## Report for the first quarter of 2006

## First quarter

Net turnover amounted to SEK 3,200 M (2,696).
Operating profit excluding items affecting profitability amounted to SEK 33 M (63).
Net profit amounted to SEK 10 M (8) and earnings per share to SEK 0.45 (0.35).
Cash flow amounted to SEK 147 M (-225).

In a comment on the quarterly results, Bilia's Managing Director Jan Pettersson says:
"Earnings during the first quarter were negatively affected by the poorer margin in the Car Business and the costs for the start-up of Netbil and a new damage repair workshop in Oslo. Order bookings for new cars increased considerably but with a lower margin. The order backlog is 40 per cent higher than at the end of the year. Workshop capacity utilisation improved steadily during the year, and customer satisfaction has been further strengthened."

| Group | First quarter |  | April 05 March 06 | $\begin{array}{r} \text { Full year } \\ 2005 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  |  |
| Net turnover, SEK M | 3,200 | 2,696 | 12,600 | 12,096 |
| Operating profit excl. items affecting comparability, SEK M ${ }^{1)}$ | 33 | 63 | 272 | 302 |
| Operating margin excl. items affecting comparability, \% | 1.0 | 2.3 | 2.2 | 2.5 |
| Operating profit, SEK M | 22 | 71 | 289 | 338 |
| Operating margin, \% | 0.7 | 2.6 | 2.3 | 2.8 |
| Profit before tax, excl. items affecting comparability, SEK M ${ }^{1)}$ | 27 | 62 | 253 | 288 |
| Profit before tax, SEK M | 16 | 70 | 270 | 324 |
| Profit after tax, but before loss from discontinued operation, SEK M | 10 | 53 | 198 | 241 |
| Loss from discontinued operation, net after tax, SEK M | - | -45 | -6 | -51 |
| Net profit, SEK M | 10 | 8 | 192 | 190 |
| Earnings per share, SEK ${ }^{2)}$ | 0.45 | 0.35 | 8.30 | 8.20 |

[^0]
## Notable events during 2006

- Bilia in Norway reached an agreement on the sale of its shareholding in Viking Redningstieneste AS with an estimated capital gain of SEK 10.8 M . The sale is conditional upon obtaining approval of the deal from the Norwegian Competition Authority. The capital gain will be recognised when the approval is obtained.
- The Swedish Competition Authority reduceed the motion for a restraint-of-trade fine against Bilia Personbilar AB from SEK 121.7 M to SEK 55.3 M. The Stockholm City Court will hand down its judgement on 24 May 2006.
- In the middle of February, Bilia acquired Tronrud Bil Holding AS, Norway's largest BMW dealer. Tronrud Bil Holding AS is a member of the Bilia Group as of the acquisition date.
- The Annual General Meeting on 19 April resolved to spin off Bilia's property portfolio, Catena AB , and distribute the shares to Bilia's shareholders. Catena's financial statements are included in the Bilia Group's consolidated accounts for the first quarter of 2006.

The following comments apply to the Bilia Group including the property group Catena.

## First quarter 2006

Overall demand for new cars and service in Bilia's market areas was good, while demand for used cars continued to be weak.

Net turnover during the quarter amounted to SEK $3,200 \mathrm{M}(2,696)$. Adjusted for exchange rate changes and comparable operations, net turnover increased by about SEK 70 M or 3 per cent. The increase is mainly attributable to increased turnover from sales of new cars.

Operating profit amounted to SEK 22 M (71). Items affecting comparability reduced the profit by SEK 11 M (increase: 8). Lower margins and slightly higher relative costs in car sales resulted in much lower earnings in the Car Business. The Service Business showed
better earnings with an unchanged margin compared with last year.
The result from customer financing amounted to SEK 28 M (30).

Items affecting comparability (see table on page 3) amounted to SEK -11 M (8) during the quarter and consist of SEK $10 \mathrm{M}(-)$ in costs for the listing of Catena AB, SEK 1 M (2) in costs for disputes and for previous year capital gains from property sales of SEK 10 M.

Net financial items amounted to an expense of SEK 6 M (expense: 1). This includes a profit share of SEK 4 M (4) from the indirect shareholding in Volvofinans. The decrease from last year is mainly attributable to business combinations during the current and previous year.

Net profit amounted to SEK 10 M (8) and earnings per share to SEK 0.45 (0.35). Exchange rate changes only affected the profit marginally. The sell-off of Micro charged last year's net profit with SEK 45 M .

Total assets increased during the quarter by SEK 156 M to SEK $6,118 \mathrm{M}$. The increase is attributable to the acquisitions of Tronrud Bil Holding AS and the operation in Michaelsson \& Nelin AB.

The Bilia Group's equity increased during the quarter by SEK 10 M , amounting to SEK $1,296 \mathrm{M}$ at the end of the quarter.

Investments and disposals amounted to SEK 60 M (63). Replacement investments represented SEK 7 M (7), expansion investments SEK 8 M (7), environmental investments SEK $1 \mathrm{M}(-)$ and investments in new construction and additions to properties SEK 10 M (4). Net investments in leased vehicles and finance leases amounted to SEK 34 M (45).

The number of employees increased during the quarter by 205, amounting to 3,436 . Of the increase, 185 persons stem from business combinations during the quarter.

Cash flow from operating activities amounted to SEK 147 M (minus: 225). Net debt increased by SEK 233 M during the quarter to SEK 1,117 M.

## Changes in equity

|  | First quarter |  | Full year |
| :--- | ---: | ---: | ---: |
| Group, SEK M | $\mathbf{2 0 0 6}$ | 2005 | 2005 |
| Opening balance | $\mathbf{1 , 2 8 6}$ | 1,490 | 1,490 |
| Change of accounting principle IAS 39 | - | 140 | 140 |
| Redemption of Series C shares $^{\text {Dividend to shareholders }}$ | - | -377 | -377 |
| Buy-back of shares ${ }^{1)}$ | - | - | -173 |
| Translation difference, etc. | $\mathbf{0}$ | - | - |
| Net profit | $\mathbf{0}$ | 5 | 16 |
| Closing balance | $\mathbf{1 0}$ | 8 | 190 |

${ }^{1)}$ At the end of the first quarter of 2006, the holding of own shares amounted to 155 (0). The weighted average number of own shares during the first quarter amounted to 81 ( 0 ).

## Items affecting comparability



Cars

|  |  |  |  |  |  | Deliveries |  | Order backlog |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: |
| No. of new | First quarter | April 05 - | Full year | 31 March |  |  |  |  |
| cars | $\mathbf{2 0 0 6}$ | 2005 | March 06 | 2005 | $\mathbf{2 0 0 6}$ | 2005 |  |  |
| Sweden | $\mathbf{4 , 8 1 6}$ | 4,181 | 18,428 | 17,793 | $\mathbf{3 , 5 7 3}$ | 2,378 |  |  |
| Norway $^{1{ }^{1)}}$ | $\mathbf{9 4 8}$ | 797 | 3,773 | 3,622 | $\mathbf{7 9 6}$ | 521 |  |  |
| Denmark ${ }^{2)}$ | $\mathbf{9 6 6}$ | 273 | 4,170 | 3,477 | $\mathbf{6 5 4}$ | 188 |  |  |
| Total | $\mathbf{6 , 7 3 0}$ | 5,251 | 26,371 | 24,892 | $\mathbf{5 , 0 2 3}$ | 3,087 |  |  |

${ }^{1)}$ Tronrud is included in deliveries for the first quarter of 2006 in the amount of 152 and in order backlog at 31 March 2006 in the amount of 188.
${ }^{2)}$ Scaniadam is included in deliveries for 2005 in the amount of 1,627 and for the first quarter of 2006 in the amount of 560 , and in the order backlog at 31 March 2006 in the amount of 330.

| SEK M | Net turnover |  |  |  | Operating profit/loss, operating margin |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First quarter |  | April 05 - <br> March 06 | Full year 2005 | First quarter |  |  |  | April 05 - <br> March 06 | $\begin{array}{r} \text { Full year } \\ 2005 \\ \hline \end{array}$ |
|  | 2006 | 2005 |  |  | 2006 | \% | 2005 | \% |  |  |
| Sweden | 2,086 | 2,030 | 8,402 | 8,346 | 30 | 1.4 | 49 | 2.4 | 215 | 234 |
| Norway | 696 | 504 | 2,485 | 2,293 | -3 | -0.5 | 1 | 0.2 | 10 | 14 |
| Denmark | 412 | 155 | 1,690 | 1,433 | -4 | -0.9 | 0 | -0.2 | 4 | 8 |
| Total | 3,194 | 2,689 | 12,577 | 12,072 | 23 | 0.7 | 50 | 1.9 | 229 | 256 |

## - Lower margins in Car Business

- Service Business stable

The market for new cars increased by 3 per cent in Sweden and 13 per cent in Denmark, while it decreased by 2 per cent in Norway. Demand for used cars continued to be weak.

Net turnover during the quarter amounted to SEK 3,194 M (2,689). Adjusted for exchange rate changes and comparable operations, net turnover increased by 3 per cent or SEK 70 M . The increase is mainly attributable to increased turnover from sales of new cars.

Operating profit for cars decreased by SEK 27 M , amounting to SEK 23 M . The decrease is entirely attributable to the Car Business, which posted earnings that were SEK 32 M lower than last year. Earnings in the Service Business increased during the quarter, while the margin was unchanged from last year.

An operating profit of SEK 30 M (49) was posted in the Swedish operation. The decrease is attributable to the Car Business. Bilia started a new sales channel for used cars on the Internet under the name Netbil. Market activities and other start-up costs amounting to over SEK 7 M have been charged to earnings in the Car Business. Bilia
has also been aggressive on the market, particularly in Göteborg, which has affected the margin in new car sales. Bilia's deliveries in Sweden increased by 15 per cent, while order bookings increased by all of 36 per cent, resulting in an increase in the order backlog by 743 cars during the quarter.

The operating loss in Bilia's Norwegian operation amounted to SEK 3 M (profit: 1). Bilia's new damage repair workshop in Rislökka did not open until mid-March due to delayed delivery of paint booths, which, together with moving costs, reduced earnings during the quarter by SEK 7 M . The workshop is expected to be fully operational by the end of May and already has appointments for one month ahead. The plant is one of the largest - and presumably the most modern - in the Nordic region.

The Danish operation reported an operating loss of SEK 4 M (0). Scaniadam, which was acquired in 2005, was merged with Bilia Personvogne during the quarter. The merger has led to extensive changes, including a joint administration, telephone exchange, systems, accounting, etc. The merger is expected to lead to lower costs and increased efficiency during the current year.

Cars - divided into Service and Car Businesses

| SEK M | Net turnover ${ }^{2)}$ |  |  |  | Contribution ${ }^{3}$ |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First quarter |  | April 05 - <br> March 06 | Full year$2005$ | First quarter |  | April 05 - <br> March 06 | $\begin{gathered} \text { Full year } \\ 2005 \\ \hline \end{gathered}$ |
|  | 2006 | 2005 |  |  | 2006 | 2005 |  |  |
| Service Business ${ }^{1)}$ | 1,094 | 930 | 4,282 | 4,118 | 115 | 98 | 459 | 442 |
| - margin, \% |  |  |  |  | 10.5 | 10.5 | 10.7 | 10.7 |
| Car Business ${ }^{1)}$ | 2,273 | 1,863 | 8,876 | 8,466 | -21 | 12 | 11 | 44 |
| - margin, \% |  |  |  |  | -0.9 | 0.7 | 0.1 | 0.5 |

1) Service includes workshop services, spare parts, accessories and petrol in the car operation. The Car Business includes sales of new and used cars and customer financing.
2) Net turnover does not include eliminations for internal sales.
3) The contribution is charged with calculated costs. Joint costs for administration within each product area are not charged to the contribution.

- Increased new car deliveries and order bookings


## - Lower margins in the Car Business

Service Business sales increased by 2 per cent for comparable operations. Sales in Denmark and Norway increased by 17 and 10 per cent, respectively, while sales in Sweden declined by 1 per cent. The contribution increased by SEK 17 M , mainly due to the acquisitions in Norway and Denmark. The contribution was positively affected by SEK 5 M compared with last year due to the fact that Easter falls during the second quarter in 2006. Furthermore, the delay of the opening of the new damage repair workshop in Norway reduced the contribution by about SEK 7 M .

The Car Business's deliveries of new cars increased by 12 per cent during the quarter for comparable operations, while order bookings increased by all of 37 per cent, resulting in a large increase in the order backlog. The sales increase is a result of stepped-up marketing activities and special offers, which resulted in a slightly lower margin and higher marketing costs. The contribution declined

Service Business, Net Turnover, SEK M


Service Business, Contribution, SEK M

during the quarter by SEK 33 M to SEK 21 M and the contribution margin by 1.6 percentage points to minus 0.9 per cent. The decline in earnings is attributable to a lower margin in sales of new and used cars and slightly higher relative costs. The trend towards a lower contribution in the Car Business was the same on all of Bilia's markets, although the effect was most pronounced in Sweden. The margin in used car sales is still squeezed, mainly in the Norwegian operation. The car manufacturers' special offers on new cars affects the value of the dealers' stocks of newer used cars, which has a negative impact on the margin.
The large backlog in orders for new cars at the end of the quarter will result in increased deliveries of new cars and create more work in the Service Business during the second quarter.
Stocks of new and used cars declined during the year and are at a satisfactory level overall. Stocks of used cars in Norway declined during the year, but the level is still too high.

The Car Business's net turnover and contribution have been adjusted in accordance with IAS 18 for 2004.


Car Business, Contribution, SEK M


## Bilia Properties (Catena)

| SEK M | Net turnover |  |  |  | Operating profit, operating margin |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First quarter |  | April 05 - <br> March 06 | Full year 2005 | First quarter |  |  |  | April 05 - | $\begin{array}{r} \text { Full year } \\ 2005 \\ \hline \end{array}$ |
|  | 2006 | 2005 |  |  | 2006 | \% | 2005 | \% | March 06 |  |
| Sweden | 36 | 37 | 153 | 154 | 20 | 55.2 | 21 | 55.6 | 74 | 75 |
| Norway | 7 | 14 | 50 | 57 | 5 | 65.3 | 5 | 34.0 | 19 | 19 |
| Denmark | 2 | 3 | 9 | 10 | 1 | 73.9 | 1 | 25.8 | 5 | 5 |
| Other | 0 | 1 | -1 | 0 | 0 | - | 0 | - | 0 | 0 |
| Total | 45 | 55 | 211 | 221 | 26 | 57.7 | 27 | 48.5 | 98 | 99 |

- AGM resolved to spin off Catena $A B$

Net turnover during the quarter is broken down into SEK 41 M in rental income from Group companies and SEK 4 M in external rental income. Operating profit amounted to SEK 26 M (27). Depreciation charged to earnings amounted to SEK 9 M (8).

The cost of listing the company on the stock exchange amounted to SEK $10 \mathrm{M}(-)$, which is not included in the above operating profit but instead recognised as an item affecting comparability in the Bilia Group. The Catena Group's net profit after listing costs, net financial items and taxes was SEK 5 M .

## Discontinued operation, Micro

| Loss from discontinued operation |  |  |  |
| :---: | :---: | :---: | :---: |
| SEK M | $\begin{aligned} & \text { First } \\ & 2006 \\ & \hline \end{aligned}$ | 2005 | $\begin{aligned} & \text { Full year } \\ & 2005 \\ & \hline \end{aligned}$ |
| Net turnover | - | 31 | 44 |
| Cost of goods sold | - | 17 | 25 |
| Other operating revenues | - | 0 | 1 |
| Selling expenses | - | 19 | 26 |
| Administrative expenses | - | 3 | 7 |
| Other operating expenses | - | 0 | 2 |
| Financial expenses | - | 0 | 1 |
| Loss before tax | - | -8 | -16 |
| Tax | - | 3 | 5 |
| Loss after tax, but before loss from revaluation and disposal of discontinued operation | - | -5 | -11 |
| Loss from revaluation and disposal of discontinued operation before tax | - | -55 | -55 |
| Tax attributable to loss from revaluation and disposal of discontinued operation | - | 15 | 15 |
| Loss from revaluation and disposal of discontinued operation after tax | - | -40 | -40 |
| Loss from discontinued operation, net after tax | - | -45 | -51 |
| Loss per share, SEK | - | -1.95 | -2.20 |

Effects of discontinued operation on individual assets and liabilities in the Group

|  | First quarter |  | Full year |
| :--- | ---: | ---: | ---: |
| SEK M | $\mathbf{2 0 0 6}$ | 2005 | 2005 |
| Intangible assets | - | 2 | - |
| Property, plant and equipment | - | 15 | 2 |
| Financial assets | - | 15 | 8 |
| Inventories | - | 44 | - |
| Interest-bearing receivables | - | - | 6 |
| Other receivables | - | 9 | - |
| Cash and cash equivalents | - | - | - |
| Interest-bearing liabilities | - | - | - |
| Provisions | - | 2 | - |
| Other liabilities | - | 64 | 3 |
| Trade payables | - | -23 | - |
| Disposal of assets and liabilities, net | - | -32 | 13 |

## Parent Company

Bilia AB is responsible for the Group's management, strategic planning, financing, public relations and business development. Furthermore, Bilia AB conducts training and IT activities, mainly for companies in the Group.

The Parent Company's expenses amounted to SEK 16 M (15). This includes costs of SEK 1 M (2) for disputes.

## Annual General Meeting in April

The dividend was set at SEK 8.00 per share. The distribution of all shares in Catena AB was approved. The Board of Directors was authorised to buy back no more than $2,312,760$ of the company's own shares.

## Miscellaneous

## Accounting principles

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and RR 31 Interim Financial Reporting for Groups. The same accounting principles and calculation methods are applied as in the most recent annual report, with the following change.

Bilia's holding in Volvofinans AB was accounted for in 2005 in accordance with the rules in IAS 39 Financial Instruments:

Recognition and Measurement, and was measured at fair value, which matched changes in Volvofinans AB's equity. Upon further analysis of accounting rules in IFRS, it has been concluded that Bilia's holding in Volvofinans $A B$ should be accounted for in accordance with the rules in IAS 28 Investments in Associates, which means that Bilia's share of Volvofinans AB's earnings is included in Bilia's earnings. This changed principle has no effect on Bilia's income statements and balance sheets.

Changes in IAS 19 Employee Benefits, IAS 39 Financial Instruments: Recognition and Measurement, and IFRS 7 Financial Instruments: Disclosures are applied as from 1 January 2006.

The new and revised IFRS standards that entered into effect as from 1 January 2006 have no effect on the Bilia Group's income statements, balance sheets, cash flow statements and equity.

## Audit

This report has not been subjected to special examination by the auditors.

## Next report

A report for the second quarter of 2006 will be published on 2 August 2006.

Göteborg, 4 May 2006
Bilia AB (publ)
Board of Directors
For further information, please contact Jan Pettersson, Managing Director and CEO, or Gunnar Blomkvist, CFO, telephone +46317095500.

Bilia AB (publ)
Box 9003, SE-400 91 Göteborg
Street address: Norra Långebergsgatan 3, Västra Frölunda
Telephone: +46 317095500
www.bilia.com
Corporate ID no.: 556112-5690

INFORMATION ON BUSINESS SEGMENTS

| SEK M | Cars |  | Properties |  | Other ${ }^{11}$ |  | Parent Company |  | Eliminations |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 |
| NET TURNOVER External net turnover Internal net turnover | $\begin{array}{r} 3,194 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} 2,689 \\ 0 \\ \hline \end{array}$ | 4 41 | 6 49 | 0 | 1 | 2 | - | -47 | -49 |  |  |
| Total net turnover <br> PROFIT/LOSS <br> Operating profit/loss by business segment <br> Net financial items by business segment <br> Tax expense ${ }^{2)}$ <br> Loss from disposal of discontinued operation, net after tax Net profit | $\begin{array}{r} 3,194 \\ 23 \\ -7 \end{array}$ | $\begin{array}{r} 2,689 \\ 50 \\ -2 \end{array}$ | $\begin{aligned} & 45 \\ & \\ & 26 \\ & -9 \end{aligned}$ | 55 27 -2 | 0 -11 1 | 1 9 1 | 8 -16 9 | -15 | -47 0 - | -49 | $\begin{array}{r} 3,200 \\ 22 \\ -6 \\ -6 \\ \hline \\ 10 \\ \hline \end{array}$ | $\begin{array}{r} 2,696 \\ 71 \\ -1 \\ -17 \\ -45 \\ 8 \\ \hline \end{array}$ |
| OTHER DISCLOSURES <br> Assets, non-interest-bearing Assets, interest-bearing Assets held for sale Eliminations | $\begin{array}{r} 4,994 \\ 316 \end{array}$ | $\begin{array}{r} 3,113 \\ 920 \end{array}$ | 2,039 | $\begin{array}{r} 783 \\ 3 \end{array}$ | $\begin{array}{r} 28 \\ 250 \end{array}$ | 7 299 | $\begin{array}{r} 50 \\ 1,934 \end{array}$ | 34 766 | -3,493 | -1,024 | $\begin{array}{r} 7,111 \\ 2,500 \\ -3,493 \\ \hline \end{array}$ | $\begin{array}{r} 3,937 \\ 1,988 \\ 86 \\ -1,024 \\ \hline \end{array}$ |
| Total assets <br> Liabilities, non-interest-bearing <br> Liabilities, interest-bearing <br> Liabilities attributable to assets held for sale <br> Eliminations | $\begin{aligned} & 3,150 \\ & 1,520 \end{aligned}$ | $\begin{aligned} & 1,238 \\ & 2,249 \end{aligned}$ | $\begin{array}{r} 206 \\ 1,237 \end{array}$ | $\begin{aligned} & 153 \\ & 231 \end{aligned}$ | 9 3 | 6 3 | 31 858 | 24 605 | -896 | 360 | $\begin{array}{r} 6,118 \\ 3,396 \\ 3,618 \\ - \\ -896 \\ \hline \end{array}$ | $\begin{array}{r} 4,987 \\ 1,421 \\ 3,088 \\ 118 \\ 360 \\ \hline \end{array}$ |
| Total liabilities and equity Investments, net Depreciation/amortisation | $\begin{aligned} & 66 \\ & 59 \end{aligned}$ | $\begin{aligned} & 24 \\ & 48 \\ & \hline \end{aligned}$ | 5 9 | 3 9 | 1 | 0 | 1 | 1 |  |  | 6,118 | 4,987 |
| Total depreciation/amortisation <br> Expenses other than depreciation/amortisation not matched by disbursements ${ }^{3)}$ | 15 | 4 | 0 | 4 | - | - | 0 | 1 |  |  | 70 | 57 |

## INFORMATION ON GEOGRAPHICAL SEGMENTS

| SEK M | Net turnover |  | Assets |  | Investments |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2006 | 2005 | 2006 | 2005 |
| Sweden | 2,089 | 2,034 | 3,360 | 3,091 | 19 | 20 |
| Norway | 697 | 505 | 1,930 | 1,404 | 26 | 8 |
| Denmark | 412 | 156 | 733 | 301 | 26 | 0 |
| Other ${ }^{4)}$ | 9 | 1 | 2,285 | 1,127 | 1 | 0 |
| Assets held for sale | - | - | - | 86 | - | - |
| Eliminations | -7 | 0 | -2,190 | -1,022 | - | - |
| Total Bilia Group | 3,200 | 2,696 | 6,118 | 4,987 | 72 | 28 |

1) Other companies and items affecting comparability. Operating profit/loss includes items affecting comparability of SEK -10 M (10)
2) Pertains to unallocated tax expenses.
3) Items not affecting cash
4) Includes the Parent Company.

## Consolidated Income Statement

| SEK M | First quarter |  | April 05 - <br> March 06 | Full year 2005 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  |  |
| Net turnover | 3,200 | 2,696 | 12,600 | 12,096 |
| Costs of goods sold | 2,664 | 2,225 | 10,464 | 10,025 |
| Gross profit | 536 | 471 | 2,136 | 2,071 |
| Other operating revenues | 1 | 10 | 30 | 39 |
| Selling expenses | 392 | 310 | 1,453 | 1,371 |
| Administrative expenses | 123 | 100 | 432 | 409 |
| Other operating expenses | 0 | 0 | -8 | -8 |
| Operating profit ${ }^{1)}$ | 22 | 71 | 289 | 338 |
| Financial income | 2 | 5 | 23 | 26 |
| Financial expenses | 12 | 6 | 46 | 40 |
| Shares in the earnings of associated companies | 4 | - | 4 | - |
| Net financial items | -6 | -1 | -19 | -14 |
| Profit before tax | 16 | 70 | 270 | 324 |
| Tax | -6 | -17 | -72 | -83 |
| Profit after tax, but before loss from discontinued operation | 10 | 53 | 198 | 241 |
| Loss from discontinued operation, net after tax | - | -45 | -6 | -51 |
| Net profit | 10 | 8 | 192 | 190 |
| Earnings per share, SEK | 0.45 | 0.35 | 8.30 | 8.20 |
| Number of shares at end of period, '000 | 23,129 | 23,129 | 23,129 | 23,129 |
| Earnings per share, SEK | 0.45 | 0.35 | 8.30 | 8.20 |
| Weighted average number of shares, '000 | 23,129 | 23,129 | 23,129 | 23,129 |
| ${ }^{1)}$ Amortisation/depreciation acc. to plan by asset class |  |  |  |  |
| - Intellectual property | 4 | 1 | 10 | 7 |
| - Land and buildings | 9 | 8 | 38 | 37 |
| - Equipment, tools, fixtures and fittings | 19 | 15 | 67 | 63 |
| - Leased vehicles | 38 | 33 | 149 | 144 |
| Total | 70 | 57 | 264 | 251 |

Operating profit/loss per business segment

|  | First quarter | April 05- | Full year |  |
| :--- | ---: | ---: | ---: | ---: |
| SEK M | $\mathbf{2 0 0 6}$ | 2005 | March 06 | 2005 |
| Cars | $\mathbf{2 3}$ | 50 | 229 | 256 |
| Properties | $\mathbf{2 6}$ | 27 | 98 | 99 |
| Parent Company | $\mathbf{- 1 6}$ | -15 | -65 | -64 |
| Other, eliminations | $\mathbf{- 1 1}$ | 9 | 27 | 47 |
| Operating profit | $\mathbf{2 2}$ | 71 | 289 | 338 |

## Consolidated Balance Sheet

| SEK M | 31.03 .06 | 31.12.05 | 31.03.05 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Non-current assets |  |  |  |
| Intangible assets |  |  |  |
| Intellectual property | 108 | 48 | 26 |
| Goodwill | 97 | 62 | 62 |
|  | 205 | 110 | 88 |
| Property, plant and equipment |  |  |  |
| Land and buildings | 734 | 736 | 685 |
| Construction in progress | 45 | 30 | 56 |
| Equipment, tools, fixtures and fittings | 284 | 273 | 235 |
| Leased vehicles ${ }^{1)}$ | 1,747 | 1,751 | 1,400 |
|  | 2,810 | 2,790 | 2,376 |
| Long-term investments |  |  |  |
| Financial investments | 188 | 176 | 164 |
| Long-term receivables ${ }^{2)}$ | 21 | 20 | 63 |
| Deferred tax assets | 73 | 58 | 58 |
|  | 282 | 254 | 285 |
| Total non-current assets | 3,297 | 3,154 | 2,749 |
| Current assets |  |  |  |
| Inventories, merchandise | 1,938 | 1,850 | 1,493 |
| Current receivables |  |  |  |
| Interest-bearing receivables ${ }^{2)}$ | 35 | 22 | 37 |
| Other receivables | 796 | 857 | 540 |
| Cash and cash equivalents ${ }^{2)}$ | 52 | 63 | 82 |
| Assets held for sale |  | 16 | 86 |
| Total current assets | 2,821 | 2,808 | 2,238 |
| Total assets | 6,118 | 5,962 | 4,987 |
|  |  |  |  |
| Equity and liabilities |  |  |  |
| Equity |  |  |  |
| Share capital | 231 | 231 | 231 |
| Reserves | 6 | 5 | 102 |
| Retained earnings including net profit for the period | 1,059 | 1,050 | 933 |
| Total equity | 1,296 | 1,286 | 1,266 |
| Non-current liabilities |  |  |  |
| Interest-bearing liabilities ${ }^{3}$ ) | 422 | 241 | 580 |
| Other liabilities and provisions ${ }^{4)}$ | 1,448 | 1,534 | 1,152 |
|  | 1,870 | 1,775 | 1,732 |
| Current liabilities |  |  |  |
| Interest-bearing liabilities ${ }^{3)}$ | 786 | 748 | 140 |
| Other liabilities and provisions | 2,166 | 2,150 | 1,731 |
| Liabilities attributable to assets held for sale | - | 3 | 118 |
|  | 2,952 | 2,901 | 1,989 |
| Total equity and liabilities | 6,118 | 5,962 | 4,987 |
| Assets |  |  |  |
| ${ }^{\text {1) }}{ }^{\text {2) }}$ Of which interest-bearing | 226 | 238 | 241 |
| ${ }^{2}$ ) Interest-bearing | 108 | 105 | 182 |
| Liabilities |  |  |  |
| ${ }^{\text {4) }}$ ) Interest-bearing | 1,208 | 989 | 720 |
| ${ }^{4}$ ) Of which interest-bearing | 243 | 238 | 254 |

## Consolidated Cash Flow Statement

| SEK M | First quarter |  | April 05 March 06 | Full year$2005$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2006 | 2005 |  |  |
| OPERATIONS |  |  |  |  |
| Operating activities |  |  |  |  |
| Operating profit | 22 | 71 | 289 | 338 |
| Financial items | -6 | -1 | -19 | -14 |
| Depreciation/amortisation and impairment losses | 70 | 57 | 253 | 240 |
| Other items not affecting cash | 12 | -49 | -26 | -87 |
| Tax paid | -29 | -101 | -104 | -176 |
| Change in inventories | 61 | -166 | -8 | -235 |
| Change in operating receivables | 129 | 42 | 0 | -87 |
| Change in operating liabilities | -112 | -78 | 172 | 206 |
| Cash flow from operating activities | 147 | -225 | 557 | 185 |
| Investing activities |  |  |  |  |
| Investments and disposals in non-current assets | -60 | -63 | -263 | -266 |
| Interest-bearing receivables | -15 | -44 | 59 | 30 |
| Business combinations | -123 | - | -197 | -74 |
| Disposals | - | 14 | 78 | 92 |
| Cash flow from investing activities | -198 | -93 | -323 | -218 |
| Remaining after net investments | -51 | -318 | 234 | -33 |
| Financing activities |  |  |  |  |
| Change in bank loans and other loans | 49 | 536 | -69 | 418 |
| Redemption, subordinated shares | - | -377 | - | -377 |
| Dividend to shareholders and share buy-back | 0 | - | -173 | -173 |
| Cash flow from financing activities | 49 | 159 | -242 | -132 |
| Change in cash and cash equivalents, excl. translation differences | -2 | -159 | -8 | -165 |
| Exchange difference in cash and cash equivalents | 0 | 1 | 1 | 2 |
| Change in cash and cash equivalents | -2 | -158 | -7 | -163 |
| Cash and cash equivalents at start of year | 83 | 246 | 83 | 246 |
| Cash and cash equivalents at end of period | 81 | 88 | 76 | 83 |

## Quarterly review

## Quarter



[^1]
[^0]:    ${ }^{1)}$ Items affecting comparability are shown on page 3.
    ${ }^{2)}$ The number of shares used in the calculation is shown in the table on page 10.

[^1]:    1) Rolling 12 months.
    2) Based on number of shares outstanding, 23,129,155.
    3) Based on weighted average number of shares outstanding during second quarter, 24,622,491.
    4) Calculated excluding new issue of 37.7 million subordinated shares of Series C.
    5) Based on weighted average number of shares outstanding during first quarter, 23,129,074.
    6) Based on number of shares outstanding, 23,129,000.
