 | 5 | 8 | 10 |
| EBIT MARGIN, \% |  |  |  |  |  |  |  |  |  |
| Sweden | 13 | 15 | 18 | 16 | 18 | 18 | 18 | 15 | 13 |
| Norway | 11 | 11 | 17 | 13 | 15 | 5 | 15 | 14 | 8 |
| Denmark | 0 | -13 | 0 | 1 | -1 | 6 | 1 | -7 | -3 |
| GROUP | 8 | 7 | 13 | 11 | 9 | 12 | 12 | 6 | 7 |


| CONDENSED INCOME STATEMENT (SEK M) | January - March |  |  | 12 months | Full-year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | Change \% | April - March | 2007 |
| Net sales | 617 | 599 | 3 | 2548 | 2530 |
| Other operating revenue | 9 | 7 | 29 | 22 | 20 |
| TOTAL REVENUES | 626 | 606 | 3 | 2570 | 2550 |
| OPERATING EXPENSES |  |  |  |  |  |
| Goods for resale | -315 | -316 | 0 | -1 292 | -1 294 |
| Other external costs | -104 | -93 | 12 | -422 | -410 |
| Personnel costs | -150 | -135 | 11 | -576 | -560 |
| Depreciation of fixed assets | -9 | -9 | 0 | -36 | -37 |
| Impairment of intangible assets | 0 | 0 |  | - | 0 |
| EBIT | 48 | 53 | -9 | 244 | 250 |
| Interest income | 3 | 1 | 200 | 13 | 10 |
| Interest expense | 0 | -3 | -100 | -6 | -9 |
| Other financial items | 2 | 10 | -80 | 159 | 166 |
| PROFIT/LOSS AFTER FINANCAIL ITEMS | 53 | 61 | -13 | 410 | 418 |
| Tax | -14 | -17 | -18 | -67 | -70 |
| NET PROFIT/LOSS FOR THE PERIOD | 39 | 44 | -11 | 343 | 348 |
| NET PROFIT/LOSS FOR THE PERIOD SPECIFIED AS |  |  |  |  |  |
| Parent Company's shareholders | 37 | 42 | -12 | 336 | 340 |
| Minority owners | 2 | 2 | 0 | 7 | 7 |
| Earnings per share before dilution, SEK * | 1.20 | 1.34 | -10 | 10.89 | 11.03 |

*) No dilution is applicable

| CONDENSED BALANCE SHEET (SEK M) | 31 March 2008 | 31 March 2007 | 31 December 2007 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Intangible assets | 214 | 177 | 206 |
| Tangible fixed assets | 98 | 99 | 97 |
| Financial fixed assets | 10 | 9 | 10 |
| Deferred tax assets | 6 | 3 | 2 |
| Inventories | 572 | 547 | 554 |
| Current receivables | 354 | 317 | 300 |
| Cash and cash equivalents and short-term investments | 293 | 60 | 290 |
| Properties held for sale | 15 | 391 | 22 |
| TOTAL ASSETS | 1562 | 1603 | 1481 |
|  |  |  |  |
| SHAREHOLDERS' EQUITY AND LIABILITIES |  |  |  |
| Shareholders' equity | 1031 | 1003 | 996 |
| Long-term liabilities | 48 | 62 | 44 |
| Current liabilities | 483 | 538 | 441 |
| TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 1562 | 1603 | 1481 |


| CONDENSED CASH-FLOW STATEMENT (SEK M) | January - March |  | 12 months | Full-year |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | April - March | 2007 |
| Cash flow from operating activities before changes in working capital | 20 | 48 | 227 | 255 |
| Cash flow from changes in working capital | -2 | 39 | 24 | 65 |
| CASH FLOW FROM OPERATING ACTIVITIES | 18 | 87 | 251 | 320 |
| Cash flow from investing activities | -13 | -11 | 446 | 448 |
| Cash flow from financing activities | -1 | -112 | -463 | -574 |
| CASH FLOW FOR THE PERIOD | 4 | -36 | 234 | 194 |


| CHANGE IN SHAREHOLDERS' EQUITY (SEK M) | January - March |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| SHAREHOLDERS' EQUITY AT THE BEGINNING OF THE PERIOD | 996 | 953 |
| Currency effects | -4 | 6 |
| Acquired minority shares, net | 0 | 0 |
| Net profit for the period | 39 | 44 |
| SHAREHOLDERS' EQUITY AT THE END OF THE PERIOD | 1031 | 1003 |
| OF WHICH, MINORITY SHARE | 19 | 22 |


| QUARTERLY DATA | 2008 | 2007 |  |  |  | 2006 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 | Q4 | Q3 | 02 | 01 | Q4 | Q3 | Q2 | 01 |
| Total sales, SEK M | 626 | 653 | 626 | 666 | 606 | 630 | 608 | 663 | 550 |
| EBIT, SEK M | 48 | 43 | 78 | 76 | 53 | 74 | 71 | 37 | 38 |
| Profit after financial items, SEK M | 53 | 68 | 216 | 73 | 61 | 66 | 65 | 32 | 36 |
| Net profit for the period, SEK M | 39 | 65 | 187 | 52 | 44 | 46 | 46 | 23 | 25 |
| EBIT margin, \% | 8 | 7 | 13 | 11 | 9 | 12 | 12 | 6 | 7 |
| Earnings per share, SEK | 1.20 | 2.13 | 8.90 | 1.62 | 1.34 | 1.53 | 1.34 | 0.64 | 0.77 |


| KEY RATIOS | January - March*) |  | 12 months | Full-year |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | April - March | 2007 |
| Return on equity, \% | 33.8 | 15.6 | 33.8 | 35.6 |
| Return on total capital, \% | 26.3 | $1 ., 7$ | 26.3 | 27.3 |
| Return on capital employed, \% | 38.2 | 20.3 | 38.2 | 38.7 |
| Equity/assets ratio, \% | 66.0 | 62.6 | - | 67.3 |
| Gross margin, \% | 49.0 | 47.2 | 49.3 | 48.9 |
| EBIT margin, \% | 7.6 | 8.8 | 9.5 | 9.8 |
| Earnings per share, SEK | 1.20 | 1.34 | 10.89 | 11.03 |
| Net asset valuation per share, SEK | 32.8 | 31.8 | - | 31.7 |
| Number of shares at the end of the period | 30868822 | 30868822 | 30868822 | 30868822 |
| Average number of shares during the period | 30868822 | 30868822 | 30868822 | 30868822 |
| Number of stores in Sweden/of which wholly owned | 112/93 | 114/88 | - | 114/93 |
| Number of stores in Norway/of which wholly owned | 43/26 | 40/22 | - | 43/26 |
| Number of stores in Denmark/of which wholly owned | 38/38 | 38/38 | - | 38/38 |

[^1]| AVERAGE NUMBER OF EMPLOYEES | October - December |  | 12 months | Full-year |
| :--- | ---: | ---: | ---: | :---: |
|  | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | April - March | $\mathbf{2 0 0 7}$ |
| Sweden | 642 | 642 | 636 |  |
| Norway | 220 | 195 | 637 |  |
| Denmark | 380 | 380 | 210 | 202 |
| Parent Company | 61 | 33 | 384 | 382 |
| Group | $\mathbf{1 3 0 5}$ | $\mathbf{1 2 5 0}$ | 60 | 50 |

Financial reports, Parent Company

| CONDENSED INCOME STATEMENT (SEK M) | January - March |  | 12 months | Full-year |
| :---: | :---: | :---: | :---: | :---: |
|  | 2008 | 2007 | April - March | 2007 |
| Total revenues | 21 | 21 | 80 | 80 |
| Operating expenses | -30 | -33 | -100 | -104 |
| EBIT | -9 | -12 | -20 | -23 |
| Net financial items | 6 | 2 | 321 | 317 |
| Profit/loss after financial items | -3 | -10 | 301 | 294 |
| PROFIT/LOSS FOR THE PERIOD | -3 | -10 | 272 | 265 |


| CONDENSED BALANCE SHEET (SEK M) | 31 March 2008 | 31 March 2007 | 31 December 2007 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Long-term receivables in Group companies | 0 | 223 | 0 |
| Fixed assets | 272 | 260 | 268 |
| Current receivables in Group companies | 178 | 165 | 188 |
| Other current receivables | 65 | 31 | 48 |
| Cash and cash equivalents and short-term investments | 239 | 95 | 312 |
| Total assets | 754 | 774 | 816 |
| Shareholders' equity and liabilities |  |  |  |
| Shareholders' equity | 639 | 544 | 637 |
| Provisions | 3 | - | 3 |
| Untaxed reserves | 86 | 41 | 86 |
| Current liabilities in Group companies | 0 | 96 | 50 |
| Other current liabilities | 26 | 93 | 41 |
| Total shareholders' equity and liabilities | 754 | 774 | 816 |

## Definitions of key ratios

Return on equity
Net profit for the period, excluding minority shares, as a percentage of average shareholders' equity, excluding minority interest.

Return on total capital
Profit after net financial items plus financial expenses as a percentage of the average total assets.
Capital employed
Total assets less non-interest-bearing liabilities and provisions including deferred tax.
Return on capital employed
Profit after net financial items plus interest expenses as a percentage of average capital employed.
Equity/assets ratio
Shareholders' equity including minority as a percentage of total assets.

Gross margin
Net sales less costs for goods held for resale as a percentage of net sales.
EBIT margin
EBIT after depreciation and amortisation as a percentage of operating revenue.
Net asset value per share
Shareholders' equity excluding minority share, in relation to the number of shares at the end of the period.

Earnings per share
Net profit for the period, excluding minority shares, in relation to the average number of shares.


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[^1]:    *) Key ratios for returns on equity/employed/total capital are calculated on a rolling 12 months basis for the period January - March.

