

AAA Auto Group N.V.  
Interim Statement  
May 2010

**AAA AUTO**



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**Material events and transactions in the first five months of 2010 and their impact on AAA Auto Group N.V.**

Among the main factors influencing performance of AAA Auto Group N.V. in the first five months of 2010 were (1) the Company's strategy to focus on its main markets of the Czech Republic and Slovakia during the economic downturn, (2) the restructuring program that the Company launched in early 2008, both of which had a profound positive effect on the Company's performance and led the group back to profit and finally (3) the seasonal revival of sales that occurred after the winter months.

The main factors on the Company during the first five months of 2010 were:

1. A focus on core markets

The Company's decision to focus on its principle (and most profitable) markets of the Czech Republic and Slovakia during the economic downturn and to withdraw from the Group's newer foreign markets facilitated consolidation of the Company's financial position – firstly, it alleviated the Group's financial results from the losses generated by these foreign operations and secondly, it lowered the debt on its balance sheet and the cost of the debt service. Focusing on its main markets also enabled the Company to leverage its strong position/foothold on the market and to benefit from its sound long-term relationship with its financial partners in the retail credit financing area.

2. The restructuring and cost-cutting program launched in early 2008

The first main positive impact of the restructuring and cost-cutting program on the Company's overall financial performance was fully visible at the beginning of last year when the company broke even on a quarterly basis in the Q2 2009. Since then the cost cutting program brought further substantial cost savings. The overall restructuring program also led to the closing down of branches which didn't meet their profit targets, divestment of some of the Group's idle property, consolidation of the company's human resources (consisting of headcount reduction, the merging of work positions and multiskilling) and finally, it led to the optimisation of the company structure and its processes across the Group. This extensive program resulted in a leaner, more streamlined and more flexible company capable of reacting more swiftly to rapidly changing and ever challenging market conditions.

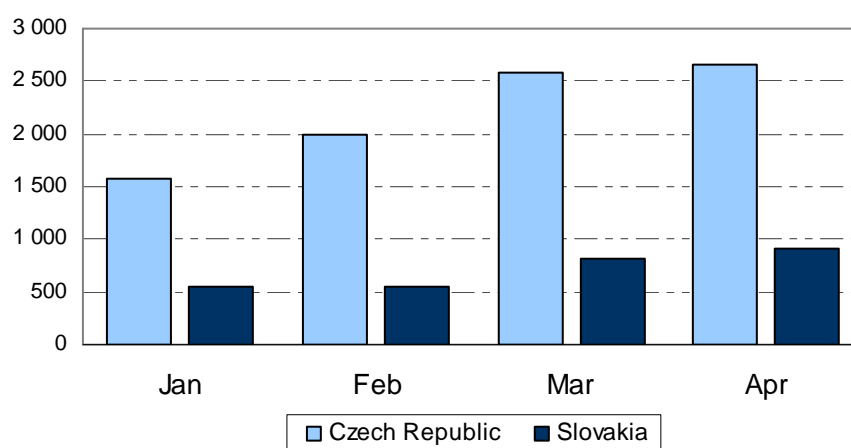
The two factors described above have had a profoundly positive effect on Company performance over the past year returning the Group back to profit since Q2 2009.

3. The seasonal revival of sales in the spring months

The seasonal upturn of sales volumes during the spring months has been the main influence on the Group's operating performance this year. The key persistent trends that remained visible on the market and that reflected themselves in the Company's sales results were as follows:

- Unevenly distributed performance among regions with Prague continuing to be the leader in sales performance of the Group, followed by Central Bohemia and in Slovakia the western part of the country
- The predominant customer preference remaining for smaller, more economical cars with smaller-capacity engines
- Despite a lower unit sales volume the Company has been successfully increasing the gross profit margin on a car sold over the past year. This is thanks to maintaining a high metal margin (profit margin per car sold) and thanks to the Company's recent enhanced focus on the sale of up-sale products (such as car accessories, roadside emergency service etc.) which has soared over the recent months.
- Banks and leasing companies have been maintaining their cautious stance towards retail credit financing. In spite of this the Company has managed to maintain its level of financial services penetration from last year
- The overall consumer sentiment on the market remains wary. As a result the Company chooses to keep its cautious sales outlook for this year and expects the same or moderately better sales volumes compared to last year's volumes and doesn't foresee any noteworthy revival before this time next year.

**Monthly Sales Development in 2010**



Note that AAA Auto Group N.V. has not published any financial results for 2010 up to this day. The first quarter 2010 unaudited consolidated financial results according to IFRS are due on 31<sup>st</sup> May 2010. The audited consolidated financial results for the whole 2009 together with the Annual Report 2009 were reported on 30<sup>th</sup> April 2010 and are available on the company's website <http://www.aaaauto.nl>.

Other events in the first five months of 2010:

- The appointment of CFO

On 29<sup>th</sup> January 2010 Jiri Trnka was appointed as the new CFA of the AAA AUTO Group. Mr. Trnka has worked in the automotive industry in the area of finance since the beginning of his career. He joined AAA Auto Group N.V. in 2004 as Internal Audit Manager. In 2005 he was appointed to a position of a Financial Manager and for the last two years he worked as Deputy to CEO, a position he returned till today.

- Cooperation with Cebia

On 15<sup>th</sup> January 2010 the AAA AUTO Group in cooperation with Cebia, an independent expert company, launched inspections of the odometer state in all automobiles above CZK 100 thousand sold by AAA AUTO Group. The purpose of this measure for the Company was to increase the guarantee for its customers and bring the trade in used cars closer to the trade in new cars as vehicles with rewound odometers represent a serious problem on the market in the Czech Republic and Slovakia. At present, the AAA AUTO Group provides a lifelong guarantee of the legal origin of all vehicles. It also offers Carlife insurance with vehicles above CZK 100 thousand, which covers repairs of hidden defects of selected parts of the vehicle for the period of 12 months.

## **General description of the financial position and performance of AAA Auto Group N.V.**

As a result of the restructuring and cost cutting program and the closure of the loss making foreign operations, the Company's financial performance has showed material improvement in 2009 and 2010. Measured on a quarterly basis according to IFRS, the Group broke even in the second quarter of 2009 and closed the year with a consolidated net profit. It also helped the Company to strengthen its balance sheet by lowering the Group's debt and to lower the cost of the debt service.

More detailed information on the financial performance of AAA AUTO Group in 2010 will be provided with the first quarter 2010 consolidated financial results which are due to be released on 31<sup>st</sup> May 2010 and first half year 2010 results due on 26<sup>th</sup> August 2010.

# **AAA AUTO**

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## **AAA AUTO**

AAA AUTO Group has been in operation for 17 years and gradually expanded its branch network across the CE region. At present, it operates a network of 25 branches in the Czech Republic and Slovakia. In September 2007, the Netherlands-based parent company AAA Auto Group N.V. entered the stock exchanges in Prague and Budapest. AAA AUTO Group sold over 37 000 used cars in 2009 and according to the audited consolidated financial results it recorded a turnover of EUR 166 million. According to market research by Ernst & Young, AAA AUTO Group placed among the top ten largest vehicle distributors in Europe in 2007.