| CONSOLIDATED INCOME STATEMENT | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | % Change 4Q08/4Q07 |
|---|---------------------------|-------------------------|---------------------------|------------------------|-------------------------|----------------------|----------------------------|--------------------|---------------------------|---------------------------|---------------------------|-----------------------|----------------------------|-----------------------|
| Total Revenues Revenues from cars | 224,832 198,344 | 269,863 241,081 | 348,417 313,297 | 470,058 422,720 | 34.9% 34.9% | 470,058 422,720 | 364,273 318,391 | (22.5%) (24.7%) | 119,894 106,391 | 115,264 102,219 | 106,553 92,197 | 90,335 77,148 | 52,121 46,827 | (56.5%) (56.0%) |
| Cost of goods sold | (183,581) | (220.187) | (284,518) | (389,939) | 37.1% | (389,939) | (293,054) | (24.8%) | (100,942) | (95,169) | (85,751) | (72,296) | (39,838) | (60.5%) |
| Gross Profit on Sales | 41.251 | 49,676 | 63,899 | 80,119 | 25.4% | 80,119 | 71,220 | , | 18,952 | 20,095 | 20.802 | 18,039 | 12,283 | (35.2%) |
| Gross Profit Margin | 18.3% | 18.4% | 18.3% | 17.0% | (1.3 pp) | 17.0% | 19.6% | 2.5 pp | 15.8% | 17.4% | 19.5% | 20.0% | 23.6% | 49.1% |
| Other operating income | 758 | 837 | 2,195 | 3,255 | 48.3% | 3,255 | 4,204 | 29.2% | 442 | 185 | 389 | 1,706 | 1,924 | 335.3% |
| Operating expenses | (36,167) | (41,984) | (51,159) | (79,399) | 55.2% | (79,399) | (90,612) | 14.1% | (27,392) | (23,965) | (22,580) | (18,142) | (25,925) | (5.4%) |
| Provisions for Discontinued Operations (Write-offs) | | | | | | 0 | 10,384 | | | 0 | 0 | 0 | 10,384 | n/m |
| Adjusted operating expenses | | | | | | (79,399) | (80,228) | 1.0% | | (23,965) | (22,580) | (18,142) | (15,541) | n/m |
| EBITDA | 5,842 | 8,529 | 14,935 | 3,976 | (73.4%) | 3,976 | (15,189) | (482.0%) | (7,997) | (3,684) | (1,388) | 1,604 | (11,718) | 46.5% |
| EBITDA Margin | 2.6% | 3.2% | 4.3% | 0.8% | (3.4 pp) | 0.8% | (4.2%) | (5.0 pp) | -6.7% | -3.2% | -1.3% | 1.8% | -22.5% | 237.1% |
| Adjusted EBITDA | 5,842 | 8,529 | 13,654 | 2,099 | (84.6%) | 3,976 | (4,805) | (220.9%) | (7,997) | (3,684) | (1,388) | 1,604 | (1,334) | (83.3%) |
| Adjusted EBITDA Margin | 2.6% | 3.2% | 3.9% | 0.4% | (3.5 pp) | 0.8% | -1.3% | (2.2 pp) | -6.7% | -3.2% | -1.3% | 1.8% | -2.6% | (61.6%) |
| Depreciation EBIT | (1,607) 4,235 | (1,952) 6,577 | (2,382) 12,554 | (3,886) 90 | 63.1% (99.3%) | (3,886) 90 | (5,261) (20,450) | | (1,211) (9,208) | (1,384) (5,068) | (1,334) (2,722) | (1,064) 540 | (1,479) (13,197) | 22.1% 43.3% |
| Interest expense | (1,632) | (2,086) | (2,631) | (4,283) | 62.8% | (4,283) | (5,632) | 31.5% | (1,437) | (1,283) | (1.674) | (490) | (2,185) | 52.1% |
| Other financial net income / (expense) | (458) | (919) | (223) | (429) | 92.4% | (429) | (1,037) | | 26 | 763 | 1,430 | (112) | (3,118) | n/m |
| Profit before Taxes | 2,145 | 3,572 | 9,701 | (4,622) | (147.6%) | (4,622) | (27,118) | 486.7% | (10,619) | (5,588) | (2,967) | (62) | (18,500) | 74.2% |
| Income tax expense | (695) | (1,204) | (2,632) | (161) | (93.9%) | (161) | (857) | 432.3% | 1,575 | 309 | 437 | (180) | (1,423) | (190.3%) |
| Net Profit | 1,450 | 2,368 | 7,068 | (4,783) | (167.7%) | (4,783) | (27,975) | | (9,044) | (5,279) | (2,530) | (242) | (19,923) | 120.3% |
| Profit/(loss) from discontinued operations | | | | | | | | | | | | | | |
| Net Profit for the period | 1 | | | | | | | | | | | | | |
| of which Minority Interest | 217 | (143) | 204 | (4) | (102.0%) | (4) | n/m | n/a | 0 | 0 | 0 | 0 | 0 | |

* Note that the Polish division was closed as from June 30th 2008. In the Consolidated Income Statement according to the IFRS, the Polish operations are disclosed as 'discontinued operations' and their results are displayed only as one cumulated line below the Group's 'Profit/(loss) for the period from continuing operations'.

| CONSOLIDATED REVENUES | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | % Change 4Q08/3Q0 |
|---|---|---|--|--|---|---|--|--|--|--|--|---|--|
| Revenues from cars | 198,344 | 241,081 | 313,297 | 422,720 | 422,720 | 318,391 | (24.7%) | 106,391 | 102,219 | 92,197 | 77,148 | 46,827 | (39.3%) |
| Revenues from financial services Other revenues (up-sale products) | 23,056 3,432 | 24,712 4,070 | 29,914 5,207 | 41,334 6,005 | 41,334 6,005 | 37,471 8,412 | (9.3%) 40.1% | 11,970 1,533 | 10,023 3,023 | 10,920 3,437 | 10,112 3,075 | 6,416 (1,123) | (36.6%) |
| Total Revenues | 224,832 | 269,863 | 348,417 | | 470,059 | 364,273 | (22.5%) | 119,894 | 115,265 | 106,553 | 90,335 | 52,120 | (42.3%) |
| | | | | | • | | , , | | | | , | | |
| Cotonomic Contribution to TOTAL DEVENUES | FV 2004 | EV 2005 | EV 2000 | EV 0007 | EV 2007 | FY 2008 | % Change | 40, 0007 | 40.0000 | 2Q 2008 | 20 2000 | 40.0000 | % Change |
| Category Contribution to TOTAL REVENUES | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | | 2008/2007 | | 1Q 2008 | | 3Q 2008 | 4Q 2008 | 4Q08/3Q0 |
| Revenues from cars Revenues from financial services | 88.2% 10.3% | 89.3% 9.2% | 89.9% 8.6% | 89.9% 8.8% | 89.9% 8.8% | 87.4% 10.3% | (2.5 pp) 1.5 pp | 88.7% 10.0% | 88.7% 8.7% | 86.5% 10.2% | 85.4% 11.2% | 89.8% 12.3% | 4.4 pp 1.1 pp |
| Other revenues | 1.5% | 1.5% | 1.5% | 1.3% | 1.3% | 2.3% | 1.0 pp | 1.3% | 2.6% | 3.2% | 3.4% | (2.2%) | (5.6 pp) |
| Total Revenues | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 0.0 pp | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 0.0 pp |
| Cost of Goods Sold from Revenue Categories | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | FY 2008 | % Change | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | % Change |
| | | | | | | | 2008/2007 | | | | | | 4Q08/3Q0 |
| Costs of Goods Sold from cars Costs of Goods Sold from financial services | 179,526 0 | 216,658 0 | 281,639 0 | 387,304 | 387,304 0 | 289,544 0 | (25.2%) 0.0% | 99,921 0 | 94,350 0 | 84,920 0 | 71,114 0 | 39,160 0 | (44.9%) n/m |
| Costs of Goods Sold from other revenues | 4,055 | 3,529 | 2,879 | 2,635 | 2,635 | 3,510 | 33.2% | 1,021 | 819 | 831 | 1,182 | 678 | (42.6%) |
| Total Costs of Goods Sold | 183,581 | 220,187 | 284,518 | 389,939 | 389,939 | 293,054 | (24.8%) | 100,942 | 95,169 | 85,751 | 72,296 | 39,838 | (44.9%) |
| | | | | | | | % Change | 1 | | | | | % Change |
| GROSS PROFIT from Revenue Categories | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | FY 2008 | 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | 4Q08/3Q0 |
| Gross profit from cars | 18,818 | 24,423 | 31,658 | 35,416 | 35,416 | 28,847 | (18.5%) | 6,470 | 7,869 | 7,277 | 6,034 | 7,667 | 27.1% |
| Gross profit from financial services Gross profit from other revenues | 23,056 (623) | 24,712 541 | 29,914 2,328 | 41,334 3,370 | 41,334 3,370 | 37,471 4,902 | (9.3%) 45.5% | 11,970 512 | 10,023 2,204 | 10,920 2,606 | 10,112 1,893 | 6,416 (1,801) | (36.6%) (195.1%) |
| Total Gross Profit | 41,251 | 49,676 | 63,899 | 80,119 | 80,119 | 71,220 | (11.1%) | 18,952 | 20,096 | 20,802 | 18,039 | 12,282 | (31.9%) |
| | | | | | | | % Change | 1 | | | | | % Change |
| Category Contribution to GROSS PROFIT | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | FY 2008 | 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | 4Q08/3Q0 |
| Gross profit from cars Gross profit from financial services | 45.6% 55.9% | 49.2% 49.7% | 49.5% 46.8% | 44.2% 51.6% | 44.2% 51.6% | 40.5% 52.6% | (8.4%) 2.0% | 32.2% 59.6% | 37.8% 48.2% | 35.0% 52.5% | 33.4% 56.1% | 62.4% 52.2% | 29.0 pp |
| Gross profit from other revenues | (1.5%) | 1.1% | 3.6% | 4.2% | 4.2% | 6.9% | 63.6% | 2.5% | 10.6% | 12.5% | 10.5% | (14.7%) | (3.8 pp) (25.2 pp) |
| Total Gross Profit | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | (0.0%) | 94.3% | 96.6% | 100.0% | 100.0% | 100.0% | 0.0 pp |
| | | | | | | | | | | | | | |
| | 1 | | | | | | % Change | | | | | | % Change |
| GROSS PROFIT margin (as % of Revenues) | FY 2004 | FY 2005 | FY 2006 | FY 2007 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | % Change 4Q08/3Q0 |
| Gross profit from cars | 9.5% | 10.1% | 10.1% | 8.4% | 8.4% | 9.1% | 2008/2007 8.1% | 6.1% | 7.7% | 7.9% | 7.8% | 16.4% | 4Q08/3Q0 8.6 pp |
| | | | | | | | 2008/2007 | | | | | | 8.6 pp 0.0 pp |
| Gross profit from cars Gross profit from financial services | 9.5% 100.0% | 10.1% 100.0% | 10.1% 100.0% | 8.4% 100.0% | 8.4% 100.0% | 9.1% 100.0% | 8.1% 0.0% | 6.1% 100.0% | 7.7% 100.0% | 7.9% 100.0% | 7.8% 100.0% | 16.4% 100.0% | 4Q08/3Q0 8.6 pp |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit | 9.5% 100.0% -18.2% 18.3% | 10.1% 100.0% 13.3% 18.4% | 10.1% 100.0% 44.7% 18.3% | 8.4% 100.0% 56.1% 17.0% | 8.4% 100.0% 56.1% 17.0% | 9.1% 100.0% 58.3% 19.6% | 8.1% 0.0% 3.8% 14.7% | 6.1% 100.0% 33.4% 15.8% | 7.7% 100.0% 72.9% 17.4% | 7.9% 100.0% 75.8% 19.5% | 7.8% 100.0% 61.6% 20.0% | 16.4% 100.0% 160.4% 23.6% | 8.6 pp 0.0 pp 98.8 pp 3.6 pp |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues | 9.5% 100.0% -18.2% | 10.1% 100.0% 13.3% | 10.1% 100.0% 44.7% | 8.4% 100.0% 56.1% | 8.4% 100.0% 56.1% | 9.1% 100.0% 58.3% | 8.1% 0.0% 3.8% | 6.1% 100.0% 33.4% | 7.7% 100.0% 72.9% | 7.9% 100.0% 75.8% | 7.8% 100.0% 61.6% | 16.4% 100.0% 160.4% | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 | 8.4% 100.0% 56.1% 17.0% FY 2007 | 8.4% 100.0% 56.1% 17.0% FY 2007 | 9.1% 100.0% 58.3% 19.6% FY 2008 | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) | 6.1% 100.0% 33.4% 15.8% | 7.7% 100.0% 72.9% 17.4% | 7.9% 100.0% 75.8% 19.5% 2Q 2008 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) | 9.5% 100.0% -18.2% 18.3% FY 2004 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 | 8.4% 100.0% 56.1% 17.0% FY 2007 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 13,675 (10,384) | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% n/m |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) Adjusted other operating expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 16,038 8,896 11,233 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 16,408 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 0 26,729 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) 27,588 | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 0 10,152 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 0 9,031 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 0 8,518 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 0 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 13,675 (10,384) 3,291 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% n/m (51.2%) |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) | 9.5% 100.0% -18.2% 18.3% FY 2004 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 13,675 (10,384) | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% n/m |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) Adjusted other operating expenses Total Operating Expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 16,038 8,896 11,233 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 16,408 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 0 26,729 78,864 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) 27,588 90,612 | 2008/2007 8.1% 0.0% 3.8% 14.7% W Change 2008/2007 6.4% (20.3%) 42.1% 3.2% 14.9% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 0 10,152 27,392 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 0 9,031 23,965 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 0 8,518 22,580 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 0 6,748 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 13,675 (10,384) 3,291 25,925 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% n/m (51.2%) 42.9% (14.3%) |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) Adjusted other operating expenses Total Operating Expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 16,038 8,896 11,233 | 10.1% 100.0% 13.3% 18.4% FY 2005 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 16,408 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 0 26,729 78,864 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) 27,588 90,612 | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% 3.2% 14.9% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 0 10,152 27,392 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 0 9,031 23,965 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 0 8,518 22,580 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 0 6,748 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9,968 2,282 13,675 (10,384) 3,291 25,925 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% 102.7% 102.7% 42.9% |
| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) Adjusted other operating expenses Total Operating Expenses Adjusted Total Operating Expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 16,038 8,896 11,233 36,167 | 10.1% 100.0% 13.3% 18.4% FY 2005 18,817 10,461 12,706 41,984 | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 16,408 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 78,864 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 026,729 78,864 78,864 | 9.1% 100.0% 58.3% 19.6% FY 2008 44,133 8,507 37,972 (10,384) 27,588 90,612 80,228 FY 2008 | 2008/2007 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% 3.2% 14.9% 1.7% | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 27,392 27,392 | 7.7% 100.0% 72.9% 17.4% 1Q 2008 12,636 2,298 9,031 0 9,031 23,965 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 0 8,518 22,580 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 0,6,748 18,142 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9.968 2.282 13,675 (10,384) 3.291 25,925 15,541 | 4Q08/3Q0 8.6 pp 0.0 pp 98.8 pp 3.6 pp % Change 4Q08/3Q0 1.5% 45.1% 102.7% 102.7% (51.2%) 42.9% (14.3%) |
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| Gross profit from cars Gross profit from financial services Gross profit from other revenues Total Gross Profit CONSOLIDATED OPERATING EXPENSES Personnel expenses Marketing expenses Other selling, administrative and general expenses Provisions for Discontinued Operations (Write-offs) Adjusted other operating expenses Total Operating Expenses Adjusted Total Operating Expenses Category Contribution to OPEX Personnel expenses Marketing expenses Other selling, administrative and general expenses Adjusted other expenses Total Operating Expenses OPEX to REVENUES Personnel expenses Marketing expenses Marketing expenses OOPEX to REVENUES OPEX to REVENUES OPEIN infinistrative and general expenses Other selling, administrative and general expenses | 9.5% 100.0% -18.2% 18.3% FY 2004 16,038 8.896 11,233 36,167 FY 2004 44.3% 24.6% 31.1% 100.0% FY 2004 7.1% 4.0% | T0.1% 100.0% 13.3% 18.4% FY 2005 18,817 10,461 12,706 41,984 FY 2005 44.8% 24.9% 30.3% 100.0% FY 2005 7.0% 3.9% | 10.1% 100.0% 44.7% 18.3% FY 2006 25,133 9,618 16,408 51,159 FY 2006 49.1% 18.8% 32.1% 100.0% FY 2006 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10,671 26,729 78,864 FY 2007 52.6% 13.5% 33.9% 100.0% FY 2007 | 8.4% 100.0% 56.1% 17.0% FY 2007 41,464 10.671 26.729 78,864 78,864 FY 2007 52.6% 33.9% 33.9% 100.0% | 9.1% 100.0% 58.3% 19.6% FY 2008 44.133 8.507 37.972 (10.384) 27.588 90.612 80.228 FY 2008 48.7% 9.4% 41.9% 30.4% 100.0% | 8.1% 0.0% 3.8% 14.7% % Change 2008/2007 6.4% (20.3%) 42.1% 3.2% 14.9% 1.7% % Change 2008/2007 (3.9 pp) (4.1 pp) 8.0 pp (3.4 pp) 0.0 pp % Change 2008/2007 | 6.1% 100.0% 33.4% 15.8% 4Q 2007 13,662 3,578 10,152 27,392 27,392 4Q 2007 49.9% 13.1% 37.1% 100.0% 4Q 2007 | 7.7% 100.0% 72.9% 17.4% 10.2008 12,636 2,298 9,031 23,965 10,2008 52.7% 9.6% 37.7% 100.0% 10,2008 | 7.9% 100.0% 75.8% 19.5% 2Q 2008 11,708 2,354 8,518 22,580 22,580 2Q 2008 51.9% 10.4% 37.7% 100.0% 2Q 2008 | 7.8% 100.0% 61.6% 20.0% 3Q 2008 9,821 1,573 6,748 18,142 18,142 3Q 2008 54.1% 8.7% 37.2% 100.0% 3Q 2008 | 16.4% 100.0% 160.4% 23.6% 4Q 2008 9.968 2.282 13.675 (10.384) 3.291 25,925 15,541 4Q 2008 38.4% 52.7% 100.0% 4Q 2008 | ### ################################## |

^{*} Note that the Polish division was closed as from June 30 th 2008. In the Consolidated Income Statement according to the IFRS, the Polish operations are disclosed as 'discontinued operations' and their results are displayed only as one cumulated line below the Group's 'Profit/(loss) for the period from continuing operations'.

Note that data on this sheet is AFTER consolidation and inter-country adjustments (I/C).

Regional breakdown:

| nai breakdown: | | | | | | | | | | | | | |
|--|---------|---------|---------|---------|-------------------|-------------------|-------------------|---------|---------|-----------------------|---------|---------|----------------------|
| REVENUES by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | YE 2007 | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Chang 4Q08/4Q0 |
| The Czech Republic | 214,470 | 216,553 | 241,554 | 263,277 | 1.0% | 11.5% | 9.0% | 263,277 | 206,462 | (21.6%) | 63,160 | 27,731 | (56.1% |
| Hungary | 0 | 0 | 9,369 | 53,855 | n/m | n/m | 474.8% | 53,855 | 39,566 | (26.5%) | 16,305 | 6,082 | (62.7%) |
| Poland | 0 | 0 | 1,590 | 27,135 | n/m | n/m | 1606.6% | 27,135 | 12,211 | (55.0%) | 7,618 | (1,339) | (117.6%) |
| Romania | 0 | 7,936 | 24,361 | 20,202 | n/m | 207.0% | (17.1%) | 20,202 | 10,122 | (49.9%) | 5,022 | 1,591 | (68.3%) |
| Slovakia | 18 | 36,606 | 71,535 | 105,589 | n/m | 95.4% | 47.6% | 105,589 | 95,912 | (9.2%) | 27,789 | 18,055 | (35.0%) |
| The Netherlands | 10,344 | 8,768 | 8 | 0 | (15.2%) | (99.9%) | (100.0%) | | 0 | n/m | | 0 | n/r |
| I/C | 0 | 0 | 0 | 0 | n/m | n/m | n/m | 0 | 0 | n/m | 0 | 0 | n/n |
| Total Revenues | 224,832 | 269,863 | 348,417 | 470,058 | 20.0% | 29.1% | 34.9% | 470,058 | 364,273 | (22.5%) | 119,894 | 52,120 | (56.5%) |
| | | | | | | | | | | | | | |
| Country Contribution to TOTAL REVENUES | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | YE 2007 | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Chang 4Q08/4Q0 |
| The Czech Republic | 95.4% | 80.2% | 69.3% | 56.0% | (15.1 pp) | (10.9 pp) | (13.3 pp) | 56.0% | 56.7% | 0.7 pp | 52.7% | 53.2% | 0.5 p |
| Hungary | 0.0% | 0.0% | 2.7% | 11.5% | 0.0 pp | 2.7 pp | 8.8 pp | 11.5% | 10.9% | (0.6 pp) | 13.6% | 11.7% | (1.9 pp |
| Poland | 0.0% | 0.0% | 0.5% | 5.8% | 0.0 pp | 0.5 pp | 5.3 pp | 5.8% | 3.4% | (2.4 pp) | 6.4% | (2.6%) | (8.9 pp |
| Romania | 0.0% | 2.9% | 7.0% | 4.3% | 2.9 pp | 4.1 pp | (2.7 pp) | 4.3% | 2.8% | (1.5 pp) | 4.2% | 3.1% | (1.1 pp |
| Slovakia | 0.0% | 13.6% | 20.5% | 22.5% | 13.6 pp | | 1.9 pp | | 26.3% | 3.9 pp | | 34.6% | 11.5 pp |
| The Netherlands | 4.6% | 3.2% | 0.0% | 0.0% | (1.4 pp) | (3.2 pp) | (0.0 pp) | 0.0% | 0.0% | 0.0 pp | 0.0% | 0.0% | 0.0 pp |
| Total Revenues | 100.0% | 100.0% | 100.0% | 100.0% | 0.0 pp | 0.0 pp | (0.0 pp) | 100.0% | 100.0% | (0.0 pp) | 100.0% | 100.0% | 0.0 pp |
| COST OF GOODS SOLD by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | YE 2007 | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Change 4Q08/4Q0 |
| The Czech Republic | 174,075 | 174,975 | 195,938 | 213,489 | 0.5% | 12.0% | 9.0% | 213,489 | 163,814 | (23.3%) | 52,476 | 21,708 | (58.6%) |
| Hungary | 0 | 0 | 7,290 | 46,139 | n/m | n/m | 532.9% | 46,139 | 32,431 | (29.7%) | 13,996 | 3,524 | (74.8%) |
| Poland | 0 | 0 | 1,353 | 24,277 | n/m | n/m | 1694.3% | 24,277 | 11,242 | (53.7%) | 6,818 | (1,241) | (118.2%) |
| Romania | 0 | 6,910 | 21,525 | 18,291 | n/m | 211.5% | (15.0%) | 18,291 | 9,071 | (50.4%) | 4,554 | 1,321 | (71.0%) |
| Slovakia | 15 | 30,420 | 58,404 | 87,743 | n/m | 92.0% | 50.2% | 87,743 | 76,495 | (12.8%) | 23,099 | 14,526 | (37.1%) |
| The Netherlands | 9,491 | 7,882 | 8 | 0 | -17.0% | (99.9%) | (100.0%) | 0 | 0 | n/m | 0 | 0 | n/n |
| I/C | | | | | | | | | 0 | | | 0 | |
| Total Cost of Goods Sold | 183,581 | 220,187 | 284,518 | 389,939 | 19.9% | 29.2% | 37.1% | 389,939 | 293,054 | (24.8%) | 100,943 | 39,838 | (60.5%) |
| GROSS PROFIT by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | YE 2007 | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Chang 4Q08/4Q0 |
| The Czech Republic | 40,395 | 41,578 | 45,616 | 49,788 | 2.9% | 9.7% | 9.1% | 49,788 | 42,648 | (14.3%) | 10,684 | 6,023 | (43.6%) |
| Hungan/ | 0 | . 0 | 2.070 | 7 716 | n/m | n/m | 271 10/ | 7 716 | 7 125 | (7.50/.) | 2 200 | 2.550 | |

| GROSS PROFIT by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Change 4Q08/4Q07 |
|---------------------------|---------|---------|---------|---------|-------------------|----------------|-------------------|--------|---------|-----------------------|---------|---------|-----------------------|
| The Czech Republic | 40,395 | 41,578 | 45,616 | 49,788 | 2.9% | 9.7% | 9.1% | 49,788 | 42,648 | (14.3%) | 10,684 | 6,023 | (43.6%) |
| Hungary | 0 | 0 | 2,079 | 7,716 | n/m | n/m | 271.1% | 7,716 | 7,135 | (7.5%) | 2,309 | 2,558 | 10.8% |
| Poland | 0 | 0 | 237 | 2,858 | n/m | n/m | 1105.9% | 2,858 | 969 | (66.1%) | 800 | (98) | (112.3%) |
| Romania | 0 | 1,026 | 2,836 | 1,911 | n/m | 176.4% | (32.6%) | 1,911 | 1,051 | (45.0%) | 468 | 270 | (42.3%) |
| Slovakia | 3 | 6,186 | 13,131 | 17,846 | n/m | 112.3% | 35.9% | 17,846 | 19,417 | 8.8% | 4,690 | 3,529 | (24.8%) |
| The Netherlands | 853 | 886 | 0 | 0 | 3.9% | n/m | n/m | 0 | 0 | n/m | 0 | 0 | n/m |
| Total Gross Profit | 41,251 | 49,676 | 63,899 | 80,119 | 20.4% | 28.6% | 25.4% | 80,118 | 71,220 | (11.1%) | 34,034 | 12,283 | (63.9%) |
| | | | | | | | | | | | | | |

| Country Contribution to GROSS PROFIT | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | • | | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Change 4Q08/4Q07 |
|--------------------------------------|---------|---------|---------|---------|-------------------|-------------------|----------|-------|---------|--------------------|---------|---------|--------------------|
| The Czech Republic | 97.9% | 83.7% | 71.4% | 62.1% | (14.2 pp) | (12.3 pp) | (9.2 pp) | 62.1% | 59.9% | (2.3 pp) | 31.4% | 49.0% | 17.6 pp |
| Hungary | 0.0% | 0.0% | 3.3% | 9.6% | 0.0 pp | 3.3 pp | 6.4 pp | 9.6% | 10.0% | 0.4 pp | 6.8% | 20.8% | 14.0 pp |
| Poland | 0.0% | 0.0% | 0.4% | 3.6% | 0.0 pp | 0.4 pp | 3.2 pp | 3.6% | 1.4% | (2.2 pp) | 2.4% | (0.8%) | (3.1 pp) |
| Romania | 0.0% | 2.1% | 4.4% | 2.4% | 2.1 pp | 2.4 pp | (2.1 pp) | 2.4% | 1.5% | (0.9 pp) | 1.4% | 2.2% | 0.8 pp |
| Slovakia | 0.0% | 12.5% | 20.5% | 22.3% | 12.4 pp | 8.1 pp | 1.7 pp | 22.3% | 27.3% | 5.0 pp | 13.8% | 28.7% | 15.0 pp |
| The Netherlands | 2.1% | 1.8% | 0.0% | 0.0% | (0.3 pp) | (1.8 pp) | 0.0 pp | 0.0% | 0.0% | 0.0 pp | 0.0% | 0.0% | 0.0 pp |
| Total Gross Profit | 100% | 100% | 100% | 100% | (0.0 pp) | 0.0 pp | 0.0 pp | 100% | 100% | (0.0 pp) | 56% | 100% | 44.3 pp |

| GROSS PROFIT Margin by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 05/04 | % Change 06/05 | % Change 07/06 | YE 2007 | YE 2008 | % Change 2008/2007 | 4Q 2007 | 4Q 2008 | % Change 4Q08/4Q07 |
|----------------------------------|---------|---------|---------|---------|-------------------|-------------------|-------------------|---------|---------|--------------------|---------|---------|--------------------|
| The Czech Republic | 18.8% | 19.2% | 18.9% | 18.9% | 0.4 pp | (0.3 pp) | 0.0 pp | 18.9% | 20.7% | 1.7 pp | 16.9% | 21.7% | 4.8 pp |
| Hungary | n/m | n/m | 22.2% | 14.3% | n/m | n/m | n/m | 14.3% | 18.0% | 3.7 pp | 14.2% | 42.1% | 27.9 pp |
| Poland | n/m | n/m | 14.9% | 10.5% | n/m | n/m | n/m | 10.5% | 7.9% | (2.6 pp) | 10.5% | n/m | n/m |
| Romania | n/m | 12.9% | 11.6% | 9.5% | n/m | (1.3 pp) | (2.2 pp) | 9.5% | 10.4% | 0.9 pp | 9.3% | 17.0% | 7.7 pp |
| Slovakia | 16.7% | 16.9% | 18.4% | 16.9% | 0.2 pp | 1.5 pp | (1.5 pp) | 16.9% | 20.2% | 3.3 pp | 16.9% | 19.5% | 2.7 pp |
| The Netherlands | 8.2% | 10.1% | 0.0% | n/m | 1.9 pp | n/m | n/m | n/m | n/m | n/m | 0.0% | n/m | n/m |
| Total Gross Profit | 18.3% | 18.4% | 18.3% | 17.0% | 0.1 pp | (0.1 pp) | (1.3 pp) | 17.0% | 19.6% | (122.7 pp) | 28.4% | 23.6% | (4.8 pp) |

| CONSOLIDATED BALANCE SHEET | 31/12/2004 3 | 31/12/2005 | 31/12/2006 | 31/12/2007 | % Change 07/06 | 31/12/2007 | 31/12/2008 | % Change FY08/FY07 | 31/12/2007 | 31/03/2008 | 30/06/2008 | 30/09/2008 | 31/12/2008 | % Change 2Q08/1Q08 | % Change 3Q08/2Q08 | % Change 4Q08/3Q08 |
|---|--|--|--|--|---|--|---|---|--|---|---|--|---|--|--|--|
| Non-Current Assets Goodwill and other intangible assets Property, plant and equipment Other financial assets Long term receivables Deferred tax assets | 18,736 503 17,343 53 788 49 | 23,883 645 22,732 54 352 100 | 39,818 1,197 38,168 53 271 129 | 67,360 1,748 64,477 55 373 707 | 69.2% 46.0% 68.9% 3.8% 37.6% 448.1% | 67,360 1,748 64,477 55 373 707 | 47,909 955 46,777 0 170 | (28.9%) (45.4%) (27.5%) (100.0%) (54.4%) (99.0%) | 67,359 1,747 64,477 55 373 707 | 69,394 1,735 66,208 60 390 1,001 | 70,147 1,651 66,025 0 435 2,037 | 65,606 1,462 61,146 62 159 2,777 | 47,909 955 46,777 0 170 | 1.1% (4.8%) (0.3%) (100.0%) 11.5% 103.5% | (6.5%) (11.4%) (7.4%) #DIV/0! (63.4%) 36.3% | (27.0%) (34.7%) (23.5%) (100.0%) 6.9% (99.7%) |
| Current Assets Inventories Trade and other receivables (incl. prepaid expenses) Other financial assets Cash and cash equivalents Non-current assets classified as held for sale | 31,612 20,605 4,702 2,534 3,645 126 | 44,069 29,376 6,298 5,033 2,968 394 | 58,904 38,197 11,812 5,482 3,136 277 | 87,614 57,452 23,520 483 5,791 368 | 48.7% 50.4% 99.1% (91.2%) 84.7% 32.9% | 87,614 57,452 23,520 483 5,791 368 | 50,820 24,178 20,020 3,288 3,334 0 | (42.0%) (57.9%) (14.9%) 580.7% (42.4%) (100.0%) | 87,615 57,452 23,520 483 5,791 369 | 83,745 51,393 26,565 592 4,803 392 | 81,001 50,330 24,576 1,500 3,789 806 | 75,164 39,815 28,546 2,273 4,204 325 | 50,820 24,178 20,020 3,288 3,334 0 | (3.3%) (2.1%) (7.5%) 153.4% (21.1%) 105.6% | (7.2%) (20.9%) 16.2% 51.5% 11.0% (59.7%) | (32.4%) (39.3%) (29.9%) 44.7% (20.7%) (100.0%) |
| TOTAL ASSETS | 50,348 | 67,952 | 98,722 | 154,974 | 57.0% | 154,974 | 98,729 | (36.3%) | 154,974 | 153,139 | 151,148 | 140,768 | 98,729 | (1.3%) | (6.9%) | (29.9%) |
| Equity Share Capital Share Premium Reserves Retained earnings Minority interests Liabilities | 2,636 18 0 286 1,210 1,122 47,713 | 5,739 18 0 630 3,722 1,369 62,214 | 17,550 5,000 0 1,842 10,704 4 81,171 | 38,193 6,776 31,409 1,941 (1,933) 0 | 117.6% n/m n/m 5.4% (118.1%) (100.0%) | 38,193 6,776 31,409 1,941 (1,933) 0 | 10,027 6,776 31,409 1,754 (29,912) 0 88,702 | (73.7%) 0.0% 0.0% (9.6%) 1447.4% #DIV/0! (24.0%) | 38,193 6,776 31,409 1,941 (1,933) 0 | 33,585 6,776 31,409 2,613 (7,213) 0 | 32,025 6,776 31,409 3,584 (9,744) 0 | 32,442 6,776 31,409 4,243 (9,986) 0 | 10,027 6,776 31,409 1,754 (29,912) 0 88,702 | (4.6%) 0.0% 0.0% 37.2% 35.1% n/m (0.4%) | 1.3% 0.0% 0.0% 18.4% 2.5% n/m | (69.1%) 0.0% 0.0% (58.7%) 199.5% n/m |
| Non-Current Liabilities Bank and other borrowings Deferred tax liabilities Obligations under finance lease Other long-term liabilities | 22,950 22,484 209 257 | 32,013 31,300 454 259 0 | 37,080 36,047 705 328 0 | 43,548 40,211 662 2,675 | 17.4% 11.6% (6.1%) 715.5% n/m | 43,548 40,211 662 2,675 | 32,638 30,662 219 1,757 | (25.1%) (23.7%) (66.9%) (34.3%) | 43,548 40,211 662 2,675 | 46,823 43,896 608 2,319 | 44,240 41,504 421 2,314 | 39,012 36,354 435 2,223 0 | 32,638 30,662 219 1,757 | (5.4%) (5.4%) (30.8%) (0.2%) n/m | (11.8%) (12.4%) 3.3% (3.9%) n/m | (16.1%) (16.3%) (15.7%) (49.7%) (21.0%) n/m |
| Current Liabilities Trade and other payables Current tax liabilities Obligations under finance lease Bank overdrafts and borrowings Provisions Other short-term liabilities | 24,763 12,548 465 168 10,251 331 1,000 | 30,201 11,132 606 229 16,774 429 1,031 | 44,091 13,874 1,739 220 26,966 561 731 | 73,233 23,361 305 3,975 43,356 976 1,260 | 66.1% 68.4% (82.5%) 1706.8% 60.8% 74.0% 72.4% | 73,233 23,361 305 3,975 43,356 976 1,260 | 56,065 12,917 80 2,704 35,551 1,967 2,846 | (23.4%) (44.7%) (73.8%) (32.0%) (18.0%) 101.5% 125.9% | 73,233 23,361 305 3,975 43,356 976 1,260 | 72,731 28,742 363 2,646 38,337 1,004 1,639 | 74,883 21,510 263 3,972 45,804 1,413 1,920 | 69,313 22,291 346 3,865 39,293 1,128 2,390 | 56,065 12,917 80 2,704 35,551 1,967 2,846 | 3.0% (25.2%) (27.4%) 50.1% 19.5% 40.7% 17.2% | (7.4%) 3.6% 31.4% (2.7%) (14.2%) (20.2%) 24.4% | (19.1%) (42.1%) (76.9%) (30.0%) (9.5%) 74.4% 19.1% |
| TOTAL EQUITY AND LIABILITIES | 50,349 | 67,953 | 98,721 | 154,974 | 57.0% | 154,974 | 98,729 | (36.3%) | 154,974 | 153,139 | 151,148 | 140,768 | 98,729 | (1.3%) | (6.9%) | (29.9%) |
| Net Debt / Equity 1) | 1024% | 707% | 313% | 220% | (93.3 pp) | 220% | 639% | 419.0 pp | 220% | 244% | 276% | 232% | 639% | 32.2 pp | (43.8 pp) | 406.8 pp |

¹⁾ Net Debt / Equity = (Long and Short-Term Borrowings + Finance Lease – Cash and Cash Equivalents + Financial Assets) / Equity

| CONSOLIDATED CASH FLOW STATEMENT | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 2005/2004 | % Change 2006/2005 | % Change 2007/2006 | FY 2007 | FY 2008 | % Change 2008/2007 |
|--|---------|---------|----------|----------|-----------------------|-----------------------|--------------------|----------|----------|--------------------|
| Cash Flows from Operating Activities | | | | | | | | | | |
| Net Profit | 1,450 | 2,369 | 7,068 | (4,783) | 63.4% | 198.4% | (167.7%) | (4,783) | (27,975) | 484.9% |
| Income tax expense | 695 | 1,204 | 2,632 | 161 | 73.2% | 118.6% | (93.9%) | 161 | 857 | 432.3% |
| Amortization & Depreciation | 1,607 | 1,952 | 2,382 | 3,886 | 21.5% | 22.0% | 63.1% | 3,886 | 5,261 | 35.4% |
| Provisions | 656 | 751 | 583 | 1,432 | 14.5% | (22.4%) | 145.6% | 1,432 | 6,295 | 339.6% |
| (Gain)/loss on disposal of property, plant and equipment | (143) | (52) | 494 | (276) | (63.6%) | (1050.0%) | (155.9%) | (276) | 189 | (168.5%) |
| Interest (income)/expense | 1,614 | 1,947 | 2,480 | 4,213 | 20.6% | 27.4% | 69.9% | 4,213 | 5,610 | 33.2% |
| Foreign exchange (gain)/loss | (201) | 681 | (203) | 93 | (438.8%) | (129.8%) | (145.8%) | 93 | 764 | 721.5% |
| Negative goodwill / Fair value | 0 | 0 | (1,296) | (1,877) | n/m | n/m | 44.8% | (1,877) | 0 | n/m |
| Decrease/(increase) in inventories | (7,496) | (8,771) | (8,081) | (13,914) | 17.0% | (7.9%) | 72.2% | (13,914) | 33,273 | (339.1%) |
| Decrease/(Increase) in receivables and other assets | (3,495) | (3,647) | (5,439) | (9,103) | 4.3% | 49.1% | 67.4% | (9,103) | 347 | (103.8%) |
| Increase/(decrease) in payables and other liabilities | 3,172 | (1,739) | (483) | 9,594 | (154.8%) | (72.2%) | (2086.3%) | 9,594 | (8,797) | (191.7%) |
| Interest received/(paid) | (485) | (1,799) | (1,100) | (2,945) | 270.9% | (38.9%) | 167.7% | (2,945) | (1,957) | (33.5%) |
| Income tax paid | (273) | (924) | (1,455) | (3,736) | 238.5% | 57.5% | 156.8% | (3,736) | (2,061) | (44.8%) |
| Net cash from operating activities | (2,899) | (8,028) | (2,418) | (17,256) | 176.9% | (69.9%) | 613.6% | (17,256) | 11,806 | (168.4%) |
| Cash flows from investing activities | | | | | | | | | | |
| Acquisition of subsidiary, net of cash acquired | (1,244) | 0 | (1,946) | (1,794) | (100.0%) | n/m | (7.8%) | (1,794) | 0 | n/m |
| Purchase of property, plant and equipment | (8,225) | (8,569) | (15,092) | (27,670) | 4.2% | 76.1% | 83.3% | (27,670) | 11,497 | (141.6%) |
| Proceeds from disposals of property, plant and equipment | 1,334 | 1,656 | 1,636 | 2,990 | 24.1% | (1.2%) | 82.8% | 2,990 | 7,026 | 135.0% |
| Net cash from investing activities | (8,135) | (6,913) | (15,402) | (26,474) | (15.0%) | 122.8% | 71.9% | (26,474) | 18,523 | (170.0%) |
| Cash flows from financing activities | | | | | | | | | | |
| Proceeds from issue of share capital | 0 | 0 | 4,982 | 33,185 | n/m | n/m | 566.1% | 33,185 | | n/m |
| Proceeds from borrowings | 16,045 | 18,662 | 29,386 | 34,875 | 16.3% | 57.5% | 18.7% | 34,875 | 15,065 | (56.8%) |
| Repayment of borrowings | (3,721) | (4,226) | (16,113) | (19,700) | 13.6% | 281.3% | 22.3% | (19,700) | (38,528) | 95.6% |
| Payment of finance lease liabilities | (222) | (276) | (309) | (1,652) | 24.3% | 12.0% | 434.6% | (1,652) | (8,725) | 428.1% |
| Dividends paid to shareholders | Ó | Ó | Ó | Ó | n/m | n/m | n/m | Ó | Ó | n/m |
| Net cash from financing activities | 12,102 | 14,160 | 17,946 | 46,708 | 17.0% | 26.7% | 160.3% | 46,708 | (32,188) | (168.9%) |
| Net increase (decrease) in cash and cash equivalents | 1,068 | (781) | 126 | 2,979 | (173.1%) | (116.1%) | 2264.3% | 2,979 | (1,858) | (162.4%) |
| Cash and cash equivalents at the beginning of the period | 2,675 | 3,645 | 2,968 | 3,136 | 36.3% | (18.6%) | 5.7% | 3,136 | 5,791 | 84.7% |
| Effect of exchange rate changes on the balance of cash held in | , - | , - | , - | , | | / | | , | , | |
| foreign currencies | (98) | 104 | 42 | (324) | (206.1%) | (59.6%) | (871.4%) | (324) | (598) | 84.6% |
| Cash and cash equivalents at the end of the period | 3,645 | 2,968 | 3,136 | 5,791 | (18.6%) | 5.7% | 84.7% | 5,791 | 3,334 | (42.4%) |

| CONSOLIDATED CAPEX | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 2007/2006 | FY 2007 | FY 2008 | % Change 2008/2007 |
|---------------------------------|---------|---------|---------|---------|-----------------------|---------|---------|--------------------|
| Buildings and land | 3,417 | 5,544 | 9,440 | 15,788 | 67.2% | 15,788 | 3,386 | (78.6%) |
| Company cars | 2,320 | 2,801 | 3,407 | 4,210 | 23.6% | 4,210 | 6,652 | 58.0% |
| Fixtures and equipment | 1,107 | 902 | 1,581 | 2,546 | 61.0% | 2,546 | 2,312 | (9.2%) |
| Fixed Assets under construction | 0 | 0 | 0 | 3,176 | n/m | 3,176 | 3,794 | 19.5% |
| Intangible assets | 0 | 0 | 0 | 796 | n/m | 796 | 294 | (63.1%) |
| Total CAPEX | 6,844 | 9,247 | 14,428 | 26,516 | 83.8% | 26,516 | 16,439 | (38.0%) |
| CAPEX / Revenues | 3.0% | 3.4% | 4.1% | 5.6% | 1.5 pp | 7.3% | 4.5% | (2.8 pp) |

Regional breakdown:

| CAPEX by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 |
|--------------------|---------|---------|---------|---------|-------------------|---------|---------|--------------------|
| The Czech Republic | 5,854 | 6,625 | 4,734 | 9,049 | 91.1% | 9,049 | 10,130 | 11.9% |
| Hungary | 0 | 0 | 3,617 | 11,254 | 211.1% | 11,254 | 2,324 | (79.4%) |
| Poland | 0 | 0 | 631 | 3,848 | 509.8% | 3,848 | 232 | (94.0%) |
| Romania | 0 | 256 | 96 | 146 | 52.1% | 146 | 321 | n/m |
| Slovakia | 990 | 2,366 | 5,350 | 2,219 | (58.5%) | 2,219 | 3,432 | 54.7% |
| Total CAPEX | 6,844 | 9,247 | 14,428 | 26,516 | 83.8% | 26,516 | 16,439 | (38.0%) |

| Country Contribution to Total CAPEX | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 |
|-------------------------------------|---------|---------|---------|---------|-------------------|---------|---------|--------------------|
| The Czech Republic | 85.5% | 71.6% | 32.8% | 34.1% | 0.0 pp | 34.1% | 61.6% | 0.3 pp |
| Hungary | 0.0% | 0.0% | 25.1% | 42.4% | 0.2 pp | 42.4% | 14.1% | (0.3 pp) |
| Poland | 0.0% | 0.0% | 4.4% | 14.5% | 0.1 pp | 14.5% | 1.4% | (0.1 pp) |
| Romania | 0.0% | 2.8% | 0.7% | 0.6% | (0.0 pp) | 0.6% | 2.0% | 0.0 pp |
| Slovakia | 14.5% | 25.6% | 37.1% | 8.4% | (0.3 pp) | 8.4% | 20.9% | 0.1 pp |
| Total CAPEX | 100% | 100% | 100.0% | 100.0% | 0.0% | 100% | 100.0% | (0.0 pp) |

| CONSOLIDATED OPERATIONAL DATA | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | | % Change 4Q08/4Q0 |
|--|---------|---------|---------|---------|-------------------|---------|---------|--------------------|---------|---------|---------|---------|---------|---------|----------------------|
| Number of cars sold | 44,240 | 50,800 | 61,939 | 79,871 | 29.0% | 79,871 | 60,557 | (24.2%) | 19,549 | 18,789 | 16,582 | 14,669 | 10,517 | (28.3%) | (46.2%) |
| Average price of a car sold (in EUR) | 4,483 | 4,746 | 5,058 | 5,293 | 4.6% | 5,293 | 5,258 | (0.7%) | 5,442 | 5,440 | 5,560 | 5,259 | 4,452 | (15.3%) | (18.2%) |
| Number of cars on stock, i.e on offer Stock turnover (in days) ²⁾ | 2,705 | 4,745 | 5,830 | 9,049 | 55.2% | 9,049 | 5,025 | (44.5%) | 9,049 | 7,976 | 7,220 | 6,356 | 5,025 | (20.9%) | (44.5%) |
| | 27 | 31 | 36 | 35 | (0.6%) | 35 | 46 | 31.4% | 38 | 46 | 40 | 44 | 52 | 18.2% | 36.8% |
| Number of car centres ⁴⁾ Total number of employees ³⁾ | 12 | 19 | 25 | 45 | 80.0% | 45 | 35 | (22.2%) | 45 | 47 | 41 | 42 | 35 | (16.7%) | (22.2%) |
| | 1,744 | 1,882 | 2,880 | 3,834 | 33.1% | 3,834 | 1,440 | (62.4%) | 3,834 | 3,351 | 2,696 | 2,014 | 1,440 | (28.5%) | (62.4%) |

| NO. of CARS SOLD by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | | % Change 4Q08/4Q0 |
|-------------------------------|---------|---------|---------|---------|-------------------|---------|---------|--------------------|---------|---------|---------|---------|---------|----------|----------------------|
| The Czech Republic | 43,085 | 42,060 | 43,460 | 45,874 | 5.6% | 45,874 | 35,487 | (22.6%) | 10,240 | 10,062 | 9,347 | 9,071 | 7,007 | (22.8%) | (31.6%) |
| Hungary | 0 | 0 | 1,455 | 8,396 | 477.0% | 8,396 | 6,646 | (20.8%) | 2,673 | 2,551 | 1,745 | 1,508 | 842 | (44.2%) | (68.5%) |
| Poland | 0 | 0 | 286 | 4,423 | 1446.5% | 4,423 | 2,133 | (51.8%) | 1,183 | 1,194 | 774 | 165 | 0 | (100.0%) | (100.0%) |
| Romania | 0 | 941 | 3,121 | 2,641 | (15.4%) | 2,641 | 1,434 | (45.7%) | 663 | 484 | 361 | 348 | 241 | (30.7%) | (63.7%) |
| Slovakia | 0 | 7,111 | 13,617 | 18,537 | 36.1% | 18,537 | 14,857 | (19.9%) | 4,790 | 4,498 | 4,355 | 3,577 | 2,427 | (32.1%) | (49.3%) |
| Holland | 1,155 | 688 | 0 | 0 | n/m | 0 | 0 | 0.0% | 0 | 0 | 0 | 0 | 0 | 0.0% | n/m |
| Total number of cars sold | 44,240 | 50,800 | 61,939 | 79,871 | 29.0% | 79,871 | 60,557 | (24.2%) | 19,549 | 18,789 | 16,582 | 14,669 | 10,517 | (28.3%) | (46.2%) |

| FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | | | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | | % Change 4Q08/4Q0 |
|---------|---|---|--|---|--|--|---|--|---|--|---|--|--|--|
| | | | | | | | | | | | | | | |
| 97% | 83% | 70% | 57% | (12.7 pp) | 57% | 59% | 1.2 pp | 52% | 54% | 56% | 62% | 67% | 4.8 pp | 50.5 pp |
| 0% | 0% | 2% | 11% | 8.2 pp | 11% | 11% | 0.5 pp | 14% | 14% | 11% | 10% | 8% | (2.3 pp) | (17.6 pp) |
| 0% | 0% | 0% | 6% | 5.1 pp | 6% | 4% | (2.0 pp) | 6% | 6% | 5% | 1% | 0% | | |
| 0% | 2% | 5% | 3% | (1.7 pp) | 3% | 2% | (0.9 pp) | 3% | 3% | 2% | 2% | 2% | (0.1 pp) | (83.8 pp) |
| 0% | 14% | 22% | 23% | | 23% | 25% | | 25% | 24% | 26% | 24% | 23% | | |
| 3% | 1% | 0% | 0% | 0.0 pp | 0% | 0% | 0.0 pp | 0% | 0% | 0% | 0% | 0% | | |
| 100% | 100% | 100% | 100% | 0.0 pp | 100% | 100% | 0.0 pp | 100% | 100% | 100% | 100% | 100% | 0.0 pp | (100.0 pp) |
| | 97% 0% 0% 0% 0% 0% 3% | 97% 83% 0% 0% 0% 0% 0% 2% 0% 14% 3% 1% | 97% 83% 70% 0% 0% 2% 0% 0% 0% 0% 22% 5% 0% 14% 22% 3% 1% 0% | 97% 83% 70% 57% 0% 0% 2% 11% 0% 0% 0% 6% 0% 0% 6% 0% 0% 0% 14% 22% 23% 3% 1% 0% 0% 0% | 97% 83% 70% 57% (12.7 pp) 0% 0% 2% 11% 82 pp 0% 0% 0% 6% 5.1 pp 0% 2% 5% 3% (1.7 pp) 0% 14% 22% 23% 1.2 pp 3% 1% 0% 0% 0% 0.0 pp | 97% 83% 70% 57% (12.7 pp) 57% 0% 0% 0% 2% 11% 8.2 pp 11% 0% 0% 6% 5.1 pp 6% 0% 6% 5.1 pp 6% 0% 14% 22% 23% 1.2 pp 23% 3% 1% 0% 0% 0% 0.0 pp 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 0% 0% 0% 6% 5.1 pp 6% 4% 0% 2% 5% 3% (1.7 pp) 3% 2% 0% 14% 22% 23% 1.2 pp 23% 25% 3% 1% 0% 0% 0% 0.0 pp 0% 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 0% 0% 0% 6% 5.1 pp 6% 4% (2.0 pp) 0% 2% 5% 3% (1.7 pp) 3% 2% (0.9 pp) 0% 14% 22% 23% 1.2 pp 23% 25% 1.3 pp 3% 1% 0% 0% 0.0 pp 0% 0% 0% 0.0 pp | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 52% 0% 0% 0% 2% 111% 8.2 pp 111% 11% 0.5 pp 14% 0% 0% 0% 6% 5.1 pp 6% 4% (2.0 pp) 6% 0% 2% 5% 3% (1.7 pp) 3% 2% (0.9 pp) 3% 0% 14% 22% 23% 1.2 pp 23% 25% 1.3 pp 25% 3% 1% 0% 0% 0.0 pp 0% 0% 0% 0.0 pp 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 52% 54% 1.3 pp 0% 20% 20% 20% 20% 20% 20% 20% 20% 20% | 97% 83% 70% 57% (12.7 pp) 6% 59% 1.2 pp 52% 54% 56% 0% 0% 0% 2% 111% 8.2 pp 111% 11% 0.5 pp 14% 14% 11% 0% 0% 2% 5% 3% (1.7 pp) 3% 2% (2.0 pp) 6% 6% 5% 5% 0% 14% 22% 23% 1.2 pp 23% 25% 1.3 pp 26% 24% 26% 26% 3% 11% 0% 0% 0.0 pp 0% 0% 0.0 pp 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 52% 54% 56% 62% 0% 0% 0% 0% 6% 5.1 pp 6% 4% (2.0 pp) 6% 6% 5% 1% 0% 0% 2% 5% 3% (1.7 pp) 3% 2% (0.9 pp) 6% 6% 5% 1% 0% 0% 14% 22% 23% 1.2 pp 23% 25% 1.3 pp 25% 24% 26% 24% 36% 24% 36% 1% 0% 0% 0% 0.0 pp 0% 0% 0% 0.0 pp 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 52% 54% 56% 62% 67% 0% 0% 0% 6% 51 pp 6% 4% (2.0 pp) 6% 6% 5% 11% 0% 0% 2% 5% 3% (1.7 pp) 3% 2% (0.9 pp) 6% 6% 5% 1% 0% 0% 14% 22% 23% 1.2 pp 23% 25% 1.3 pp 26% 24% 26% 24% 23% 3% 11% 0% 0% 0% 0,0 pp 0% 0% 0,0 pp 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% | 97% 83% 70% 57% (12.7 pp) 57% 59% 1.2 pp 6% 4% (2.0 pp) 6% 6% 5% 1% 0% (1.1 pp) 6% 4% (2.0 pp) 6% 6% 5% 1% 0% (1.1 pp) 6% 4% (2.0 pp) 6% 6% 5% 1% 0% (1.1 pp) 6% 4% (2.0 pp) 6% 6% 5% 1% 0% (1.1 pp) 6% 1.3 pp 6% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% |

| NO. of CAR CENTRES by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | | % Change 4Q08/4Q0 |
|---------------------------------|---------|---------|---------|---------|-------------------|----|---------|--------------------|---------|---------|---------|---------|---------|---------|----------------------|
| The Czech Republic | 12 | 15 | 17 | 23 | 35.3% | 23 | 21 | (8.7%) | 23 | 23 | 23 | 22 | 21 | (4.5%) | (8.7%) |
| Hungary | 0 | 0 | 1 | 7 | 600.0% | 7 | 2 | (71.4%) | 7 | 8 | 5 | 5 | 2 | (60.0%) | (71.4%) |
| Poland | 0 | 0 | 1 | 3 | 200.0% | 3 | 0 | (100.0%) | 3 | 3 | 0 | 0 | 0 | n/m | (100.0%) |
| Romania | 0 | 1 | 1 | 1 | 0.0% | 1 | 1 | 0.0% | 1 | 1 | 1 | 1 | 1 | 0.0% | 0.0% |
| Slovakia | 0 | 3 | 5 | 11 | 120.0% | 11 | 11 | 0.0% | 11 | 12 | 12 | 13 | 11 | (15.4%) | 0.0% |
| Holland | 1 | 1 | 0 | 0 | n/m | 0 | 0 | n/m | 0 | 0 | 0 | 0 | 0 | n/m | n/m |
| Total number of car centres | 13 | 20 | 25 | 45 | 80.0% | 45 | 35 | (22.2%) | 45 | 47 | 41 | 41 | 35 | (14.6%) | (22.2%) |

^{*} Note that the total number of car centres includes also purchase car centres (FY 2006 CR 3, FY 2007 CR 4, HU 1) which are car centres that only purchase and do not sell any cars.

| NO. of EMPLOYEES by Countries | FY 2004 | FY 2005 | FY 2006 | FY 2007 | % Change 07/06 | FY 2007 | FY 2008 | % Change 2008/2007 | 4Q 2007 | 1Q 2008 | 2Q 2008 | 3Q 2008 | 4Q 2008 | % Change 4Q08/3Q08 | % Change 4Q08/4Q0 |
|-------------------------------|---------|---------|---------|---------|-------------------|---------|---------|--------------------|---------|---------|---------|---------|---------|--------------------|----------------------|
| The Czech Republic | 1,737 | 1,548 | 2,009 | 2,303 | 14.6% | 2,303 | 1,086 | (52.8%) | 2,303 | 2,075 | 1,804 | 1,420 | 1,086 | (23.5%) | (52.8%) |
| Hungary | 0 | 0 | 173 | 539 | 211.6% | 539 | 66 | (87.8%) | 539 | 412 | 212 | 155 | 66 | (57.4%) | (87.8%) |
| Poland | 0 | 0 | 123 | 261 | 112.2% | 261 | 0 | (100.0%) | 261 | 206 | 135 | 2 | 0 | (100.0%) | (100.0%) |
| Romania | 0 | 129 | 127 | 100 | (21.3%) | 100 | 37 | (63.0%) | 100 | 86 | 64 | 60 | 37 | (38.3%) | (63.0%) |
| Slovakia | 7 | 205 | 448 | 631 | 40.8% | 631 | 251 | (60.2%) | 631 | 572 | 481 | 377 | 251 | (33.4%) | (60.2%) |
| Total number of employees | 1,744 | 1,882 | 2,880 | 3,834 | 33.1% | 3,834 | 1,440 | (62.4%) | 3,834 | 3,351 | 2,696 | 2,014 | 1,440 | (28.5%) | (62.4%) |

^{*} Note that the number of employees in the CR includes also employees that are working temporarily for some of the Company's foreign subsidiaries.

²⁾ A number of days before a car is sold (note that this data is increased by the number of days when the car is transported between car centres)
³⁾ Note that the number of employees includes also employees on maternity leaves (aprox. 130) and externally contracted staff.
4) The number includes the B-brands
nal breakdown: