



AUTO1 Group Q3 2026 Pre-Close Call Messages

Berlin, October 2, 2026

In Q3 we completed the successful introduction of our new trading system, resulting in much faster trading speeds and higher GPUs.

Visible Alpha Consensus as of October 1, 2026 is for our performance in Q3:

- Merchant units: 220,600
- Autohero units: 32,900
- Gross profit: €312.0mm
- Adj EBITDA: €79.7mm

In Merchant we saw unit growth within our long term growth corridor with approximately 10% year on year growth.

In Autohero, Consensus for Q3 is around 1000 units ahead of our deliveries.

As we are exiting September, we are seeing good signs of re-accelerating inventory growth rates for Merchant and Autohero for Q4, pointing to re-accelarating growth rate for both segments in Q4.

GPUs (while not formally guided KPIs) across Merchant and Autohero have improved significantly relative to the first half 2026, and Group GPU looks in line with Group GPU implied by the consensus unit and gross profit numbers provided above. As expected with the introduction of the new trading system, Merchant GPU improvements are more visible than for Autohero, given the relative differences in sales speeds.

On a unit economics basis we therefore see strong progress on both GPU and Adj EBITDA per unit levels.

Total Gross Profit and Adj EBITDA are growing strongly and we expect our best ever profit numbers. On total Adj EBITDA especially, Q3 also has the potential for the highest growth rate seen this year with a year-on-year growth rate in the low to mid 40% range. Please keep in mind that we are still closing the quarter and have no final accounting data.

AUTO1 Group full-year guidance for 2026:

- Total units at 940,000 - 1,000,000
- Units in the Merchant segment at 815,000 - 865,000
- Units in the Retail segment at 125,000 - 135,000
- Total gross profit at EUR 1.1 - 1.2 billion
- Adjusted EBITDA of EUR 250 - 275 million

Forward Looking Statements

This publication contains forward-looking statements based on current views and assumptions of AUTO1 Group's management and made to the best of such management's knowledge. Forward-looking statements are subject to known and unknown risks, uncertainties and other factors that could cause AUTO1 Group's revenues, profitability or the degree to which it performs or achieves its targets to materially deviate from what is explicitly or implicitly stated or described in this publication. Therefore, persons who obtain possession of this publication should not rely on such forward-looking statements. AUTO1 Group accepts no guarantee or responsibility regarding forward-looking statements and will not adjust them to future results or developments.

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