
 All financial and operational data is consolidated, unless specified otherwise.
Financial results for the full years 2009 and 2010 are audited. Quarterly financial results for 2011 are unaudited
All financial data is in EUR thousands, unless specified otherwise.

| CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Revenues | 168,239 | 205,004 | 21.9\% | 39,253 | 63,276 | 61.2\% |
| Revenues from cars | 145,237 | 174,454 | 20.1\% | 32,967 | 54,924 | 66.6\% |
| Cost of goods sold | $(127,352)$ | $(152,159)$ | 19.5\% | $(29,268)$ | $(49,056)$ | 67.6\% |
| Gross Profit on Sales | 40,887 | 52,845 | 29.2\% | 9,985 | 14,220 | 42.4\% |
| Gross Profit Margin | 24.3\% | 25.8\% | 1.5 pp | 25.4\% | 22.5\% | (3.0 pp) |
| Other operating income | 2,112 | 1,158 | (45.2\%) | 92 | 160 | 73.8\% |
| Operating expenses | $(34,589)$ | $(41,845)$ | 21.0\% | $(7,586)$ | $(11,468)$ | 51.2\% |
| EBITDA | 8,410 | 12,158 | 44.6\% | 2,491 | 2,912 | 16.9\% |
| EBITDA Margin | 5.0\% | 5.9\% | 0.9 pp | 6.3\% | 4.6\% | (1.7 pp) |
| Depreciation | $(2,201)$ | $(3,266)$ | 48.4\% | (770) | (546) | (29.1\%) |
| EBIT | 6,209 | 8,892 | 43.2\% | 1,721 | 2,366 | 37.5\% |
| Interest expense | $(2,032)$ | $(1,857)$ | (8.6\%) | (307) | (467) | 52.3\% |
| Forex gains / (losses) | 8 | (510) | $\mathrm{n} / \mathrm{m}$ | (205) | (366) | 78.6\% |
| Other financial net income / (expense) | (42) | (195) | 364.3\% | (85) | (223) | 162.8\% |
| Profit before Tax | 4,143 | 6,330 | 52.8\% | 1,125 | 1,310 | 16.5\% |
| Income tax expense | $(1,696)$ | $(1,758)$ | 3.7\% | (468) | (556) | 18.8\% |
| Net Profit from continuing operations | 2,447 | 4,572 | 86.9\% | 657 | 754 | 14.8\% |
| Profit/(loss) from discontinued operations* | (886) | 539 | $n / m$ | (181) | (64) | (64.6\%) |
| Net Profit for the period * | 1,561 | 5,111 | 227.4\% | 476 | 690 | 45.1\% |
| of which Minority Interest | $\mathrm{n} / \mathrm{m}$ | n/m |  | n/m | n/m |  |

Note that the financial data show only continuing operations in full detail, while the results for disconitnued operations are shown only as one aggregated line called 'Profit/(loss) from discontinued operations',
Note also that the Hungarian operations and part of other discontinued operations (in the Czech Republic) have been reclassified from discontinued to continuing operations.
This has affected both the Consolidated Statement of Comprehensive Income and Consolidated Statement of Financial Position for 2010 and retrospectively for 2009 . See the Annual Report 2010 financial note 3.4.
The new definition of the company's operations in its Statement of Comprehensive Income is as follows.

- continuing operations - daughter companies in the Czech Republic, Slovakia, Hungary and the parent company incorporated in the Netherlands
- discontinued operations - daughter companies in Poland and Romania

Note that the definition in the Statement of Financial Position is marginally different and that another property in the Czech Republic is also classified as held for sale (i.e. as discontinued operation).

| CONSOLIDATED REVENUES | FY 2009 restated | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from cars | 145,237 | 174,454 | 20.1\% | 32,967 | 54,924 | 66.6\% |
| Revenues from financial services | 19,007 | 25,887 | 36.2\% | 4,921 | 7,475 | 51.9\% |
| Other revenues (up-sale products) | 3,995 | 4,663 | 16.7\% | 1,365 | 877 | (35.7\%) |
| Total Revenues | 168,239 | 205,004 | 21.9\% | 39,253 | 63,276 | 61.2\% |


| Category Contribution to TOTAL REVENUES | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues from cars | $86.3 \%$ | $85.1 \%$ | $(1.2 p p)$ | $84.0 \%$ | $86.8 \%$ | $2.8 p p$ |
| Revenues from financial services | $11.3 \%$ | $12.6 \%$ | $1.3 p p$ | $12.5 \%$ | $11.8 \%$ | $(0.7 p p)$ |
| Other revenues | $2.4 \%$ | $2.3 \%$ | $(0.1 p p)$ | $3.5 \%$ | $1.4 \%$ | $(2.1 p p)$ |
| Total Revenues | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $0.0 p p$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{0 . 0} \mathbf{p p}$ |


| Cost of Goods Sold from Revenue Categories | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Costs of Goods Sold from cars <br> Costs of Goods Sold from financial services Costs of Goods Sold from other revenues <br> Total Costs of Goods Sold | $\begin{array}{r} 126,316 \\ 0 \\ 1,036 \\ 127,352 \end{array}$ | $\begin{array}{r} 150,630 \\ 0 \\ 1,529 \\ 152,159 \end{array}$ | $\begin{gathered} 19.2 \% \\ n / m \\ 47.5 \% \\ 19.5 \% \end{gathered}$ | $\begin{array}{r} 29,029 \\ 0 \\ 238 \\ 29,268 \end{array}$ | $\begin{array}{r} 48,771 \\ 0 \\ 286 \\ 49,056 \end{array}$ | $\begin{array}{r} 68.0 \% \\ n / m \\ 19.8 \% \\ 67.6 \% \end{array}$ |


| GROSS PROFIT from Revenue Categories | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross profit from cars | 18,921 | 23,824 | 25.9\% | 3,938 | 6,153 | 56.3\% |
| Gross profit from financial services | 19,007 | 25,887 | 36.2\% | 4,921 | 7,475 | 51.9\% |
| Gross profit from other revenues | 2,959 | 3,135 | 5.9\% | 1,127 | 592 | (47.5\%) |
| Total Gross Profit | 40,887 | 52,845 | 29.2\% | 9,985 | 14,220 | 42.4\% |


| Category Contribution to GROSS PROFIT | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross profit from cars | 46.3\% | 45.1\% | (2.6\%) | 39.4\% | 43.3\% | 3.8 pp |
| Gross profit from financial services | 46.5\% | 49.0\% | 5.4\% | 49.3\% | 52.6\% | 3.3 pp |
| Gross profit from other revenues | 7.2\% | 5.9\% | (18.0\%) | 11.3\% | 4.2\% | (7.1 pp) |
| Total Gross Profit | 100.0\% | 100.0\% | 0.0\% | 100.0\% | 100.0\% | 0.0 pp |


| GROSS PROFIT margin (as \% of Revenues) | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Gross profit from cars | $13.0 \%$ | $13.7 \%$ | $4.8 \%$ | $11.9 \%$ | $11.2 \%$ | $(0.7 \mathrm{pp})$ |
| Gross profit from financial services | $100.0 \%$ | $100.0 \%$ | $0.0 \%$ | $100.0 \%$ | $100.0 \%$ | 0.0 pp |
| Gross profit from other revenues | $74.1 \%$ | $67.2 \%$ | $(9.2 \%)$ | $82.5 \%$ | $67.4 \%$ | $(15.1 \mathrm{pp})$ |
| Total Gross Profit | $\mathbf{2 4 . 3 \%}$ | $\mathbf{2 5 . 8 \%}$ | $6.1 \%$ | $\mathbf{2 5 . 4 \%}$ | $\mathbf{2 2 . 5 \%}$ | $\mathbf{( 3 . 0} \mathbf{p p )}$ |


| CONSOLIDATED OPERATING EXPENSES | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel expenses | $(16,524)$ | $(21,286)$ | 28.8\% | 3,636 | 6,185 | 70.1\% |
| Marketing expenses | $(4,138)$ | $(4,426)$ | 7.0\% | 809 | 1,509 | 86.5\% |
| Other selling, administrative and general expenses | $(13,927)$ | $(16,133)$ | 15.8\% | 3,141 | 3,774 | 20.2\% |
| Total Operating Expenses | $(34,589)$ | $(41,845)$ | 21.0\% | 7,586 | 11,468 | 51.2\% |


| Category Contribution to OPEX | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Personnel expenses | $47.8 \%$ | $50.9 \%$ | 3.1 pp | $47.9 \%$ | $53.9 \%$ | 6.0 pp |
| Marketing expenses | $12.0 \%$ | $10.6 \%$ | $(1.4 \mathrm{pp})$ | $10.7 \%$ | $13.2 \%$ | 2.5 pp |
| Other selling, administrative and general expenses | $40.3 \%$ | $38.6 \%$ | $(1.7 \mathrm{pp})$ | $41.4 \%$ | $32.9 \%$ | $(8.5 \mathrm{pp})$ |
| Total Operating Expenses | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{0 . 0} \mathbf{p p}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{0 . 0} \mathbf{p p}$ |


| OPEX to REVENUES | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Personnel expenses | (9.8\%) | (10.4\%) | (0.6 pp) | 9.3\% | 9.8\% | 0.5 pp |
| Marketing expenses | (2.5\%) | (2.2\%) | 0.3 pp | 2.1\% | 2.4\% | 0.3 pp |
| Other selling, administrative and general expenses | (8.3\%) | (7.9\%) | 0.4 pp | 8.0\% | 6.0\% | (2.0 pp) |
| Total OPEX to Total Revenues | (20.6\%) | (20.4\%) | 0.1 pp | 19.3\% | 18.1\% | (1.2 pp) |

Note that the financial data on this sheet is for continuing operations only.

| CONSOLIDATED STATEMENT OF FINANCIAL POSITION | 31.12.2008 | 31.12.2009 | 31.12.2010 | $\begin{gathered} \text { \% Change } \\ 31.12 .10 \text { / } \\ 31.12 .09 \end{gathered}$ | 31.3.2010 | 31.3.2011 | $\begin{gathered} \text { \% Change } \\ 31.3 .11 \text { / } \\ 31.3 .10 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Non-Current Assets | 33,525 | 37,584 | 37,730 | 0.4\% | 38,081 | 38,282 | 0.5\% |
| Goodwill and other intangible assets | 745 | 406 | 143 | (64.8\%) | 322 | 159 | (50.6\%) |
| Property, plant and equipment | 32,169 | 36,846 | 37,314 | 1.3\% | 37,447 | 37,839 | 1.0\% |
| Other financial assets | 563 | 316 | 256 | (19.0\%) | 296 | 267 | (10.0\%) |
| Deferred tax assets | 48 | 16 | 17 | 6.3\% | 16 | 17 | 6.3\% |
| Current Assets | 61,468 | 39,775 | 42,963 | 8.0\% | 46,564 | 48,197 | 3.5\% |
| Inventories | 23,245 | 13,181 | 23,463 | 78.0\% | 16,437 | 29,674 | 80.5\% |
| Trade and other receivables (incl. prepaid expenses) | 11,503 | 10,715 | 10,242 | (4.4\%) | 14,937 | 10,849 | (27.4\%) |
| Current tax assets | 670 | 324 | 1 | (99.7\%) | 354 | 880 | 148.6\% |
| Other financial assets | 583 | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Other non-financial assets | 5,258 | 1,768 | 1,676 | (5.2\%) | 4,127 | 1,156 | (72.0\%) |
| Cash and cash equivalents | 3,622 | 6,028 | 3,665 | (39.2\%) | 4,313 | 1,741 | (59.6\%) |
| Assets o fdisposal group classified as held for sale * | 16,587 | 7,759 | 3,916 | (49.5\%) | 6,396 | 3,897 | (39.1\%) |
| TOTAL ASSETS | 94,993 | 77,359 | 80,693 | 4.3\% | 84,645 | 86,479 | 2.2\% |
| Equity | 6,520 | 7,802 | 14,464 | 85.4\% | 8,075 | 15,111 | 87.1\% |
| Share Capital | 6,776 | 6,776 | 6,776 | 0.0\% | 6,776 | 6,776 | 0.0\% |
| Share Premium | 31,409 | 31,409 | 31,409 | 0.0\% | 31,409 | 31,409 | 0.0\% |
| Reserves | 5,017 | 5,267 | 6,445 | 22.4\% | 4,944 | 6,403 | 29.5\% |
| Retained earnings | $(36,682)$ | $(35,650)$ | $(30,166)$ | (15.4\%) | $(35,054)$ | $(29,477)$ | (15.9\%) |
| Minority interests | 0 | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Liabilities | 88,473 | 69,557 | 66,229 | (4.8\%) | 76,570 | 71,368 | (6.8\%) |
| Non-Current Liabilities | 27,720 | 21,299 | 16,519 | (22.4\%) | 21,194 | 16,648 | (21.4\%) |
| Bank and other borrowings | 27,234 | 20,826 | 16,299 | (21.7\%) | 20,747 | 16,395 | (21.0\%) |
| Deferred tax liabilities | 457 | 473 | 220 | (53.5\%) | 447 | 253 | (43.4\%) |
| Other long-term liabilities | 29 | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Current Liabilities | 60,753 | 48,258 | 49,710 | 3.0\% | 55,376 | 54,720 | (1.2\%) |
| Trade and other liabilities** | 12,472 | 11,471 | 10,683 | (6.9\%) | 17,187 | 11,941 | (30.5\%) |
| Current tax liabilities | 96 | 2,552 | 1,757 | (31.2\%) | 275 | 2,782 | 911.6\% |
| Bank overdrafts and borrowings** | 28,808 | 26,417 | 26,449 | 0.1\% | 26,917 | 28,155 | 4.6\% |
| Provisions | 2,260 | 729 | 3,023 | 314.7\% | 3,858 | 3,356 | (13.0\%) |
| Other financial liabilities | 2,467 | 2,893 | 3,818 | 32.0\% | 3,206 | 4,259 | 32.8\% |
| Other non-financial liabilities | 1,534 | 1,384 | 3,220 | 132.7\% | 2,678 | 3,534 | 32.0\% |
| Liabilities of disposal group classified as held for sale * | 13,116 | 2,812 | 760 | (73.0\%) | 1,219 | 693 | (43.2\%) |
| TOTAL EQUITY AND LIABILITIES | 94,993 | 77,359 | 80,693 | 4.3\% | 84,645 | 86,479 | 2.2\% |
| Net Debt / Equity ${ }^{1)}$ | 795\% | 528\% | 270\% | 604 pp | 537\% | 283\% | 13 pp |

${ }^{1)}$ Net Debt / Equity = [(Long and Short Term Borrowings + Finance Lease) - (Cash and Cash Equivalents + Financial Assets) $] /$ Equity
Data on this sheet is for the whole AAA AUTO Group including continuing and discontinued operations (for their definition see the footnote on the first page)

* Data for discontinued operations are under Assets as 'Assets classified as held for sale' (this is the value of the property held by

AAA AUTO Group in its discontinued operations) and under Liabilities as 'Liabilities directly associated to assets held for sale'
** In formerly presented Facts\&Figures Trade and other payables was incorrectly increased in the amount of 8,266 thousand EUR.
This amount has been correctly transferred to Bank overdrafts and borrowings

| CONSOLIDATED CASH FLOW STATEMENT | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q09 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities |  |  |  |  |  |  |
| Net Profit | 1,561 | 5,111 | 227.4\% | 476 | 690 | 45.1\% |
| Income tax expense | 1,696 | 1,755 | 3.5\% | 462 | 551 | 19.4\% |
| Amortization \& Depreciation | 2,694 | 3,956 | 46.8\% | 770 | 547 | (29.0\%) |
| Provisions | 339 | 2,501 | 637.8\% | 237 | 258 | 9.1\% |
| (Gain)/loss on disposal of property, plant and equipment | (242) | $(1,636)$ | 576.0\% | (178) | (72) | (59.6\%) |
| Interest (income)/expense | 2,364 | 1,957 | (17.2\%) | 461 | 0 | (100.0\%) |
| Share Options | 126 | (10) | $n / m$ | 75 | 50 | (33.3\%) |
| Foreign exchange (gain)/loss | 99 | 510 | 415.3\% | 205 | 366 | 78.6\% |
| Negative goodwill / Fair value | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Decrease/(increase) in inventories | 10,066 | $(10,062)$ | $n / m$ | $(3,257)$ | $(6,212)$ | 90.7\% |
| Decrease/(Increase) in receivables and other assets | 6,036 | 324 | (94.6\%) | $(5,825)$ | (711) | (87.8\%) |
| Increase/(decrease) in payables and other liabilities | (754) | (411) | (45.5\%) | 5,360 | 1,913 | (64.3\%) |
| Interest received/(paid) | $(1,744)$ | $(1,041)$ | (40.3\%) | (226) | 237 | $n / m$ |
| Income tax paid | (235) | $(1,743)$ | 641.7\% | (15) | (326) | 2076.2\% |
| Net cash from operating activities | 22,006 | 1,211 | (94.5\%) | $(1,455)$ | $(2,709)$ | 86.1\% |
| Cash flows from investing activities |  |  |  |  |  |  |
| Acquisition of subsidiary, net of cash acquired | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Purchase of property, plant and equipment | $(3,214)$ | $(2,513)$ | (21.8\%) | (158) | $(1,045)$ | 561.3\% |
| Proceeds from sale of subsidiaries |  | 0 | (100.0\%) | 0 | 0 | $n / m$ |
| Proceeds from disposals of property, plant and equipment | 2,765 | 5,698 | 106.1\% | 113 | 72 | (36.3\%) |
| Net cash from investing activities | (447) | 3,185 | $n / m$ | (45) | (973) | 2061.8\% |
| Cash flows from financing activities |  |  |  |  |  |  |
| Proceeds from issue of share capital | 0 | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Proceeds from third party loans | 1,479 | 1,842 | 24.5\% | 3,352 | 1,734 | (48.3\%) |
| Repayment of third party loans | $(17,909)$ | $(6,609)$ | (63.1\%) | $(3,536)$ | 0 | (100.0\%) |
| Payment of finance lease liabilities | $(2,673)$ | $(1,780)$ | (33.4\%) | 0 | 0 | \#DIV/0! |
| Dividends paid to shareholders |  | 0 | $n / m$ | 0 | 0 | $n / m$ |
| Net cash from financing activities | $(19,103)$ | $(6,547)$ | (65.7\%) | (184) | 1,734 | $n / m$ |
| Net increase (decrease) in cash and cash equivalents | 2,456 | $(2,151)$ | $n / m$ | $(1,684)$ | $(1,948)$ | 15.7\% |
| Cash and cash equivalents at the beginning of the period | 3,622 | 6,028 | 66.4\% | 6,028 | 3,665 | (39.2\%) |
| Effect of exchange rate changes on the balance of cash held in foreign currencies | (50) | (212) | 324.0\% | (31) | 24 | $n / m$ |
| Cash and cash equivalents at the end of the period | 6,028 | 3,665 | (39.2\%) | 4,313 | 1,741 | (59.6\%) |

Data in the Cash Flow Statement are calculated for the whole AAA AUTO Group including continuing and discontinued operations

| CONSOLIDATED CAPEX | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | $\begin{gathered} \text { \% Change } \\ \text { 1Q11/1Q10 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Buildings and land | 589 | 406 | (31.1\%) | 0 | 8 | n/m |
| Company cars | 1,781 | 2,249 | 26.3\% | 242 | 1,205 | 397.7\% |
| Fixtures and equipment | 507 | 632 | 24.6\% | 31 | 58 | 87.4\% |
| Fixed Assets under construction | 145 | 33 | (77.4\%) | 0 | 0 | n/m |
| Intangible assets | 192 | 58 | (69.9\%) | 1 | 36 | 5925.1\% |
| Total CAPEX | 3,214 | 3,377 | 5.1\% | 274 | 1,307 | 377.5\% |
| CAPEX / Revenues | 1.9\% | 5.3\% | 3.4 pp | 0.7\% | 2.1\% | 1.5 pp |

Regional breakdown:

| CAPEX by Countries | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| The Czech Republic | 2,672 | 2,825 | $5.7 \%$ | 191 | 1,283 | $571.8 \%$ |
| Hungary | 0 | 0 | $n / \mathrm{m}$ | 0 | $\mathrm{n} / \mathrm{m}$ |  |
| Poland | 76 | 30 | $(60.5 \%)$ | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |
| Romania | 0 | 0 | $\mathrm{n} / \mathrm{m}$ | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |
| Slovakia | 466 | 522 | $12.0 \%$ | 83 | 24 | $(71.2 \%)$ |
| Total CAPEX | $\mathbf{3 , 2 1 4}$ | $\mathbf{3 , 3 7 7}$ | $\mathbf{5 . 1 \%}$ | $\mathbf{2 7 4}$ | $\mathbf{1 , 3 0 7}$ | $\mathbf{3 7 7 . 5 \%}$ |


| Country Contribution to Total CAPEX | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change <br> 1Q11/1Q10 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| The Czech Republic | $83.1 \%$ | $83.6 \%$ | 0.5 pp | $69.8 \%$ | $98.2 \%$ | 28.4 pp |
| Hungary | $0.0 \%$ | $0.0 \%$ | 0.0 pp | $0.0 \%$ | $0.0 \%$ | 0.0 pp |
| Poland | $2.4 \%$ | $0.9 \%$ | $(1.5 \mathrm{pp})$ | $0.0 \%$ | $0.0 \%$ | 0.0 pp |
| Romania | $0.0 \%$ | $0.0 \%$ | 0.0 pp | $0.0 \%$ | $0.0 \%$ | 0.0 pp |
| Slovakia | $14.5 \%$ | $15.5 \%$ | 1.0 pp | $\mathbf{3 0 . 2 \%}$ | $1.8 \%$ | $(28.4 \mathrm{pp})$ |
| Total CAPEX | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $(0.0 \mathrm{pp})$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $(0.0 \mathrm{pp})$ |

The financial data on this sheet is for the whole AAA AUTO Group (continuing and discontinued operations)

| CONSOLIDATED OPERATIONAL DATA | FY 2007 | FY 2008 | FY 2009 | FY 2010 | $\begin{gathered} \text { \% Change } \\ \text { FY10/FY09 } \end{gathered}$ | 1Q 2010 | 1Q 2011 | $\begin{gathered} \text { \% Change } \\ \text { 1Q11/1Q10 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of cars sold | 79,871 | 60,557 | 37,215 | 39,530 | 6.2\% |  |  |  |
| number of cars sold - continuing operations | 72,807 | 56,990 | 37,146 | 39,530 | 6.4\% | 8,057 | 11,051 | 37.2\% |
| Average price of a car sold (in EUR) | 5,293 | 5,173 | 3,911 | 4,412 | 12.8\% | 4,095 | 4,970 | 21.4\% |
| Number of cars on stock, i.e on offer | 9,049 | 5,025 | 3,783 | 4,973 | 31.5\% | 4,568 | 5,958 | 30.4\% |
| Stock turnover (in days) ${ }^{1 \text { ) }}$ | 35 | 46 | 40 | 43 | 5.9\% | 44 | 47 | 5.9\% |
| Number of car centres ${ }^{2)}$ | 45 | 35 | 25 | 25 | 0.0\% | 25 | 25 | 0.0\% |
| Total number of employees ${ }^{3}$ ) | 3,834 | 1,440 | 1,099 | 1,272 | 15.7\% | 1,209 | 1,496 | 23.7\% |

${ }^{1)}$ The 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)
${ }^{2)}$ The number includes also $B$-brands
${ }^{3}$ ) Note that the number of employees includes also employees on maternity leaves (134 at 1Q 2011, namely: 115 in CZ, 9 in SK, 10 in HU)

## Regional breakdown:

| NO. of CARS SOLD by Countries | FY 2007 | FY 2008 | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | \% Change 1Q11/1Q10 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The Czech Republic | 45,874 | 35,487 | 27,558 | 29,018 | 5.3\% | 6,146 | 8,025 | 30.6\% |
| Hungary | 8,396 | 6,646 | 279 | 0 | (100.0\%) |  |  |  |
| Poland | 4,423 | 2,133 | 0 | 0 | $n / m$ |  |  |  |
| Romania | 2,641 | 1,434 | 69 | 0 | (100.0\%) |  |  |  |
| Slovakia | 18,537 | 14,857 | 9,309 | 10,512 | 12.9\% | 1,911 | 3,026 | 58.3\% |
| Total number of cars sold | 79,871 | 60,557 | 37,215 | 39,530 | 6.2\% | 8,057 | 11,051 | 37.2\% |


$\left.$| Country Contribution to NO. of CARS SOLD | FY 2007 | FY 2008 | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | | \% Change |
| :---: |
| 1Q11/1Q10 | \right\rvert\,


| NO. of CAR CENTRES by Countries | FY 2007 | FY 2008 | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | $\begin{gathered} \text { \% Change } \\ \text { 1Q11/1Q10 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The Czech Republic | 23 | 21 | 17 | 17 | 0.0\% | 17 | 17 | 0.0\% |
| Hungary | 7 | 2 | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |  |  |  |
| Poland | 3 | 0 | 0 | 0 | $n / m$ |  |  |  |
| Romania | 1 | 1 | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |  |  |  |
| Slovakia | 11 | 11 | 8 | 8 | 0.0\% | 8 | 8 | 0.0\% |
| Total number of car centres | 45 | 35 | 25 | 25 | 0.0\% | 25 | 25 | 0.0\% |

* Note that the total number of car centres includes also purchase car centres (currently 1 in Czech Rep.) which are centres that only purchase and do not sell any cars.

| NO. of EMPLOYEES by Countries | FY 2007 | FY 2008 | FY 2009 | FY 2010 | \% Change <br> FY10/FY09 | 1Q 2010 | 1Q 2011 | $\begin{gathered} \text { \% Change } \\ \text { 1Q11/1Q10 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The Czech Republic | 2,303 | 1,086 | 889 | 1,016 | 14.3\% | 975 | 1,193 | 22.4\% |
| Hungary | 539 | 66 | 15 | 13 | (13.3\%) | 15 | 13 | (13.3\%) |
| Poland | 261 | 0 | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |  |  |  |
| Romania | 100 | 37 | 0 | 0 | $\mathrm{n} / \mathrm{m}$ |  |  |  |
| Slovakia | 631 | 251 | 195 | 243 | 24.6\% | 219 | 290 | 32.4\% |
| Total number of employees | 3,834 | 1,440 | 1,099 | 1,272 | 15.7\% | 1,209 | 1,496 | 23.7\% |

* The number of employees in the CR includes also employees that work temporarily for some of the Group's foreign subsidiaries.

The number of employees includes also employees on maternity leaves (134 at 1Q 2011, namely: 115 in CZ, 9 in SK, 10 in HU)
Data on this sheet is for the whole AAA AUTO Group including continuing and discontinued operations (columns $2,3,4,5$ ) and for continuing operations only $(7,8)$

