

SIXT

Investor Presentation

Baader / Berenberg / Bernstein Conference
19 / 20 / 29 September 2022

DISCLAIMER

This presentation (together with the presenters' speeches and any other related verbal or written communications the "Presentation") contains forward-looking statements relating to the business, financial performance and results of Sixt SE (together with its subsidiaries, the "Company") and/or the industry in which the Company operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. Forward-looking statements, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular in the Company's target markets and changes in competition levels. The Company does not guarantee that the assumptions underlying forward-looking statements are free from errors nor does it accept any responsibility for the future accuracy of opinions or any obligation to update the statements in the Presentation to reflect subsequent events. Forward-looking statements are made only as of the date of the Presentation. Neither the delivery of the Presentation nor any further discussions of the Company with any of the recipients thereof shall, under any circumstances, create any implication that there

has been no change in the affairs of the Company since such date. Consequently, the Company does not undertake any obligation to review, update or confirm expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of the Presentation. Furthermore, a totally different performance can ensue from an unexpected slump in demand or economic stagnation in our key markets. The actual development can differ materially from the forecasts made in this Presentation, in case one of the aforementioned risks or other risks not mentioned here should materialize and/or the assumption on which we have based our forecasts and prospects turn out to be wrong.

Certain industry and market information in the Presentation and/or related materials has been obtained by the Company from third party sources. The Company has not independently verified such information and neither the Company nor any of its directors provides any assurance as to the accuracy, fairness or completeness of such information or opinions contained in this document and neither the Company nor any of its directors takes any responsibility for such information. This Presentation contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the basis of any analysis or other evaluation. In addition, the information in the Presentation is subject to change. No representation or warranty

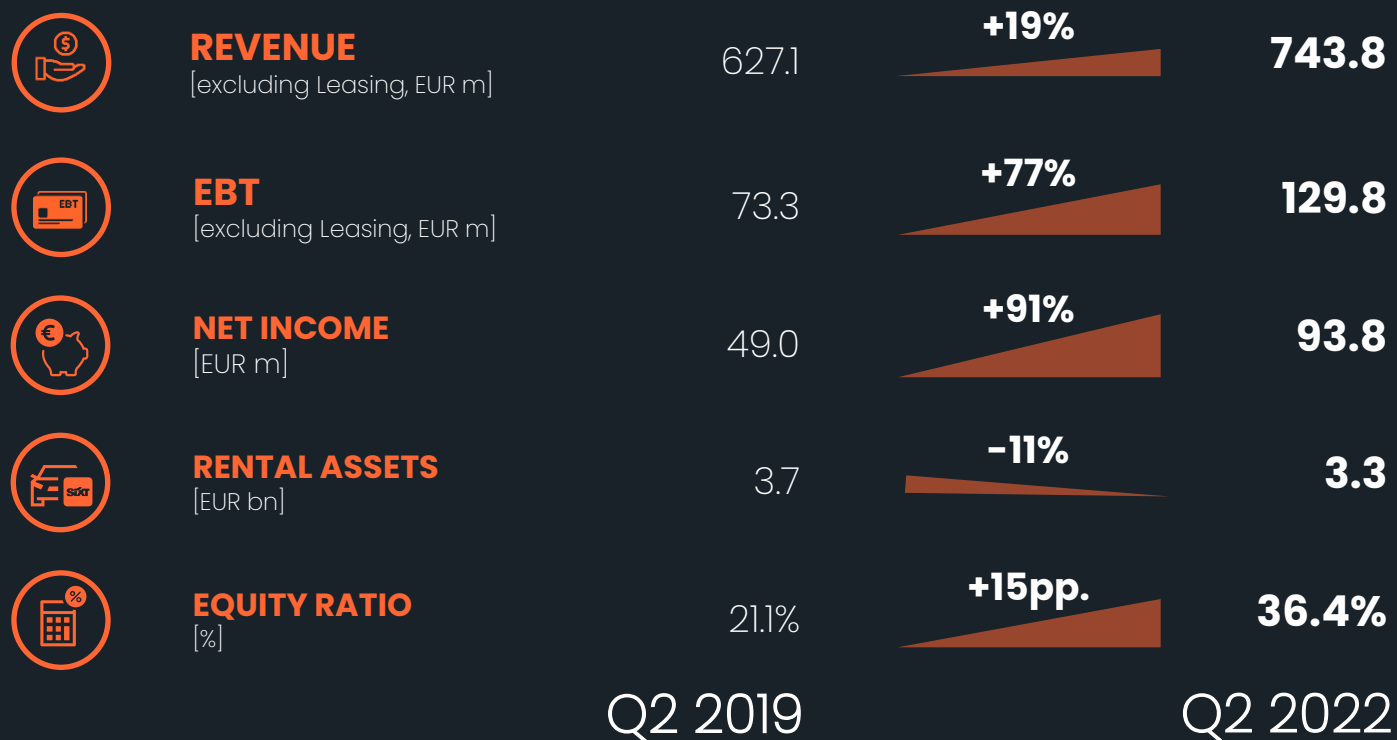
(express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein. Due to rounding it is possible that figures may not add up exactly and that half or full year figures do not correspond to added quarterly figures. For the same reason, percentages may not exactly match absolute numbers they correspond to.

The Presentation does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company, nor shall it or any part of it form the basis of or be relied on in connection with any other investment whatsoever.

Q2 2022 HIGHLIGHTS

Q2 2022 HIGHLIGHTS

Q2 PERFORMANCE VS. PRE-PANDEMIC LEVELS



Q2 EBT +77% VS. 2019 THANKS TO INTERNATIONALISATION, DIGITALISATION, AND COST CONTROL



BEST Q2 RESULT IN THE COMPANY'S HISTORY



FLEET SIZE WELL ABOVE Q2 2021



DYNAMIC GROWTH OF INTERNATIONAL – ESP. EUROPEAN – BUSINESS; MARKET ENTRY IN CANADA



FARSEIGHTED PEOPLE MANAGEMENT



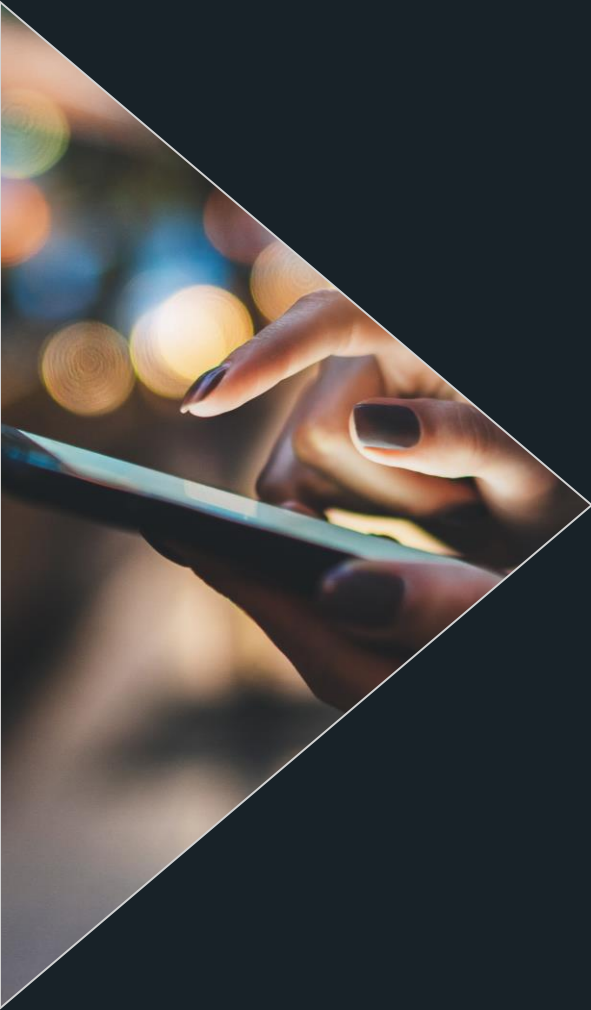
STRICT COST MANAGEMENT



CONTINUOUS DIGITALISATION AND ONGOING HIGH INVESTMENT IN IT

STRATEGY & BUSINESS UPDATE

THE SIXT STRATEGY



ONE PREMIUM PRODUCT PLATFORM



SIXT+

• **Car Subscription Business**

- Launched in 2020, now available in all Corporate Countries
- Flexible all-incl. offering
- Stable monthly cash-flows for Sixt



SIXT Rent

• **Short- and Long-Term Car Rental**

- >240,000 vehicles
- >2,100 branches
- Completely digital rental process via the SIXT App



SIXT Truck

• **Light Commercial Vehicle Rental**

- Division launched in 2021
- >900 branches



SIXT Share

• **Free-floating carsharing**

- High share of electrification – >70% battery electric vehicles
- >2.5 million trips in 2021



SIXT Ride

• **Ride Hailing and Event Service Business**

- Currently available in more than 400 cities in 50 countries worldwide
- >2,500 partners
- >5 million drivers



SIXT Micro

• **Last Mile Micro Mobility: Scooter & Bikes**

- >300k scooter journeys

**FROM
LONG-TERM
MOBILITY**

**TO
SHORT-TERM
MOBILITY**

YEARS

MINUTES

Asset Ownership

Asset heavy

KEY COMPETITORS

Finn, VW Auto Abo, CARE by Volvo

Asset Ownership

Asset heavy

KEY COMPETITORS

Enterprise, Avis, Europcar, Hertz

Asset Ownership

Asset heavy

KEY COMPETITORS

Northgate, Europcar

Asset Ownership

Asset heavy

KEY COMPETITORS

Miles, ShareNow

Asset Ownership

Asset light

KEY COMPETITORS

Uber, Lyft

Asset Ownership

Asset light

KEY COMPETITORS

Bird, Lime

OUR VISION

Transform the way the world moves, because people expect better.

We make mobility as easy and flexible as possible.

Our customers can expect:
Better cars. Better service.
Better tech. Better people.



2022

USD ~83 bn

**RENTAL
MARKET**



2025

USD ~510 bn

**CAR RENTAL,
RIDE HAILING, TAXI
& CAR SHARING**



2030

USD ~6,700 bn

**TOTAL MARKET
INCL. PRIVATE CARS**

UNLIMITED OPPORTUNITY IN A USD 6.7 TN MARKET

SIXT TAKES THE LEAD IN NEW MOBILITY TRENDS

SHARED MOBILITY

Innovative mobility improves **social inclusivity and economic growth**

Up to 20% share of total mobility market by 2040

Requirement of more **sustainable and resilient urban mobility systems**



AUTONOMOUS VEHICLES

Long term **up to 50% lower cost** per mile compared to driver-based rides

Shift from OEMs to **tech players**

Adoption depends on **regulation, technology readiness and customer preferences**

MOBILITY AS A SERVICE

Encourages **move towards new mobility solutions**

Offers **lower cost of usage** versus total cost of ownership

Micromobility to show strong post-pandemic growth

DRIVERS OF CHANGE IN MOBILITY



REGULATION AND MARKET ACCELERATE CHANGE

REGULATORY PUSH



European Green Deal



GHG Emissions Protocol



EU Taxonomy



MARKET ACCELERATORS



Competitors / peers / industry



Technological enablers

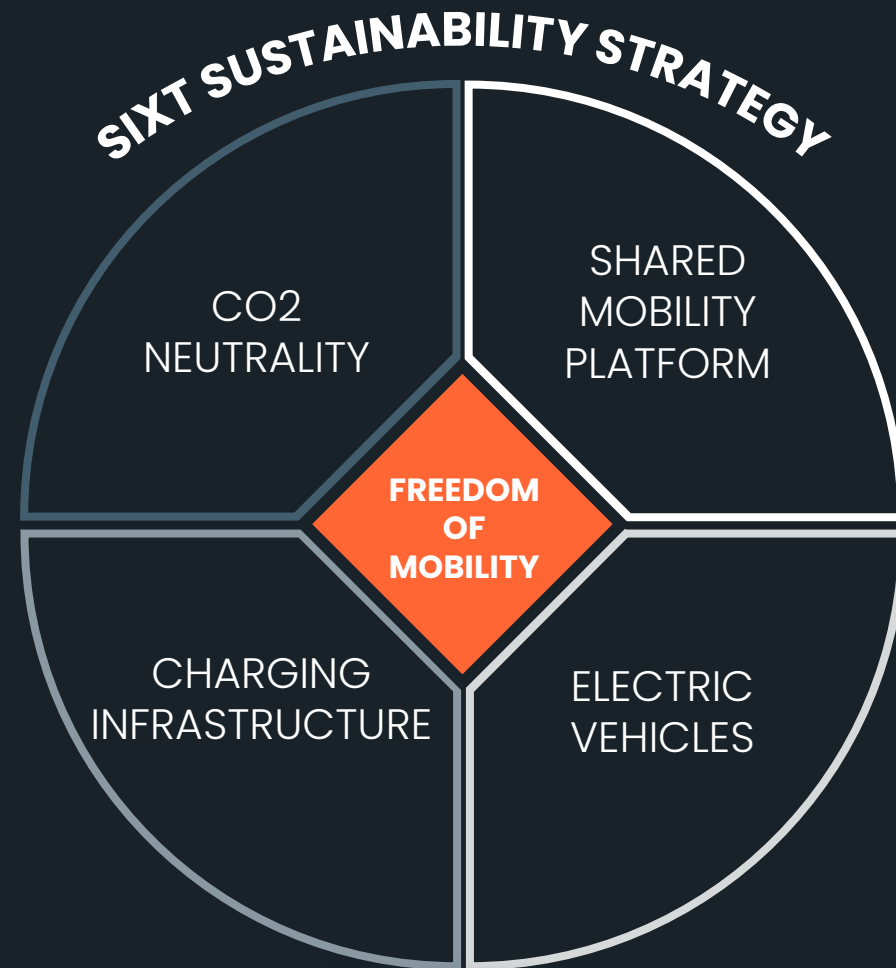


Disruptive technologies
& emerging players

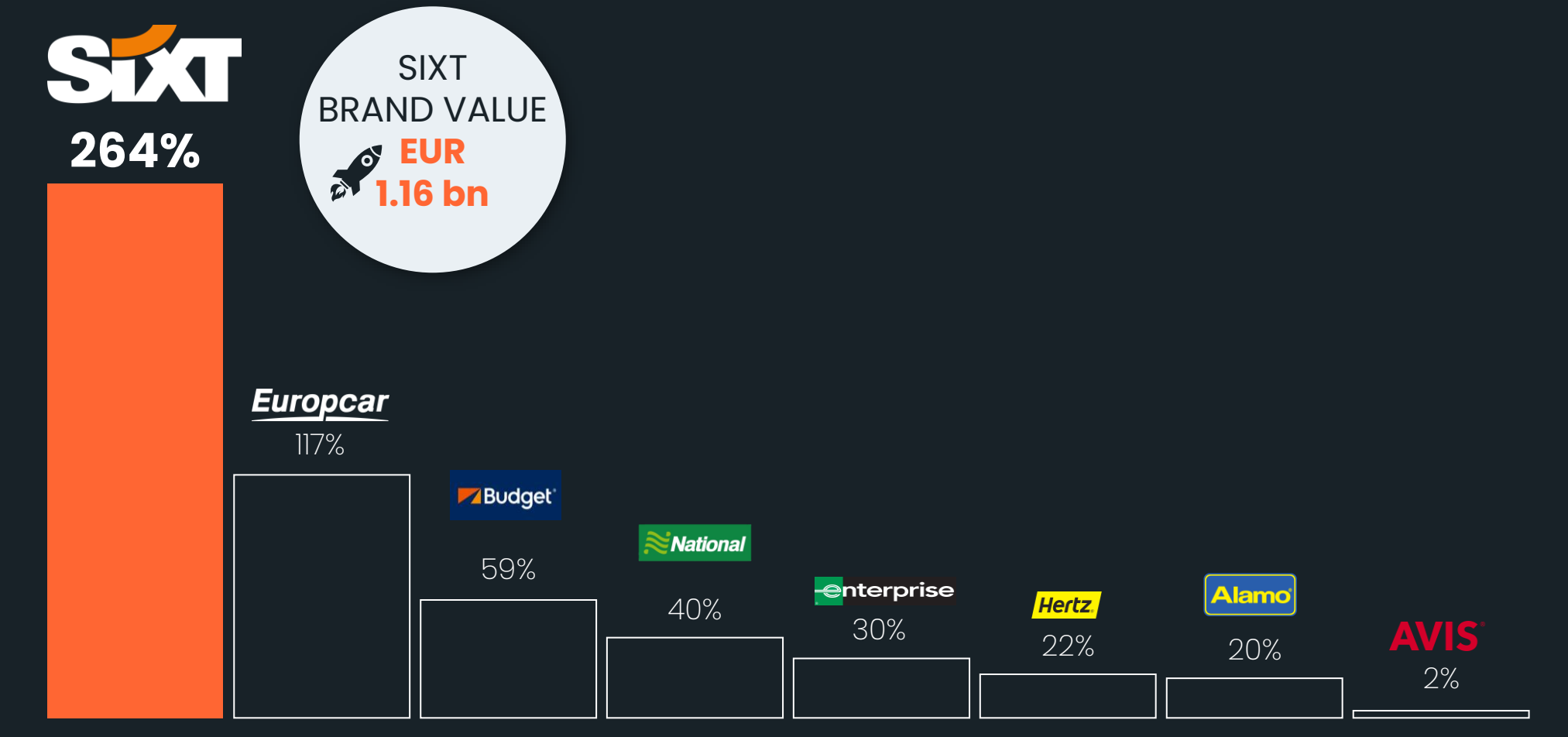


Capital market / investors

CHANGE IN MOBILITY ADDRESSED ALONG FOUR STRATEGIC PILLARS



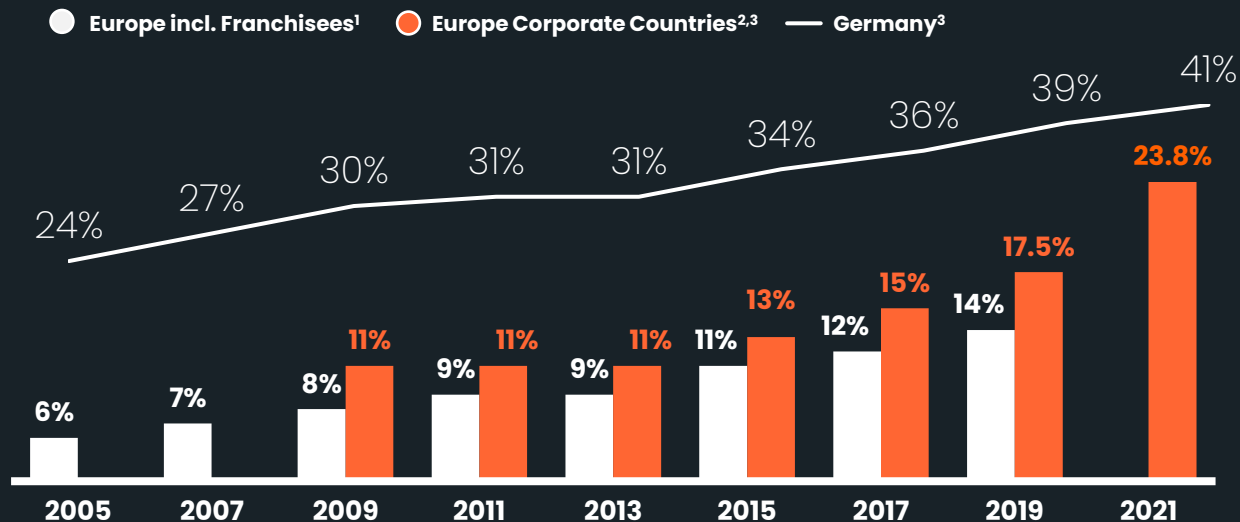
SIXT HAS BEEN THE FASTEST GROWING BRAND AMONGST TOP RENTAL CAR PLAYERS 2017-2022



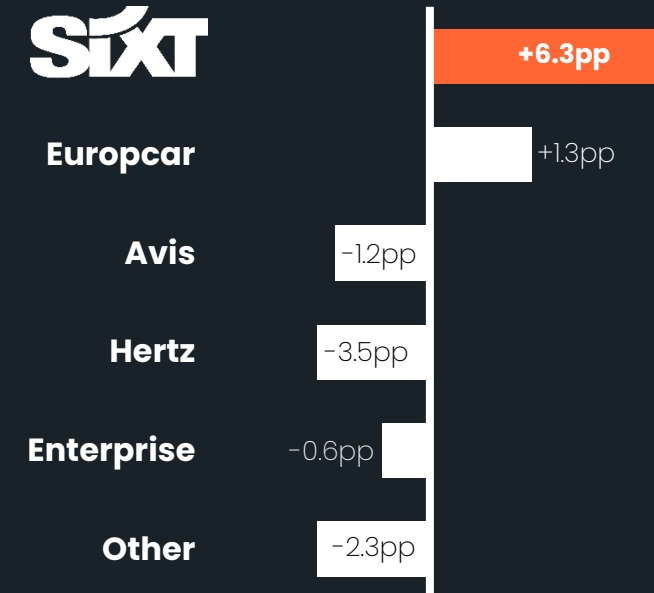


SNAPSHOT EUROPE: SUBSTANTIAL MARKET SHARE GAIN OF >6PP IN 2021 VS. 2019

**MARKET SHARES
2005 to 2021**



**MARKET SHARE GROWTH
IN EUROPE 2021 vs. 2019³**



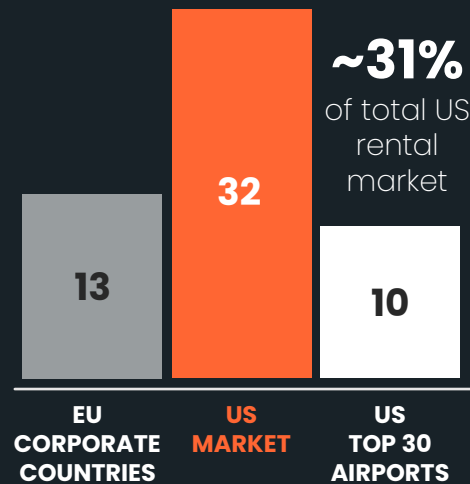
¹Figures 2005-2014 according to Jefferies (Research Report as of 1 April 2020) and figures 2015-2019 according to J.P. Morgan; ²Sixt European Corporate Countries including Germany, excluding Lux and Monaco; ³Market shares according to Euromonitor and own estimates



SNAPSHOT USA: SIGNIFICANT GROWTH IN THE WORLD'S LARGEST CAR RENTAL MARKET

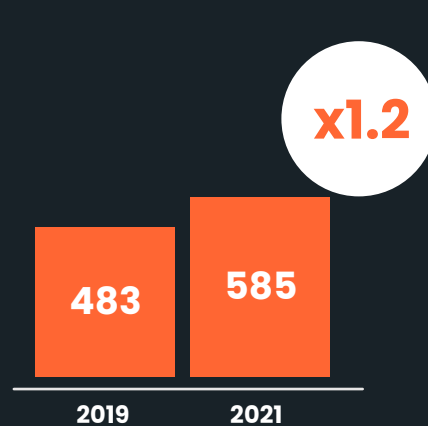
US RENTAL MARKET SIZE 2019

USD bn

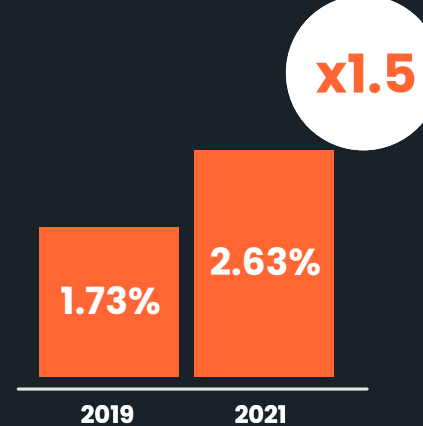


SIXT's US REVENUE

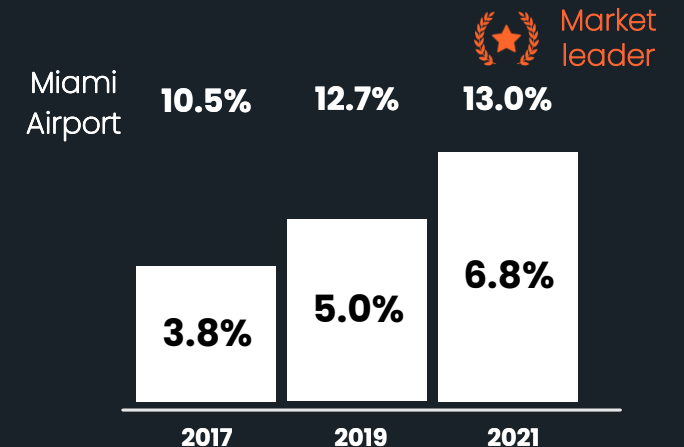
EUR m



SIXT's US MARKET SHARE



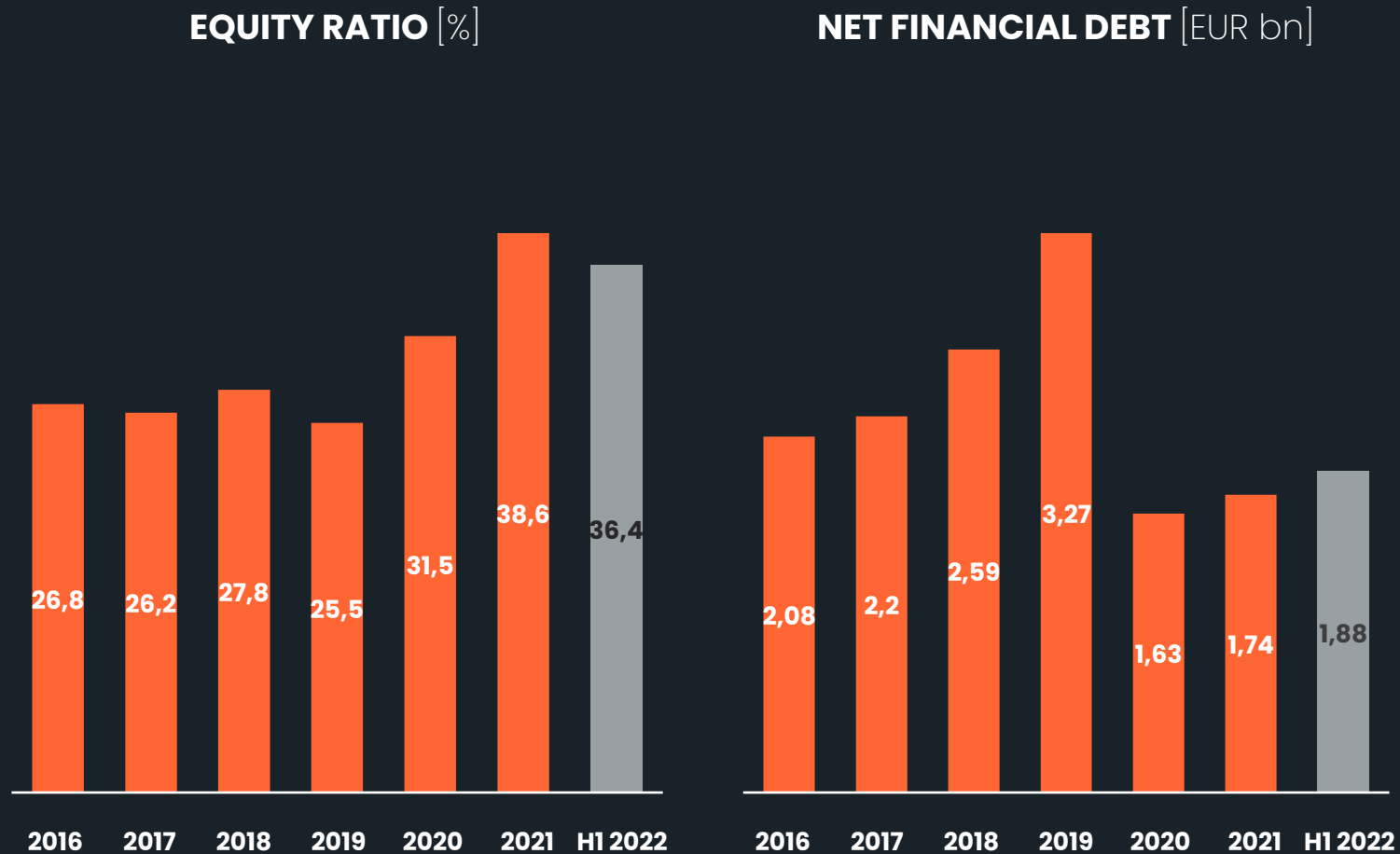
SIXT's TOP 10 AIRPORTS MARKET SHARE



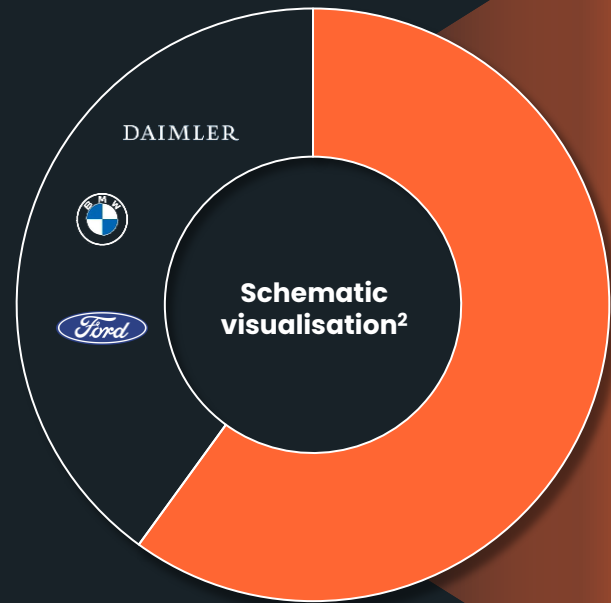
LIMITED AND WELL-MANAGED RESIDUAL VALUE RISK



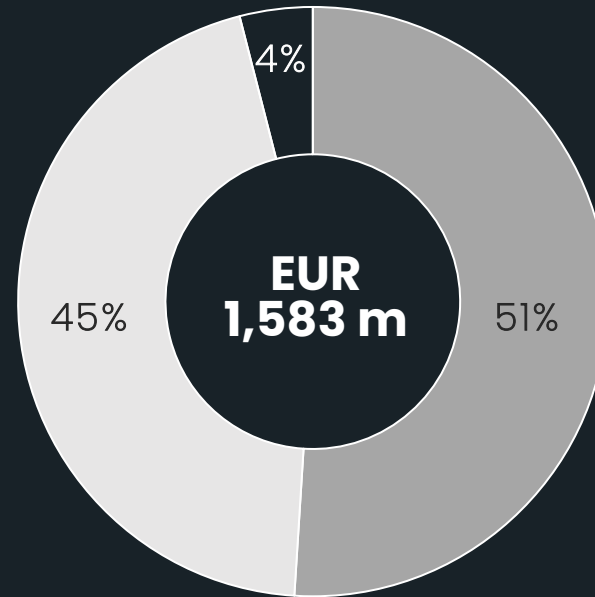
HIGH EQUITY RATIO AND LOW NET FINANCIAL DEBT



WELL-BALANCED FINANCING MIX



- Capital Market & Bank Financing
- OEM Operating Leases



- Bonds
- Borrower's note loans
- Utilisation of bilateral credit lines

MIX OF FINANCING INSTRUMENTS AS AT 30 JUNE 2022¹ [%]

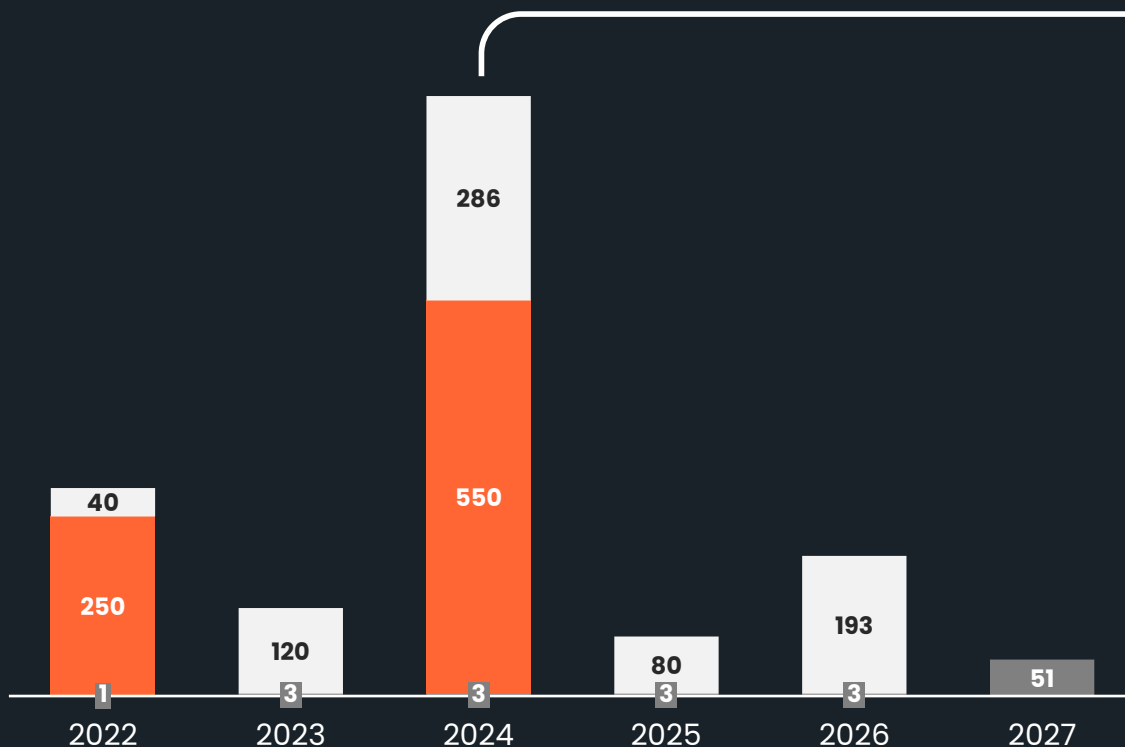
- Senior unsecured³ financing instruments
- Vehicles unpledged
- Main issuing entity: Sixt SE
→ Hence no structural subordination

¹Financial liabilities as at 30 June 2022; Repayment amounts excluding accrued and in future payable interest; Lease liabilities resulting from leases recognised in accordance with IFRS 16 are not included; ²Share of OEM financing (leasing) based on amount/values of vehicles is not disclosed; ³EUR 64 million long-term real estate financing are secured by mortgages

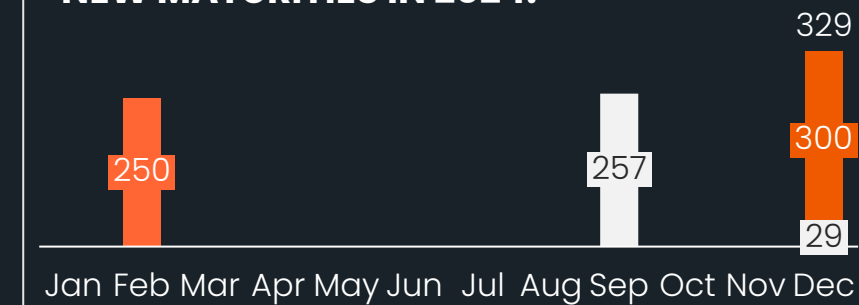
MATURITY PROFILE OF FINANCING SOURCES

MATURITY PROFILE AS AT 30 JUNE 2022¹

[EUR m]



NEW MATURITIES IN 2024:

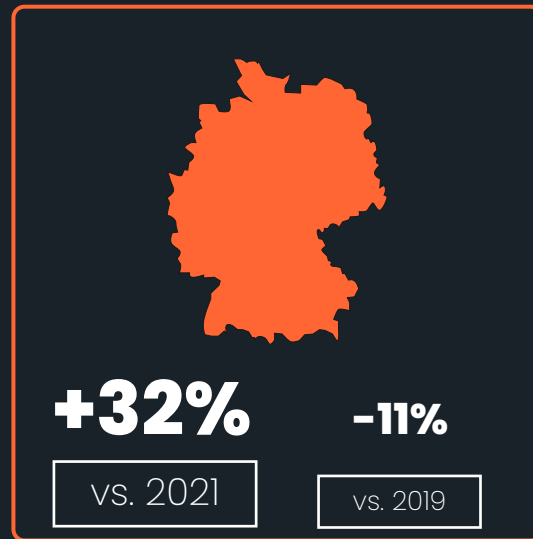


- Bonds
- Borrower's note loans
- Commercial papers
- Utilisation of bilateral credit lines

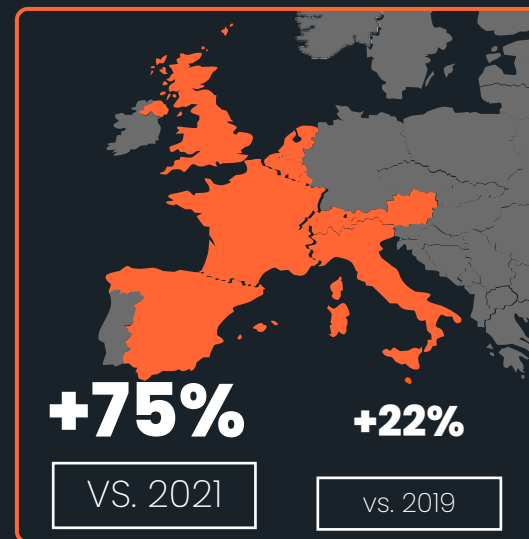
¹Financial liabilities as at 30 June 2022; Repayment amounts excluding accrued and in future payable interest; Lease liabilities resulting from leases recognised in accordance with IFRS 16 are not included

Q2 2022 RESULTS IN DETAIL

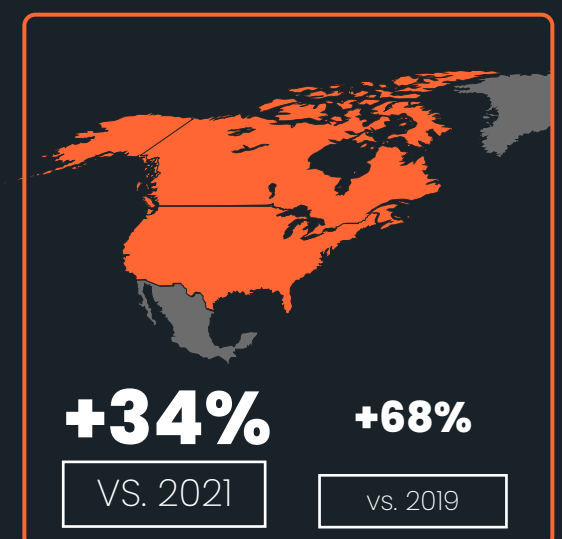
Q2 2022 REVENUE GROWTH – STRONG IMPROVEMENT ACROSS ALL SEGMENTS



GERMANY



EUROPE

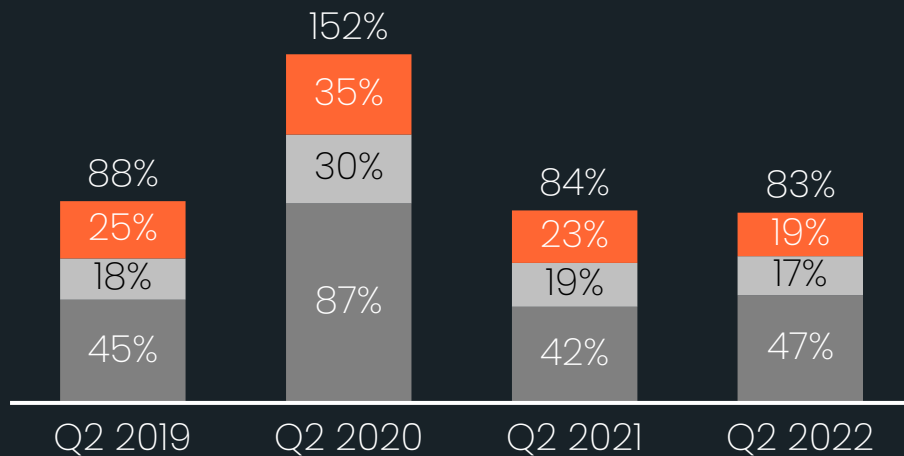


NORTH AMERICA

EXPENSE RATIO STILL BELOW PRE-PANDEMIC LEVEL DESPITE RETURN TO GROWTH PATH

COST MANAGEMENT

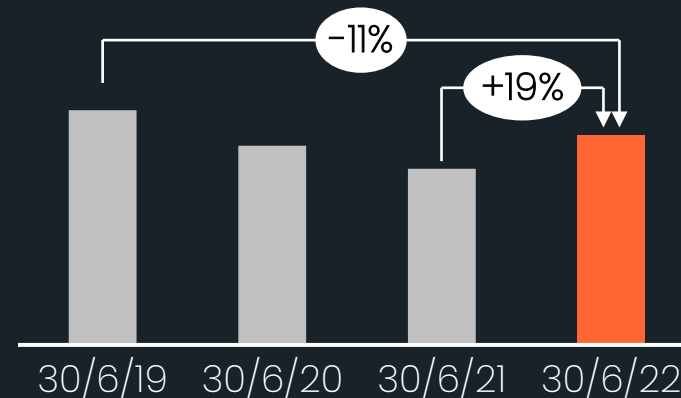
TOTAL EXPENSES RELATIVE TO REVENUE STILL BELOW PRE-COVID-19 LEVEL IN Q2 2022



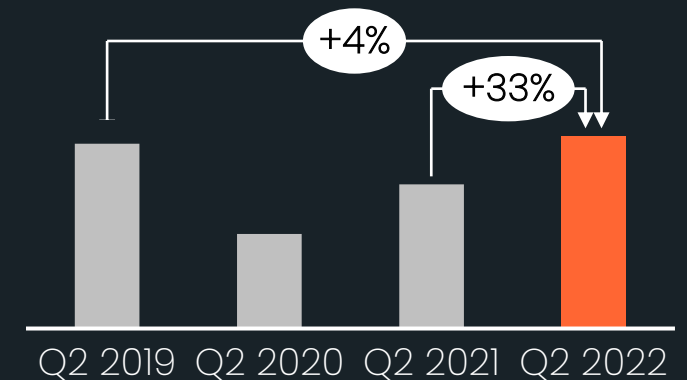
- Fleet expenses / Revenue
- Personnel expenses / Revenue
- Rest of expenses¹ / Revenue

PERSONNEL MANAGEMENT

NUMBER OF EMPLOYEES STILL BELOW, BUT RENTAL DAYS EVEN ABOVE PRE-COVID-19 LEVEL



Number of employees

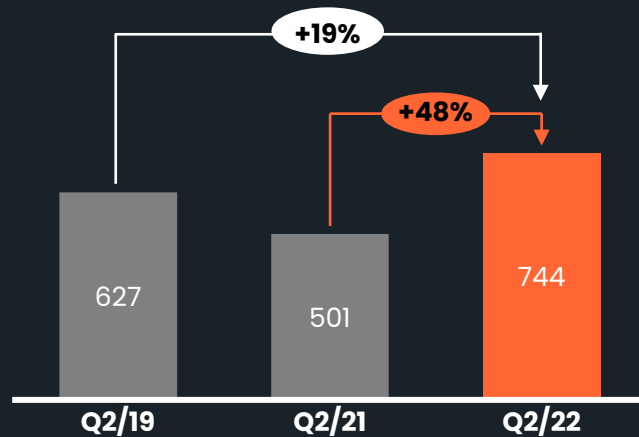


Rental days

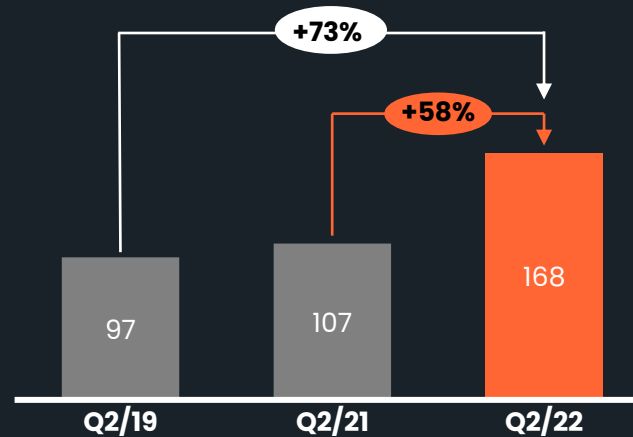
¹Depreciation and amortisation expense incl. impairments, Net other operating income / expenses, interest result

PROFIT RECOVERY OUTPACES REVENUE RECOVERY SUPPORTED BY GOOD COST CONTROL

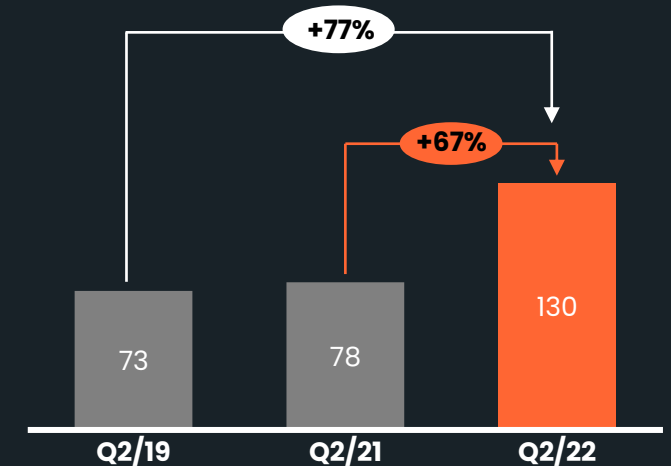
**GROUP
REVENUE** [EUR m]



**CORPORATE
EBITDA MOBILITY¹** [EUR m]



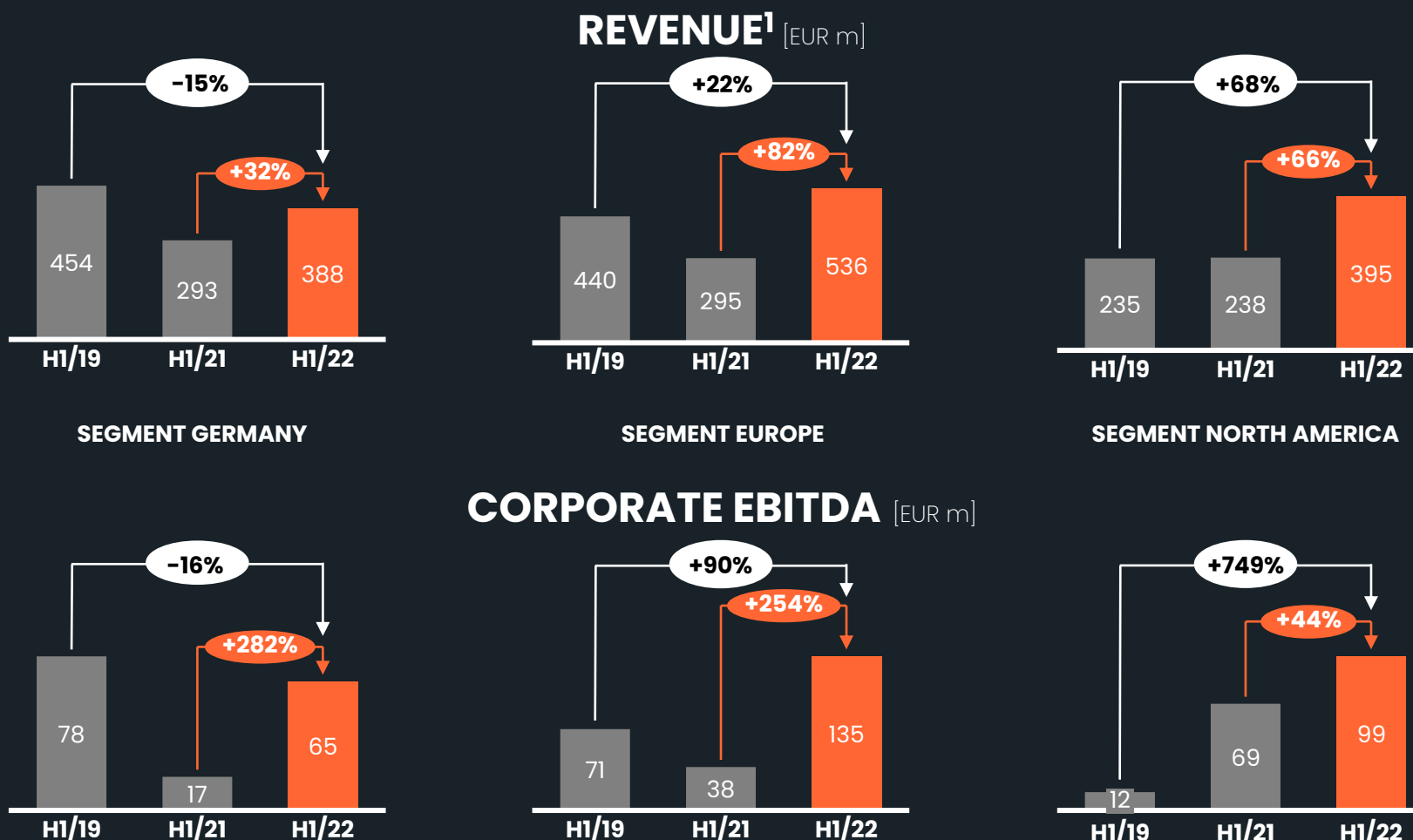
GROUP EBT
[EUR m]



¹Sum of Corporate EBITDA of segments Germany, Europe and North America

H1 2022 SEGMENT UPDATE: REVENUE AND PROFITABILITY

ABROAD STRONGLY ABOVE PRE-COVID LEVELS

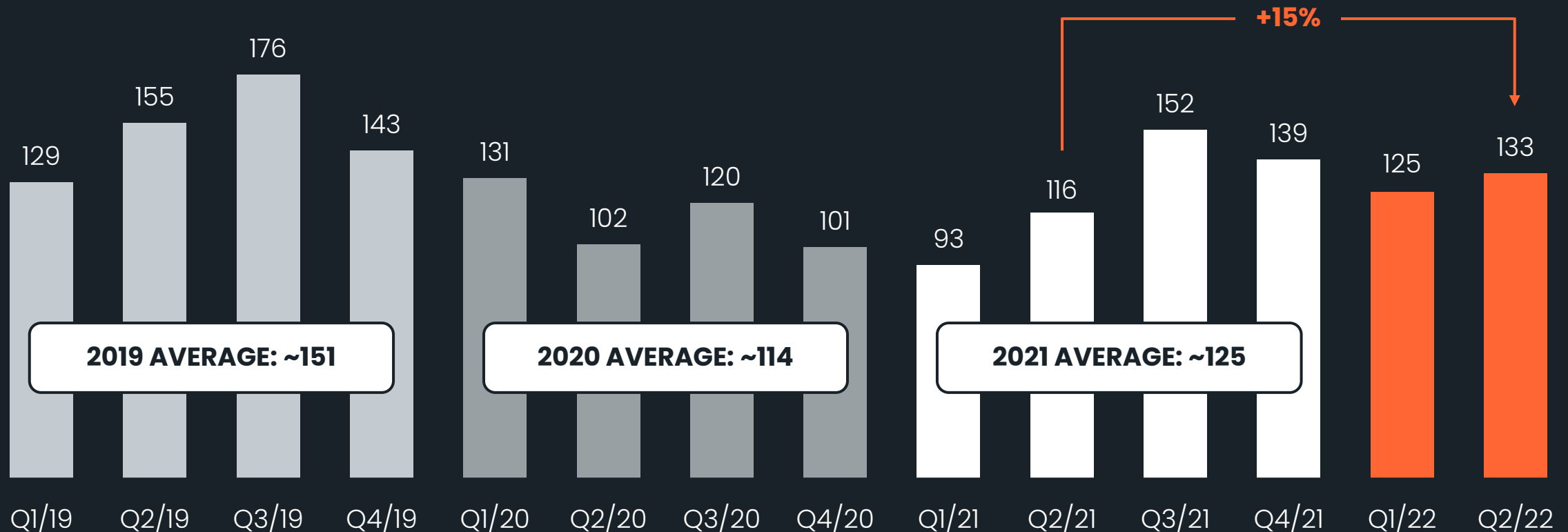


¹Share of Group operating revenue generated in the respective regional segments (Germany, Europe excl. Germany, and North America)

FLEET SIZE UP QOQ AND YOY THANKS TO FLEXIBLE FLEET MANAGEMENT

AVERAGE FLEET SIZE IN SIXT CORPORATE COUNTRIES PER QUARTER

[thousands]



OUTLOOK

THE WORLD IS OUT OF JOINT...



Severe implications of several shocks

- Inflation smashing world growth outlook
- War in Ukraine
- COVID-19



Global growth set to slow

- Deep cuts to global growth forecasts
- Euro Crisis 3.0?
- US and Europe on the verge of recession
- Corporate travel budgets at risk



Energy markets

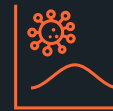
- European dependence on Russia
- Unprecedented rise in energy costs
- Mismatch of projected vehicle electrification and power supply

Very low immediate sensitivity to persistently high energy prices; no direct negative financial effects for Sixt



Persistently high inflation rates

- ... trigger more aggressive tightening
- ... weigh on consumer sentiment and may limit revenge travel as of Q4



Ongoing supply side uncertainties

- New COVID-19 variants might arise
- Global shipping capacities and handling velocity
- Vehicle sourcing

... HOWEVER, SIXT IS WELL PREPARED FOR THE CHALLENGES THAT LIE AHEAD



DIVERSIFICATION

Customer & location mix, regional revenue & profitability split



VARIABILITY

Variable fleet holding costs, hence variable cost base



FLEET

Fleet size well above Q2 2021, still high non-risk ratio



FINANCIAL SOLIDITY

Conservative financing, ample financial headroom for growth

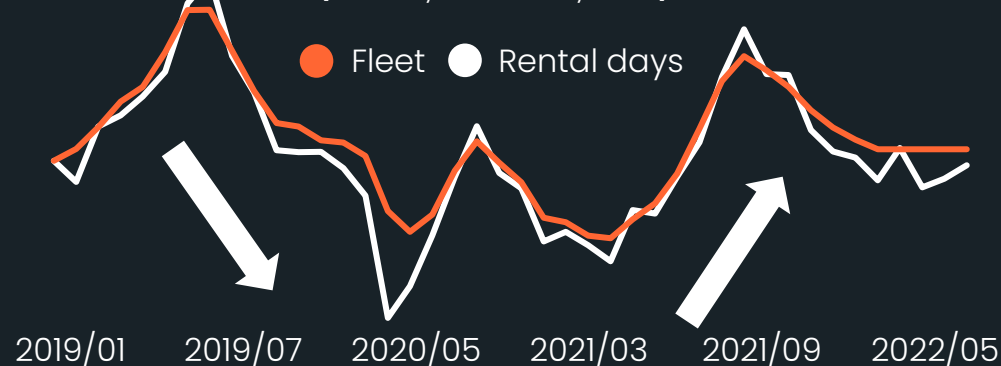


ESG

Roadmap set, short-term improvements in progress

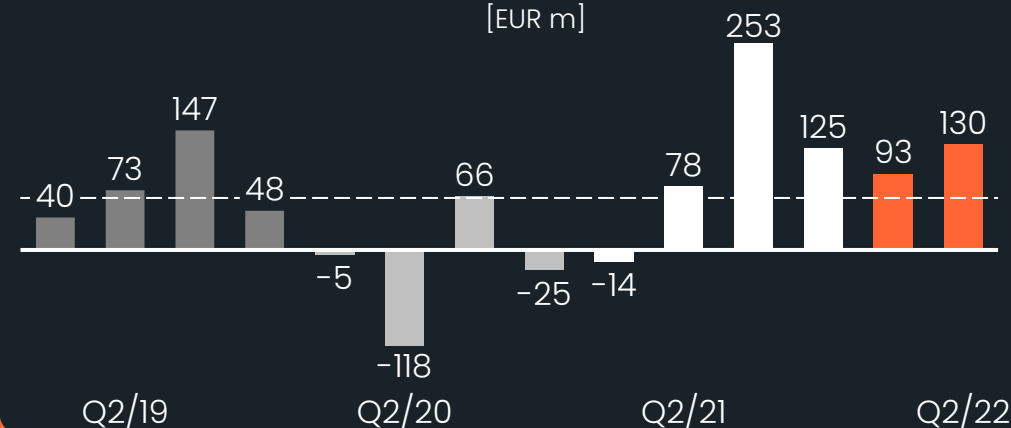
VARIABLE FLEET LEVEL DURING PANDEMIC

[January 2019 – May 2022]

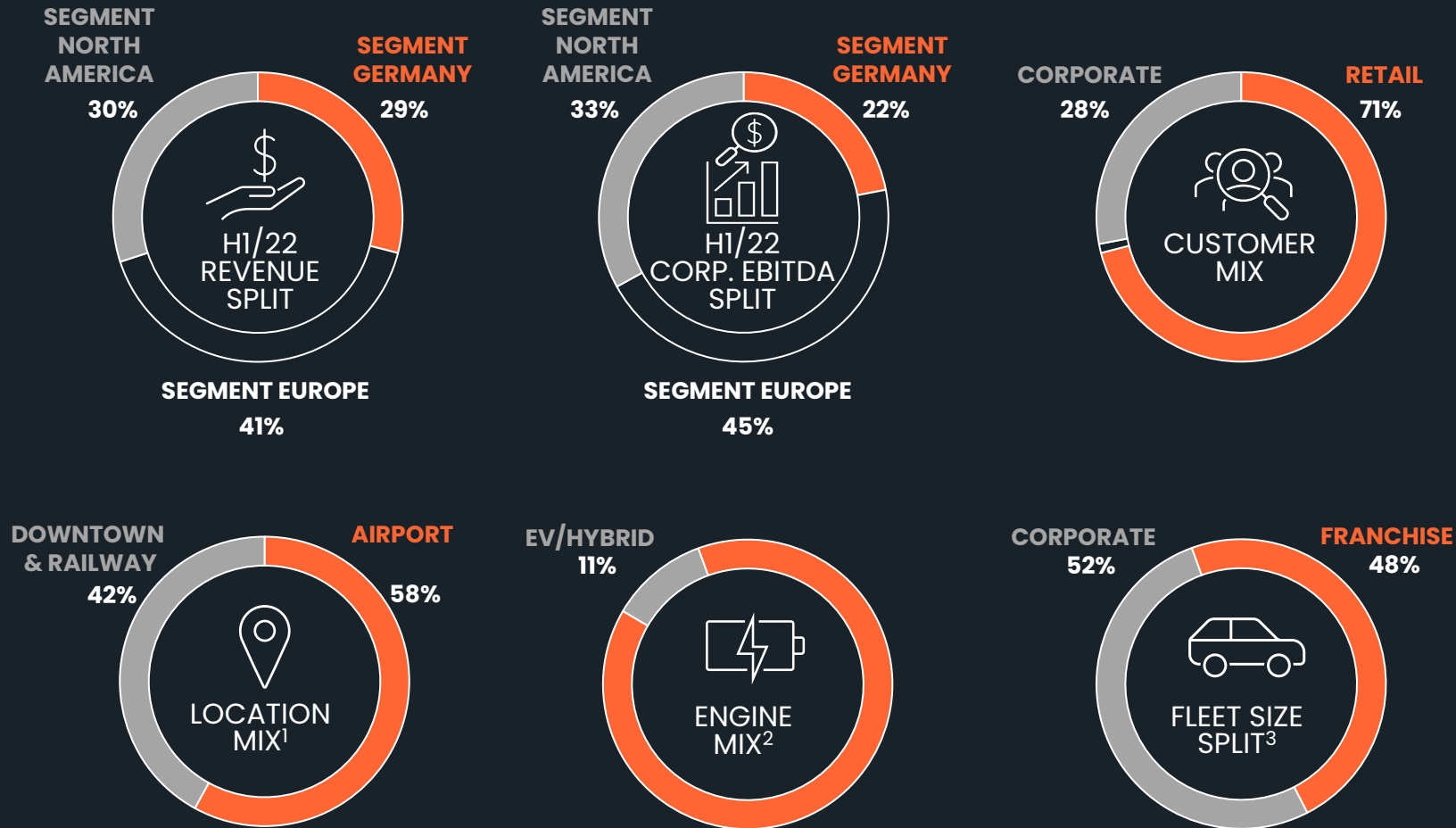


QUARTERLY EBT

[EUR m]



SIXT'S DIVERSIFIED BUSINESS MODEL



BESIDES CURRENT CHALLENGES THERE ARE NUMEROUS STRUCTURAL OPPORTUNITIES

PREMIUM

By creating a **premium customer experience**, we achieve **higher prices** vs. competition and thereby generate the **highest return** in the industry.



INTERNATIONALISATION

SIXT just launched **Canada** and is expanding rapidly and profitably in the **US** with plans to expand to a total of 53 US airports.

SIXT TECH

SIXT IT scales on **demand** and **opportunities** in a highly dynamic environment.



GoOrange Platform

AWS Cloud Infra



SIXT PRODUCTS

Rental at its core, supported by high level of innovation.

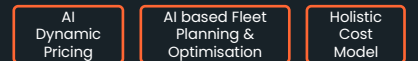
Flexible new products for corporate customers.

DIGITALISATION

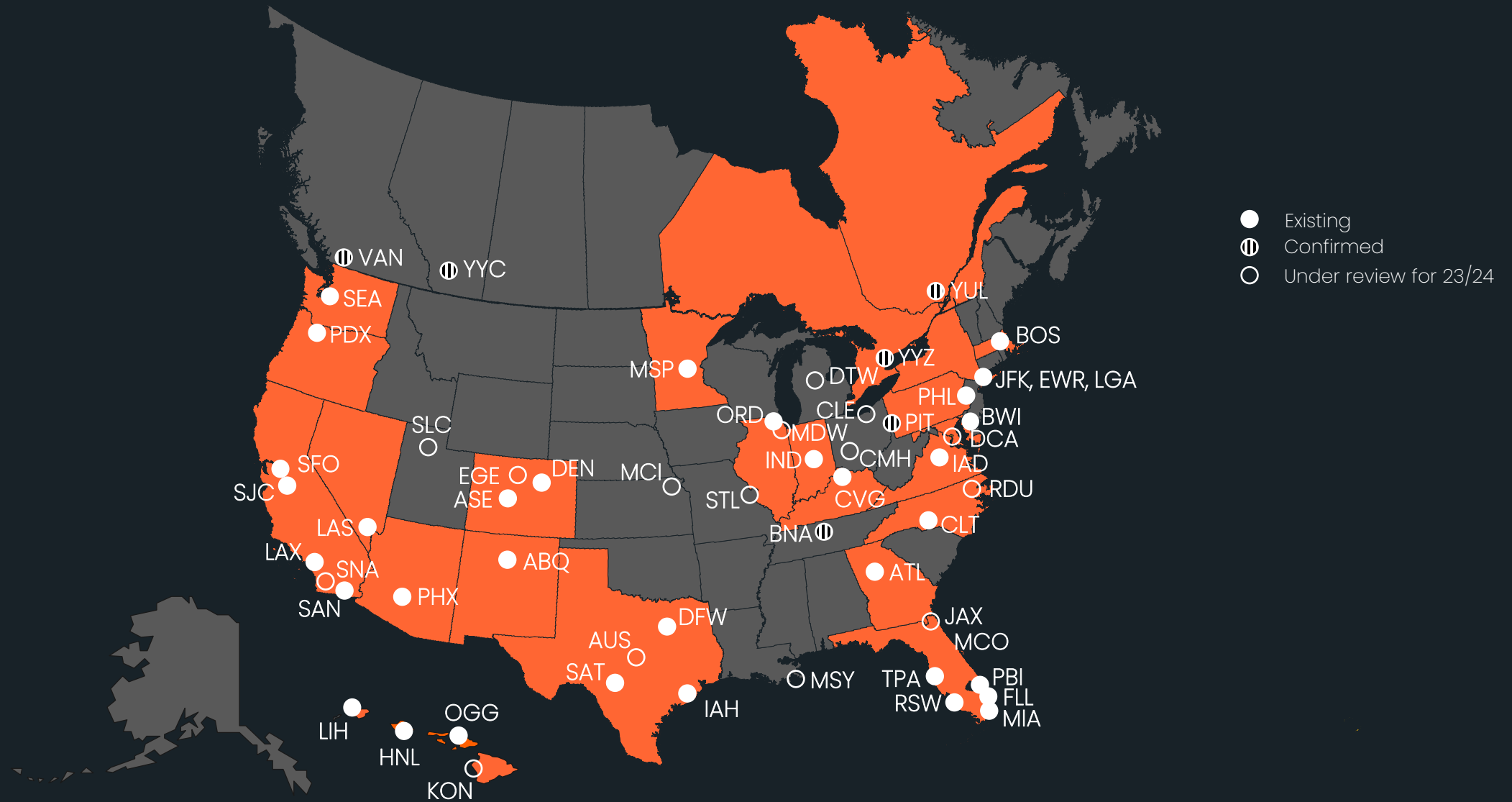
Digitising **customer service** helps people solve issues quickly.



Huge potential of **AI-based pricing & Yield Management**.

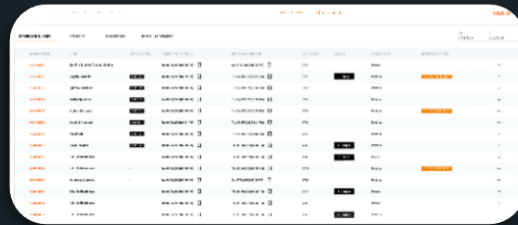


SIXT NORTH AMERICA NETWORK IS CONSTANTLY GROWING

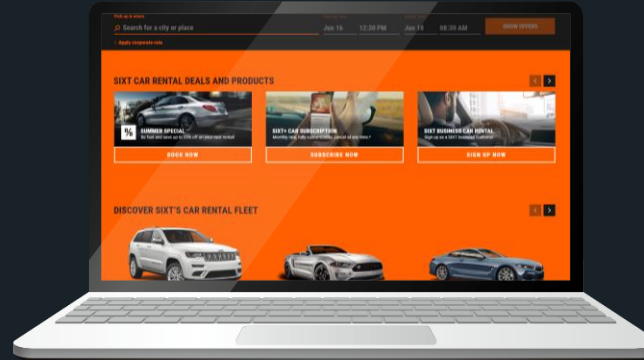


DIGITAL CAR RENTAL

Branches



Websites

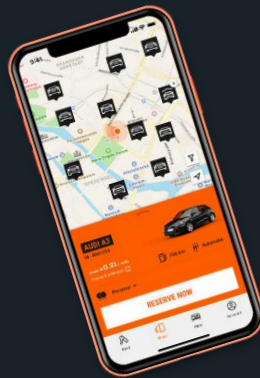


APP

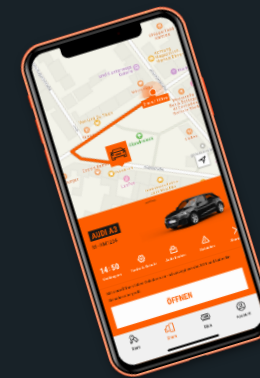


**DIGITAL
BOOKING
EXPERIENCE
FOR 20 YEARS**

**SIXT APP
(CAR VIA APP)
FOR 8 YEARS**

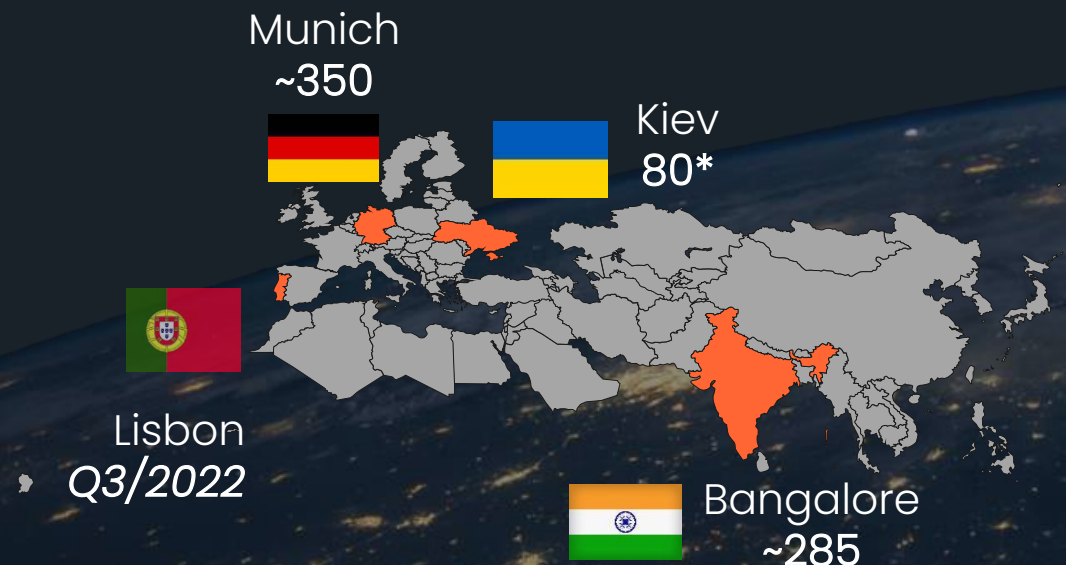


...



SIXT TECH LOCATIONS

**INCREASE OF TECH FORCE BY 10%
ACROSS ALL LOCATIONS IN 2022** [FTE]



KEY PROJECTS

Optimising the booking experience (Web & APP)

ONE payment flow

Price automation & optimisation

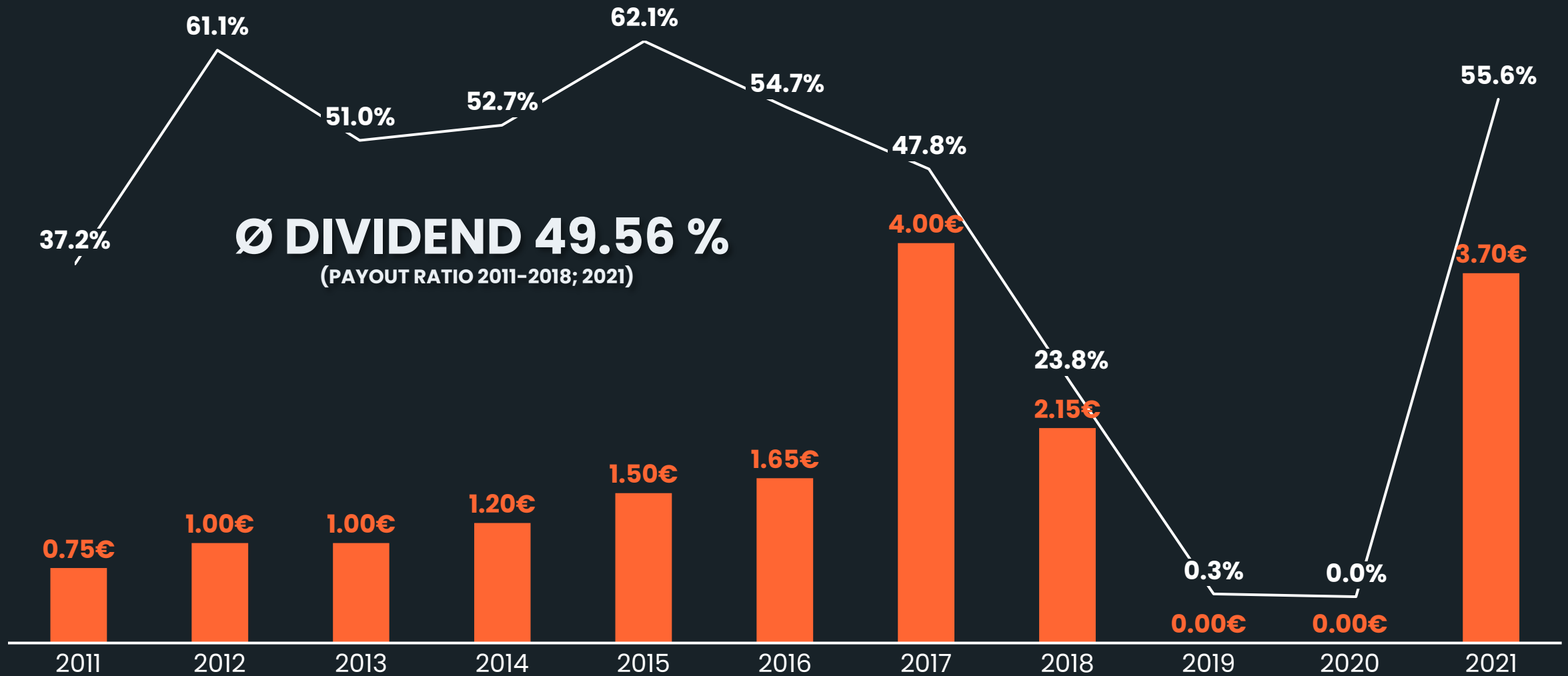
Digitised branch operation & fleet management

SIXT+

RIDE

* The current situation in Ukraine has demanded some adjustments which we were able to overcome. We have been in constant contact with our Ukrainian colleagues to ensure they and their families are safe. Help has been provided wherever needed.

RELIABLE DIVIDEND OVER THE YEARS





2022 OUTLOOK

REVENUE BETWEEN EUR 2.8 BN AND EUR 3.1 BN
EBT BETWEEN EUR 500 M AND EUR 550 M

August and emerging development for September significantly above previous expectations:

- Higher than expected strong demand in Europe & US
- Market price level above the historically high levels of 2021
- USD / EUR development

Updated Forecast based on:

- Current market environment
- Assumption of significant Q4 uncertainties due to impending macro woes in Europe & US



CONTACT DETAILS

SIXT SE
Investor Relations

Zugspitzstrasse 1
82049 Pullach

☎ +49 (0)89 74444 – 5104

✉ investorrelations@sixt.com



Prof. Dr. Kai Andrejewski
CHIEF FINANCIAL
OFFICER



Nicole Schillinger
HEAD OF INVESTOR
RELATIONS



Sophia Patzak
SENIOR PROFESSIONAL
INVESTOR RELATIONS