



Q1 2024 Trading Update starts soon...

# Trading Update

Q1 2024

# Disclaimer

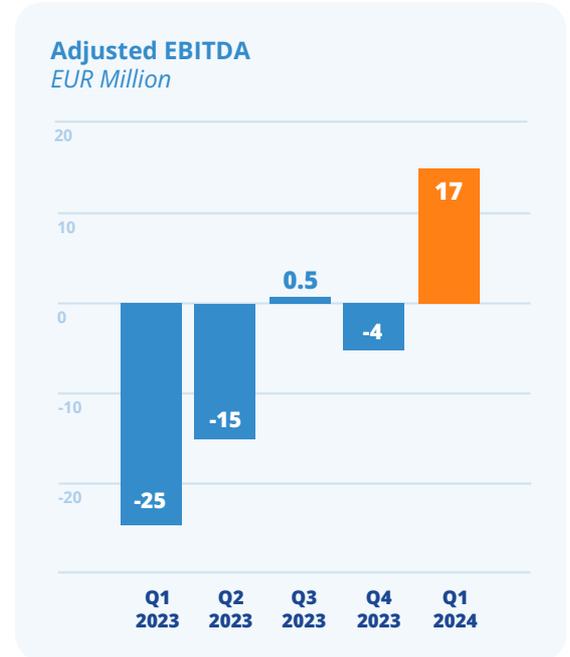
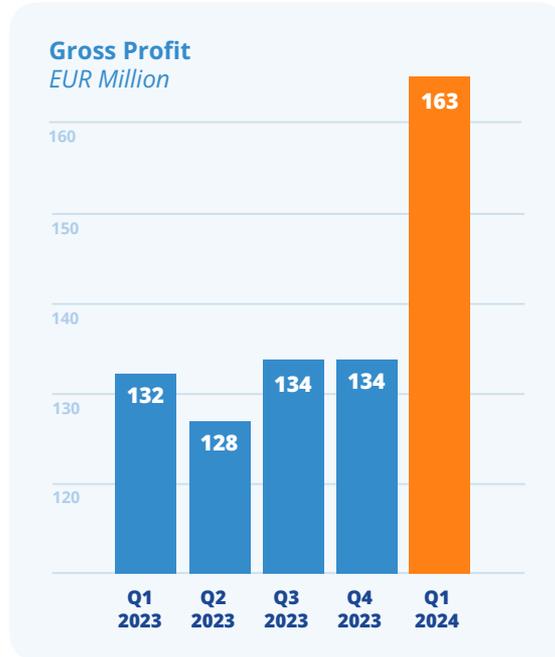
## IMPORTANT NOTICE

For the purposes of this notice, “Presentation” means this document, its contents or any part of it. This Presentation does not, and is not intended to, constitute or form part of, and should not be construed as, an offer to sell, or a solicitation of an offer to purchase, subscribe for or otherwise acquire, any part of it form the basis of or be relied upon in connection with or act as any inducement to enter into any contract or commitment or investment decision whatsoever. This Presentation is neither an advertisement nor a prospectus and should not be relied upon in making any investment decision to purchase, subscribe for or otherwise acquire any securities.

- The information and opinions contained in this Presentation are provided as at the date of this Presentation, are subject to change without notice and do not purport to contain all information that may be required to evaluate AUTO1 Group SE. AUTO1 Group SE undertakes no obligation to update or revise this Presentation. No reliance may or should be placed for any purpose whatsoever on the information contained in this Presentation, or any other information discussed verbally, or on its completeness, accuracy or fairness.
- The information in this Presentation is of preliminary and abbreviated nature and may be subject to updating, revision and amendment, and such information may change materially. Neither AUTO1 Group SE nor any of its directors, officers, employees, agents or affiliates undertakes or is under any duty to update this Presentation or to correct any inaccuracies in any such information which may become apparent or to provide any additional information.
- The Presentation and discussion contain forward looking statements, other estimates, opinions and projections with respect to anticipated future performance of AUTO1 Group SE (“forward-looking statements”). By their nature, forward-looking statements involve significant risks and uncertainties, because they relate to events and depend on circumstances that may or may not occur in the future. forward-looking statements should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not such results will be achieved. Similarly, past performance should not be taken as an indication of future results, and nor representation or warranty, express or implied, is made regarding future performance. The development of AUTO1 Group SE’s prospects, growth, strategies, the industry in which it operates, and the effect of acquisitions on AUTO1 Group SE may differ materially from those made in or suggested by the forward-looking statements contained in this Presentation or past performance. In addition, even if the development of AUTO1 Group SEs prospects, growth, strategies and the industry in which it operates are consistent with the forward-looking statements contained in this Presentation or past performance, those developments may not be indicative of AUTO1 Group SE results, liquidity or financial position or of results or developments in subsequent periods not covered by this Presentation. Any forward-looking statements only speak as at the date of this Presentation is provided to the recipient and it is up to the recipient to make its own assessment of the validity of any forward-looking statements and assumptions. No liability whatsoever is accepted by AUTO1 Group SE in respect of the achievement of such forward-looking statements and assumptions.

# Europe's Used Car Market On One Platform

# In Q1 2024 We Demonstrated How to Combine Growth And Best Ever Profitability



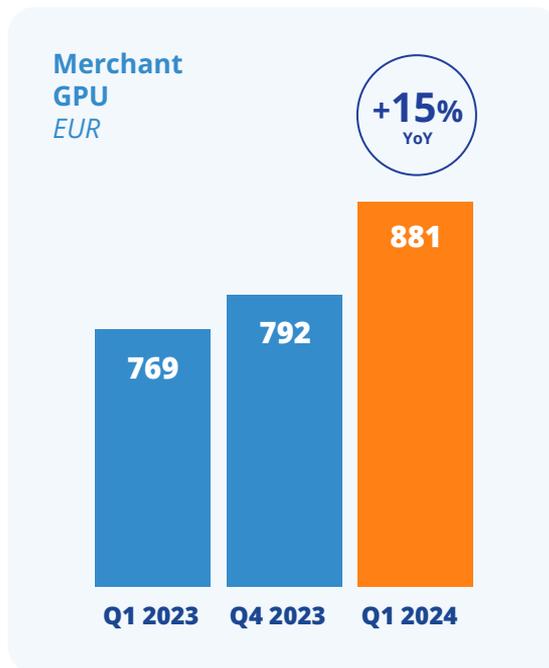
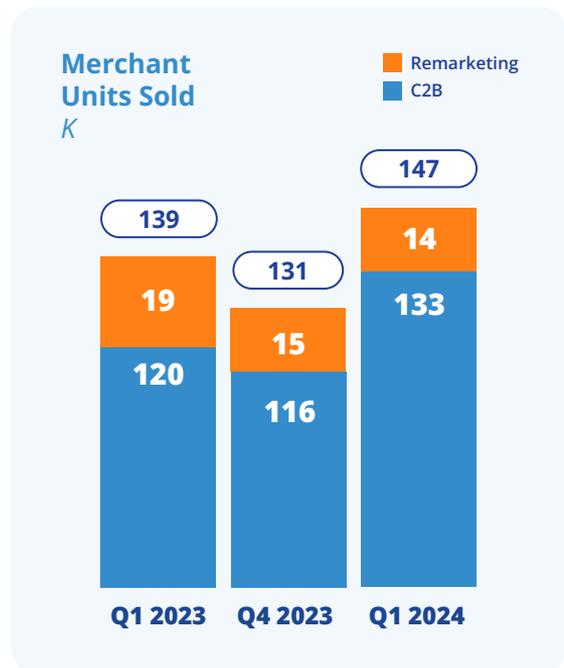
# Building a Category Leader By Maximizing Value for Consumers and Merchants



# Merchant Update

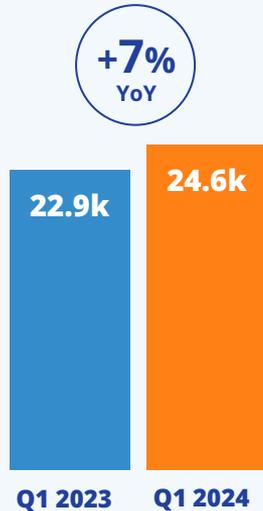


# Merchant Showed Strong Unit Growth While Achieving Best Ever Gross Profit

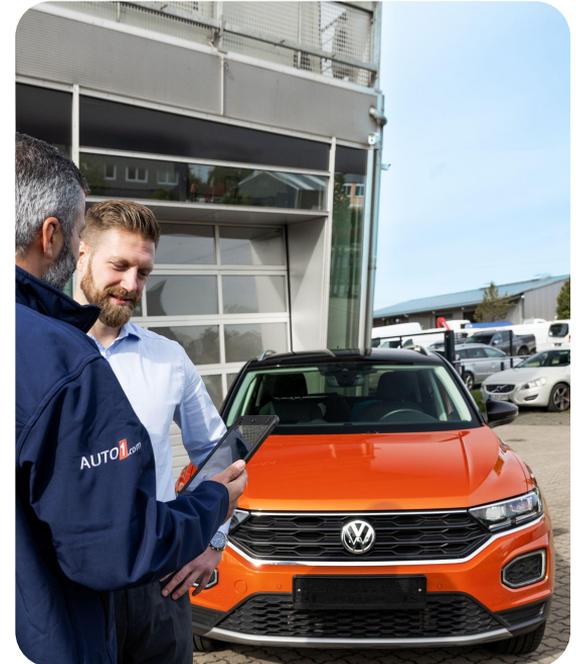


# We Drove Higher Demand by Successfully Engaging a Growing Number of Merchants

Buying Merchants on AUTO1.com  
# Unique Buyers



Average Basket  
# Purchased Cars per Quarter





*"We are successful, if you  
are successful"*

**AUTO1.com Dealers Club  
Germany, April 2024**

## AUTO1 Financing Strongly Supports Our Sales Growth

€85m

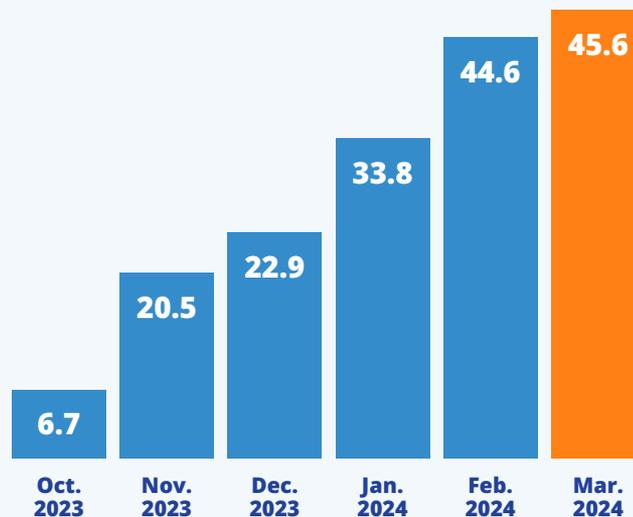
Portfolio  
Balance

>10%

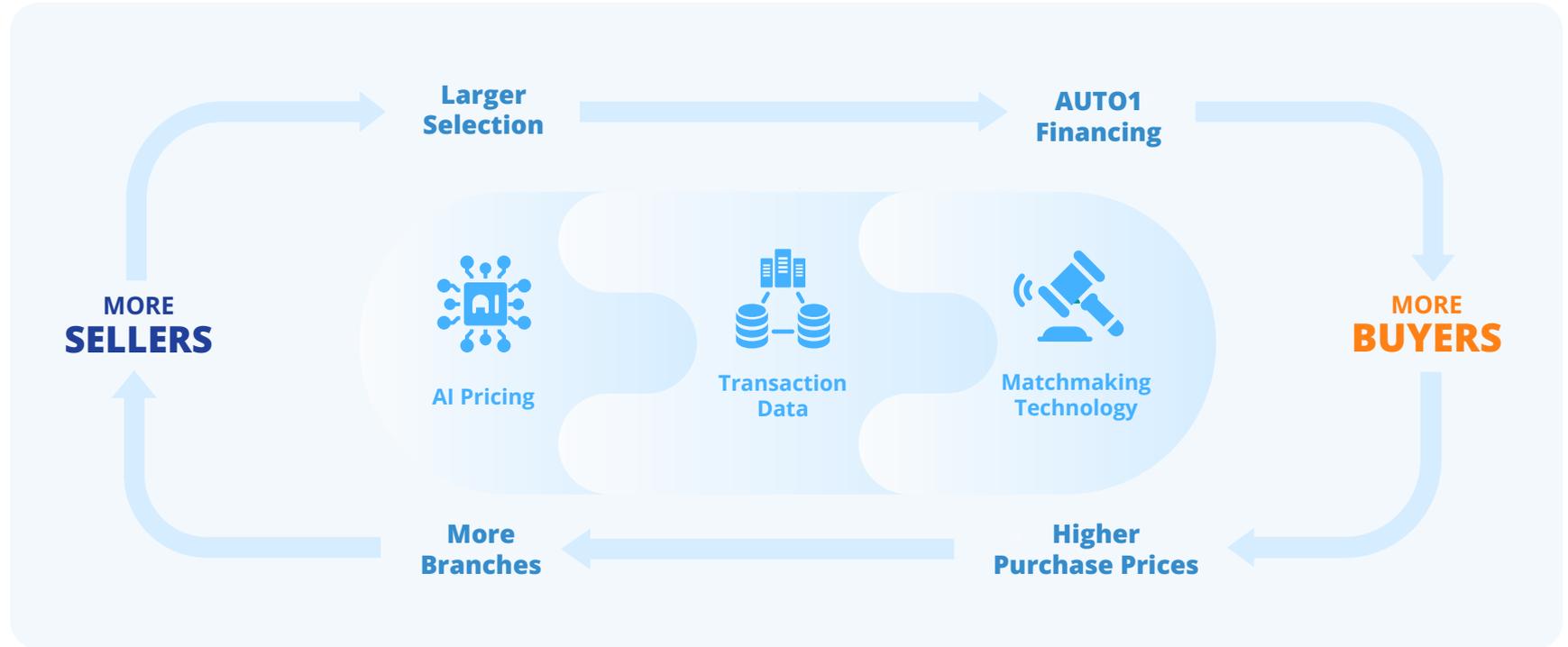
Avg. Interest Rate with  
Risk Based Pricing

- Over 800 active Merchants
- Offered in four markets to date:
  - Germany
  - France
  - Spain
  - Austria

Merchant Sales Financed  
EUR million



# Our Flywheel is Accelerating



# We Are Confident That We Will Maintain GPU Levels in the EUR 800-900 Range Going Forward

## GPU Range Guidance

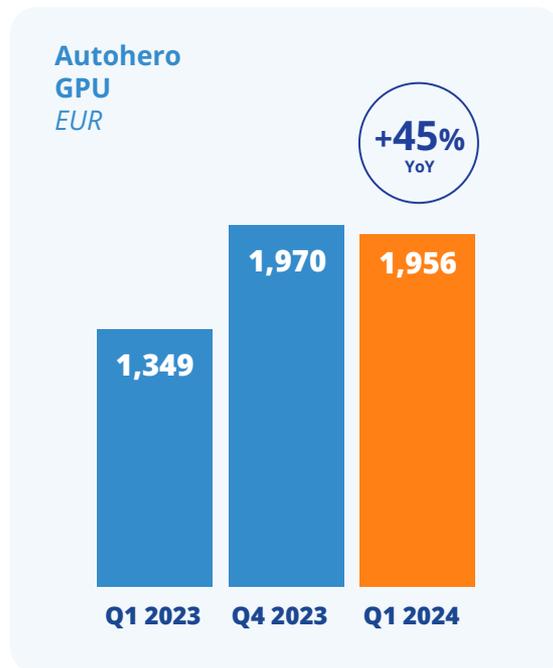
EUR



# Retail Update



## Autohero is Maintaining Strong Gross Profit Growth And Accelerates Q-o-Q Sales



# Optimising Delivery Times Drives Sales Conversion

Average Delivery Time  
*Days*

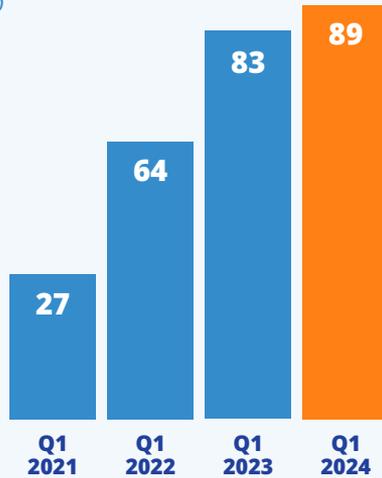


Current Express  
Delivery Locations



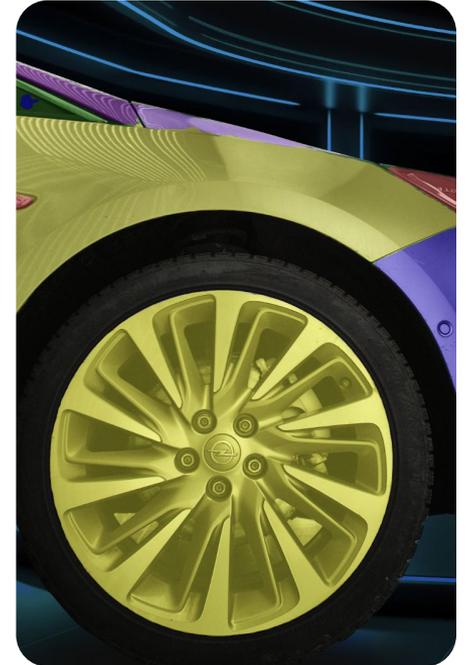
## We See Significant Upside for Our Business Model by Further Embracing AI

Share of AI-priced Submissions  
in %



### Further Current AI-driven Developments

- Recommendation Algorithms
- Damage Detection
- Logistics Planning
- Customer Contact Centers
- Credit Underwriting
- Backoffice Activities



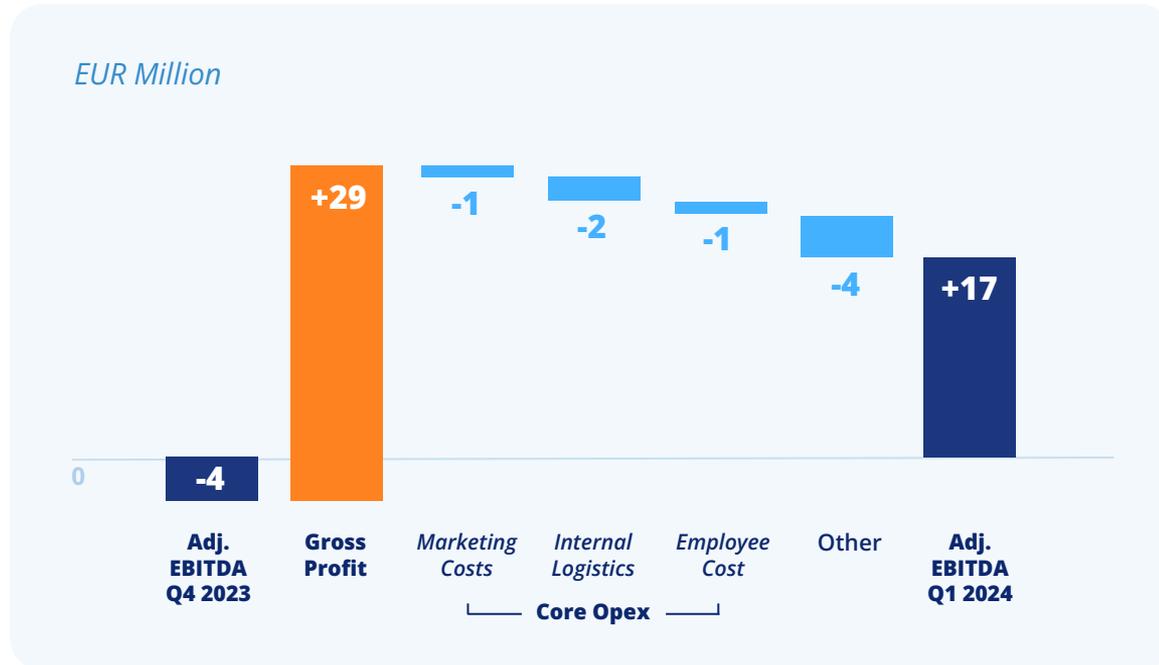
# Q1 2024 Financial Figures And FY 2024 Guidance Update

# Q1 2024 Financial Figures

	FY 2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q1 YoY	Q1 QoQ
<b>Units Sold</b>	<b>586,085</b>	<b>157,106</b>	<b>141,682</b>	<b>140,630</b>	<b>146,667</b>	<b>163,766</b>	<b>4.2%</b>	<b>11.7%</b>
<b>Revenue (€m)</b>	<b>5,462.8</b>	<b>1,505.9</b>	<b>1,340.5</b>	<b>1,292.6</b>	<b>1,323.7</b>	<b>1,454.3</b>	<b>(3.4%)</b>	<b>9.9%</b>
ASP (€)	9,321	9,585	9,462	9,192	9,025	8,881	(7.4%)	(1.6%)
<b>Gross Profit (€m)</b>	<b>527.9</b>	<b>132.0</b>	<b>127.8</b>	<b>134.4</b>	<b>133.8</b>	<b>162.9</b>	<b>23.4%</b>	<b>21.8%</b>
GPU* (€)	899	836	898	952	918	993	18.8%	8.2%
Opex (€m)	(572)	(157)	(143)	(134)	(138)	(146)	12.5%	(5.6%)
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(264.4)</i>	<i>(69.3)</i>	<i>(66.3)</i>	<i>(61.3)</i>	<i>(67.6)</i>	<i>(68.7)</i>	0.8%	(1.7%)
<i>o/w Marketing Expenses (€m)</i>	<i>(137.1)</i>	<i>(35.0)</i>	<i>(37.0)</i>	<i>(33.5)</i>	<i>(31.5)</i>	<i>(32.8)</i>	6.1%	(4.1%)
<i>o/w Internal Logistics (€m)</i>	<i>(78.0)</i>	<i>(18.0)</i>	<i>(18.1)</i>	<i>(21.7)</i>	<i>(20.2)</i>	<i>(21.8)</i>	(21.0%)	(7.9%)
<b>Adjusted EBITDA (€m)</b>	<b>(43.9)</b>	<b>(25.1)</b>	<b>(14.8)</b>	<b>0.5</b>	<b>(4.5)</b>	<b>17.0</b>	<b>n.m.</b>	<b>n.m.</b>
<i>Adjusted EBITDA Margin</i>	<i>(0.8%)</i>	<i>(1.7%)</i>	<i>(1.1%)</i>	<i>(0.0%)</i>	<i>(0.3%)</i>	<i>1.2%</i>	2.8pp	1.5pp

\*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Differences may exist due to rounding

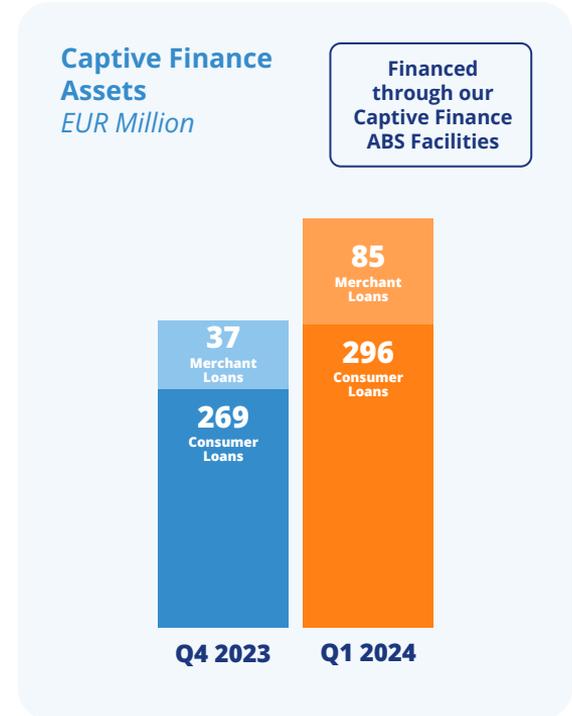
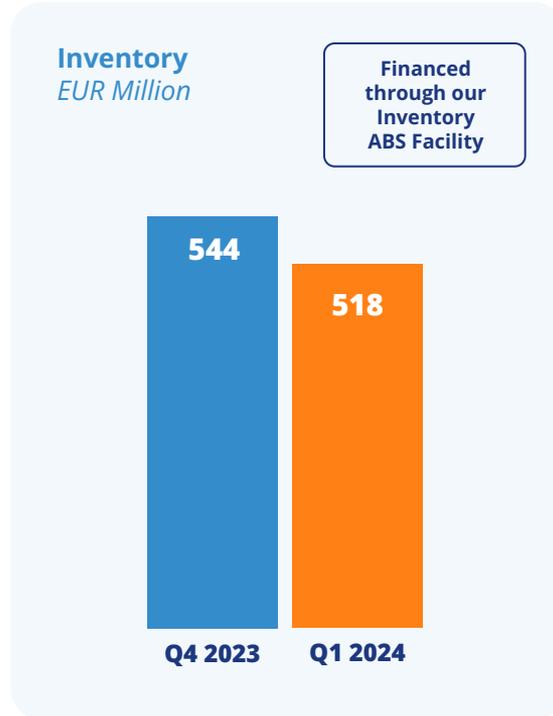
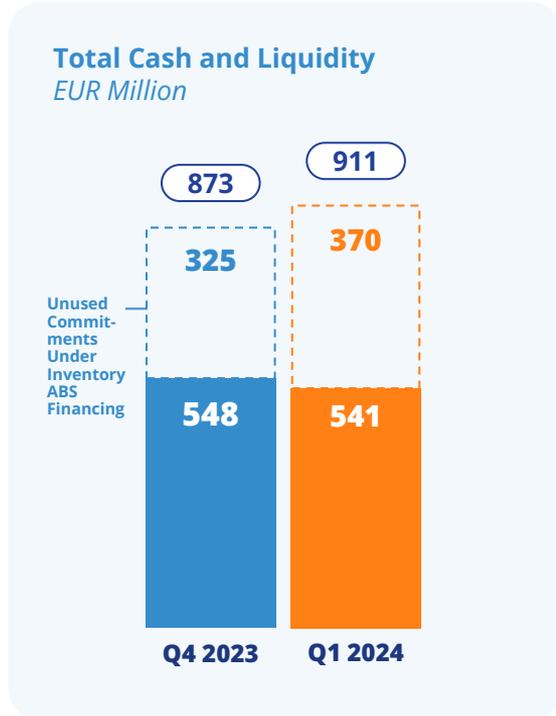
# We Achieved Our Best Ever Profitability on the Back of Our Operational Leverage, Reaching Adjusted Net Income Profit for the First Time



**€17m**  
Adj. EBITDA  
Q1 2024

**€1m**  
Adj. Net Income  
Q1 2024

# We Retain a Strong Balance Sheet with no Corporate Debt



ABS: non-recourse Asset-Backed Securitization

## Updated FY 2024 Guidance

### Unit Guidance

**Units Group**

**610 - 665k**

Unchanged vs. last Guidance

**Units Merchant**

**540 - 595k**

Unchanged vs. last Guidance

**Units Autohero**

**~70k** @ EUR 1,900 GPU

Unchanged vs. last Guidance

### Financial Guidance

**Gross Profit**

**EUR 570 - 650m**

Up from last Guidance

**Adj. EBITDA**

**EUR 20 - 40m**

Up from last Guidance

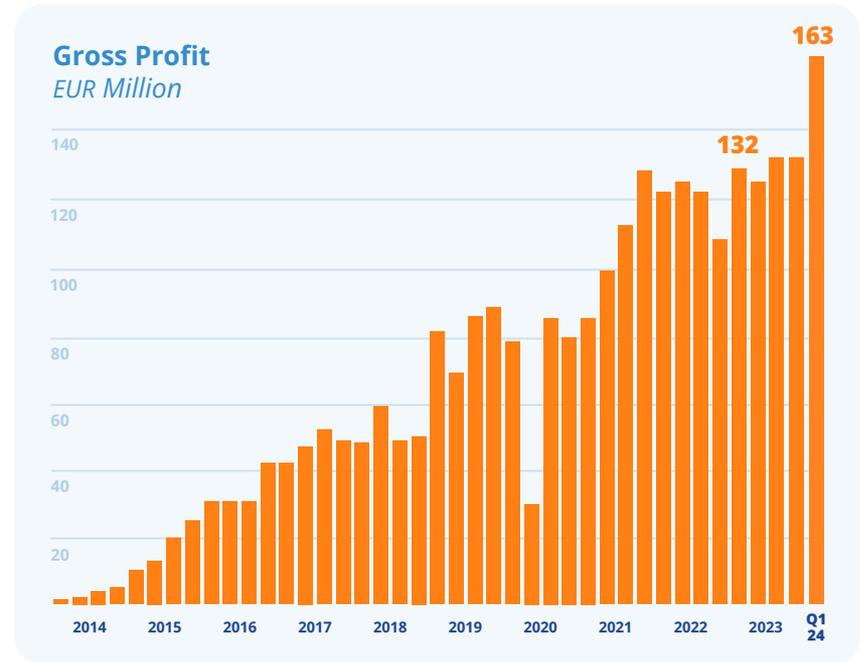
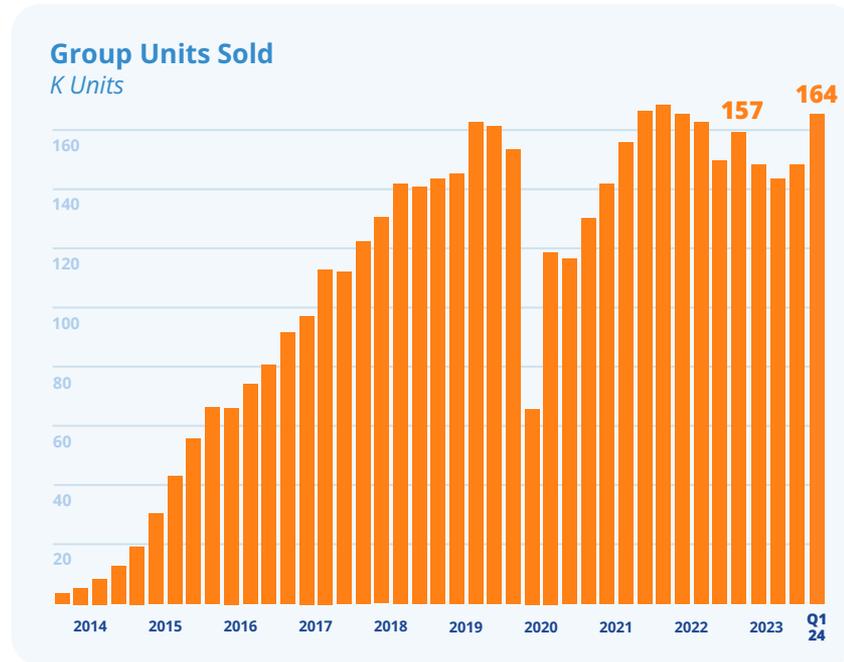
Q&A

Thanks

**AUTOHERO**

# Appendix

# In Q1 2024 We Demonstrated How to Combine Growth And Best Ever Profitability



## Segment: Merchant

	FY 2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q1 YoY	Q1 QoQ
<b>Units Sold</b>	<b>523,019</b>	<b>139,027</b>	<b>127,285</b>	<b>125,785</b>	<b>130,922</b>	<b>146,625</b>	<b>5.5%</b>	<b>12.0%</b>
<i>Thereof C2B</i>	457,885	120,307	110,703	110,983	115,892	132,516	10.1%	14.3%
<i>Thereof Remarketing</i>	65,134	18,720	16,582	14,802	15,030	14,109	(24.6%)	(6.1%)
<b>Revenue (€m)</b>	<b>4,464.0</b>	<b>1,221.5</b>	<b>1,114.5</b>	<b>1,058.2</b>	<b>1,069.8</b>	<b>1,177.9</b>	<b>(3.6%)</b>	<b>10.1%</b>
<i>Thereof C2B (€m)</i>	3,830.6	1,037.8	960.7	918.9	913.2	1,030.9	(0.7%)	12.9%
<i>Thereof Remarketing (€m)</i>	633.4	183.7	153.8	139.3	156.6	147.0	(20.0%)	(6.1%)
ASP (€)	8,535	8,786	8,756	8,413	8,171	8,034	(8.6%)	(1.7%)
<i>Thereof C2B (€)</i>	8,366	8,626	8,678	8,280	7,880	7,780	(9.8%)	(1.3%)
<i>Thereof Remarketing (€)</i>	9,724	9,814	9,277	9,409	10,416	10,420	6.2%	0.0%
<b>Gross Profit (€m)</b>	<b>419.2</b>	<b>107.0</b>	<b>103.1</b>	<b>105.4</b>	<b>103.7</b>	<b>129.1</b>	<b>20.7%</b>	<b>24.6%</b>
GPU (€)	801	769	810	838	792	881	14.5%	11.2%

Differences may exist due to rounding

## Segment: Retail (Autohero)

	FY 2023	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q1 YoY	Q1 QoQ
<b>Units Sold</b>	<b>63,066</b>	<b>18,079</b>	<b>14,397</b>	<b>14,845</b>	<b>15,745</b>	<b>17,141</b>	<b>(5.2%)</b>	<b>8.9%</b>
<b>Revenue (€m)</b>	<b>998.9</b>	<b>284.4</b>	<b>226.0</b>	<b>234.5</b>	<b>254.0</b>	<b>276.4</b>	<b>(2.8%)</b>	<b>8.8%</b>
ASP (€)	15,839	15,732	15,701	15,794	16,129	16,125	2.5%	(0.0%)
<b>Gross Profit (€m)</b>	<b>108.7</b>	<b>25.0</b>	<b>24.7</b>	<b>28.9</b>	<b>30.1</b>	<b>33.8</b>	<b>35.1%</b>	<b>12.3%</b>
GPU* (€)	1,712	1,349	1,680	1,912	1,970	1,956	45.0%	(0.7%)

\*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Differences may exist due to rounding

## Investor Relations Contact



**Philip Reicherstorfer**

*Group Treasurer*

### Address

Bergmannstr. 72  
10961 Berlin

### Tel.

+49 (0)30 - 2016 38 213

### E-Mail

[ir@auto1-group.com](mailto:ir@auto1-group.com)

# Q1 Pictures and Charts

wirkaufendeinauto.de

wirkaufendeinauto.de

Schnell & einfach  
Auto verkaufen

wirkaufendeinauto.de

WKDA Nano Branch @ Brandenburg

QUALITY CHECK AREA

AUTOHERO

Used Car Production Center @ Toledo, ES



Real Madrid Basketball Sponsorship



Remarketing Self Evaluation



Employees @ AUTO1 Headquarters Berlin