



# Mekonomen Group

January – March 2019  
May 2, 2019

# Q1 2019 – record sales and improved EBIT

## Focus on profitable growth

- Ongoing cost-saving programme, effect of SEK 30 M annually from Q3 2019 and full effect of SEK 65 M annually from Q4 2019
- Acting on unprofitable businesses, streamlining our organisation and prioritisation of projects

Stabilised market and positive effect from the fact that Easter holiday did not take place in the first quarter

Integration of central warehouse as well as FTZ and Inter-Team according to plan

# First January 2019 – New business area structure, new key figures and IFRS 16

## New segment reporting - four Business Areas

- FTZ
- Inter-Team
- MECA/Mekonomen
- Sørensen og Balchen

## New key figures

- Organic growth, both per business area and on Group level
- Adjusted EBIT and Adjusted EBIT margin

## Effects IFRS 16

- Primarily affecting leasing contracts pertaining to premises and vehicles
- Net debt is not affected by IFRS 16, due to our definition is excluding leasing liabilities

### IFRS 16 effects in 2019Q1

SEK M	Including	Excluding	Effect
EBITDA	375	245	130
Adjusted EBIT	214	210	4
EBIT	170	166	4
Profit after financial items	129	136	-7
Profit after tax	96	101	-5
Right-of-use asset	2 014	0	2 014
Leasing contracts	1 960	0	1 960
CF from operating activities	158	28	130
CF from financing activities	-111	19	-130
CF for the period	-36	-36	0
Net debt	4 185	4 185	0
Equity/asset ratio, %	31	36	-5

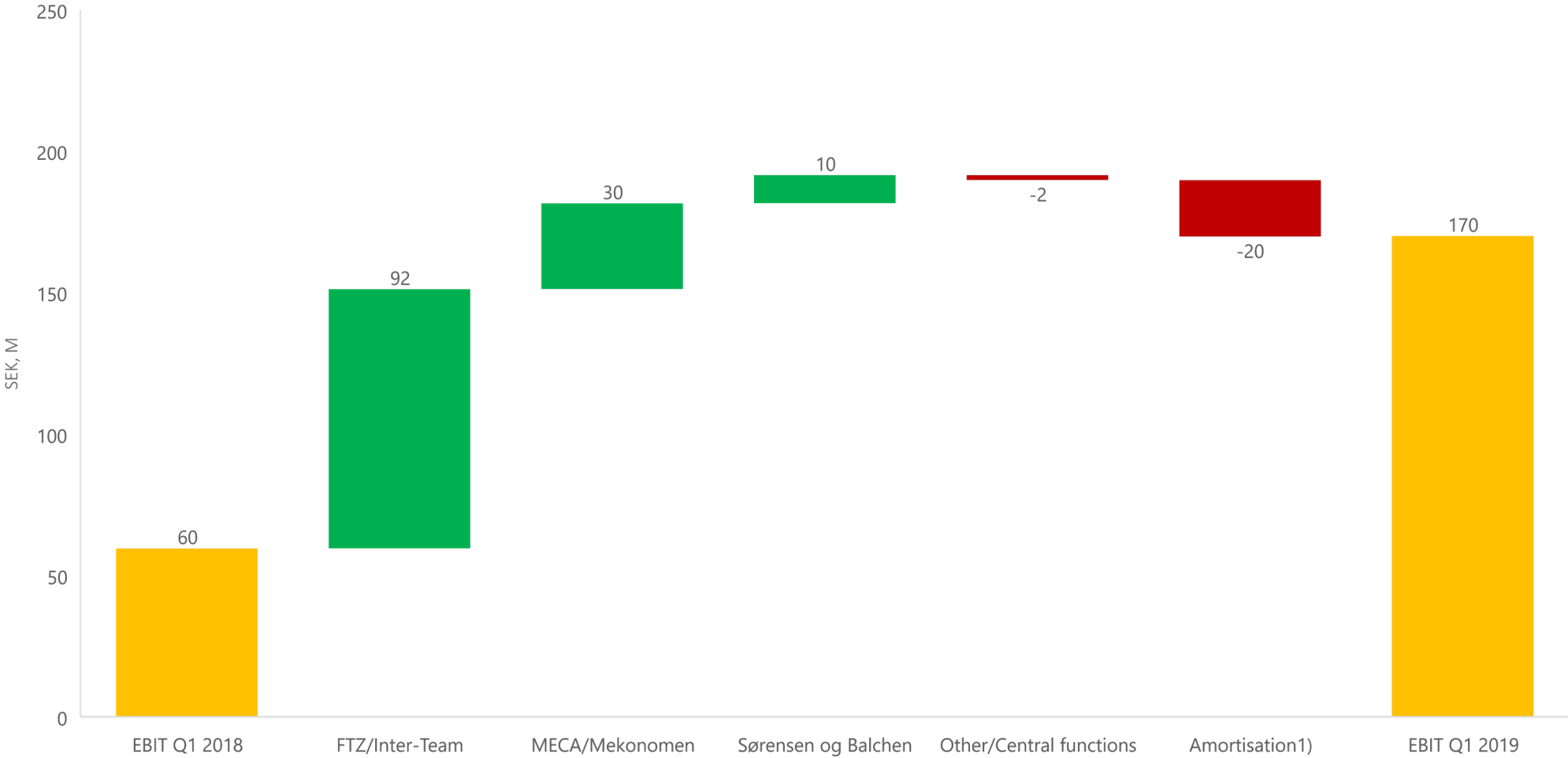
# MEKONOMEN GROUP – FIRST QUARTER 2019

SEK M	Q1 2019	Q1 2018	change	Apr-Mar Rolling 12M	2018 Full Year	change
Group, net sales	2,909	1,432	103%	9,255	7,779	19%
Adjusted EBIT <sup>1)</sup>	214	99	117%	715	599	19%
EBIT	170	60	185%	518	407	27%
Key figures						
- Organic growth <sup>2)</sup>	2%	-2%		-	1%	
- Adjusted EBIT margin	7%	7%		8%	8%	
- EBIT margin	6%	4%		5%	5%	

<sup>1)</sup> Adjusted EBIT is EBIT adjusted for items affecting comparability and amortisation of material acquired intangible assets — FTZ, Inter-Team, MECA and Sørensen og Balchen.

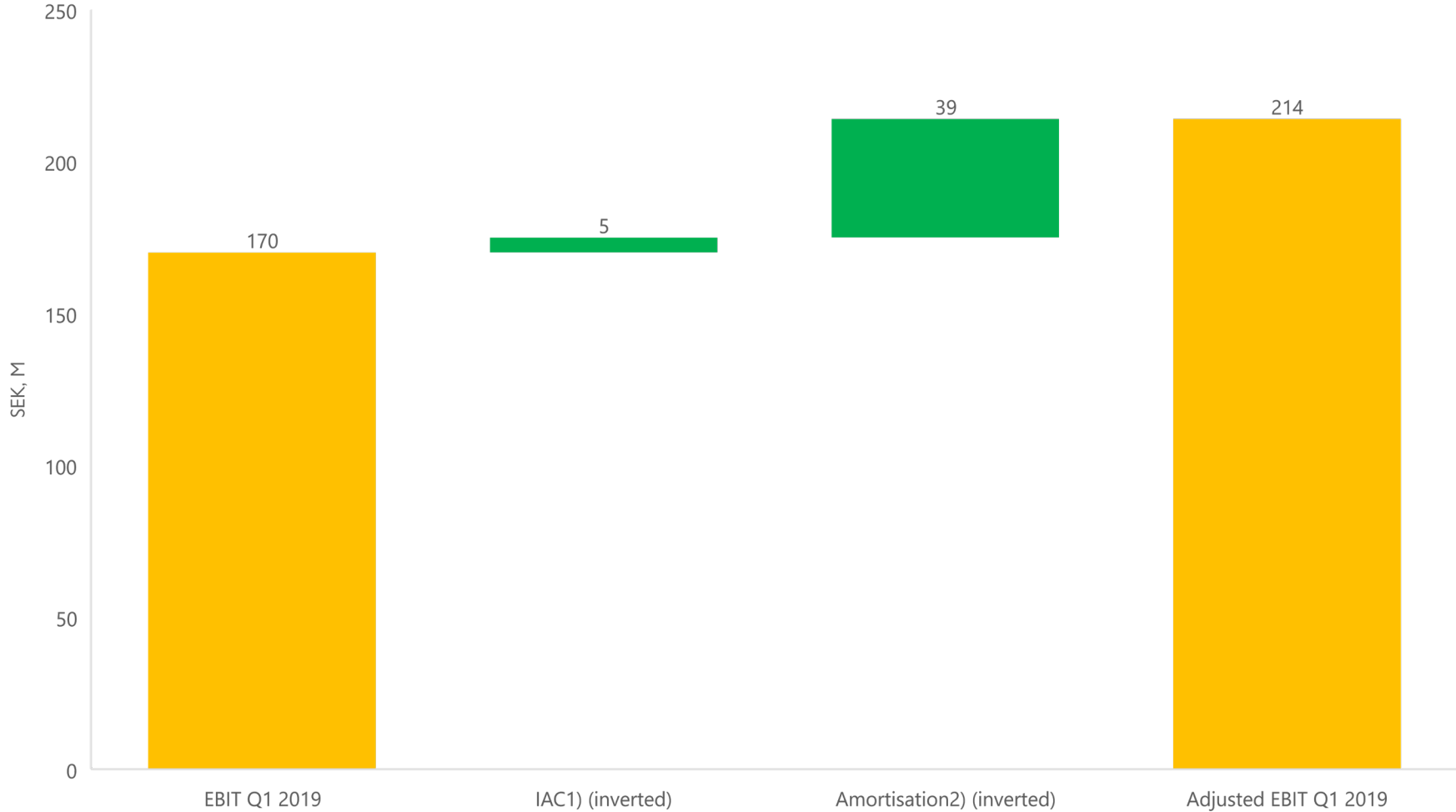
<sup>2)</sup> Organic growth is change in net sales adjusted for number of workdays, acquisition/divestments and currency effects.

# Development – EBIT Q1 2019 vs Q1 2018



<sup>1)</sup> Amortisation of material acquired intangible assets pertaining to the acquisitions of FTZ and Inter-Team.

# Bridge – Adjusted EBIT vs EBIT Q1 2019



1) Items Affecting Comparability refers to integration costs related to the acquisition of FTZ and Inter-Team.

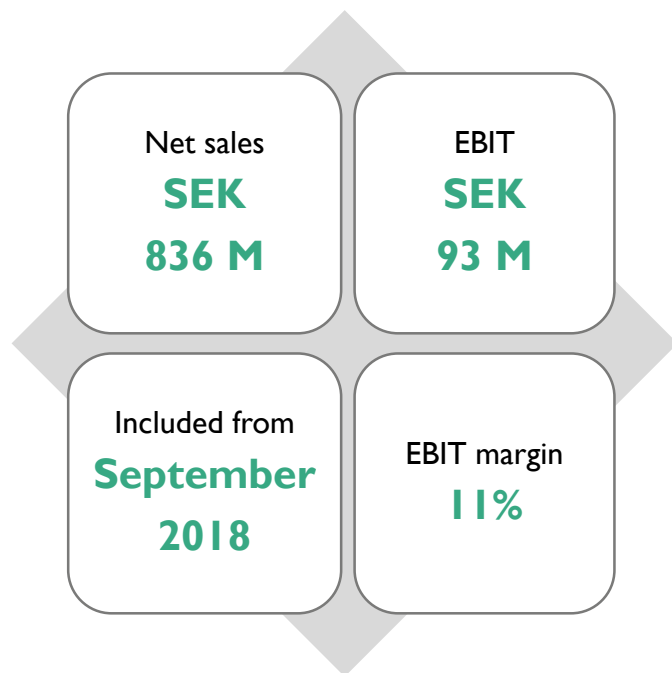
2) Amortisation of material acquired intangible assets pertaining to the acquisitions of MECA and Sørensen og Balchen, FTZ and Inter-Team.



A man with grey hair and a beard, wearing a blue plaid shirt, is holding a box of ProMeister Cabin Air Filter and showing it to a woman with long brown hair and bangs, wearing a green jacket. They are standing in a car dealership. In the background, another man in a blue plaid shirt is working on a car wheel, and a woman in a dark suit is talking to another person. The scene is brightly lit, and the overall atmosphere is professional and customer-oriented.

# SALES & RESULT — PER BUSINESS AREA

# FTZ – FIRST QUARTER 2019



Included 7 months in the Group

Net sales increased approximately 5 per cent<sup>1)</sup>, positively driven by favorable sales growth to affiliated workshops and larger customers

EBIT in line with last year (before the date of acquisition)

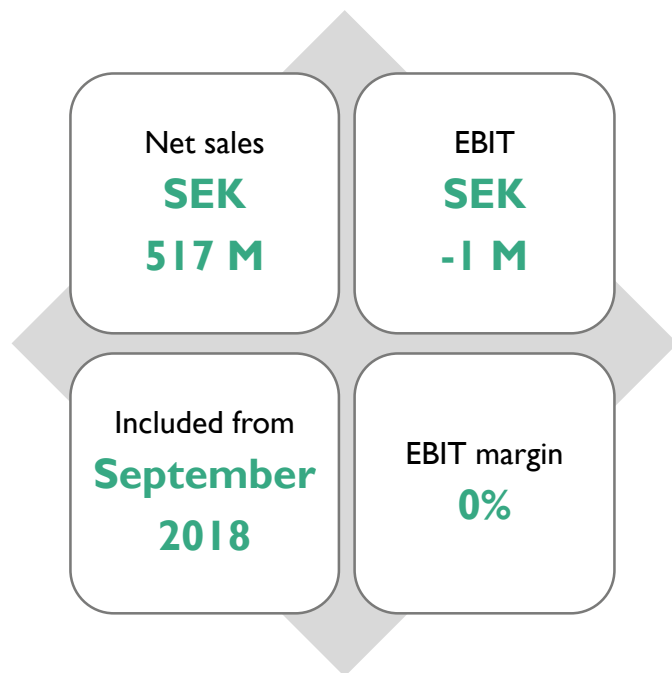
SEK M	Q1 2019	Q1 2018	change	Apr-Mar Rolling 12M	2018 Full Year	Change
Net sales	836	-	-	-	1,088	-
Adjusted EBIT <sup>2)</sup>	93	-	-	-	67	-
EBIT	93	-	-	-	49	-
Key figures - EBIT margin	11%	-	-	-	5%	-

<sup>1)</sup> The comparison period 2018Q1 is before the date of acquisition and the 2018 full year figures are FTZ's reported net sales for the period 3 September to 31 December 2018.

<sup>2)</sup> Adjusted EBIT excludes items affecting comparability.



# INTER-TEAM – FIRST QUARTER 2019



Included 7 months in the Group

Net sales increased approximately 19 per cent<sup>1)</sup>, driven by increased sales in both Poland and export to neighboring countries

EBIT was negatively impacted by increased price pressure and in line with last year (before the date of acquisition)<sup>1)</sup>

SEK M	Q1 2019	Q1 2018	change	Apr-Mar Rolling 12M	2018 Full Year	Change
Net sales	517	-	-	-	638	-
Adjusted EBIT <sup>2)</sup>	-1	-	-	-	6	-
EBIT	-1	-	-	-	-1	-
Key figures - EBIT margin	0%	-	-	-	0%	-

<sup>1)</sup> The comparison period 2018Q1 is before the date of acquisition and the 2018 full year figures are Inter-Team's reported net sales for the period 3 September to 31 December 2018.

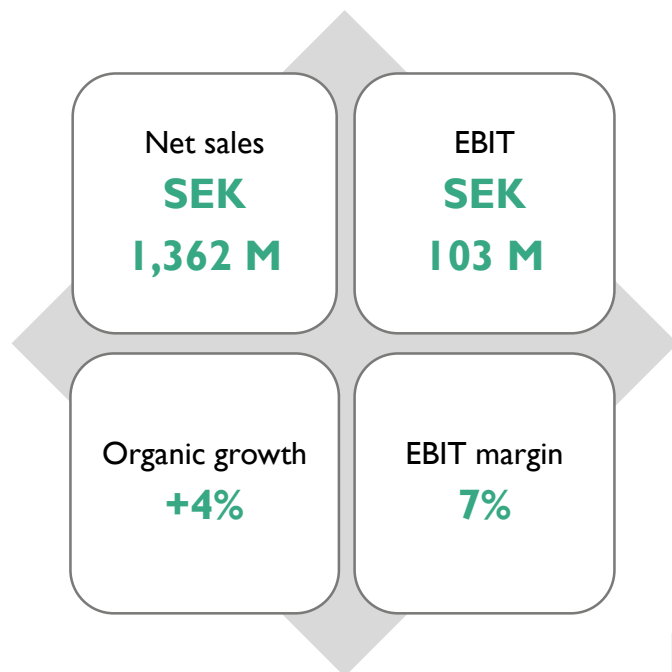
<sup>2)</sup> Adjusted EBIT excludes items affecting comparability.



## Polish market – differentiated from the Nordic region

- Rapid market growth, 4-5 per cent yearly
  - Lower EBIT-margin in the Polish fragmented market, with intense price competition and investments in further growth
  - Long term future potential in market consolidation and to increase automation in logistics and distribution processes
- Private Label important tool to differentiate from the competitors in the Polish market
  - Successful development of Inter-Team´s existing Private Labels “Kraft” and “Sakura”
  - Launch of the new Private Label “ITANS”, consisting of workshop equipment, eg.AC service tool
- Implementation of electric/hybrid car training for mechanics
  - Ongoing rejuvenation of the Polish car fleet were Inter-Team and its workshop concepts are in the forefront to meet the future car fleet

# MECA/MEKONOMEN – FIRST QUARTER 2019



Favorable sales trend compared to a weak first quarter 2018, sales growth to affiliated workshops

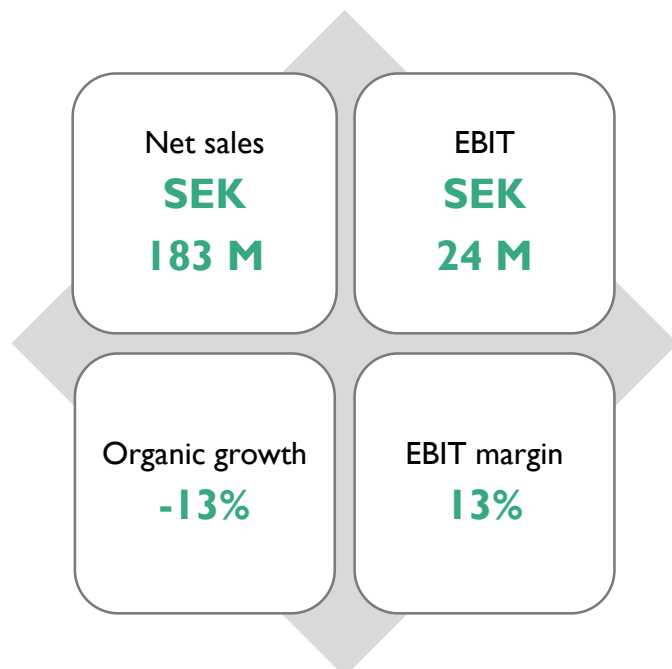
Central warehouse project proceeding as planned

EBIT positively affected by higher sales, increased gross margin and improved profitability in smaller operations

SEK M	Q1 2019	Q1 2018	change	Apr-Mar Rolling 12M	2018 Full Year	Change
Net sales	1,362	1,249	9%	5,414	5,301	2%
- Sweden	831	760	9%	-	-	
- Norway	520	479	9%	-	-	
- Finland	12	10	20%	-	-	
Adjusted EBIT <sup>1)</sup>	106	86	24%	460	439	5%
EBIT	103	73	42%	436	405	7%
Key figures						
- Organic growth	4%	0%		-	2%	
- EBIT margin	7%	6%		8%	7%	

<sup>1)</sup> Adjusted EBIT excludes items affecting comparability

# SØRENSEN OG BALCHEN – FIRST QUARTER 2019



Negative impact from lower sales of DAB products was compensated by positive contribution from acquisition and currency effects

Improved gross margin due to product mix and efficient cost control

Favourable adjusted EBIT

SEK M	Q1 2019	Q1 2018	change	Apr-Mar Rolling 12M	2018 Full Year	Change
Net sales	183	182	1%	741	739	0%
Adjusted EBIT <sup>1)</sup>	24	21	14%	116	113	3%
EBIT	24	14	71%	116	106	9%
Key figures						
- Organic growth	-13%	-11%		-	-7%	
- EBIT margin	13%	8%		15%	14%	

<sup>1)</sup> Adjusted EBIT excludes items affecting comparability





# MARKET & FOOTPRINT



# Group main markets and trends

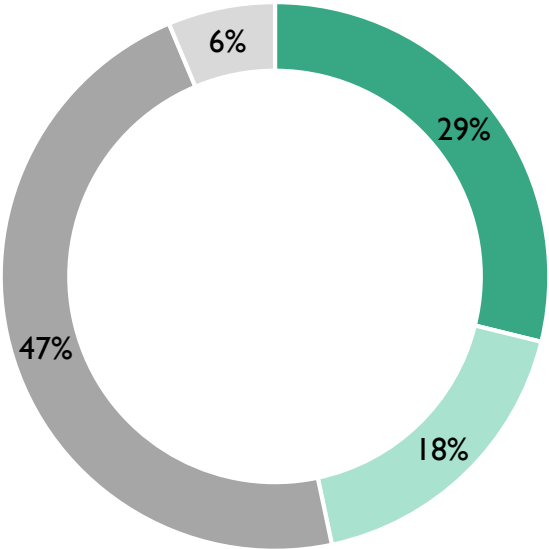
2018	Denmark	Norway	Poland	Sweden
Population	5.8 million	5.3 million	38.4 million	10.2 million
GDP growth	1.4 %	2.2 %	5.1 %	2.3 %
Number of cars	2.5 million	2.8 million	22.5 million	4.8 million
Growth in number of cars	2.6 %	1.1 %	3.9 %	0.5 %
Cars >3 years old	69 %	82 %	93 %	81 %
Pure electric cars	0.3 %	7.1 %	<0.1	0.3 %
Market structure	High consolidation	High consolidation	Fragmented	High consolidation
Market share	28 %	25 %	4 %	15 %
Expected long-term growth (%)	1-2 %	1-2 %	4-5 %	1-2 %

## Trends

- Change of customer expectations
  - Digitalisation
  - Future car fleet
- Next generation car fleet
  - Electric cars
  - Higher share of software in the cars
- Shift in competitiveness
  - Connected cars
  - New actors
  - Consolidation and integration

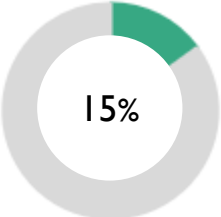
# Mekonomen Group - Footprint

Net sales per business area

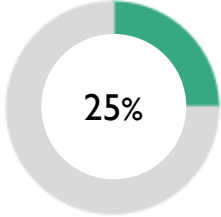


■ FTZ ■ Inter-Team ■ MECA/Mekonomen ■ Sørensen og Balchen

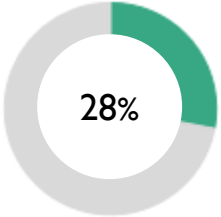
## Group main market shares



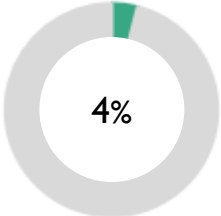
**Sweden**  
 Number of stores: 191  
 Number of affiliated workshops: 1 022



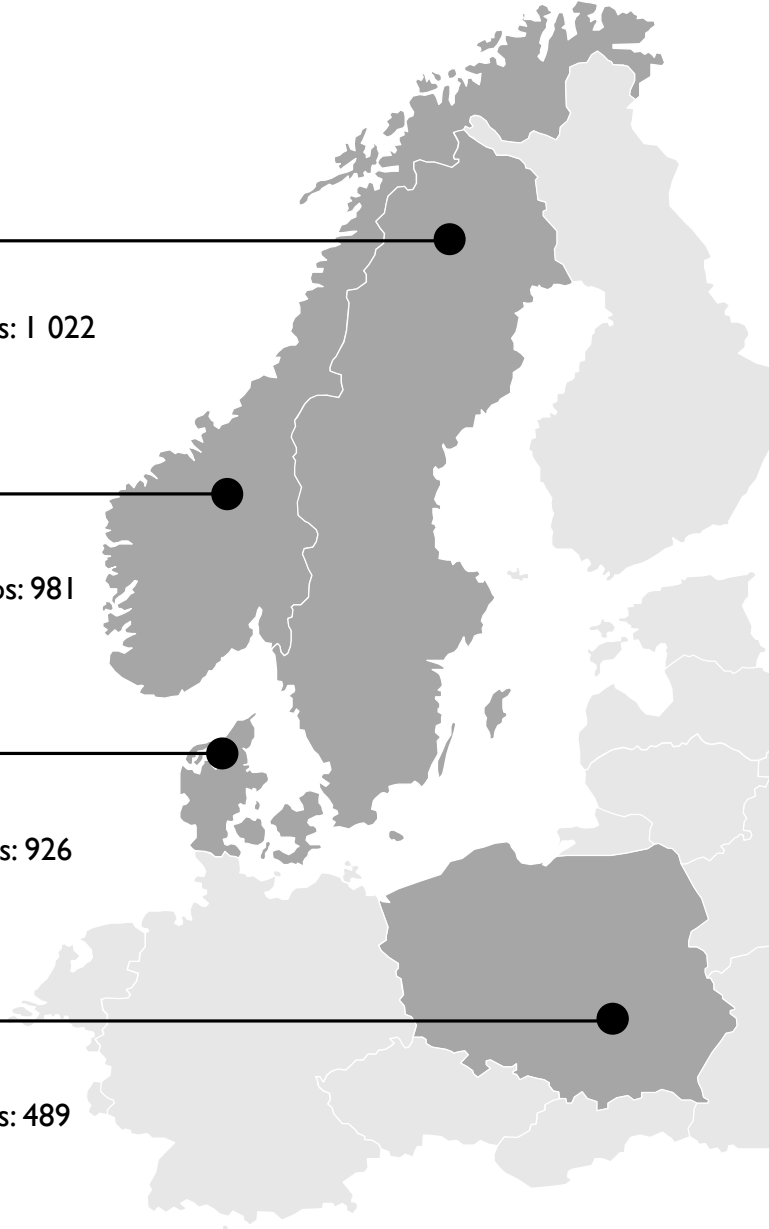
**Norway**  
 Number of stores: 132  
 Number of affiliated workshops: 981



**Denmark**  
 Number of stores: 51  
 Number of affiliated workshops: 926



**Poland**  
 Number of stores: 82  
 Number of affiliated workshops: 489





## Strategic market positions - advanced training academies in all main markets

- High quality technical training and technical support in all main markets within the Group
- Potential synergies in the Group
  - Independent strategic position has been created in each market with differentiated development focus
  - Electric/hybrid technician training and practical experience in Norway will benefit all core markets, in line with the car fleet development in each market
- Second degree autonomous training courses is launched in ProMeister Academy in Norway this year, among the first after market training courses in the industry.
  - Autonomous degree run from 1-5
  - Level 2 is the most advanced level of autonomy in a modern car driven in regular traffic today



# Nytt system for levering og henting av bil døgnet rundt

Meca Norge vil starte salget av et nytt norsk system for innlevering, betaling og henting av bil på verkstedet utenom åpningstid. Kunder vil kunne levere og hente bil 24 timer i døgnet. Systemet skal bli mye billigere enn det som er på markedet.

**Knut Moberg d.e.**

Det er Arendal-selskapet Sharebox som har utviklet det nye systemet. Meca Norge er samarbeidspartner og har fått salgsrettighetene i Norden.

Det nye systemet er spesielt utviklet for bilverksteder og bilforhandlere. Og det er like enkelt som det virker genialt.

Når kunden skal levere bilen på verkstedet utenom åpningstid – får kunden tilsendt på SMS en kode.

På veggen hos bilforhandleren har bilforhandleren en nøkkelautomat. Når koden er lagt inn, åpner det seg en liten skuff der kunden legger nøkkelen. Hvor kunde som leverer får sin egen skuff til nøklene.

Når bilen er ferdig på verkstedet sendes det en SMS til kunden med faktura og alle bilag. Inkludert er betalingsmuligheter med integrasjon mot blant annet Klarna.

Når regningen er betalt får kunden en ny SMS med koden til skuffen der bilnøklene nå ligger. Bilen kan hentes når det passer – natt og dag.

Meca har lenge ønsket et slikt system – men fant ikke et produkt som dekket alle ønsker og som hadde «en riktig pris». Derfor satser de nå på det nye norske Sharebox.

## Akterutseilt

Forretningsutvikler Andreas Grimstad i Meca Norge mener bilbransjen må øke sin tilgjengelighet for kundene.

– Alle har utvidet åpningstidene og blitt mer tilgjengelige, sier han.

– Men bilbransjen har fortsatt en åpningstid som ikke er tilpasset kundens ønsker. Mange vil levere bilen når det passer dem – og hente bilen når det passer. For et verksted eller en bilforhandler er det kostbart å utvide de bemannede åpningstidene. Et innovativt nøkkel-skap som automatiserer denne prosessen er derfor svært lukrativt, sier Grimstad.

Fortsatt praktiserer mange ordningen med «nøkler legger jeg på venstre forhjul» og kunden stresser for å hente bilen innenfor åpningstiden.

– Dette vil endre seg med Sharebox. Systemet vi kommer med er

slipper blant annet å installere betalingsautomat.

I dag er prisen for et system for nøkler inkludert bankautomat på over 100.000 kroner i året – det vil si 12.000 kroner i leasingpris per måned med en bindingstid på fem år.

– Vi jobber med systemer for «bilverksteder flest». Da må prisen være mye lavere. Og ikke minst må maskinene ta mindre plass, ikke minst «på bakrommet».

## Enorme muligheter

Meca samarbeider med Sharebox om utviklingen av produktet som skal spesialtilpasses behovene hos bilforhandlere og bilverksteder. De første prototypene er i bruk og nå skal systemet testes og forbedres før det settes i produksjon. Det er ventet at leveransen vil starte i annet halvår 2019.

– Meca Norge har meget stor tro på det nye systemet. Vi ser et meget stort marked, ikke bare i Norge, men i hele verden. Meca har sikret seg salgsrettigheter for Norden. Det vil bli solgt til alle aktører i bransjen og vil ikke få noen form for Meca-merke. Systemet vil bli markedsført som Sharebox, sier Grimstad.

– Vi har presentert produktet for endel av våre verksteder og interessen har vært meget stor. Mange tvirer etter å få tatt det i bruk. For delene er mange. Verkstedet vil ha flere biler når det åpner og man slipper «dødtid» i morgentimene. Man slipper å finne ad hoc-løsninger for kunder som ikke kan komme og hente innenfor åpningstid med bruk av reservenøkkel etc. Det gir kundene en ny tidriktig fleksibel service, sier han.

– Og man reduserer mye administrativt personell da betalingen skjer automatisk. Kundeveilederne slipper også stresset om morgenen da «alle» kunder gjerne vil levere bilen fortst mulig. Noe av kunde-kontakten flyttes da over til telefon eller digitale løsninger.

## For alle – inkludert tungbilverksteder

Undersøkelser har vist at det er interesse for det nye systemet innen flere deler av bilbransjen, ikke bare for de som arbeider med personbiler, men også for tungbilverksteder, flåteiere, store dekkforhandlere og enkelte andre. En av de store fordelene er ifølge Grimstad sikkerhet, og at det blir billigere takket være at man ikke bruker en betalingsau-



Daglig leder Sven-Olaf Sele på Klepp Auto as med prototypen av Sharebox for bilbransjen



## MECA Norway exclusive B2B distributor of Sharebox in the Nordic region

- Sharebox will be offered to car dealers and workshops in the Nordic region
- Leave and retrieve 24/7 (eg. car keys). Secure solution connected to digital mobile payment
- The project is supported by the Norwegian government fund “Innovation Norway”



## Available quality attracts B2B car fleets

- Signed agreements with AVIS, Leaseplan, PostNord, Halmstad Kommun, Södertälje Kommun and most recently a nationwide agreement with Uber in Sweden.
- Income losses when the company car is stationary, up to two-month waiting period to car manufactures affiliated workshops depending on car brand
- Mekonomen Group's workshop concept offers available quality with maintained new car warranty, resale value of the car as well as quality guarantee on work and parts



# First sustainability workshop concept in the Group - by FTZ



- FTZ's workshop concept AutoMester is the largest workshop chain in Denmark
- Selected workshops within AutoMester became AutoMester E+
  - Extended focus on environment and sustainability, recycling of used fluids and spare parts
  - Service and repairs of electric/hybrid vehicles
  - Electric/hybrid "loan cars"
  - Electric charging stations
  - Customer guidance in driving more sustainably

# Focus 2019

## Profitability

Improved sales, efficiency and cost control

- Synergies & best practice
- Efficiency and saving programme
- Act on unprofitable businesses

## Customer value

Develop our concepts to affiliated workshops and other B2B customers

- B2B focus - with consistent consumer insight
- Availability, services & product range
- Develop core business concepts & digital solutions for our affiliated workshops

## Growth

Continue to grow and develop core & venture businesses

- Organic growth
- Leverage on initiated strategic investments (business systems, spare part catalogue automated warehouse, acquisitions)



# APPENDIX



# Earnings trend

SUMMARY OF THE GROUP'S EARNINGS TREND SEK M	Jan-Mar 2019	Jan-Mar 2018	Change %	12 months April-March	Full-year 2018	Change %
Net Sales	2 909	1 432	103	9 255	7 779	19
Adjusted EBIT	214	99	117	715	599	19
EBIT	170	60	185	518	407	27
Profit after financial items	129	58	123	548	477	15
Profit after tax	96	43	123	321	268	20
Earnings per share, SEK	1,68	1,15	45	7,00	6,56	7
Adjusted EBIT margin, %	7	7		8	8	
EBIT margin, %	6	4		5	5	

ADJUSTED EBIT SEK M	Jan-Mar 2019	Jan-Mar 2018	Change %	12 months April-March	Full-year 2018	Change %
<b>EBIT</b>	<b>170</b>	<b>60</b>	<b>185</b>	<b>518</b>	<b>407</b>	<b>27</b>
Costs related to the integration of FTZ and Inter-Team	-5			-30	-25	
Impairment of inventory DAB products <sup>1)</sup>		-20		0	-20	
Divestment Marinshopen				-6	-6	
Acquisition costs FTZ and Inter-Team				-23	-23	
Handling of refurbished spare parts				-15	-15	
<i>Items affecting comparability, total</i>	-5	-20		-74	-89	
<i>"Other items", material acquisition-related items <sup>2)</sup></i>	-39	-19		-123	-103	
<b>Adjusted EBIT</b>	<b>214</b>	<b>99</b>	<b>117</b>	<b>715</b>	<b>599</b>	<b>19</b>

<sup>1)</sup> Digital Audio Broadcasting

<sup>2)</sup> Other items include material acquisition-related items. Current acquisition-related items are depreciation of acquired tangible assets relating to the acquisitions FTZ, Inter-Team, MECA and Sørensen og Balchen.

# Cash flow

CONDENSED CONSOLIDATED CASH-FLOW STATEMENT, SEK M	Jan-Mar 2019	Jan-Mar 2018	12 months April-March	Full-year 2018
<b>Operating activities</b>				
<i>Cash flow from operating activities before changes in working capital, excluding tax paid</i>	349	137	864	652
Tax paid	-81	-62	-218	-199
<b>Cash flow from operating activities before changes in working capital <sup>1)</sup></b>	<b>268</b>	<b>75</b>	<b>646</b>	<b>453</b>
Cash flow from changes in working capital:				
Changes in inventory	60	21	-296	-336
Changes in receivables	-171	-22	-71	78
Changes in liabilities	0	-67	203	135
<i>Increase (-)/Decrease (+) working capital</i>	<i>-110</i>	<i>-68</i>	<i>-164</i>	<i>-122</i>
<b>Cash-flow from operating activities</b>	<b>158</b>	<b>6</b>	<b>482</b>	<b>331</b>
<b>Cash flow from investing activities</b>	<b>-83</b>	<b>-90</b>	<b>-4 400</b>	<b>-4 407</b>
<b>Cash flow from financing activities <sup>1)</sup></b>	<b>-111</b>	<b>12</b>	<b>3 921</b>	<b>4 044</b>
<b>CASH FLOW FOR THE PERIOD</b>	<b>-36</b>	<b>-71</b>	<b>4</b>	<b>-32</b>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD</b>	<b>205</b>	<b>254</b>	<b>183</b>	<b>254</b>
Exchange-rate difference in cash and cash equivalents	8	0	-10	-18
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	<b>177</b>	<b>183</b>	<b>177</b>	<b>205</b>

<sup>1)</sup> Cash-flow from operating activities has increased by SEK 130 M and cash-flow from financing activities has decreased by SEK 130 M as a result of IFRS 16.



# Balance sheet

CONDENSED CONSOLIDATED BALANCE SHEET SEK M	31 March 2019	31 March 2018	31 December 2018
<b>ASSETS <sup>1)</sup></b>			
Intangible fixed assets	5 825	2 719	5 745
Tangible fixed assets	488	302	490
Right of use asset	2 014	-	-
Financial fixed assets	79	67	77
Deferred tax assets	0	93	0
Goods for resale	2 813	1 384	2 816
Current receivables	1 704	860	1 530
Cash and cash equivalents	177	183	205
<b>TOTAL ASSETS</b>	<b>13 099</b>	<b>5 608</b>	<b>10 863</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES <sup>1)</sup></b>			
Shareholders' equity	4 034	2 487	3 853
Long-term liabilities, interest-bearing	3 806	1 415	3 232
Non-current lease liabilities	1 449	-	-
Deferred tax liabilities	465	157	474
Long-term liabilities, non-interest-bearing	20	16	20
Current liabilities, interest-bearing	569	306	1 081
Current lease liabilities	511	-	-
Current liabilities, non-interest-bearing	2 244	1 228	2 203
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>13 099</b>	<b>5 608</b>	<b>10 863</b>

<sup>1)</sup> The carrying amounts of financial assets and liabilities are measured at either fair value or a reasonable approximation of fair value.

# Income statement

CONDENSED CONSOLIDATED INCOME STATEMENT, SEK M	Jan-Mar 2019	Jan-Mar 2018	12 months April-March	Full-year 2018
Net sales	2 909	1 432	9 255	7 779
Other operating revenue	40	36	175	172
<b>Total revenue</b>	<b>2 948</b>	<b>1 469</b>	<b>9 430</b>	<b>7 951</b>
Goods for resale	-1 585	-673	-4 813	-3 901
Other external costs <sup>1)</sup>	-345	-328	-1 598	-1 581
Personnel expenses	-643	-362	-2 113	-1 832
<b>Operating profit before depreciation/ amortisation and impairment of tangible and intangible fixed assets (EBITDA)</b>	<b>375</b>	<b>106</b>	<b>906</b>	<b>637</b>
Depreciation and impairment of tangible fixed assets <sup>2)</sup>	-152	-16	-220	-84
<b>Operating profit before amortisation and impairment of intangible fixed assets (EBITA)</b>	<b>222</b>	<b>89</b>	<b>686</b>	<b>553</b>
Amortisation and impairment of intangible fixed assets	-52	-30	-169	-146
<b>EBIT</b>	<b>170</b>	<b>60</b>	<b>518</b>	<b>407</b>
Interest income	3	1	8	6
Interest expenses <sup>3)</sup>	-39	-8	-84	-53
Other financial items	-6	5	106	117
<b>Profit after financial items</b>	<b>129</b>	<b>58</b>	<b>548</b>	<b>477</b>
Tax	-33	-15	-227	-209
<b>PROFIT FOR THE PERIOD</b>	<b>96</b>	<b>43</b>	<b>321</b>	<b>268</b>
<b>Profit for the period attributable to:</b>				
Parent Company's shareholders	94	41	313	260
Non-controlling interests	2	2	8	8
<b>PROFIT FOR THE PERIOD</b>	<b>96</b>	<b>43</b>	<b>321</b>	<b>268</b>
<b>Earnings per share before and after dilution, SEK</b>	<b>1,68</b>	<b>1,15</b>	<b>7,00</b>	<b>6,56</b>

<sup>1)</sup> Other external costs were positively affected by SEK 130 M as a result of IFRS 16.

<sup>2)</sup> Depreciation, amortization and write-downs of tangible fixed assets were negative by SEK 126 M as a result of IFRS 16.

<sup>3)</sup> Interest expenses were negatively affected by SEK 11 million as a result of IFRS 16.

# Largest owners 2019-03-31

	Voting rights and share capitals, %
LKQ Corporation	26,6
Didner & Gerge Fonder	8,8
Fjärde AP-fonden	8,2
Swedbank Robur Fonder	4,4
Eva Fraim Pålman	3,6
Avanza Pension	2,8
Dimensional Fund Advisors	2,3
Vanguard	1,9
Centerstone Investors LLC	1,9
Ing-Marie Fraim	1,8
Total 10 largest shareholders	62,3
Others	37,7
Total	100,0

# Factors affecting Mekonomen Group from quarter to quarter

Mekonomen Group has no actual seasonal effects in our operations, however there are a number of factors affecting both sales and earnings from quarter to quarter.

## Company specific factors

- Customer mix
  - Increased sales share to affiliated workshops and decreased sales share to consumers
- Product mix
  - More spare parts, less accessories, more workshop equipments
- Increased number of own workshops
  - Increased sales and increased fixed costs (mainly labour costs)
  - Low activity in the summer → Lower sales, but still fixed costs

## External factors

- Currency effects
  - Our purchases are mainly in EUR
  - Our sales are mainly in SEK, NOK, DKK and PLZ
- Number of workdays
  - Easter, other holidays etc
- Unusual weather conditions
  - Unusual warm summer, cold or warm winter, late spring etc.