



# SIXT SE Q3 RESULTS INVESTOR PRESENTATION

11 NOVEMBER 2021

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A hand holding a heart-shaped medal against a starry background. The hand is positioned in the upper center, with the thumb and index finger gripping the medal. The medal is heart-shaped and appears to be made of a dark metal, possibly bronze or silver, with some inscriptions that are not clearly legible. The hand is wearing a red and white striped sleeve. The background is a warm, golden-yellow gradient with numerous small, white, star-like specks scattered throughout, creating a sense of depth and light. The overall composition is centered and balanced, with the hand and medal as the primary focus.

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# QUARTERLY HIGHLIGHTS

Q 3 / 2 1

# Q3/21 RESULTS: OUT OF THE TUNNEL, FULL SPEED TO NEW RECORD LEVELS



## EBT

EUR 253.2m (+284% vs. Q3/20; +73% vs. Q3/19)



## GROUP REVENUE

EUR 799.0m (+73% vs. Q3/20; +2% vs. Q3/19)



## CORPORATE EBITDA MOBILITY

EUR 288.3m (+196% vs. Q3/20; +66% vs. Q3/19)



## NET INCOME

EUR 197.4m (+483% vs. Q3/20<sup>1</sup>; +80% vs. Q3/19<sup>1</sup>)



## RENTAL ASSETS

EUR 3.2bn (+45% vs. Q4/20)



## EQUITY RATIO

35.0% (+3.5pp vs. Q4/20)







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# BUSINESS UPDATE

# Q3/21 BEST OPERATING RESULT EVER IN A QUARTER – FY RESULT LIKELY TO SURPASS RECORD YEAR 2019

- **Continued Internationalisation and Digitisation Strategy** during the crisis has paid off
- EBT nearly **75% above pre Corona levels**
- Segment **Europe with c. 50% contribution** to operating revenue and Corporate EBITDA each
- **Growth engine United States:** Corporate EBITDA increased fivefold vs. pre Corona levels
- Favourable booking trend so far in Q4 – **Confirmation of FY revenue and profit guidance\***

\*FY 2021 Forecast: Consolidated operating revenue of EUR 2.10 – 2.30bn and Group EBT of EUR 390m – EUR 450m



# STRONG RECOVERY IN DEMAND GIVEN URGE OF PEOPLE TO TRAVEL – OPPORTUNITIES OUTWEIGHING CHALLENGES





# SIXT'S BUSINESS MODEL: SCALABLE, VARIABLE, FINANCIALLY SOLID, DIVERSIFIED

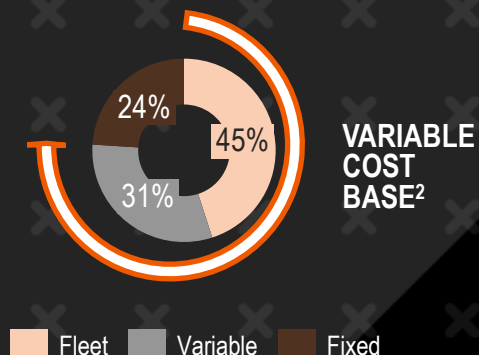


## PLATFORM SCALABILITY

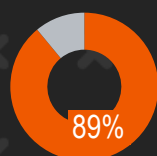


~80% of our cost base is variable as we can extend or shorten holding periods for part of our fleet vehicles

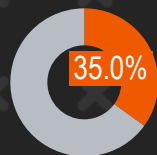
## VARIABILITY



## FINANCIALLY SOLID



Buyback ratio<sup>1</sup>



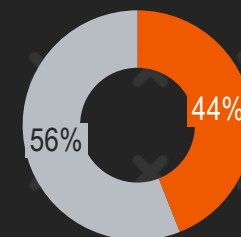
Equity ratio



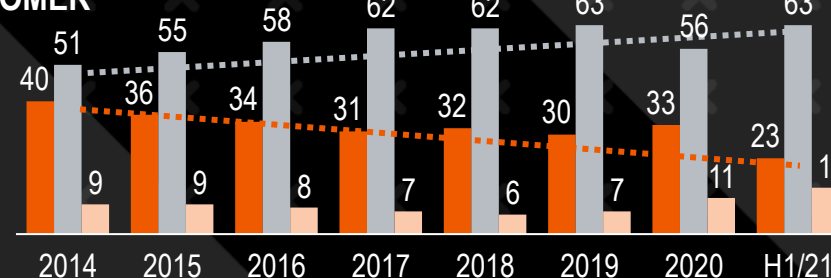
Net Financial Debt used for fleet assets

## DIVERSIFIED

REVENUE SPLIT<sup>2</sup> [%]



CUSTOMER MIX<sup>2</sup> [%]



<sup>1</sup>Share of Buyback agreements with OEMs including operating leases as of Q3/21; <sup>2</sup>As of H1/21

Sources: Group Q3 Statement 2021, Group Interim Report as at 30 June 2021, Annual Report 2020 and previous years, Company Data



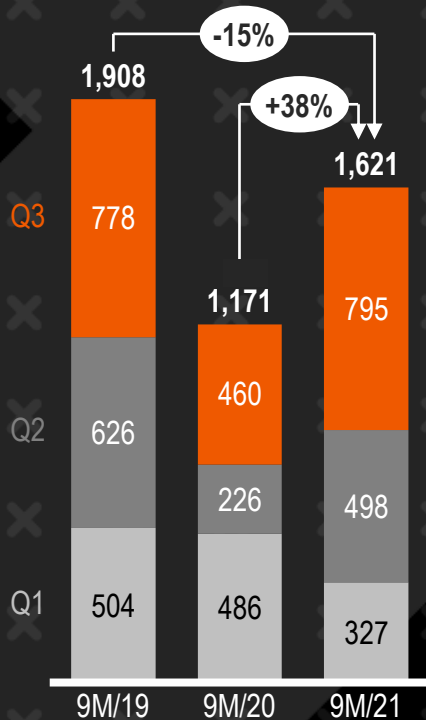
A black and white photograph of several male sprinters in mid-stride on a track. The central runner is wearing a jersey with 'UTAH' and the number '10'. To his right, another runner's jersey has 'UTAH' visible. In the foreground right, a runner's jersey has the number '1'. The background shows other competitors and spectators.

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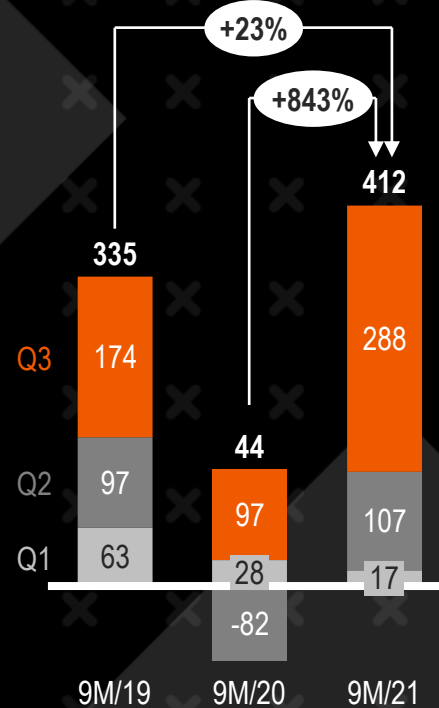
**Q3/21 RESULTS IN DETAIL**

# Q3/21 & 9M/21 UPDATE: ELEVATED MARGINS REAPING THE BENEFITS OF STRONG DEMAND AND STILL UNDER-PROPORTIONAL COST BASE

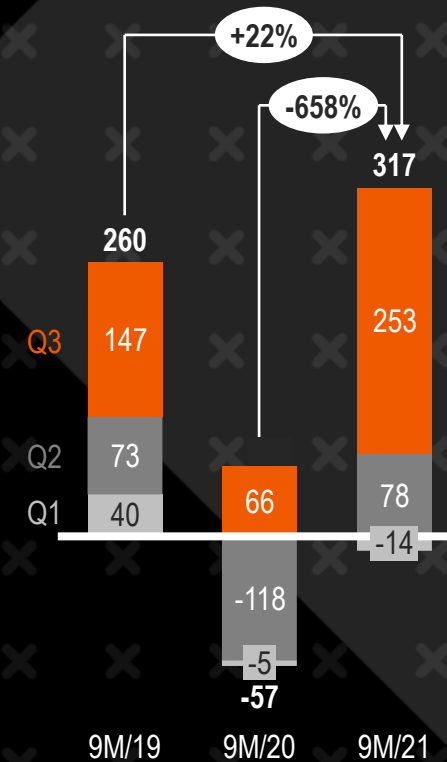
OPERATING  
REVENUE [EURm]



MOBILITY BUS. UNIT  
CORPORATE EBITDA [EURm]



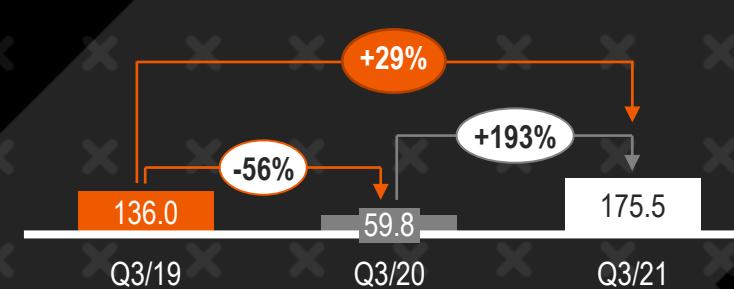
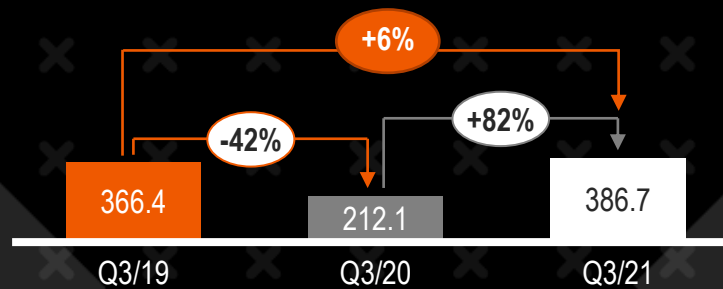
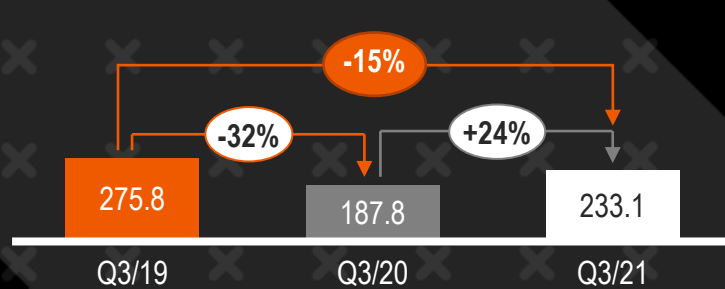
GROUP EBT [EURm]



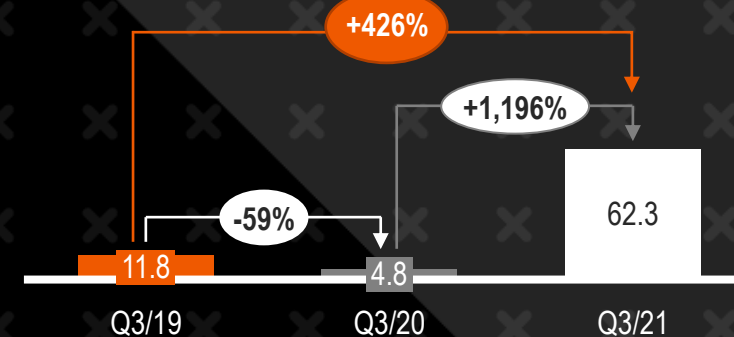
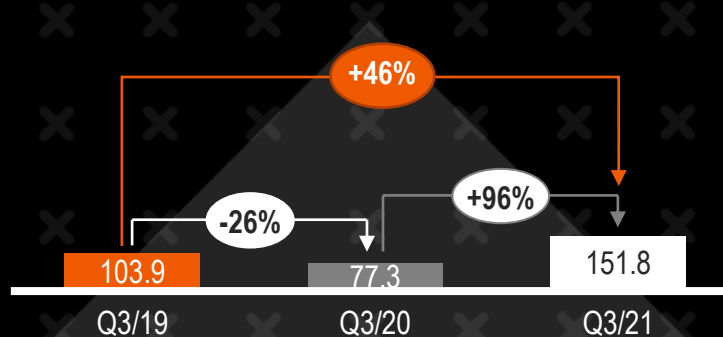
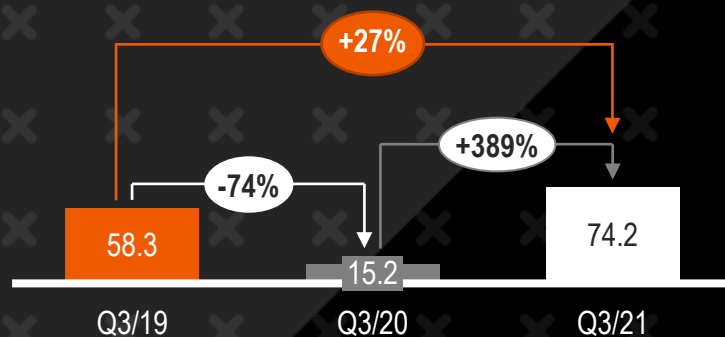


# Q3/21 SEGMENT UPDATE: EUROPE JOINED THE US IN DRIVING THE OUTPERFORMANCE

## OPERATING REVENUE<sup>1</sup> [EURm]



## CORPORATE EBITDA [EURm]



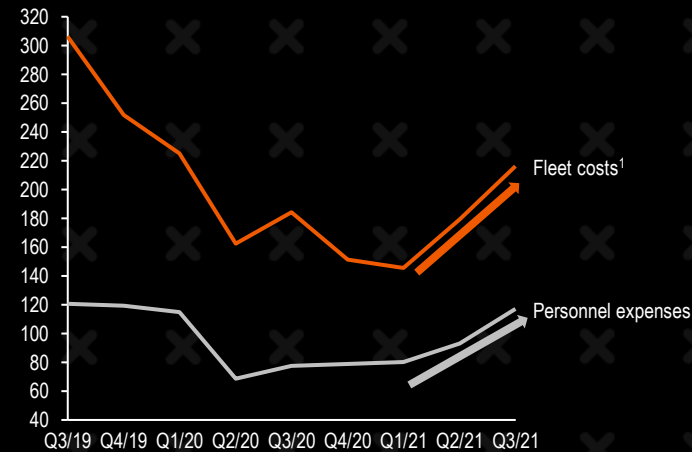
<sup>1</sup>Share of Group operating revenue generated in the respective regional segments (Germany, Europe (excl. Germany) and North America)

# WACHSTUMSWILLE: BACK TO GROWTH PATH AFTER LEAVING CRISIS BEHIND

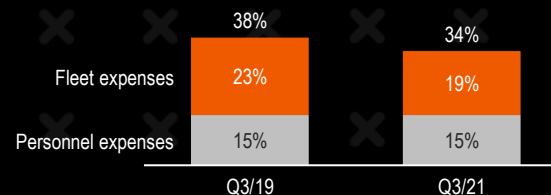
## STRATEGIC INVESTMENTS

- **Branch network** growth, esp. in the **USA** and **Italy**
- Growth of **Van & Truck** business
- Scaling of **Subscription** offering
- **High IT investments** to create a frictionless premium digital rental experience
- **Premium appearance** of branches
- Expansion of **electric charging network**
- **Further workforce expansion**

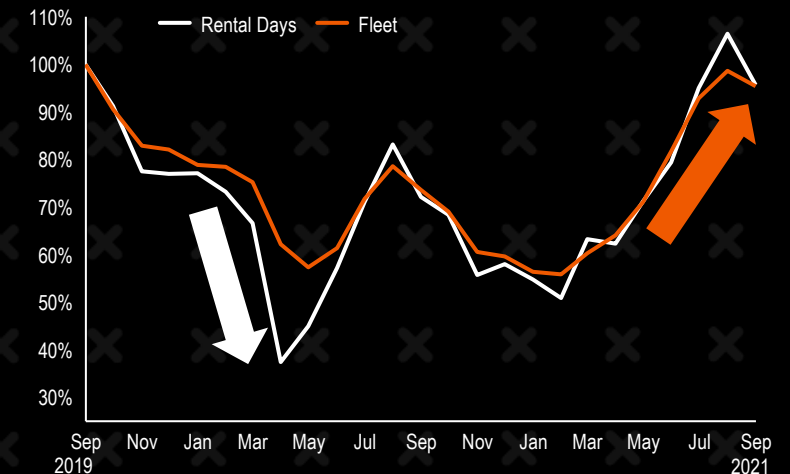
## EXPENSES REBOUNDED WITH BUSINESS VOLUME [EURm]



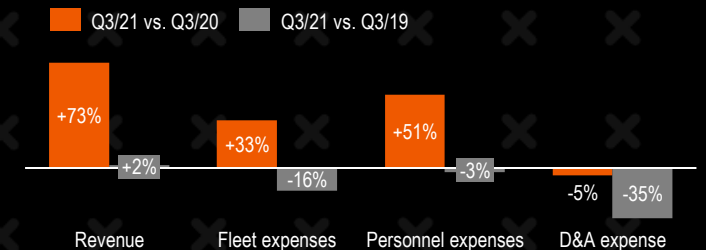
## FLEET AND PERSONNEL EXPENSES AS % OF REVENUE



## FLEET LEVEL DURING COVID-19 PANDEMIC 2019-2021 [indexed]



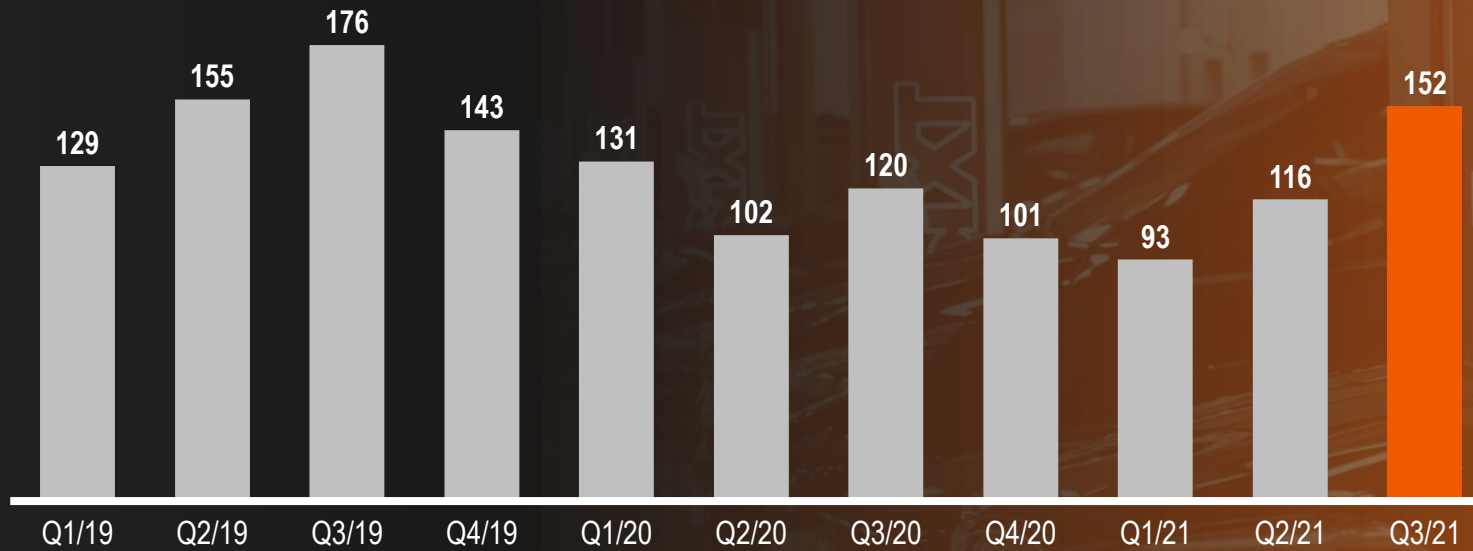
## MARGIN DRIVERS IN Q3/21





# SUCCESSFUL FLEET ADJUSTMENT DESPITE CHALLENGES DUE TO SHORTAGE OF NEW VEHICLES

Q3/21 AVERAGE **~152,000** VEHICLES INTERNATIONALLY



AVERAGE FLEET SIZE PER QUARTER [thousand]



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# OUTLOOK



# OUTLOOK 2021: REAPING THE BENEFITS OF OUR STRATEGIC INVESTMENTS - RECORD PROFIT AHEAD

## FY 2021 FORECAST<sup>1</sup>

CONSOLIDATED  
OPERATING REVENUE

EUR 2.10 – 2.30bn

GROUP EBT

EUR 390 – 450m

## CAVEAT

- Volatile market environment, difficult to predict how demand will develop
- Uncertainty regarding extent and duration of supply bottlenecks and the resulting impact on vehicle availability as well as market price developments

# BUSINESS STRATEGY: CONTINUED COMMITMENT TO GROWTH AREAS



## DIGITAL RENTAL

Fully digital and contactless rental experience

- Seamless digital rental and check-out experience
- Continuous improvement of reservation flow in web and app
- AI based pricing and fleet management
- Lower costs through digitisation of branches & rental processes



## USA

Further airport and downtown expansion, entering corporate segment

Looking back – 2021:

- Organisational adjustments to enable scalability and prepare for future growth
- Significant rise in AP market share
- 26 of the top 30 AP

Looking ahead:

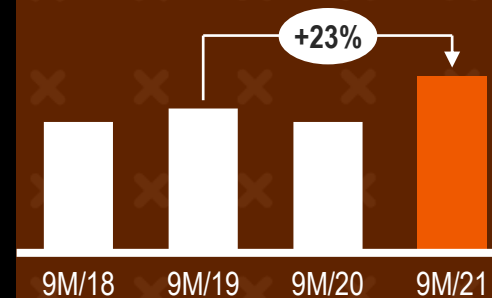
- Growth opportunities: AP, DT, and corporate segment
- Market share gains once travel bans are fully lifted
- Higher share of risk cars



## VAN & TRUCK

Significant market potential in a highly fragmented USD > 10bn market

Sales significantly ahead pre-pandemic level:



# SIXT+

## SUBSCRIPTION

Expansion to additional customer groups

Innovative products that account for



Pay as you use for generation Z employees and private clients



Cost Control



Sustainability



Mobility based on needs



Digitisation



# INTEGRAL PARTS OF SIXT'S STRATEGIC VISION: ELECTRIC FLEET & INFRASTRUCTURE / AUTONOMOUS DRIVING

## CHARGING INFRASTRUCTURE





- Sixt is planning to equip all relevant branches with an own charging infrastructure in line with its share of e-vehicles in its fleet
- Investment of EUR 50m over the next years
- Roll-out has started

## ENHANCED ELECTRIFIED FLEET IN 2022



**Electrified fleet  
(BEV & Hybrid)**

## AUTONOMOUS DRIVING @ SIXT

- Technology partner of Sixt:  
- Start: second half of 2022
- Operating area: Munich (incl. Airport)
- Vehicle type: Nio ES8
- AV-Level: Level 4
- Fleet Size: Starting with ca. 25 and up to 100 vehicles within the first 3 years
- Bookable via the Sixt App

Alexander Sixt: *"This strategic collaboration is the next step in expanding our integrated mobility platform ONE and underlines our company's evolution towards becoming the industry's leading provider of innovative and digital premium mobility"*







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