

Trading Update

Q4 2024 & FY 2024

Disclaimer

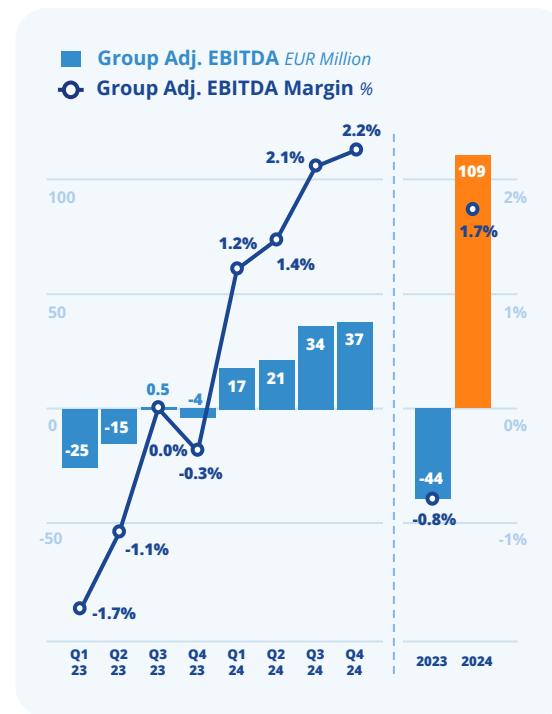
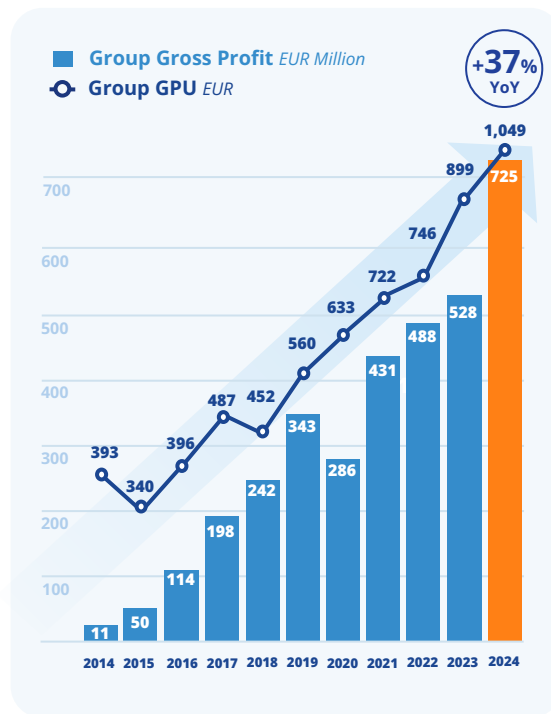
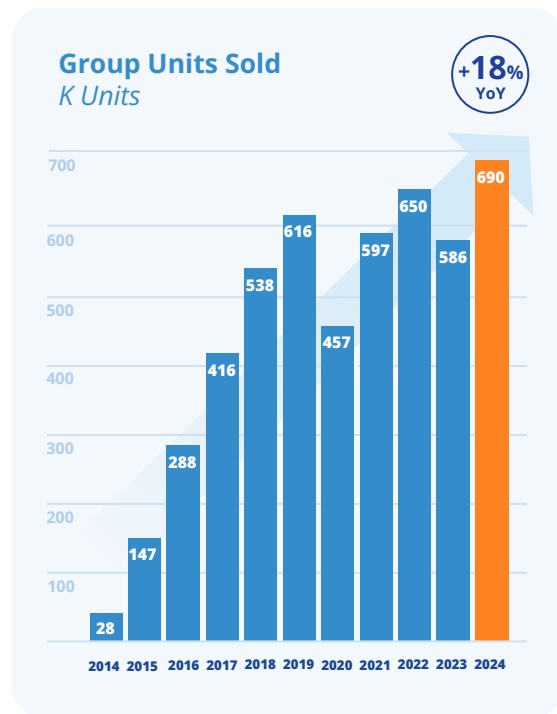
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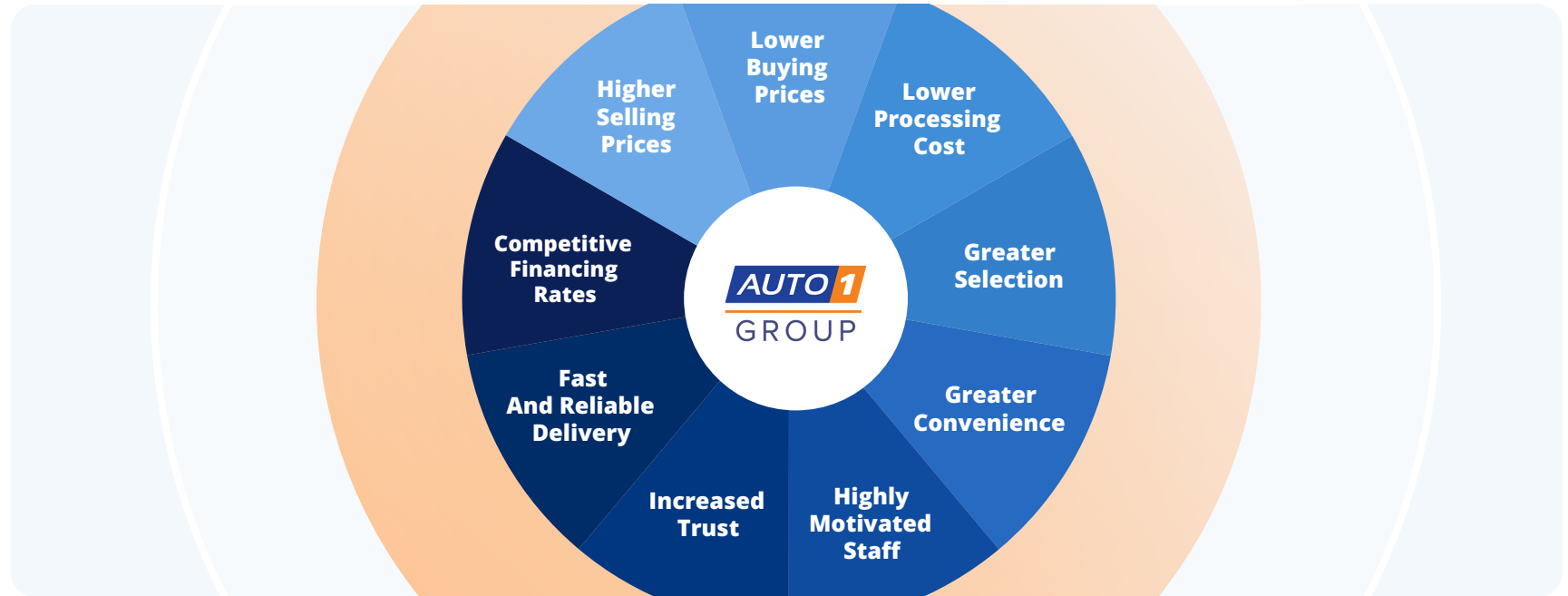
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Highlights

2024 Was a Landmark Year for AUTO1 Group



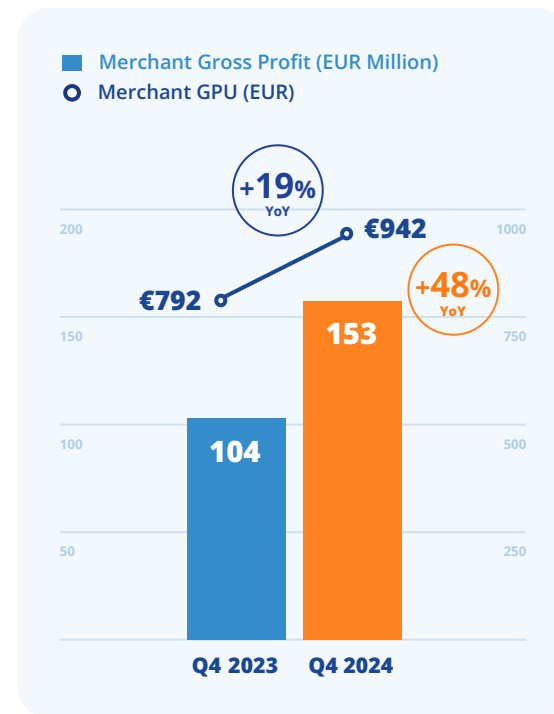
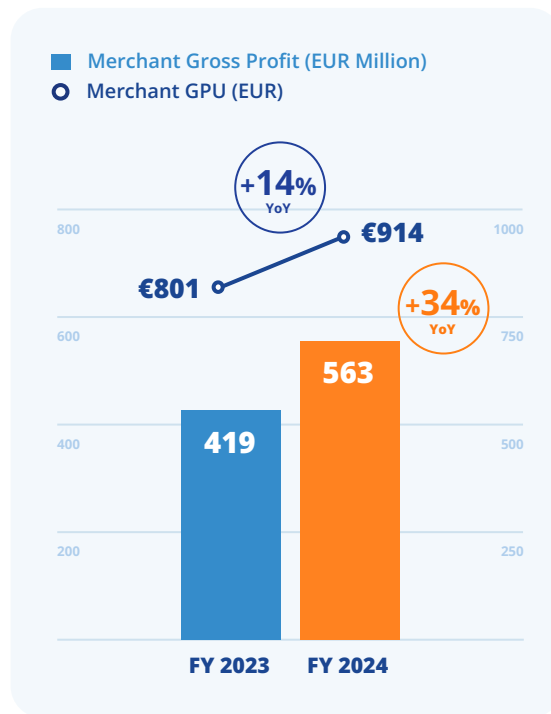
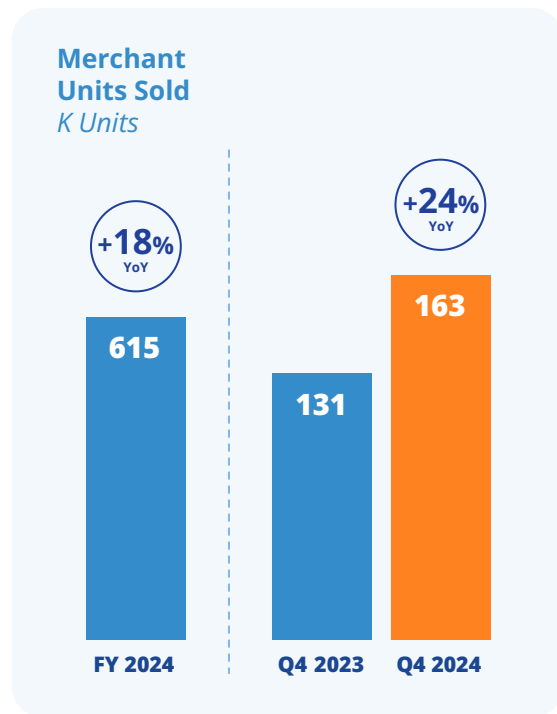
Our Vertically Integrated Business Model Maximizes Value For Our Customers



Merchant Update

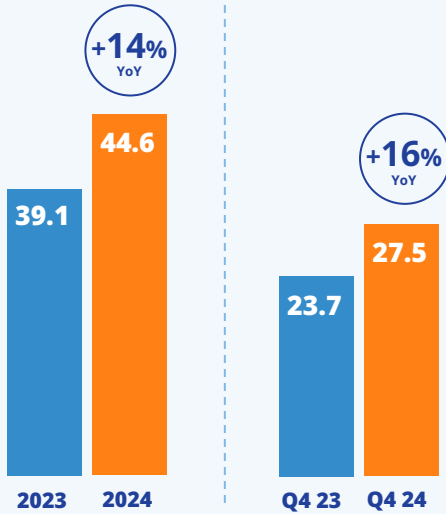


Our Merchant Business Achieves Record Results while Growing Strongly

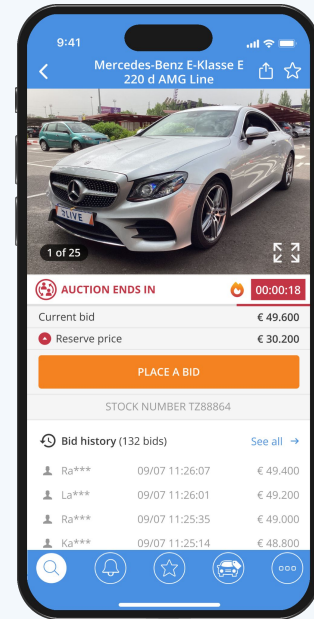
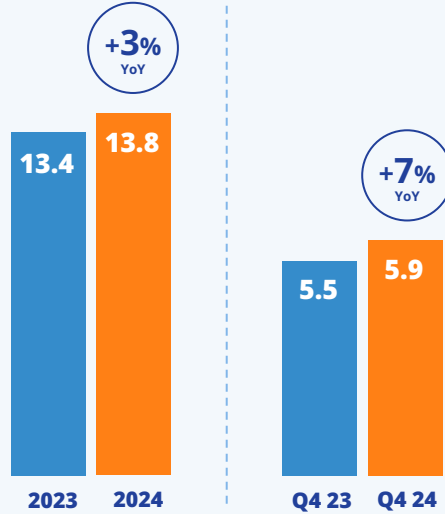


Strongly Increased Demand Generates More Buyers and Bigger Baskets

Buying Merchants on AUTO1.com
Unique Buyers, K



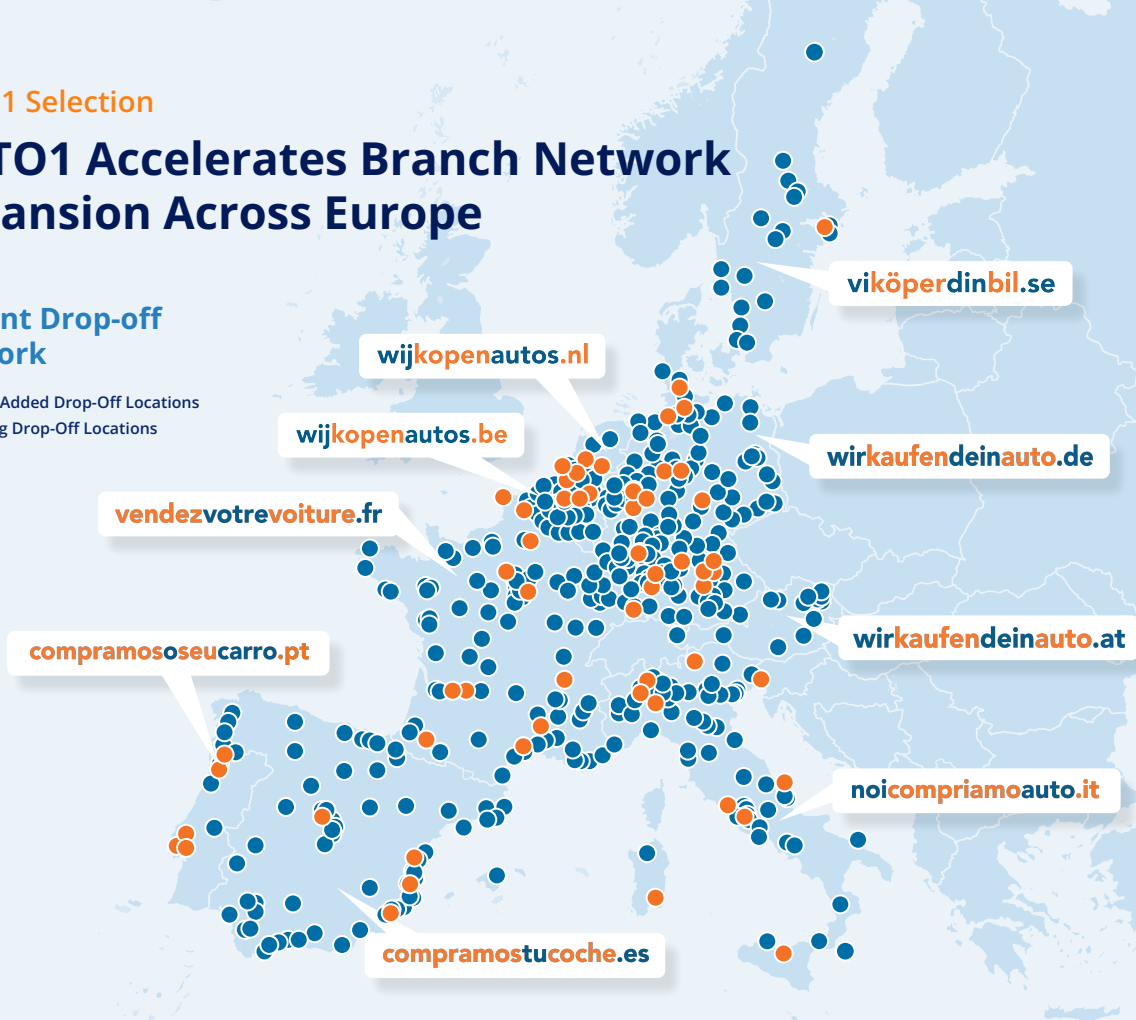
Average Basket
Purchased Cars Per Quarter



AUTO1 Accelerates Branch Network Expansion Across Europe

Current Drop-off Network

- Newly Added Drop-Off Locations
- Existing Drop-Off Locations



Numbers of Branches

Q4 2023 434

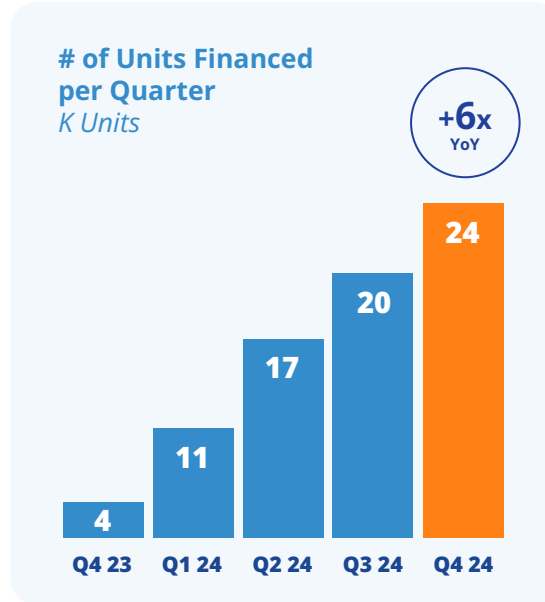
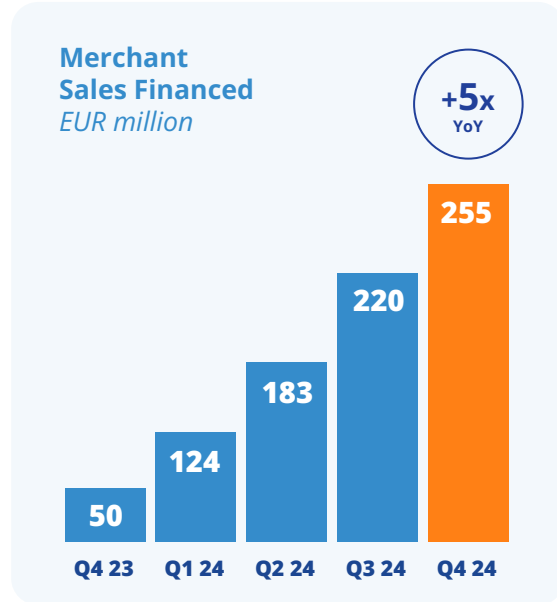
Q3 2024 486

Q4 2024 548

+114 branches added in 2024

2025: Continued Strategic Network Expansion

Auto1 Financing Continues To Grow Strongly In Six Markets



PORTFOLIO BALANCE: **€214 m**

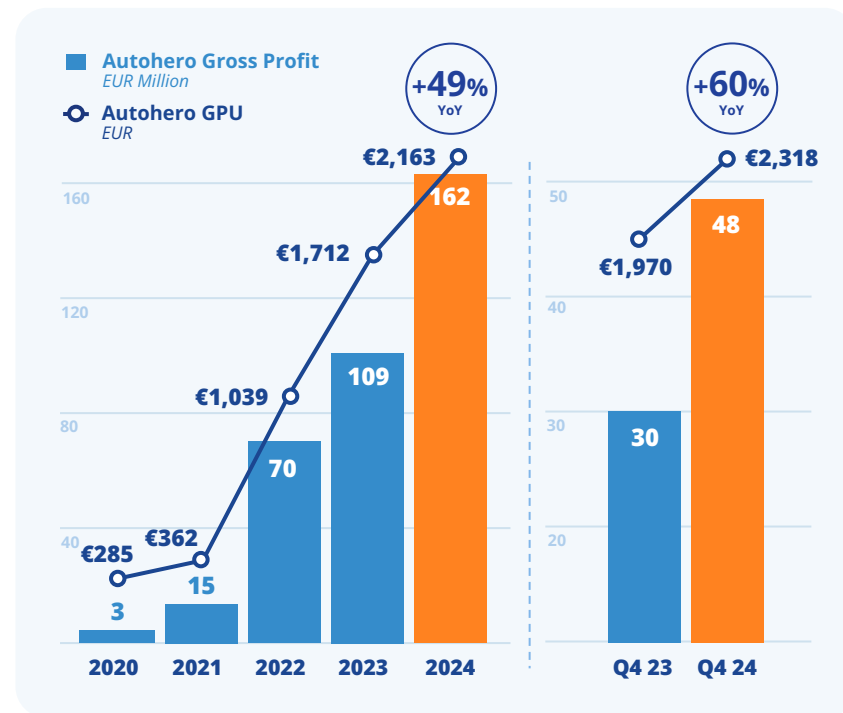
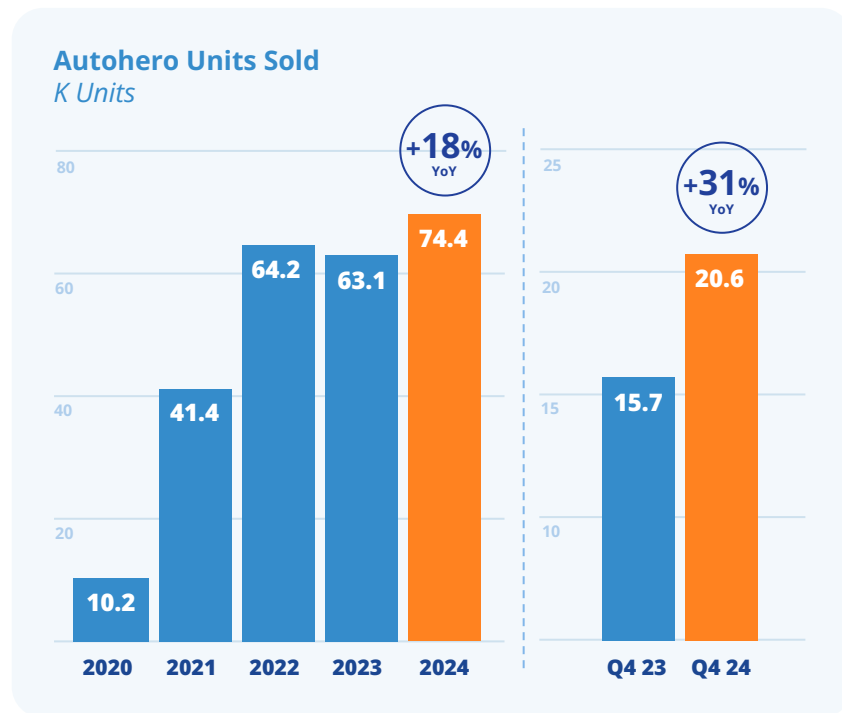
Retail Update

AUTOHERO

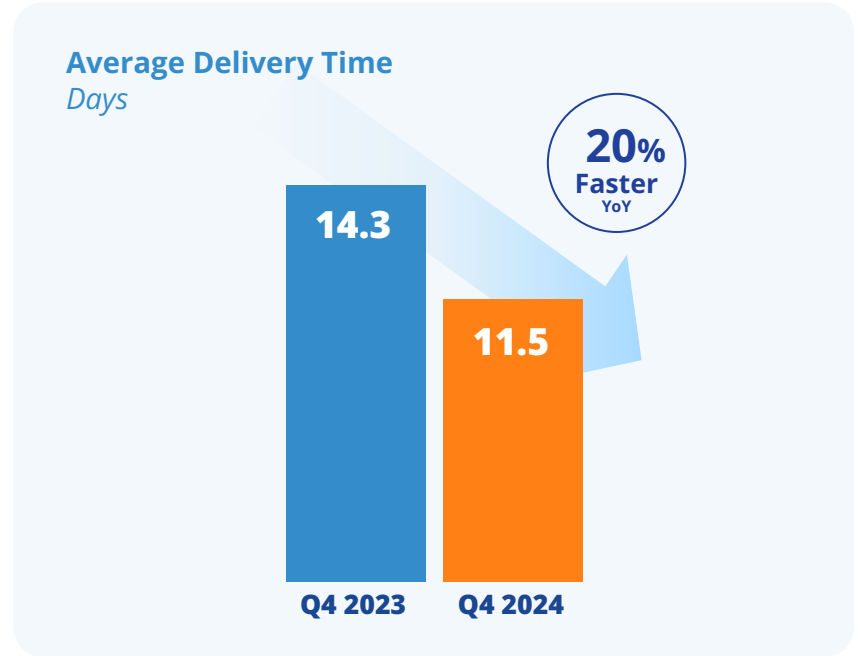
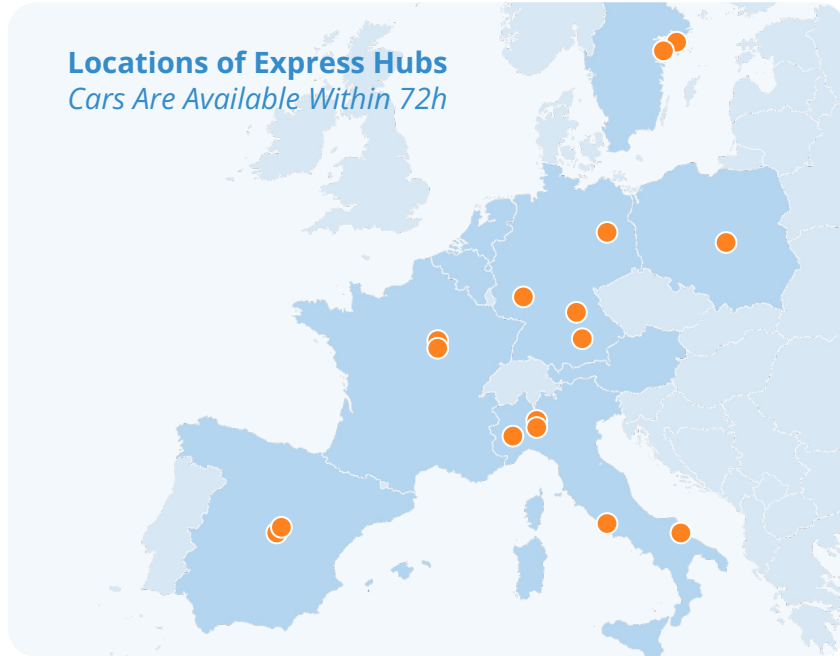
Pick-up Station



Autohero Delivers Record Results Across All Metrics



Rolling Out Express Hubs To Optimize Delivery Speed and Improve Convenience

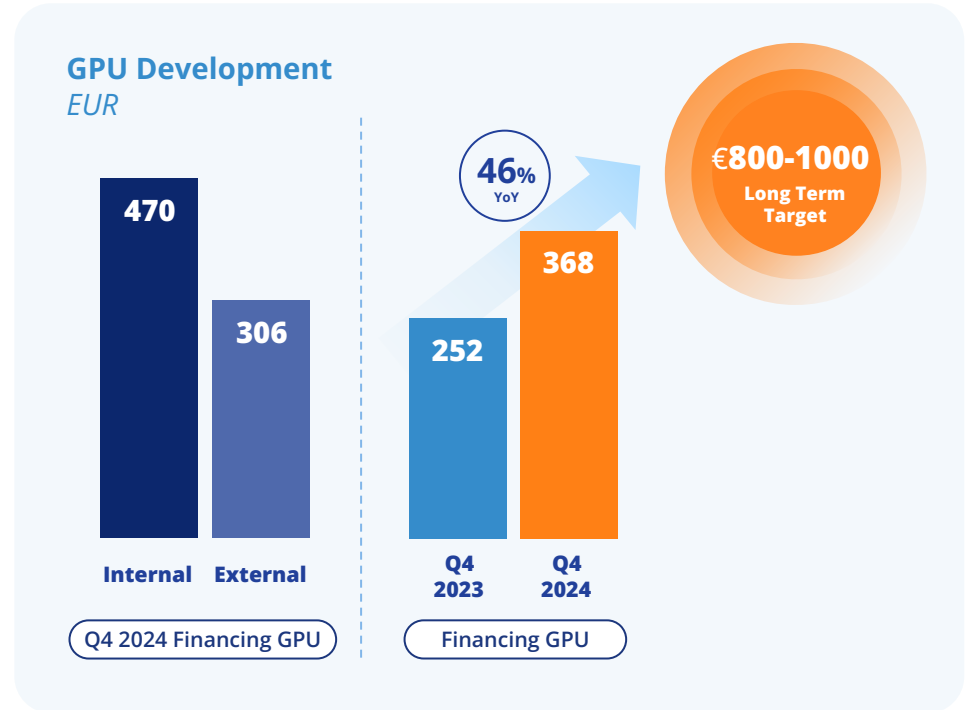


Average delivery time refers to the duration between order verification and the handover to the customer

Consumer Financing Makes Significant Progress Towards Our Long Term Target

5min To Financed Purchase with App

- Offering fully integrated & **Individual In-House Financing** to German and Austrian customers
- Acting as a broker for a panel of banks in all other markets for External Finance with increasing integration and automation



Internal Financing GPU refers to gross profit from financing divided by units sold in DE and AT
 External Financing GPU refers to gross profit from financing divided by units sold in FR, IT, ES, BE, NL, PL and SE

2025 and Beyond

2024 Was An Important Milestone On The Road To Our Long Term Market Share and Margin Targets

2.5%
AUTO1 Market Share Today

10%
L-T AUTO1 Market Share Target

27.7 Million
European Used Car Transactions¹

€700 Billion
European Used Car Market Size²



¹ Consolidated Used Car Transactions of following markets: DE, FR, IT, ES, NL, BE, AT, SE, PT, PL, FI, DK, SK, CZ, EE, LT, LV, HR, RO, HU, BG, UA, GR (where AUTO1 Group is present)
² Source: OC&C, Finaccord, 2019. Used Car Market Size and Dealer Statistic Comprises EU27 and Norway, Switzerland, Ukraine, Albania, Bosnia and Herzegovina, North Macedonia, Republic of Moldova (excluding Bulgaria, Iceland, Cyprus, Malta), European Used Car Market Size incl. B2B and Financing Transactions

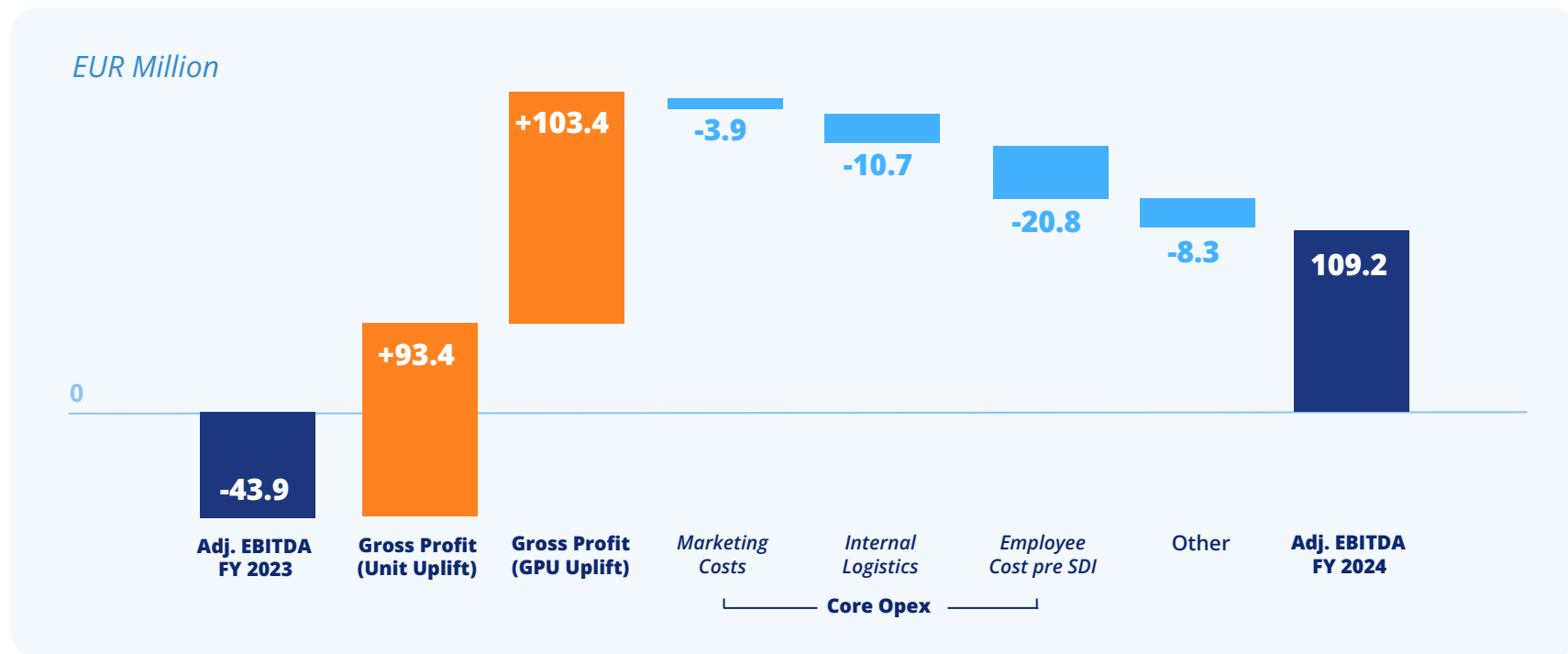
Q4 2024 Financial Figures And FY 2025 Guidance

Q4 & FY 2024 Financial Figures

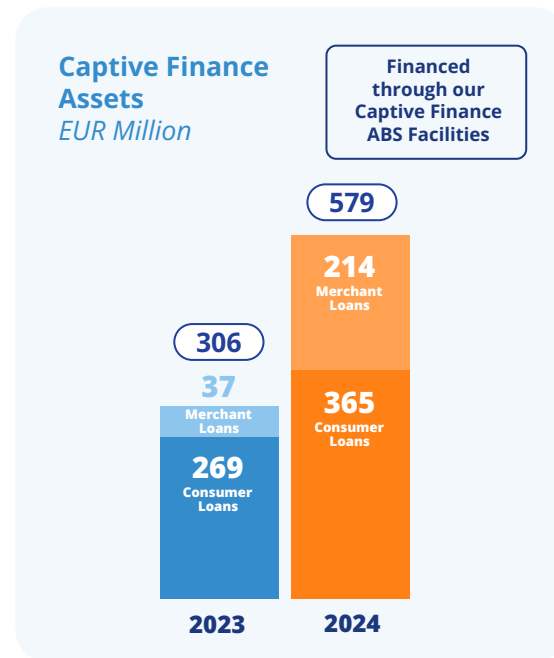
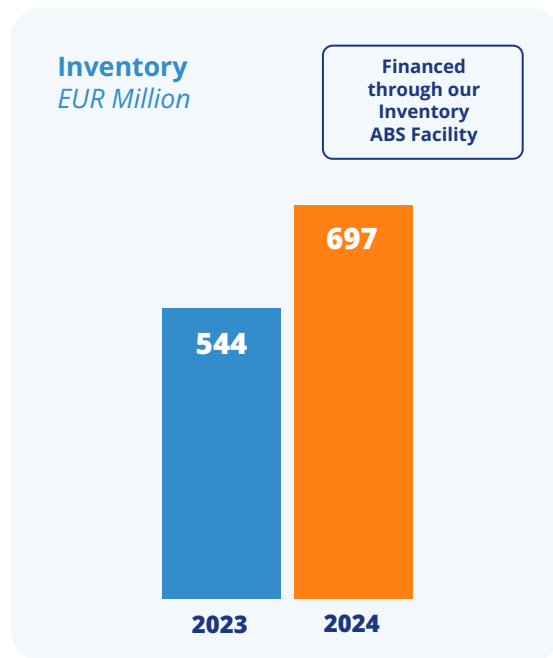
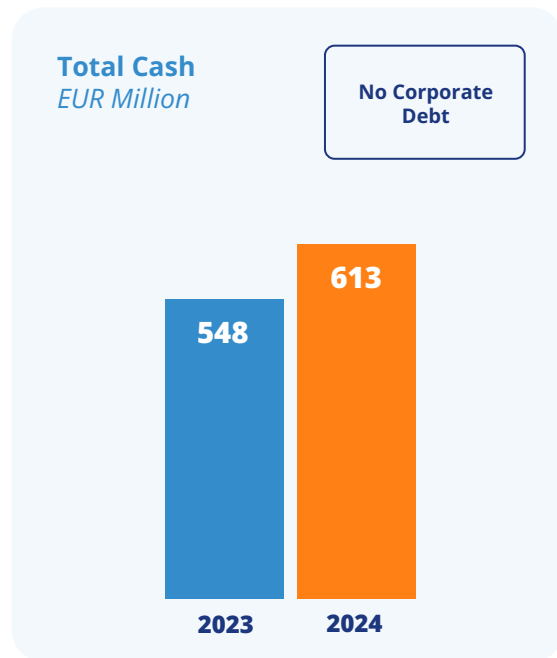
	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	FY 2023	FY 2024	FY YoY
Units Sold	146,667	163,766	166,292	176,632	183,083	24.8%	586,085	689,773	17.7%
Revenue (€m)	1,323.7	1,454.3	1,518.2	1,599.4	1,699.9	28.4%	5,462.8	6,271.9	14.8%
Average Selling Price (€)	9,025	8,881	9,130	9,055	9,285	2.9%	9,321	9,093	(2.4%)
Gross Profit (€m)	133.8	162.9	173.3	187.1	201.3	50.5%	527.9	724.7	37.3%
GPU* (€)	918	993	1,041	1,059	1,096	19.4%	899	1,049	16.6%
Opex (€m)	(138)	(146)	(153)	(153)	(164)	18.7%	(572)	(615)	7.6%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(67.6)</i>	<i>(68.7)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(74.6)</i>	10.4%	<i>(264.4)</i>	<i>(285.2)</i>	7.9%
<i>o/w Marketing Expenses (€m)</i>	<i>(31.5)</i>	<i>(32.8)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(38.0)</i>	20.5%	<i>(137.1)</i>	<i>(141.0)</i>	2.9%
<i>o/w Internal Logistics (€m)</i>	<i>(20.2)</i>	<i>(21.8)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(22.1)</i>	9.1%	<i>(78.0)</i>	<i>(88.7)</i>	13.7%
Adjusted EBITDA (€m)	(4.5)	17.0	20.7	34.3	37.2	n/a	(43.9)	109.2	n/a
<i>Adjusted EBITDA Margin</i>	<i>(0.3%)</i>	<i>1.2%</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.2%</i>	<i>2.5 pp</i>	<i>(0.8%)</i>	<i>1.7%</i>	<i>2.5 pp</i>

*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

2024 Demonstrates Significant Operating Leverage



We Increased Our Cash Position in 2024 and Invested into Inventory for 2025 Sales



2025 Guidance Reflects Our Strong Momentum

Unit Guidance

Units Group **735-795k**

Units Merchant **650-700k**

Units Autohero **85-95k**

Financial Guidance

Gross Profit **EUR 800-875m**

Adj. EBITDA **EUR 135-165m**

Appendix

Our Investment Case



Vast Market Opportunity
In A Fragmented European
Used Car Market



Unique Business Model To
Gain Market Share
And **Drive Margins**



Leading Technology And
Data Platform



Strong Brands Drive
Superior Demand

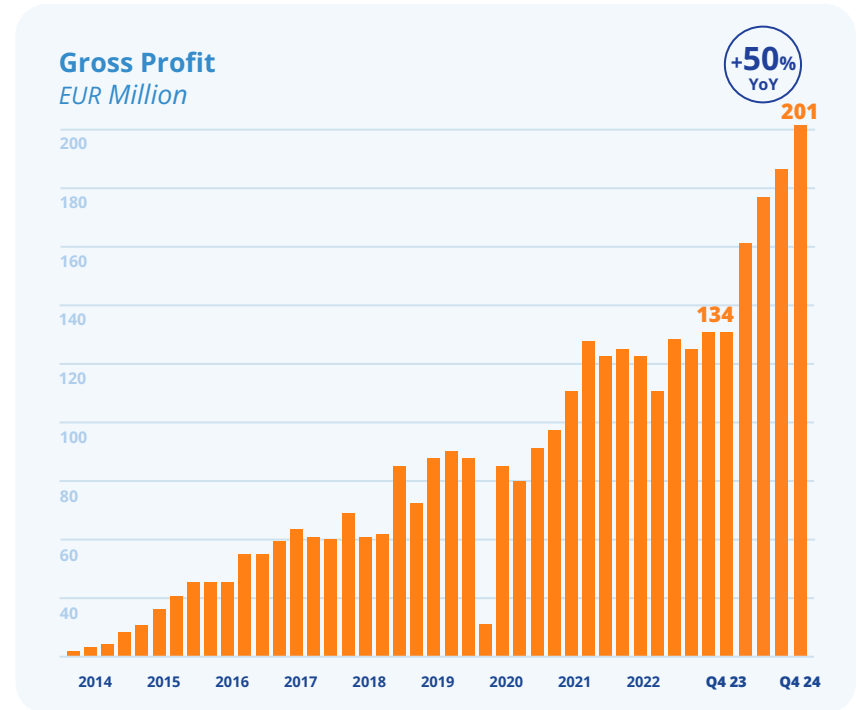
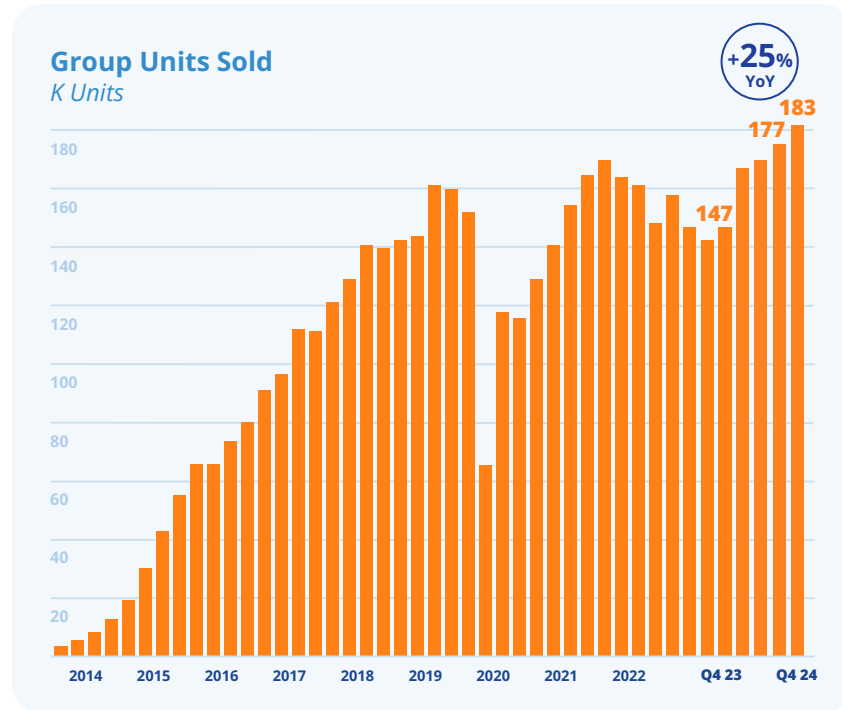


Autohero
Accelerating Towards
Market Leadership



Merchant And **Consumer**
Financing Reinforce
Growth And **Profitability**

Consistent Growth Trajectory Since Foundation






Our C2B Products Generate Superior Value For Our Selling Customers

Our Brand Promises

- Hassle free and fast online car appraisal
- Optimal prices based on Pan-European demand aggregation
- Convenient drop-off locations
- Immediate payment to our customers
- Seamless deregistration

90%
Of All Cars AI-Priced

Brand Recognition *by country*

			Brand Awareness	Trustpilot Score
wirkaufendeinauto.de		DE	61%	4.3
vendezvotrevoiture.fr		FR	49%	4.5
noicompriamoauto.it		IT	66%	4.3
compramostucoche.es		ES	63%	4.3
wijkopenautos.nl		NL	52%	4.0
viköperdinbil.se		SE	57%	4.4
wijkopenautos.be		BE	51%	4.4
wirkaufendeinauto.at		AT	58%	4.6

AUTO1.com is the Most Compelling Sourcing Channel for Our Partners



THE #1 PLATFORM FOR DEALERS



Superb Selection

- >30,000 Cars in Stock
- Cars Immediately Available
- Uniform quality standards
- Most diverse inventory selection
- Pan-European coverage



Easy Purchasing

- Dedicated sales support
- AI-based Recommendation Tools
- 24/7 Purchasing Experience
- Premium Return Right
- Bidding, Payment and Logistics fully integrated



End-to-end Fulfillment

- Delivery across Europe at competitive prices
- AUTO1 as Single Counterparty
- Effortless Document and Administration Handling



Buy Now, Pay Later

- Convenient and Seamless Merchant Financing for up to 180 days
- Financing solution funds 100% of Purchase Price

Autohero Strengthens Its Footprint Across Europe By Offering An Outstanding Product To Customers

AUTOHERO**A TRUSTED BRAND****Selection**

- Large Multi Brand Selection of Immediately Available Inventory (>16K cars)
- Detailed and Uniform Car Profiles

**Convenience**

- Highest Transparency Standards backed by In-house Refurbishment
- Standard 1 Year Warranty
- Return Guarantee
- Value-added Services (incl. Premium Warranty, Trade-in, GAP/PPI Insurance, Spare Tires, etc)

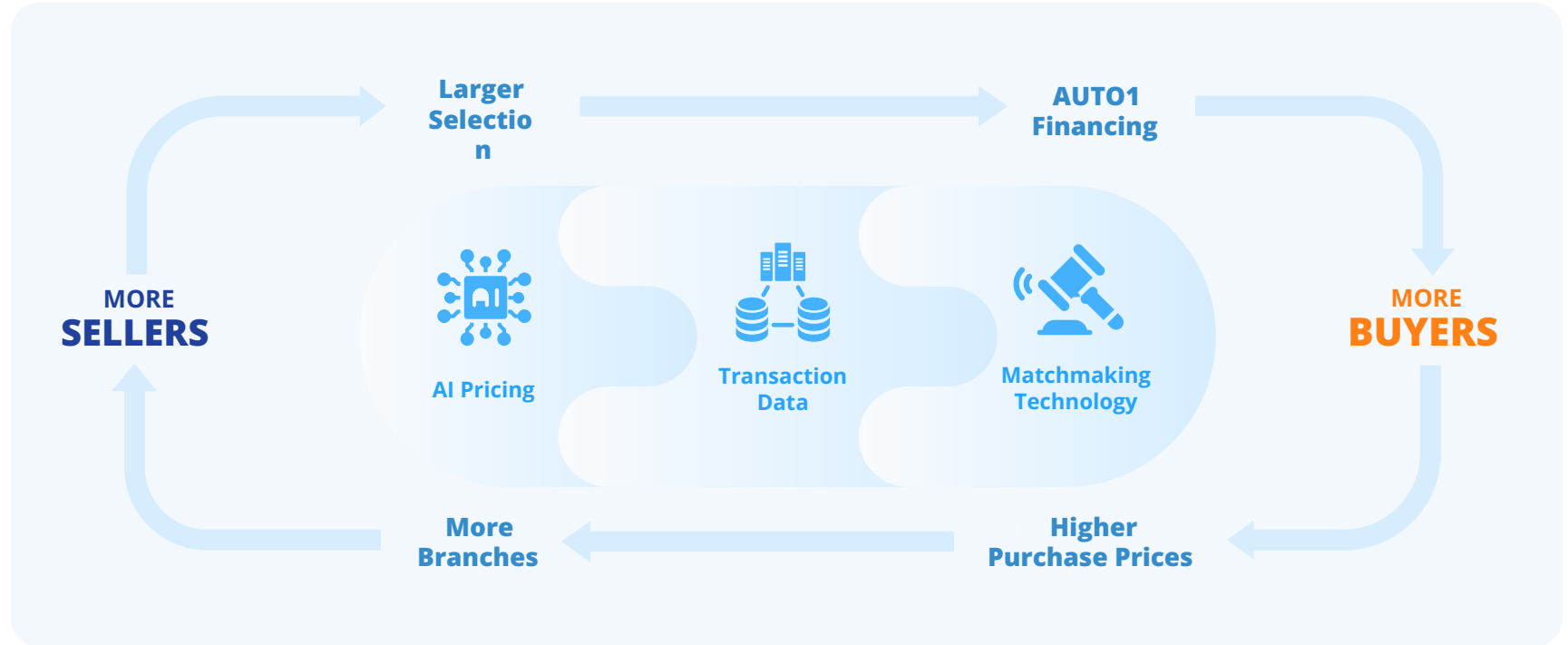
**Price**

- Hassle Free Car Pricing
- Pay on Delivery Option
- Convenient and Integrated Consumer Financing

**Delivery**

- Convenient pick-up Locations
- Delivery from 48 h for Selected Inventory
- Unique Last-mile Delivery Experience Option

Our Flywheel Is In Full Effect And Continues To Drive Future Growth



Segment: Merchant (AUTO1.com)

	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	Q4 QoQ	FY 2023	FY 2024	FY 2024 YoY
Units Sold	130,922	146,625	148,598	157,582	162,530	24.1%	3.1%	523,019	615,335	17.7%
<i>Thereof C2B</i>	115,892	132,516	134,648	143,744	147,548	27.3%	2.6%	457,885	558,456	22.0%
<i>Thereof Remarketing</i>	15,030	14,109	13,950	13,838	14,982	(0.3%)	8.3%	65,134	56,879	(12.7%)
Revenue (€m)	1,069.8	1,177.9	1,228.2	1,284.2	1,347.5	26.0%	4.9%	4,464.0	5,037.8	12.9%
<i>Thereof C2B (€m)</i>	913.2	1,030.9	1,086.2	1,134.5	1,190.3	30.3%	4.1%	3,830.6	4,450.8	16.2%
<i>Thereof Remarketing (€m)</i>	156.6	147.0	142.0	140.8	157.1	0.4%	11.6%	633.4	587.0	(7.3%)
Average Selling Price (€)	8,171	8,034	8,265	8,150	8,290	1.5%	1.7%	8,535	8,187	(4.1%)
<i>Thereof C2B (€)</i>	7,880	7,780	8,067	7,955	8,067	2.4%	1.4%	8,366	7,970	(4.7%)
<i>Thereof Remarketing (€)</i>	10,416	10,420	10,182	10,174	10,489	0.7%	3.1%	9,724	10,320	6.1%
Gross Profit (€m)	103.7	129.1	136.4	144.0	153.1	47.7%	6.3%	419.2	562.6	34.2%
GPU (€)	792	881	918	914	942	19.0%	3.1%	801	914	14.1%

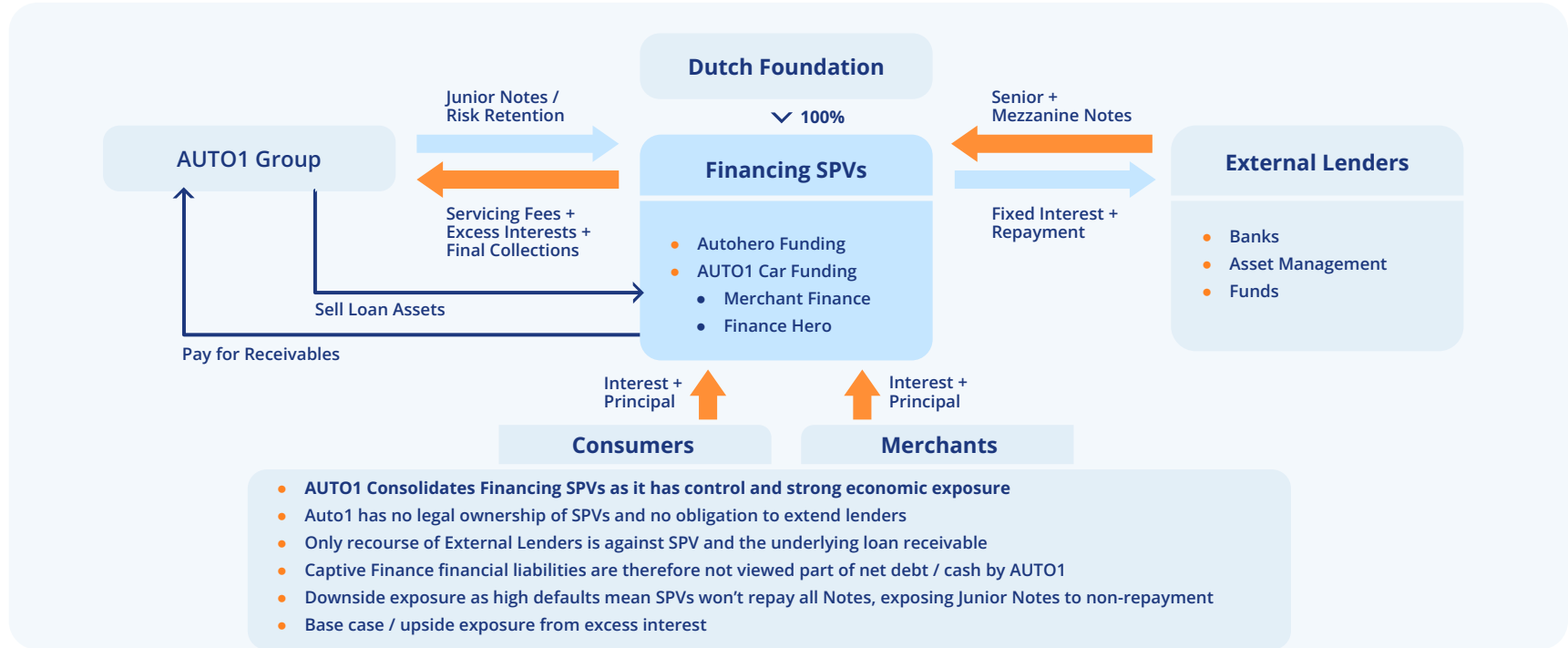
Differences may exist due to rounding

Segment: Retail (Autohero)

	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	Q4 QoQ	FY 2023	FY 2024	FY 2024 YoY
Units Sold	15,745	17,141	17,694	19,050	20,553	30.5%	7.9%	63,066	74,438	18.0%
Revenue (€m)	254.0	276.4	290.0	315.2	352.5	38.8%	11.8%	998.9	1,234.1	23.5%
Average Selling Price (€)	16,129	16,125	16,392	16,545	17,150	6.3%	3.7%	15,839	16,579	4.7%
Gross Profit (€m)	30.1	33.8	36.9	43.1	48.2	60.2%	11.9%	108.7	162.1	49.1%
GPU* (€)	1,970	1,956	2,077	2,263	2,318	17.6%	2.4%	1,712	2,163	26.4%

*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

Captive Finance Non-Recourse Funding



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Pictures and Charts

AUTOHERO

CAT
CAR AUDIT TECHNOLOGY
ASSISTANT



AUTO1 Car Audit Technology - AI Damage Detection



AUTOHERO

Pick-up Station

Autohero Pick-up Station



500th Branch Opening of C2B Network