

Hedin M<mark>obility Group AB (publ)</mark> Interim Report Jan<mark>uary 1 – March 31 2025</mark>

# We enable mobility

HEDIN MOBILITY GROUP

Interim Report January 1 – March 31 2025

# HEDIN MOBILITY GROUP AB (PUBL) 556065-4070

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#### The Group in summary

#### Key figures

|                                  | First q | First quarter |        |
|----------------------------------|---------|---------------|--------|
| Amounts in MSEK                  | 2025    | 2024          | 2024   |
| Net sales                        | 23,072  | 23,585        | 92,300 |
| Operational earnings             | 103     | 151           | 614    |
| Margin, %                        | 0.4     | 0.6           | 0.7    |
| Operating profit                 | 47      | -14           | -55    |
| Operating margin, %              | 0.2     | -0.1          | -0.1   |
| Net profit/loss for the period   | -222    | -247          | -1,157 |
| Equity ratio, %                  | 13      | 15            | 14     |
| Equity ratio excluding IFRS16, % | 16      | 19            | 17     |
| Average number of employees      | 11,407  | 11,212        | 11,434 |

#### **Definitions**

Operational earnings: Operating profit excluding items affecting comparability and amortisation of consolidated surplus values. Margin: Operational earnings in relation to net sales.

Equity ratio: Equity in relation to total assets.

### First quarter 2025

- Net sales decreased by 2% to MSEK 23,072 (23,585). Adjusted for acquisitions and exchange rate changes, net sales decreased by 6% compared to the previous year for comparable units.
- Operational earnings decreased to MSEK 103 (151).
- Operating profit amounted to MSEK 47 (-14). ۰
- Profit/loss for the period amounted to MSEK -222 (-247).

# Events of the first quarter of 2025

- On January 31, Hedin Mobility Group, through its Finnish subsidiary Hedin Automotive Finland, completed the divestment of two Škoda facilities to Helkama-Auto, as announced on November 14.
- On February 3, it was announced that XPENG had appointed Hedin Mobility Group as official importer and distributor in Switzerland. Two weeks later, it was announced that the Group also is appointed importer and distributor in Slovakia and the Czech Republic.
- On February 10, it was announced that Hedin Automotive Retail Oy and Wetteri Auto Oy, a subsidiary of Wetteri Oy, have signed an agreement under which Wetteri will acquire the Kia and Mitsubishi operations in Lahti.
- On March 13, it was announced that Carstore a used car specialist and part of Hedin Mobility Group – has opened the chain's largest showroom at Vantaa Retail Park in Finland. The new showroom features modern indoor facilities with space for over 250 vehicles.
- On March 24, it was announced that Elbilsvaruhuset has become the official charging partner of Hedin Automotive Sweden. Through the partnership, Hedin Automotive can offer customers charging solutions already at the point of purchase.

# Events after the first quarter 2025

• On April 15, it was announced that Hedin Automotive has been named Mercedes-Benz Dealer of the Year 2024 in the Czech Republic.



# Positive start to the year with improved earnings and stronger cash flow

#### First quarter

We begin 2025 with a quarter that clearly reflects the positive impact of our strategic transformation. Despite continued market uncertainty and price pressure, we improved our result by 35% compared to the same period last year. This comparison excludes the capital gain from the sale of shares in Pendragon PLC, completed in February 2024. The development is a clear indicator of progress in our underlying operations and confirms that our profitability-enhancing measures are bearing fruit.

At the same time, we significantly improved our operating cash flow – from MSEK 64 in Q1 2024 to MSEK 731 in Q1 2025. This is a strong sign that our cost savings programme is delivering the intended results.

# Higher order intake and continued strong used car business

The Group's order intake rose by 8% during the quarter, with passenger cars up by 12%. For light commercial vehicles, we noted a 14% decline, largely due to revised tax regulations introduced in the Netherlands at the turn of the year. Total vehicle deliveries increased by 2% during the quarter, mainly driven by a strong used car business.

Used car sales increased by 7% compared to the same quarter last year. In March, we opened a new Carstore Megastore in Vantaa, Finland, with sales during the first month exceeding our expectations. This underlines the strength of our strategy to grow in the used car segment through dedicated, branded sales channels.

It is also gratifying that our Czech operations have been recognised. During the quarter, we were named 2024 Dealer of the Year by Mercedes-Benz in the Czech Republic – a clear testament to our ability to deliver customer value throughout the value chain.

#### Aftermarket continues to deliver profitability

Our aftermarket business continues to perform well, with stable volumes and maintained profitability. We are also seeing continued impact from previous investments in competence and customer experience – laying a solid foundation for long-term growth.

# Expansion in electric vehicles and continued growth in spare parts

We continue to develop our distribution business, and during the quarter we strengthened our distribution portfolio. In February, we were appointed importer and distributor for XPENG in Switzerland, the Czech Republic and Slovakia – a strategic step that reinforces our offering in the premium electric vehicle segment in the European market.

The spare parts business continued to perform strongly, with both Hedin Parts and KW Parts delivering significant growth in sales and earnings. Increased demand and improved service levels are driving the positive development.

#### Increasing global uncertainty

As we now enter the second quarter, the market is significantly more difficult to assess. During the first quarter, we saw a clear increase in new car order intake of 8%, and we enter the second quarter of 2025 with an order book that is 15% larger compared to the beginning of the year. However, it is still too early to draw definite conclusions about how demand will be affected by the current global economic and political turbulence.

What is clear, however, is that the efforts made by our colleagues across the Group are beginning to pay off. There is still a long way to go, but we are seeing increasing momentum from our initiatives, month by month. This gives me confidence and growing optimism, even in a more uncertain external environment.

Mölndal in May, 2025

Anders Hedin





# Financial summary

#### JANUARY - MARCH 2025

**Net sales** decreased by 2% to MSEK 23,072 (23,585). Adjusted for acquisitions and exchange rate changes, net sales decreased by 6% compared to the previous year for comparable units. New vehicle sales remain lower compared to the previous year, while sales of used vehicles and the aftermarket are increasing. Order intake is positive and has increased by 8% compared to the previous year, and the order backlog is rising to approximately 25,000 vehicles.

**Operational earnings** decreased to MSEK 103 (151). The margin amounted to 0.4% (0.6%). Sales of new vehicles are lower than the previous year, but at better margins. Sales of used vehicles are increasing in most of our markets, but at reduced margins. Overall, the vehicle market in Europe has declined, resulting in lower sales of new vehicles and increased competition in the used vehicle market. The aftermarket is growing with maintained profitability.

The cost reduction programme implemented during the autumn has begun to yild the intended results, with operational costs decreasing significantly. In 2025, additional measures have been initiated to consolidate and streamline the operations, with the aim of driving transformation across all business areas within the Group to achieve a cohesive group structure and optimised processes. **Operating profit** increased to MSEK 47 (-14). The difference from operational earnings consists of amortisation of group surplus values and non-recurring items.

|                                | First quarter |      |  |
|--------------------------------|---------------|------|--|
| Amounts in MSEK                | 2025          | 2024 |  |
| Operational earnings           | 103           | 151  |  |
| Amortisation of surplus values | -52           | -62  |  |
| Structural costs               | -4            | -10  |  |
| New distribution brands        | 0             | -88  |  |
| Acquisition and establishment  | 0             | -5   |  |
| Operating profit               | 47            | -14  |  |

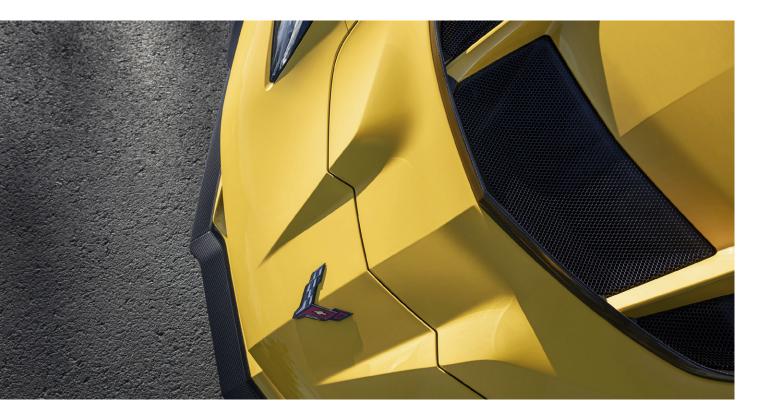
**Net financial items** amounted to MSEK -305 (-285). The figure for the previous year also includes a gain of MSEK 92 from the sale of the holding in Pendragon PLC.

**Cash flow from operating activities** amounted to MSEK 731 (64). Investment in assets, excluding leasing vehicles and right-of-use assets, amounted to MSEK 181 (476). Available liquidity including unused overdraft facilities and revolving credit facilities amounts to MSEK 1,962.

| Net sales              | First o | uarter | Full year |
|------------------------|---------|--------|-----------|
| Amounts in MSEK        | 2025    | 2024   | 2024      |
| Retail                 | 20,595  | 21,685 | 83,869    |
| Distribution           | 3,048   | 2,993  | 12,437    |
| Segment reconciliation | -571    | -1,093 | -4,006    |
| Total                  | 23,072  | 23,585 | 92,300    |

| Operational earnings   | First c | Juarter | Full year |
|------------------------|---------|---------|-----------|
| Amounts in MSEK        | 2025    | 2024    | 2024      |
| Retail                 | -27     | -19     | -19       |
| Distribution           | 67      | 130     | 420       |
| Segment reconciliation | 63      | 40      | 213       |
| Total                  | 103     | 151     | 614       |

| Margin       | First c | luarter | Full year |
|--------------|---------|---------|-----------|
| %            | 2025    | 2024    | 2024      |
| Retail       | -0.1%   | -0.1%   | 0.0%      |
| Distribution | 2.2%    | 4.3%    | 3.4%      |
| Total        | 0.4%    | 0.6%    | 0.7%      |



#### Distribution

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Net sales increased by 2% to MSEK 3,048 (2,993). Operational earnings decreased to MSEK 67 (130) and the margin amounted to 2.2% (4.3%).

Vehicle sales have decreased slightly compared to the previous year, with the majority of sales taking place in the Swedish market. At the same time, the business area is expanding through the addition of Iveco distribution in the Nordic markets and Corvette in Europe.

Sales of spare parts and tires have shown growth compared to the previous year. The measures taken last year to restructure parts handling have yielded results, with the business area increasing both revenue and profitability.

| Registered vehicles - Distribution | First c | Juarter | Full year |
|------------------------------------|---------|---------|-----------|
|                                    | 2025    | 2024    | 2024      |
| Ford                               | 2,466   | 3,102   | 10,405    |
| MG                                 | 381     | 617     | 3,200     |
| BYD                                | 280     | 610     | 3,083     |
| Hongqi                             | 34      | 46      | 211       |
| Ineos Grenadier                    | 58      | 96      | 313       |
| Dodge, RAM                         | 835     | 769     | 3,477     |
| lveco                              | 364     | -       | 242       |
| Corvette                           | 94      | -       | 240       |
| Ford F-150                         | 239     | 215     | 1,013     |
| Renault, Dacia, Alpine *           | 5,057   | 4,864   | 22,796    |
| Total                              | 9,808   | 10,319  | 44,980    |

\*Renault, Dacia, Alpine are distributed by RN Nordic AB, where Hedin Mobility Group owns 50%. The holding is reported as an associated company according to the equity method.

#### Retail

Net sales decreased by 5% to MSEK 20,595 (21,685). Adjusted for acquisitions and exchange rate changes, net sales decreased by 7%.

Operational earnings decreased to MSEK -27 (-19). Sales have decreased in all markets except Norway and Sweden.

Sales of new vehicles decreased by 8% during the quarter. The total market, measured in the number of new registered passenger cars, declined in all of our markets except Norway, Sweden, and the United Kingdom. The lower sales volume is offset by an improved margin, and the operational earnings is better than in the previous year.

Sales of used vehicles increased by 7% compared to the previous year. A large portion of the increase occurred in Sweden, but our used vehicle sales also grew in countries such as Finland, the Netherlands, and the United Kingdom. The decline in operational earnings is primarily due to the sale of used vehicles, as profit margins in this segment remain very low, particularly for used electric vehicles. There is a large supply of used vehicles on the market, while demand has declined, which increases competition and puts pressure on margins.

The aftermarket is more stable and has improved compared to the previous year. Sales increased by 3%, primarily in Sweden and Norway. In the Netherlands, a labour dispute between unions has led to intermittent strikes during the first quarter. Our workshops have been affected and were periodically closed, which negatively impacted results. In Switzerland, a major reconstruction of the workshop at our largest facility has also had a negative effect on operations and results.



Used Vehicles 9 000 0,0% 8 000 -0.5% 7 000 -1.0% 6 000 -1,5% 5 000 -2,0% 4 000 -2,5% 3 000 -3,0% 2 000 1 000 -3.5% 0 -4.0% Q2-2023 Q3-2023 Q4-2023 Q1-2024 Q2-2024 Q3-2024 Q4-2024 Q1-2025 Net Sales Used vehicles Margin% 12mth





| Net sales – Retail                | First c | luarter | Full year |
|-----------------------------------|---------|---------|-----------|
| Amounts in MSEK                   | 2025    | 2024    | 2024      |
| Sweden                            | 5,848   | 5,593   | 23,061    |
| Norway                            | 1,060   | 900     | 4,307     |
| Finland                           | 2,487   | 2,504   | 10,262    |
| UK                                | 1,509   | 1,920   | 5,698     |
| Belgium, Luxembourg               | 2,179   | 2,586   | 8,420     |
| Netherlands                       | 4,200   | 4,544   | 17,845    |
| Germany                           | 931     | 1,129   | 3,686     |
| Switzerland                       | 912     | 987     | 4,122     |
| Slovakia, Czech Republic, Hungary | 1,469   | 1,521   | 6,468     |
| Total                             | 20,595  | 21,685  | 83,869    |

| Operational earnings - Retail     | First o | uarter | Full year |
|-----------------------------------|---------|--------|-----------|
| Amounts in MSEK                   | 2025    | 2024   | 2024      |
| Sweden                            | -110    | -122   | -290      |
| Norway                            | -3      | -7     | 61        |
| Finland                           | -56     | -55    | -206      |
| UK                                | 32      | 31     | 49        |
| Belgium, Luxembourg               | 41      | 68     | 55        |
| Netherlands                       | 89      | 93     | 401       |
| Germany                           | -19     | -7     | -96       |
| Switzerland                       | -4      | -33    | -80       |
| Slovakia, Czech Republic, Hungary | 3       | 13     | 87        |
| Total                             | -27     | -19    | -19       |

| Margin - Retail                   | First c | Juarter | Full year |
|-----------------------------------|---------|---------|-----------|
| %                                 | 2025    | 2024    | 2024      |
| Sweden                            | -1.9%   | -2.2%   | -1.3%     |
| Norway                            | -0.3%   | -0.7%   | 1.4%      |
| Finland                           | -2.2%   | -2.2%   | -2.0%     |
| UK                                | 2.1%    | 1.6%    | 0.9%      |
| Belgium, Luxembourg               | 1.9%    | 2.6%    | 0.7%      |
| Netherlands                       | 2.1%    | 2.0%    | 2.2%      |
| Germany                           | -2.1%   | -0.6%   | -2.6%     |
| Switzerland                       | -0.4%   | -3.4%   | -1.9%     |
| Slovakia, Czech Republic, Hungary | 0.2%    | 0.8%    | 1.3%      |
| Total                             | -0.1%   | -0.1%   | 0.0%      |

| Delivered vehicles by category | First c | uarter | Full year |
|--------------------------------|---------|--------|-----------|
|                                | 2025    | 2024   | 2024      |
| New passenger cars             | 20,880  | 21,215 | 85,727    |
| New commercial vehicles        | 4,308   | 5,550  | 25,120    |
| Used passenger cars            | 28,011  | 25,607 | 101,875   |
| Used commercial vehicles       | 1,626   | 1,636  | 6,691     |
| Trucks, new and used           | 209     | 326    | 1,057     |
| Motorcycles, new and used      | 156     | 168    | 879       |
| Total                          | 55,190  | 54,502 | 221,349   |

| Delivered vehicles by country     | First o | uarter | Full year |
|-----------------------------------|---------|--------|-----------|
|                                   | 2025    | 2024   | 2024      |
| Sweden                            | 18,170  | 17,267 | 72,912    |
| Norway                            | 2,400   | 1,957  | 9,338     |
| Finland                           | 7,237   | 7,147  | 28,841    |
| UK                                | 4,200   | 3,807  | 14,597    |
| Belgium, Luxembourg               | 3,761   | 4,287  | 13,864    |
| Netherlands                       | 12,922  | 13,186 | 54,315    |
| Germany                           | 2,506   | 2,591  | 9,947     |
| Switzerland                       | 1,397   | 1,611  | 6,275     |
| Slovakia, Czech Republic, Hungary | 2,597   | 2,649  | 11,260    |
| Total                             | 55,190  | 54,502 | 221,349   |

| Order take - Retail       | First c | Full year |         |
|---------------------------|---------|-----------|---------|
|                           | 2025    | 2024      | 2024    |
| New passenger cars        | 23,566  | 21,025    | 82,243  |
| New commercial vehicles   | 4,882   | 6,026     | 22,741  |
| Used passenger cars       | 28,006  | 25,107    | 100,349 |
| Used commercial vehicles  | 1,627   | 1,700     | 6,781   |
| Trucks, new and used      | 263     | 181       | 946     |
| Motorcycles, new and used | 151     | 218       | 813     |
| Total                     | 58,495  | 54,257    | 213,873 |

| Order take - Retail               | First c | Full year |         |
|-----------------------------------|---------|-----------|---------|
|                                   | 2025    | 2024      | 2024    |
| Sweden                            | 19,488  | 17,067    | 71,615  |
| Norway                            | 2,417   | 2,285     | 9,394   |
| Finland                           | 7,778   | 7,556     | 29,103  |
| UK                                | 4,364   | 4,117     | 14,806  |
| Belgium, Luxembourg               | 4,374   | 3,648     | 12,998  |
| Netherlands                       | 12,847  | 12,653    | 51,002  |
| Germany                           | 2,995   | 3,407     | 10,241  |
| Switzerland                       | 1,178   | 926       | 3,870   |
| Slovakia, Czech Republic, Hungary | 3,054   | 2,598     | 10,844  |
| Total                             | 58,495  | 54,257    | 213,873 |

### Consolidated income statement and total comprehensive income

| Amounts in MSEK  | ISEK First quarter |         | Full year |  |
|--|--------------------|---------|-----------|--|
|  | 2025               | 2024    | 2024      |  |
| Operating income   |                    |         |           |  |
| Net sales  | 23,072             | 23,585  | 92,300    |  |
| Other operating income   | 110                | 173     | 803       |  |
|  | 23,182             | 23,758  | 93,103    |  |
| Operating expenses   |                    |         |           |  |
| Finished products and goods for resale                             | -18,674            | -19,240 | -74,553   |  |
| Other external expenses  | -1,103             | -1,171  | -4,827    |  |
| Employee benefit expenses  | -2,205             | -2,145  | -8,828    |  |
| Profit from participations in operational associated companies     | 9                  | 4       | 47        |  |
| Depreciation and amortisation of tangible and                      |                    |         |           |  |
| intangible fixed assets  | -1,088             | -1,107  | -4,654    |  |
| Other operating expenses   | -74                | -113    | -343      |  |
| Operating profit/loss  | 47                 | -14     | -55       |  |
| Profit/loss from financial items                                   |                    |         |           |  |
| Profit from participations in associated companies                 | 2                  | 0       | 13        |  |
| Financial income   | 24                 | 107     | 142       |  |
| Financial expenses   | -331               | -392    | -1,540    |  |
| Profit/loss before tax   | -258               | -299    | -1,440    |  |
| Taxes  | 36                 | 52      | 283       |  |
| Net profit/loss for the period                                     | -222               | -247    | -1,157    |  |
| Net profit/loss for the year attributable to:                      |                    |         |           |  |
| Parent company's shareholders                                      | -226               | -249    | -1,175    |  |
| Holdings with non-controlling interests                            | 4                  | 2       | 18        |  |
| Net profit/loss for the period                                     | -222               | -247    | -1,157    |  |
| Other comprehensive income   |                    |         |           |  |
| Items that will not be classified to profit or loss for the period |                    |         |           |  |
| Remeasurements of pensions obligations, net after taxes            | 0                  | 0       | 10        |  |
| Items that may be reclassified to profit or loss                   |                    |         |           |  |
| Cash flow hedging  | -135               | 61      | 68        |  |
| Translation differences  | -116               | 61      | 20        |  |
| Total comprehensive income for the period                          | -473               | -125    | -1,059    |  |
| Total comprehensive income for the period attributable to:         |                    |         |           |  |
| Parent company's shareholders                                      | -473               | -128    | -1,077    |  |
| Holdings with non-controlling interests                            | 0                  | З       | 18        |  |
|  |                    | -125    | -1,059    |  |

#### Consolidated balance sheet

| Amounts in MSEK                        | 03/31/2025 | 03/31/2024 | 12/31/2024 |
|--|------------|------------|------------|
| ASSETS                                 |            |            |            |
| Fixed assets                           |            |            |            |
| Intangible fixed assets                |            |            |            |
| Intangible rights                      | 146        | 198        | 144        |
| Customer relations                     | 782        | 1,049      | 883        |
| Goodwill                               | 3,155      | 3,045      | 3,261      |
|  | 4,083      | 4,292      | 4,288      |
| Tangible fixed assets                  |            |            |            |
| Land and buildings                     | 1,446      | 1,450      | 1,515      |
| Costs incurred on others' property     | 951        | 883        | 1,010      |
| Equipment, tools and installations     | 1,295      | 1,215      | 1,351      |
| Leasing vehicles                       | 11,092     | 12,211     | 11,596     |
| Right-of-use assets                    | 11,525     | 12,181     | 11,780     |
| Construction in progress               | 197        | 216        | 164        |
|  | 26,506     | 28,156     | 27,416     |
|  |            |            |            |
| Shares in associated companies         | 357        | 305        | 347        |
| Other long-term securities             | 20         | 37         | 20         |
| Deferred tax assets                    | 939        | 572        | 912        |
| Other long-term receivables            | 72         | 38         | 19         |
| Total fixed assets                     | 31,977     | 33,400     | 33,002     |
| Current assets                         |            |            |            |
| Inventories                            |            |            |            |
| Finished products and goods for resale | 13,323     | 13,916     | 14,470     |
| Goods in transit                       | 2,197      | 2,975      | 2,689      |
|  | 15,520     | 16,891     | 17,159     |
| Current receivables                    |            |            |            |
| Accounts receivables                   | 2,960      | 4,172      | 3,733      |
| Receivables from group companies       | 2          | 6          | 1          |
| Receivables from associated companies  | 4          | 47         | 2          |
| Tax assets                             | 219        | 173        | 152        |
| Other current receivables              | 1,032      | 977        | 913        |
| Prepaid expenses and accrued income    | 933        | 1,060      | 1,082      |
|  | 5,150      | 6,435      | 5,883      |
| Cash and cash equivalents              | 759        | 1,167      | 865        |
| Total current assets                   | 21,429     | 24,493     | 23,907     |
| TOTAL ASSETS                           | 53,406     | 57,893     | 56,909     |

#### Consolidated balance sheet

| Amounts in MSEK  | 03/31/2025 | 03/31/2024 | 12/31/2024 |
|--|------------|------------|------------|
| EQUITY AND LIABILITIES                                   |            |            |            |
| Share capital and other contributed capital              | 4,103      | 4,103      | 4,103      |
| Reserves   | 118        | 150        | 118        |
| Balanced earnings, including profit/loss for the period  | 2,625      | 4,014      | 3,098      |
| Equity attributable to the Parent company's shareholders | 6,846      | 8,267      | 7,319      |
| Holdings with non-controlling interests                  | 102        | 98         | 104        |
| Total equity   | 6,948      | 8,365      | 7,423      |
| Non-current liabilities                                  |            |            |            |
| Provisions for pensions                                  | 183        | 207        | 191        |
| Deferred tax liabilities                                 | 327        | 393        | 326        |
| Bond loans   | 997        | 994        | 996        |
| Other liabilities to credit institutions                 | 1,025      | 3,032      | 1,062      |
| Lease liabilities  | 9,728      | 10,556     | 10,009     |
| Other non-current liabilities                            | 5,158      | 6,708      | 5,530      |
| Total non-current liabilities                            | 17,418     | 21,890     | 18,114     |
| Current liabilities                                      |            |            |            |
| Overdraft facilities                                     | 1,703      | 1,434      | 1,816      |
| Liabilities to credit institutions                       | 3,587      | 1,721      | 3,924      |
| Lease liabilities  | 1,922      | 1,683      | 1,872      |
| Accounts payable   | 5,743      | 8,364      | 6,787      |
| Liabilities to group companies                           | 2          | 9          | 14         |
| Liabilities to associated companies                      | 0          | 1          | 0          |
| Tax liabilities  | 35         | 61         | 7          |
| Other current liabilities                                | 13,075     | 11,305     | 14,224     |
| Accrued expenses and deferred income                     | 2,973      | 3,060      | 2,728      |
| Total current liabilities                                | 29,040     | 27,638     | 31,372     |
| TOTAL EQUITY AND LIABILITIES                             | 53,406     | 57,893     | 56,909     |

#### Report on changes in equity in summary

| Amounts in MSEK                                   | Equity | Holdings with<br>non-controlling<br>interests | Total equity |
|---|--------|---|--------------|
| Opening balance 01/01/2024                        | 8,395  | 95  | 8,490        |
| Net profit/loss for the period                    | -249   | 2   | -247         |
| Other comprehensive income                        | 121    | 1   | 122          |
| Closing balance 03/31/2024                        | 8,267  | 98  | 8,365        |
| Opening balance 01/01/2025                        | 7,319  | 104   | 7,423        |
| Net profit/loss for the period                    | -226   | 4   | -222         |
| Other comprehensive income                        | -247   | -4  | -251         |
| Dividend to owners with non-controlling interests | 0      | -2  | -2           |
| Closing balance 03/31/2025                        | 6,846  | 102   | 6,948        |

#### Consolidated cash flow statements

|   | First c | Juarter | Full year |  |
|---|---------|---------|-----------|--|
| Amounts in MSEK   | 2025    | 2024    | 2024      |  |
| Operating activities  |         |         |           |  |
| Profit/loss after financial items                                     | -258    | -299    | -1,440    |  |
| Adjustments for non-cash items  | 964     | 990     | 4,239     |  |
| Income tax paid   | -38     | -317    | -468      |  |
| Cash flow from operating activities before changes in working capital | 668     | 374     | 2,331     |  |
| Cash flow from changes in working capital                             |         |         |           |  |
| Increase(-)/decrease(+) in inventories                                | 1,172   | 918     | 1,192     |  |
| Increase(-)/decrease(+) in operating receivables                      | 577     | 151     | 882       |  |
| Increase(+)/decrease(-) in operating liabilities                      | -1,686  | -1,379  | -2,379    |  |
| Cash flow from operating activities                                   | 731     | 64      | 2,026     |  |
| Investing activities  |         |         |           |  |
| Acquisition of subsidiaries   | 0       | 0       | -427      |  |
| Dividend from associated companies                                    | 0       | 0       | 12        |  |
| Dividend to owners with non-controlling interest                      | -2      | 0       | -9        |  |
| Sale of subsidiaries  | 0       | 0       | 530       |  |
| Purchase of intangible and tangible fixed assets                      | -181    | -476    | -1,044    |  |
| Sale of tangible assets   | 0       | 8       | 23        |  |
| Purchase of leasing vehicles  | -1,063  | -1,210  | -5,307    |  |
| Sale of leasing vehicles  | 954     | 1,491   | 4,560     |  |
| Sale of financial fixed assets  | 0       | 1,141   | 1,141     |  |
| Cash flow from investing activities                                   | -292    | 954     | -521      |  |
| Financing activities  |         |         |           |  |
| Borrowings  | 0       | 248     | 248       |  |
| Repayment of loans  | -118    | -119    | -561      |  |
| Net change in overdraft facilities and similar credit facilities      | 27      | -784    | 86        |  |
| Repayment of lease liability  | -408    | -376    | -1,602    |  |
| Cash flow from financing activities                                   | -499    | -1,031  | -1,829    |  |
| Cash flow for the period  | -60     | -13     | -324      |  |
| Cash and cash equivalents at the beginning of the period              | 865     | 1,151   | 1,151     |  |
| Exchange rate differences in cash and cash equivalents                | -46     | 29      | 38        |  |
| Cash and cash equivalents at the end of the period                    | 759     | 1,167   | 865       |  |

#### Note 1 Reporting standards

The Interim Report for the Group has been prepared according to IAS 34 Interim Financial Reporting. The same accounting policies and calculation methods have been applied as in the most recent Annual Report.

#### Note 2 Operating segments

*Retail* includes retail sales of new and used vehicles including sales of financing and insurance solutions, as well as aftermarket that includes service, workshop services and products, as well as spare parts.

Distribution includes the import and distribution of vehicles, tires, spare parts, and other car accessories.

**Segment reconciliation** include Mobility Solutions and the IT business. Certain group-wide functions in the Parent company and the effects of IFRS 16 are also reported in segment reconcilation.

Operational earnings refer to operating profit excluding items affecting comparability and amortisation of surplus values.

| January-March                     | Ret    | ail    | Distrik | oution | Segment re | conciliation | Gro    | pup    |
|-----------------------------------|--------|--------|---------|--------|------------|--------------|--------|--------|
| Amounts in MSEK                   | 2025   | 2024   | 2025    | 2024   | 2025       | 2024         | 2025   | 2024   |
| Net sales                         | 20,595 | 21,685 | 3,048   | 2,993  | -571       | -1,093       | 23,072 | 23,585 |
| EBITDA                            | 559    | 598    | 76      | 136    | 504        | 462          | 1,139  | 1,196  |
| Depreciation                      | -586   | -616   | -9      | -7     | -441       | -422         | -1,036 | -1,045 |
| Operational earnings              | -27    | -19    | 67      | 130    | 63         | 40           | 103    | 151    |
| Margin                            | -0.1%  | -0.1%  | 2.2%    | 4.3%   |            |              | 0.4%   | 0.6%   |
| Structural costs, etc             | -4     | -19    |         | -79    | 0          | -5           | -4     | -103   |
| Amortisation of surplus<br>values | -52    | -62    |         |        |            |              | -52    | -62    |
| Operating profit                  | -84    | -100   | 67      | 51     | 63         | 35           | 47     | -14    |
| Operating margin                  | -0.4%  | -0.5%  | 2.2%    | 1.7%   |            |              | 0.2%   | -0.1%  |
| Financial items                   |        |        |         |        |            |              | -305   | -285   |
| Profit before tax                 |        |        |         |        |            |              | -258   | -299   |
| Tax expense                       |        |        |         |        |            |              | 36     | 52     |
| Net profit for the period         |        |        |         |        |            |              | -222   | -247   |
| Investments in                    |        |        |         |        |            |              |        |        |
| - fixed assets                    | 166    | 448    | 6       | 9      | 9          | 19           | 181    | 476    |
| - leasing vehicles                | 1,063  | 1,210  |         |        |            |              | 1,063  | 1,210  |

#### Note 3 Specification of financial covenants

#### EBITDA

| Amounts in MSEK   | April 2024-March 2025 | Full year 2024 |
|---|-----------------------|----------------|
| Operating profit  | 6                     | -55            |
| Depreciation and amortisation of tangible and intangible fixed assets | 4,636                 | 4,654          |
| - Less depreciation and interest on right-of-use assets               | -2,041                | -2,021         |
| - Less depreciation on leasing vehicles with repurchase agreements    | -2,088                | -2,146         |
| Result attributable to non-controlling interests                      | -20                   | -18            |
| Result from participations in operational associated companies        | -52                   | -47            |
| Profit sale of fixed assets   | -322                  | -317           |
| Other items affecting comparability                                   | 616                   | 736            |
| Adjustment items affecting comparability max 10% of EBITDA            | -603                  | -728           |
| Pro-forma adjustment for acquired businesses                          | 13                    | 28             |
| EBITDA *  | 145                   | 86             |

#### Net interest bearing debt

| Amounts in MSEK                               | 03/31/2025 | 12/31/2024 |
|---|------------|------------|
| Long term liabilities to credit institutions  | 1,025      | 1,062      |
| Bond loans                                    | 997        | 996        |
| Utilised overdraft facilities                 | 1,703      | 1,816      |
| Short term liabilities to credit institutions | 3,587      | 3,924      |
| Cash and cash equivalents                     | -759       | -865       |
| Shares in associated companies                | -357       | -347       |
| Net interest bearing debt *                   | 6,196      | 6,586      |

#### Net finance charges

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| Amounts in MSEK  | April 2024-March 2025 | Full year 2024 |
|--|-----------------------|----------------|
| Financial income   | 81                    | 69             |
| Financial costs  | -1,479                | -1,540         |
| - Less financial costs attributable to right-of-use assets | 340                   | 339            |
| Net finance charges *                                      | -1,058                | -1,132         |
|  |                       |                |
| Financial covenants  | 03/31/2025            | 12/31/2024     |
| Net interest bearing debt to EBITDA                        | 42.61                 | 78.15          |
| Interest coverage ratio *                                  | 0.14                  | 0.07           |

\* Terms as defined in the Terms and conditions of Hedin Mobility Group AB (publ) Senior Unsecured Callable floating rate bonds 2023/2026 ISIN: SE0018742033.

#### Note 4 Changes in accounting principles

After reviewing the accounting treatment of sales with residual value commitments, which are reported as operational leases in accordance with IFRS 16, we changed our accounting policy in 2024. The change affected the method used to calculate the future value of assets at the time of repurchase.

The restatement was made in accordance with IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors.

The effects of the change related to the accounting of repurchase commitments had the following retrospective impacts on the financial statements for the comparative period of the first quarter of 2024.

#### Consolidated income statement

| Amounts in MSEK   | Q1/2024<br>Previously<br>reported | Change | Q1/2024<br>Restated |
|---|-----------------------------------|--------|---------------------|
| Finished products and goods for resale                                | -19,275                           | 35     | -19,240             |
| Depreciation and amortisation of tangible and intangible fixed assets | -1,051                            | -56    | -1,107              |
| Operating profit/loss   | 7                                 | -21    | -14                 |
| Profit/loss before tax  | -278                              | -21    | -299                |
| Taxes   | 47                                | 5      | 52                  |
| Net profit/loss for the period  | -231                              | -16    | -247                |

#### Consolidated balance sheet

|                              | Q1/2024<br>Previously |        | Q1/2024  |
|------------------------------|-----------------------|--------|----------|
| Amounts in MSEK              | reported              | Change | Restated |
| ASSETS                       |                       |        |          |
| Leasing vehicles             | 12,571                | -360   | 12,211   |
| Deferred tax assets          | 498                   | 74     | 572      |
| Total fixed assets           | 33,686                | -286   | 33,400   |
| Total current assets         | 24,493                |        | 24,493   |
| TOTAL ASSETS                 | 58,179                | -286   | 57,893   |
|                              |                       |        |          |
| Equity                       | 8,651                 | -286   | 8,365    |
| Non-current liabilities      | 21,890                |        | 21,890   |
| Current liabilities          | 27,638                |        | 27,638   |
| TOTAL EQUITY AND LIABILITIES | 58,179                | -286   | 57,893   |

#### Income statement – Parent company

|   | First quarter |      | Full year |
|---|---------------|------|-----------|
| Amounts in MSEK                                     | 2025          | 2024 | 2024      |
| Operating income                                    |               |      |           |
| Net sales   | 114           | 125  | 484       |
|   | 114           | 125  | 484       |
| Operating expenses                                  |               |      |           |
| Other external expenses                             | -48           | -73  | -268      |
| Employee benefit expenses                           | -48           | -52  | -210      |
| Depreciation and amortisation of tangible           |               |      |           |
| and intangible fixed assets                         | -4            | -3   | -14       |
| Operating profit/loss                               | 14            | -3   | -8        |
| Profit/loss from financial items                    |               |      |           |
| Dividends from subsidiaries                         | 0             | 0    | 928       |
| Results from shares in subsidiaries                 | 0             | 0    | -726      |
| Results from participations in associated companies | 0             | 503  | 13        |
| Results from sale of securities                     | 0             | 0    | 505       |
| Interest income and similar items                   | 103           | 207  | 529       |
| Interest expenses and similar items                 | -72           | -160 | -365      |
| Profit after financial items                        | 45            | 547  | 876       |
| Appropriations                                      | 0             | 0    | -140      |
| Profit before tax                                   | 45            | 547  | 736       |
| Taxes   | 0             | 0    | 0         |
| Net profit for the period                           | 45            | 547  | 736       |

#### Balance sheet – Parent company

| Amounts in MSEK                     | 03/31/2025 | 03/31/2024 | 12/31/2024 |
|-------------------------------------|------------|------------|------------|
| ASSETS                              |            |            |            |
| Fixed assets                        |            |            |            |
| Intangible fixed assets             |            |            |            |
| Intangible rights                   | 25         | 7          | 13         |
| Construction in progress            | 1          | 0          | 11         |
|                                     | 26         | 7          | 24         |
| Tangible fixed assets               |            |            |            |
| Cost incurred on other's property   | 48         | 51         | 49         |
| Equipment, tools and installations  | 72         | 75         | 74         |
| Construction in progress            | 2          | 3          | 2          |
|                                     | 122        | 129        | 125        |
| Financial assets                    |            |            |            |
| Shares in group companies           | 7,225      | 5,698      | 7,225      |
| Shares in associated companies      | 229        | 229        | 229        |
| Other long-term securities          | 12         | 11         | 12         |
| Receivables from group companies    | 0          | 50         | 0          |
|                                     | 7,466      | 5,988      | 7,466      |
| Total fixed assets                  | 7,614      | 6,124      | 7,615      |
| Current assets                      |            |            |            |
| Current receivables                 |            |            |            |
| Accounts receivables                | 2          | 0          | 1          |
| Receivables from group companies    | 6,679      | 6,814      | 6,777      |
| Tax assets                          | 4          | 44         | 4          |
| Other receivables                   | 0          | 0          | 3          |
| Prepaid expenses and accrued income | 20         | 22         | 18         |
|                                     | 6,705      | 6,880      | 6,803      |
| Cash and cash equivalents           | 0          | 0          | 0          |
| Total current assets                | 6,705      | 6,880      | 6,803      |
| TOTAL ASSETS                        | 14,319     | 13,004     | 14,418     |

#### Balance sheet - Parent company

| Amounts in MSEK                          | 03/31/2025 | 03/31/2024 | 12/31/2024 |
|--|------------|------------|------------|
| EQUITY AND LIABILITIES                   |            |            |            |
| Equity                                   |            |            |            |
| Restricted equity                        |            |            |            |
| Share capital                            | 3          | 3          | 3          |
| Statutory reserve                        | 0          | 0          | 0          |
|  | 3          | 3          | 3          |
| Non-restricted equity                    |            |            |            |
| Share premium reserve                    | 4,100      | 4,100      | 4,100      |
| Profit/loss brought forward              | 2,605      | 1,869      | 1,869      |
| Profit/loss for the period               | 45         | 547        | 736        |
|  | 6,750      | 6,516      | 6,705      |
| Total equity                             | 6,753      | 6,519      | 6,708      |
| Untaxed reserves                         |            |            |            |
| Untaxed reserves                         | 231        | 224        | 231        |
| Total untaxed reserves                   | 231        | 224        | 231        |
| Non-current liabilities                  |            |            |            |
| Bond loans                               | 997        | 994        | 996        |
| Other liabilities to credit institutions | 0          | 795        | 0          |
| Total long-term liabilities              | 997        | 1,789      | 996        |
| Current liabilities                      |            |            |            |
| Overdraft facilities                     | 1,256      | 1,044      | 1,144      |
| Liabilities to credit institutions       | 1,539      | 654        | 1,663      |
| Accounts payable                         | 31         | 13         | 40         |
| Liabilities to group companies           | 3,454      | 2,662      | 3,572      |
| Other current liabilities                | 6          | 27         | 11         |
| Accrued expenses and deferred income     | 52         | 72         | 53         |
| Total current liabilities                | 6,338      | 4,472      | 6,483      |
| TOTAL EQUITY AND LIABILITIES             | 14,319     | 13,004     | 14,418     |

# Other information

#### Auditor review

This Interim Report has not been subject to review by the Company's auditors.

#### **Risks and uncertainties**

For a description of material risks and uncertainties, please see Hedin Mobility Group AB's Annual Report for the financial year 2024, which is available on the Company's website hedinmobilitygroup.com.

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The Board and the CEO assure that the Interim Report provides a fair overview of the Company's and the Group's operations, position and results and describes material risks and uncertainty factors that the Company and the companies that are part of the Group are facing.

Mölndal, May 9, 2025 Hedin Mobility Group AB (publ)

**Jan Litborn** Chairman of the Board Anders Hedin CEO Board member **Björn Hauber** Board member

Hampus Hedin Board member

Klaus Kibsgaard Board member **Erik Selin** Board member

# Hedin Mobility Group in brief

The history of Hedin Mobility Group dates back to 1985 when father and son Ingemar and Anders Hedin acquired Philipsons Bil in Borås. I.A. Hedin Bil was founded and in the first year the company sold some 800 vehicles with net sales of SEK 45 million. 40 years later we are now one of Europe's largest mobility providers, with more than BSEK 90 in net sales and 259,000 vehicles sold in 2024.

Our vision is to be a transformative force in the European automotive and mobility industry. By importing and distributing high-quality vehicles and providing retailing and workshop services with a high level of customer focus as well as innovative mobility solutions, we create value for our customers, employees and other stakeholders.



#### Our Business areas



#### Distribution

We act as an importer and/or distributor for 14 vehicle manufacturers in markets all around Europe, where we distribute vehicles both to our own as well as external retailers. Our distribution activities also include wholesale and distribution of spare parts, accessories, tires and rims, as well as logistics solutions.



#### Retail

With more than 330 own dealerships in 13 countries, which offer customers end-toend solutions for new and used vehicles and more than 50 brands, we are one of Europe's largest automotive retailers.



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#### Mobility solutions

Within Mobility solutions we address new user needs and sales models in the automotive industry by providing and developing innovative services.

Our business also includes Hedin IT, which provides the Group with advanced operation, support and digital development, as well as strategic investments in Lasingoo Sweden, Casi (previously Imove), and Mercedes-Benz Financial Services Slovakia.

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