

ALLANE SE

Q2 2023 Update

24 August 2023

allane mobility group



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01 KPIs and Highlights Q2 2023

02 Financials H1 2023

03 Outlook

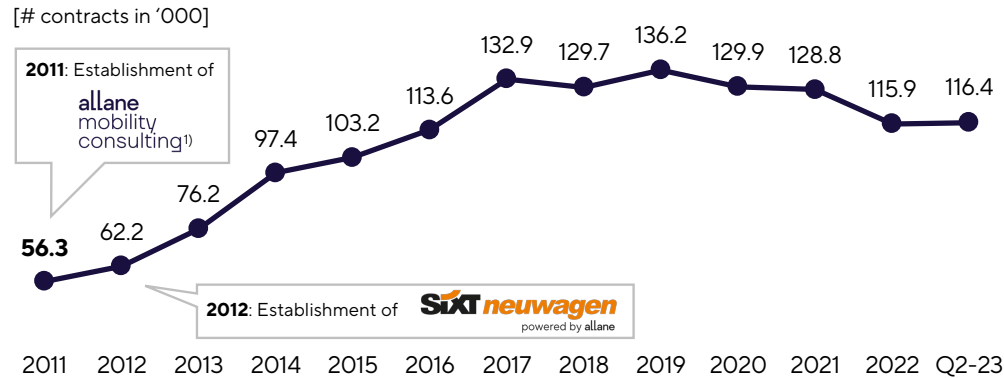
04 Appendix



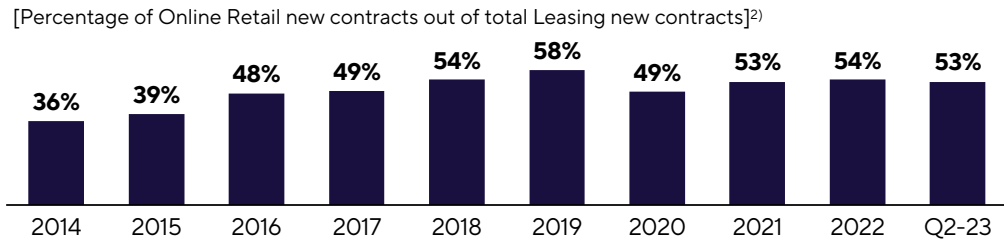
01 KPIs and Highlights Q2 2023

Allane Mobility Group's contract portfolio end of Q2 2023 with 116,400 contracts, 0.5% above December 2022

STRONG CONTRACT GROWTH SINCE 2011

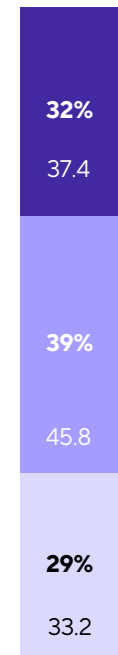


ONLINE SHARE IN NEW BUSINESS



1) Founded as Sixt Mobility Consulting
 2) Excluding 1&1/Peugeot campaign in 2017
 3) Due to rounding it is possible that selected figures do not add up to the overall amount recorded
 4) Retail Leasing includes Online Retail & Captive Leasing

WELL DIVERSIFIED CONTRACT PORTFOLIO³⁾



Portfolio Q2-23
 [# contracts in '000]

SIXT newwagen - Retail Leasing⁴⁾ powered by allane

- Private and commercial customers
- Classic leasing and vario-financing + services
- One-stop online shop with ~35 brands at choice

allane mobility consulting - Fleet Management

- Mid-sized and large corporates
- Fleet management and consulting
- Optimisation of total cost of ownership

allane fleet - Fleet Leasing

- SMEs + large corporates
- Full-service leasing
- Optimisation of total cost of ownership

Business development Q2 2023 – Operating revenue down 0.7%, EBT at previous year's level

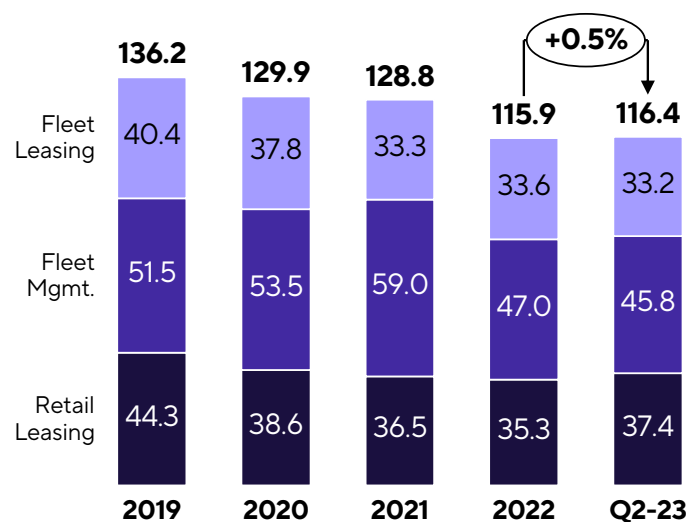
	Q2 2023	Q4 2022	Change
Group contract portfolio¹⁾	116,400	115,900	0.5%
▪ Retail Leasing	37,400	35,300	6.1%
▪ Fleet Management	45,800	47,000	-2.6%
▪ Fleet Leasing	33,200	33,600	-1.0%
Financials	H1 2023	H1 2022	Change
Operating revenue	EUR 192.0m	EUR 193.3m	-0.7%
EBITDA	EUR 98.5m	EUR 92.9m	6.1%
EBT	EUR 6.9m	EUR 6.9m	-0.1%
Operating return on revenue	3.6%	3.6%	0.0 pp
Equity ratio	18.2%	19.3%	-1.1 pp

1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded

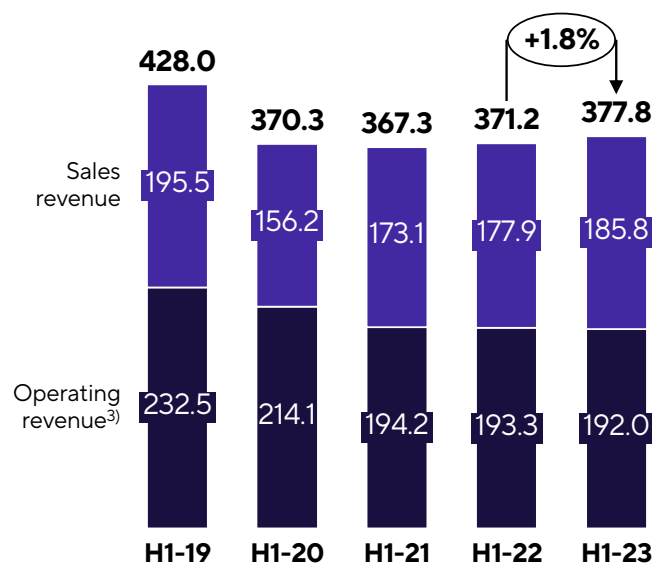
02 Financials H1 2023

EBT with EUR 6.9m at previous year's level, burdened by higher refinancing costs resulting from increased interest rates

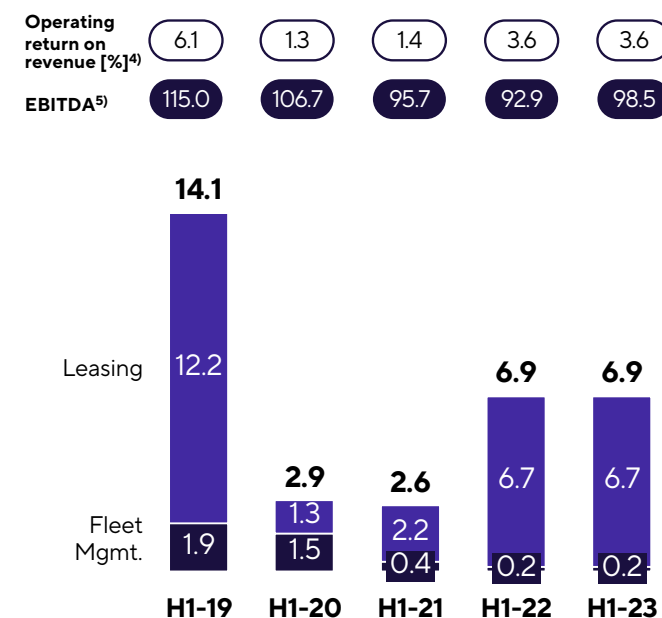
CONTRACT PORTFOLIO [‘000]²⁾



REVENUE [EUR m]



EBT [EUR m]



1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded

2) Including leasing contracts, fleet management contracts, service contracts and order book (contracts for which the leased vehicle has not yet been delivered to the customer)

3) The sum of leasing revenue (i.e. the finance rate, being the financing portion, consisting of interest and depreciation, of the agreed lease instalment) and other revenue from leasing business of the Leasing business unit as well as fleet management revenue from the Fleet Management business unit

4) Ratio of earnings before taxes (EBT) to operating revenue

5) Earnings before interest, taxes, depreciation and amortisation

Group EBT comprises EUR 6.7m (-0.3%) from the Leasing business unit and EUR 0.2m (+5.0%) from Fleet Management

GROUP [EUR m]

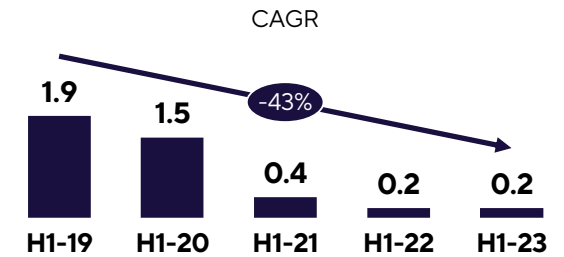
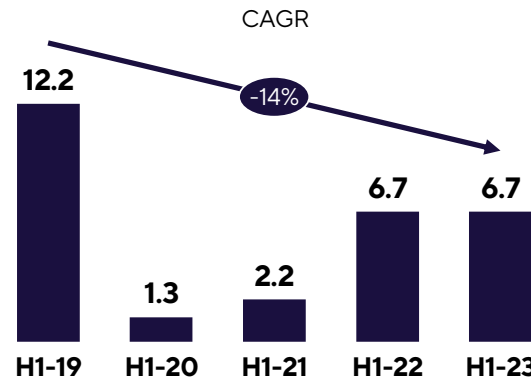
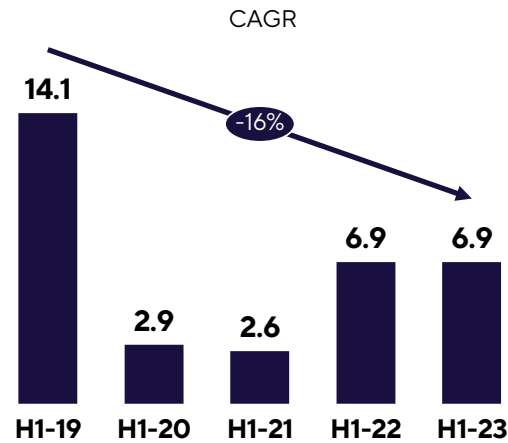
Operating return on revenue [%] ²⁾	6.1	1.3	1.4	3.6	3.6
EBITDA ³⁾	115.0	106.7	95.7	92.9	98.5

LEASING [EUR m]

Operating return on revenue [%]	5.9	0.7	1.3	4.1	4.0
EBITDA	113.0	105.1	95.2	92.6	98.3

FLEET MANAGEMENT [EUR m]

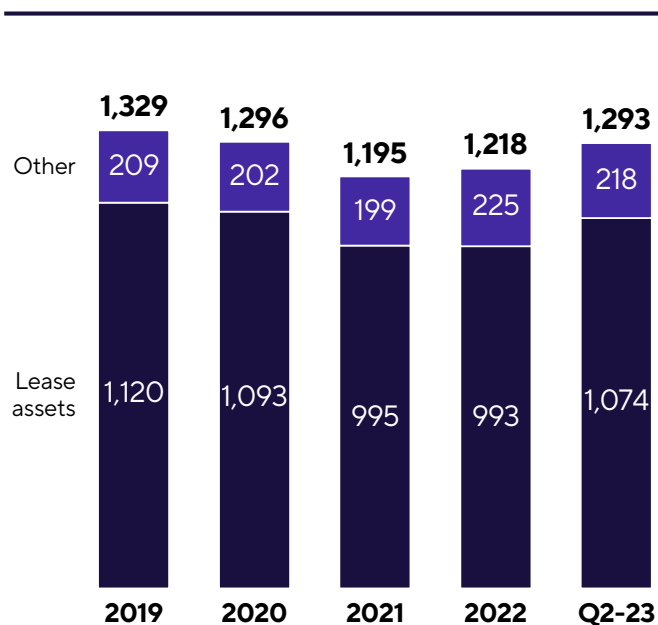
Operating return on revenue [%]	7.6	6.4	1.7	0.6	0.9
EBITDA	2.0	1.6	0.5	0.3	0.3



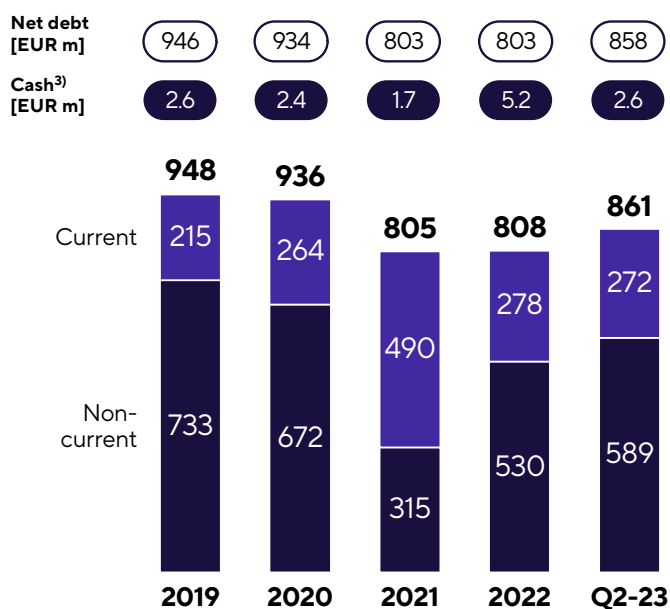
1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded
 2) Ratio of EBT to operating revenue
 3) EBITDA = Earnings before interest, taxes, depreciation and amortization

Lease assets stable at around EUR 1.0bn – Equity ratio down 1.1 pts compared to 2022 due to an increase in leasing assets of EUR 81m

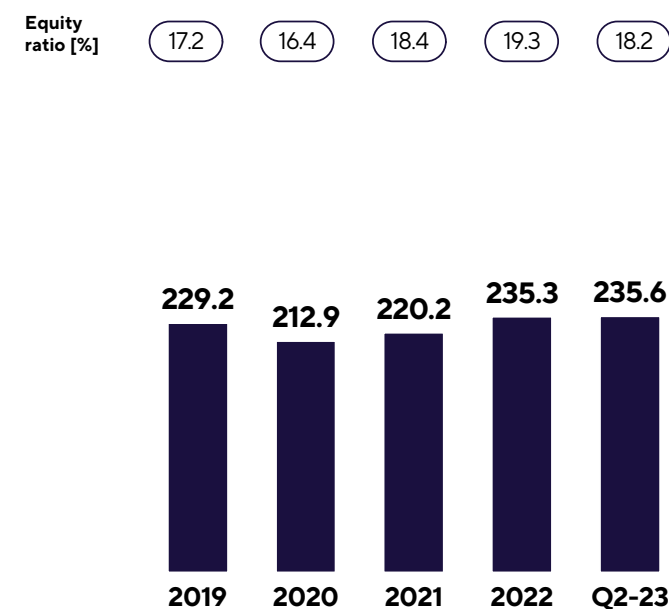
TOTAL ASSETS [EUR m]¹⁾



FINANCIAL LIABILITIES [EUR m]²⁾



EQUITY [EUR m]



1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded

2) Including liabilities to related parties until 2017

3) Bank balances / cash

ALLANE MOBILITY GROUP – MATURITIES OF FINANCIAL LIABILITIES AS OF 30 JUNE 2023 [EUR M]

Well balanced financing maturity profile – increased focus on funding from Santander Consumer Bank AG (SCB)

FINANCIAL LIABILITIES¹⁾	2023	2024	2025	2026	2027+	Total
Asset backed securities (ABS) programme	68.0	85.3	25.0	1.9	0.1	180.3
SCB loans	80.0	120.0	70.0	110.0	250.0	630.0
Bank loans	16.0	-	-	-	-	16.0
Bonds²⁾	-	-	-	-	-	0.0
Finance leases and others	3.3	6.4	5.6	4.9	48.4	68.7
Total						895.1
Bank balances						2.6
Net debt						892.4

1) Nominal repayment amounts; excluding future accrued interest; due to rounding it is possible that individual figures may not exactly add up to the total amount

2) Bond 2018/22 is first bond under the debt issuance programme

03 Outlook

Forecast for 2023: Return to the growth path expected – with an increase of the contract portfolio to up to 150,000 contracts

	2023	2022
Contract portfolio		
Group	In a range between 120,000 and 150,000 contracts	115,900 contracts
Financials		
Operating revenue	In a range between EUR 350m and EUR 400m	EUR 385.4m
EBT	Low double-digit million euro amount	EUR 12.8m

- Allane assumes that, in addition to the operating business development in the current financial year to date, the market and business environment for new contracts and usage-based revenues will continue to be negatively impacted by the high interest rate and inflation levels, the expected gradual normalisation of new car supply restrictions and the potential impact of the Russia-Ukraine war.
- However, through additional cooperations in the leasing sector, especially in the captive leasing sector, the company expects a positive development in new contracts and usage-based sales.
- Allane expects the positive business development to accelerate in H2 2023 due to the dynamics of the described collaborations.

04 Appendix

Allane Mobility Group: Revenue and earnings performance H1 2023¹⁾

in EUR million

	H1 2023	H1 2022	Change in %
Operating revenue	192.0	193.3	-0.7
Sales revenue	185.8	177.9	4.5
Consolidated revenue	377.8	371.2	1.8
thereof Leasing business unit	315.3	303.6	3.9
thereof Fleet Management business unit	62.5	67.7	-7.6
Fleet expenses and cost of lease assets	239.2	234.2	2.1
Personnel expenses	28.2	25.8	3.2
Net other operating income/expense	-10.3	-16.8	+38.3
EBITDA	98.5	92.9	6.1
Depreciation and amortization	86.9	84.4	3.0
Net finance costs	-4.7	-1.6	> -100
EBT	6.9	6.9	-0.1
<i>Operating return on revenue (%)²⁾</i>	3.6	3.6	0.0 points
Income tax	2.5	2.1	16.9
Consolidated profit	4.4	4.8	-7.8
Earnings per share (in EUR)	0.21	0.23	-

1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded

2) Ratio of EBT to operating revenue