

ALLANE SE

# FY 2022 Update

28.04.2023

**allane** mobility group



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# Agenda

- 01 KPIs and Highlights FY 2022
- 02 Financials FY 2022
- 03 Outlook
- 04 Strategy Program – FAST LANE 27
- 05 Appendix





**01**

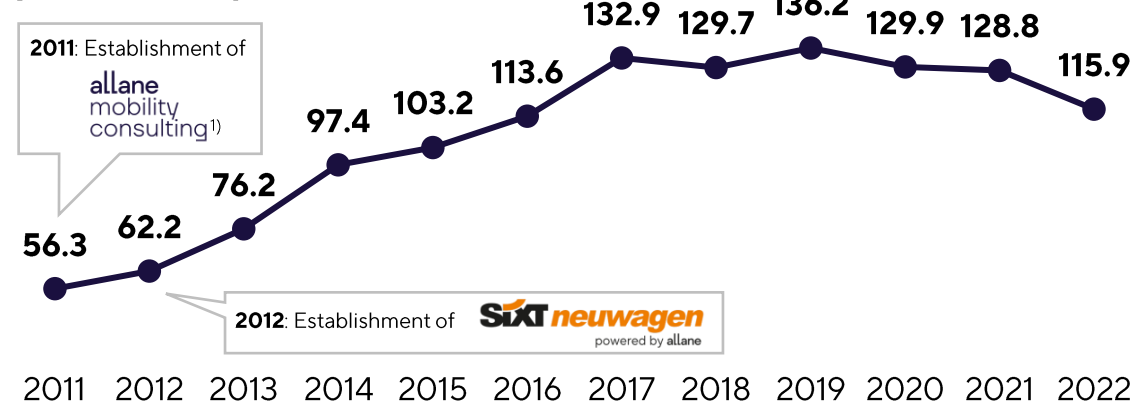
# **KPIs and Highlights FY 2022**



# Allane Mobility Group's contract portfolio end of FY 2022 with 115,900 contracts, 10.1% below end of 2021

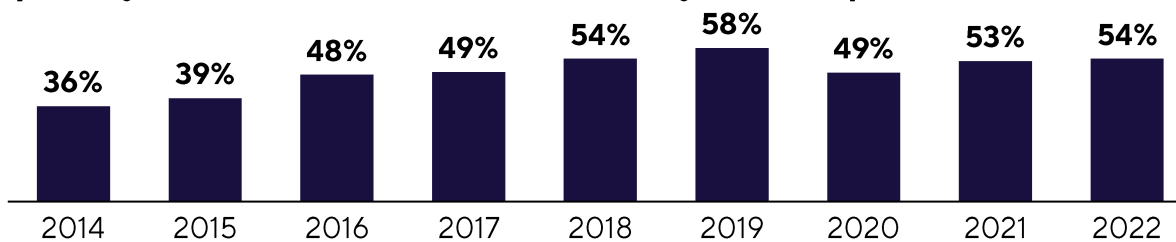
## STRONG CONTRACT GROWTH SINCE 2011

[# contracts in '000]



## ONLINE SHARE IN NEW BUSINESS

[Percentage of Online Retail new contracts out of total Leasing new contracts]<sup>2)</sup>



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 PORTFOLIO<sup>3)</sup>



### SIXT newwagen - Retail Leasing<sup>4)</sup>

- 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 FY 2022 – Operating revenue stable while EBT more than doubled

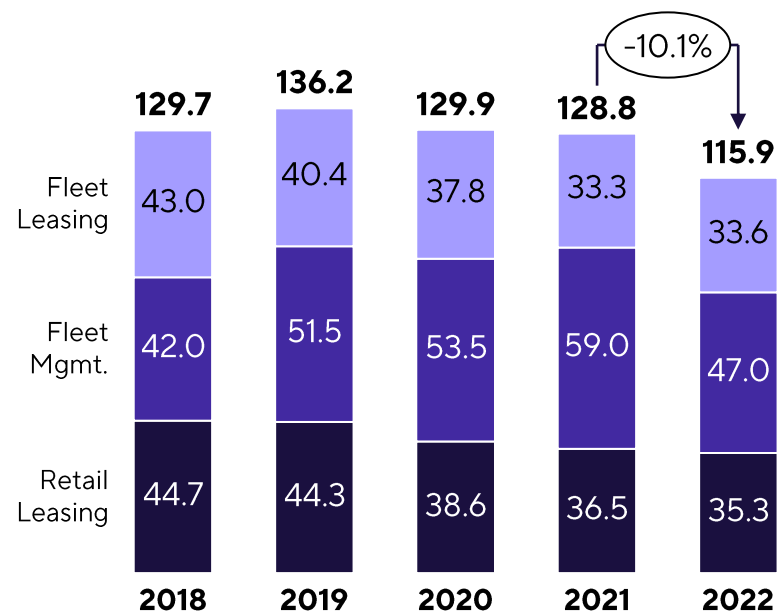
	FY 2022	FY 2021	Change
<b>Group contract portfolio<sup>1)</sup></b>	<b>115,900</b>	<b>128,800</b>	<b>-10.1%</b>
▪ Retail Leasing	35,300	36,500	-3.5%
▪ Fleet Management	47,000	59,000	-20.3%
▪ Fleet Leasing	33,600	33,300	+0.8%
<b>Financials</b>	<b>FY 2022</b>	<b>FY 2021</b>	<b>Change</b>
<b>Operating revenue</b>	<b>EUR 385.4m</b>	<b>EUR 386.0m</b>	<b>-0.2%</b>
EBITDA	EUR 185.1m	EUR 184.0m	+0.6%
<b>EBT</b>	<b>EUR 12.8m</b>	<b>EUR 6.1m</b>	<b>+109%</b>
Operating return on revenue	3.3%	1.6%	1.7 ppts
Equity ratio	19.3%	18.4%	0.9 ppts

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

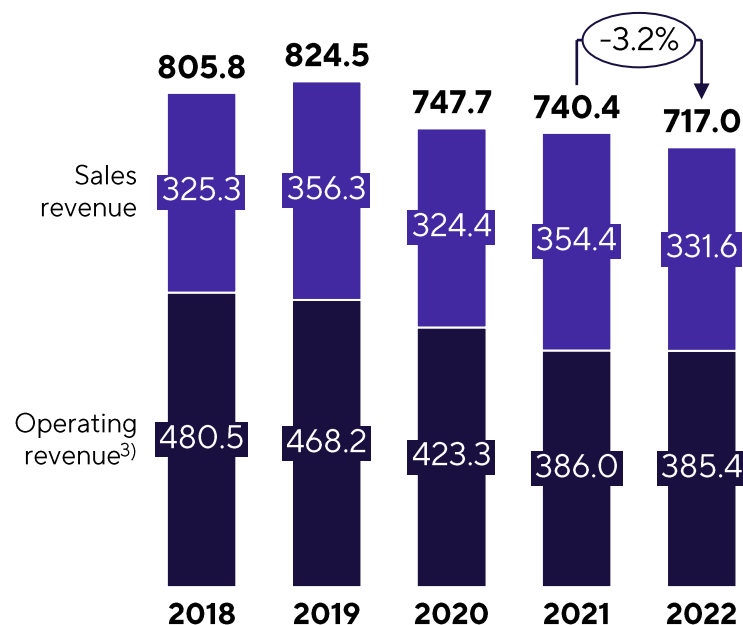
# 02 Financials FY 2022

# EBT 2022 significantly above previous year, due to strong sales result for lease returns from increased selling prices and recovery in future RVs

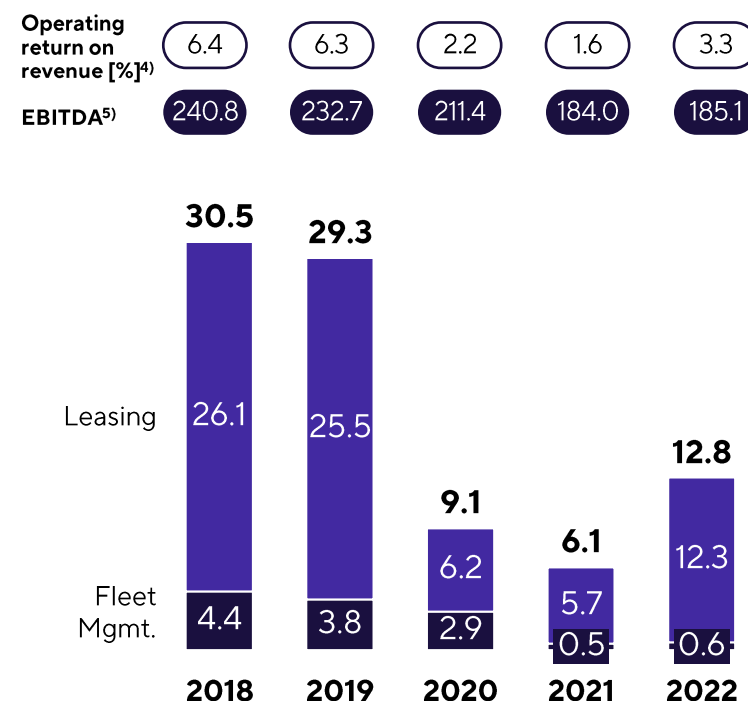
## CONTRACT PORTFOLIO [‘000]<sup>2)</sup>



## REVENUE [EUR m]



## EBT [EUR m]



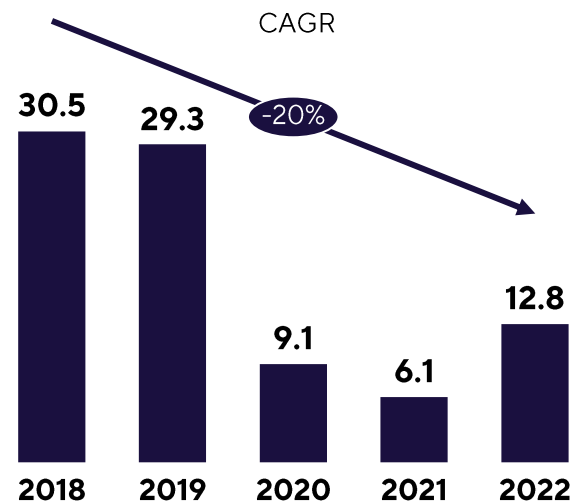
1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded  
 2) Including leasing contracts, fleet management contracts, service contracts and order book (contracts for which the leased vehicle has not yet been delivered to the customer)  
 3) The sum of leasing 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 increases to EUR 12.8m – Leasing business unit EUR 6.6m above previous year, Fleet Management EUR 0.1m above previous year

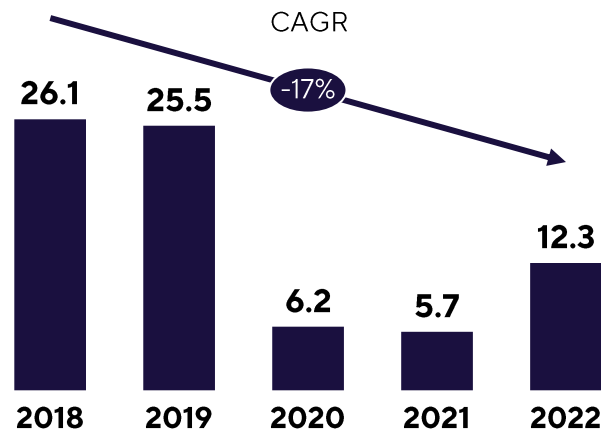
## GROUP [EUR m]

Operating return on revenue [%] <sup>2)</sup>	6.4	6.3	2.2	1.6	3.3
EBITDA <sup>3)</sup>	240.8	232.7	211.4	184.0	185.1



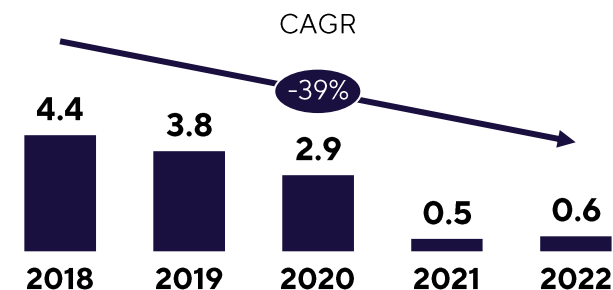
## LEASING [EUR m]

Operating return on revenue [%]	6.1	6.1	1.7	1.7	3.7
EBITDA	236.4	228.7	208.3	183.4	184.4



## FLEET MANAGEMENT [EUR m]

Operating return on revenue [%]	8.0	7.2	5.8	0.8	1.0
EBITDA	4.5	4.0	3.1	0.7	0.7



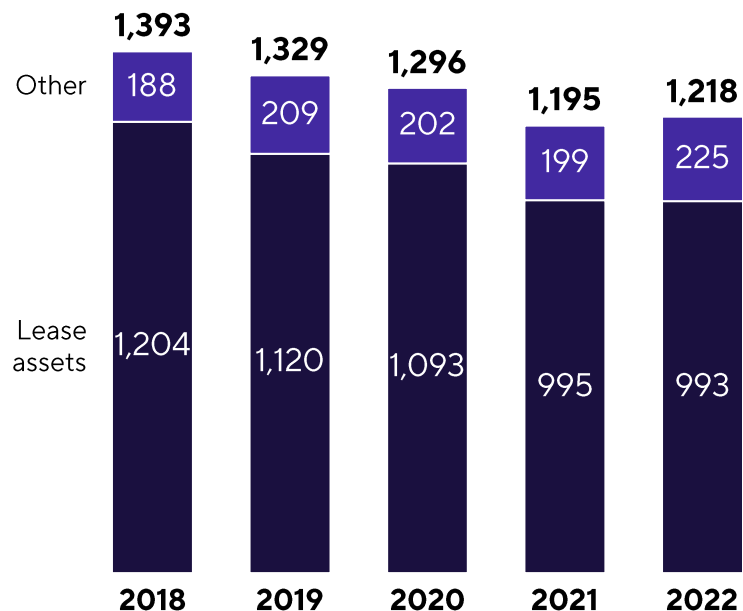
1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded

2) Ratio of EBT to operating revenue

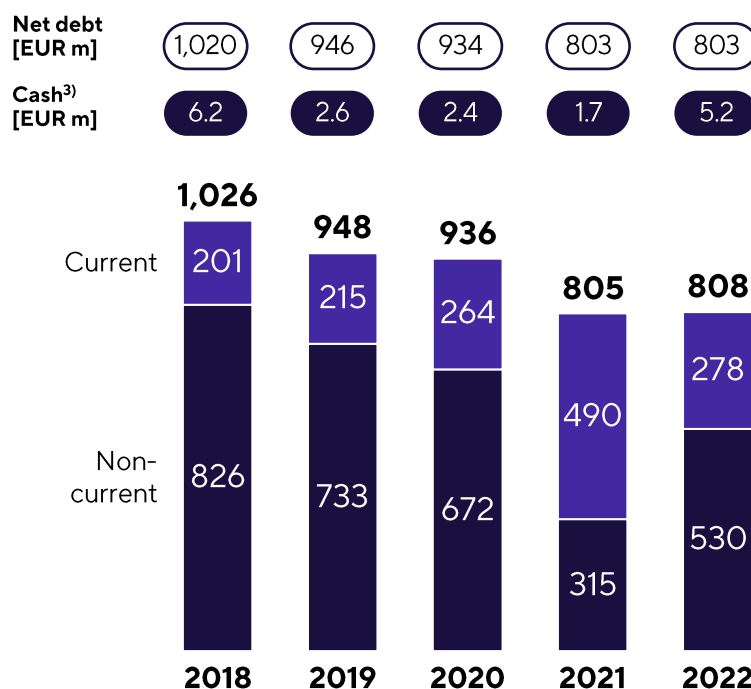
3) EBITDA = Earnings before interest, taxes, depreciation and amortization

# Lease assets stable at around EUR 1.0bn – Equity ratio up 0.9 ppt compared to 2021, mainly due to higher level of equity

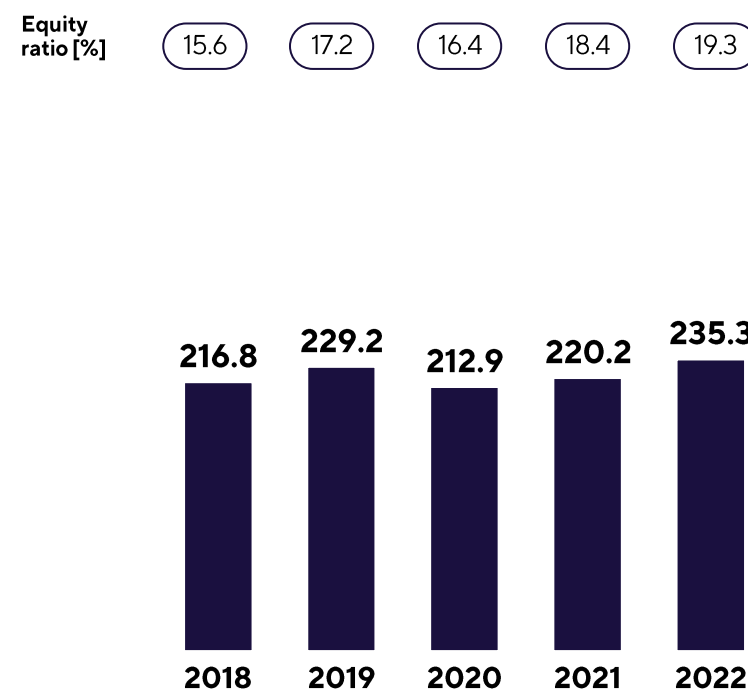
## TOTAL ASSETS [EUR m]<sup>1)</sup>



## FINANCIAL LIABILITIES [EUR m]<sup>2)</sup>



## 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

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

FINANCIAL LIABILITIES <sup>1)</sup>	2023	2024	2025	2026	2027+	Total
<b>Asset backed securities (ABS) programme</b>	135.4	83.2	24.8	2.0	0.1	<b>245.4</b>
<b>SCB loans</b>	110.0	120.0	70.0	90.0	120.0	<b>510.0</b>
<b>Bank loans</b>	28.5	-	-	-	-	<b>28.5</b>
<b>Bonds<sup>2)</sup></b>	-	-	-	-	-	<b>0.0</b>
<b>Finance leases and others</b>	2.3	2.1	1.6	1.5	14.5	<b>22.0</b>
<b>Total</b>						<b>805.9</b>
<b>Bank balances</b>						<b>4.6</b>
<b>Net debt</b>						<b>801.3</b>

### KEY FINANCING INSTRUMENTS

- Bond has been fully repaid in 02/22

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 up to 150,000 contracts

	2023	2022
<b>Contract portfolio</b>		
Group	In a range between 120,000 and 150,000 contracts	115,900 contracts
<b>Financials</b>		
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.

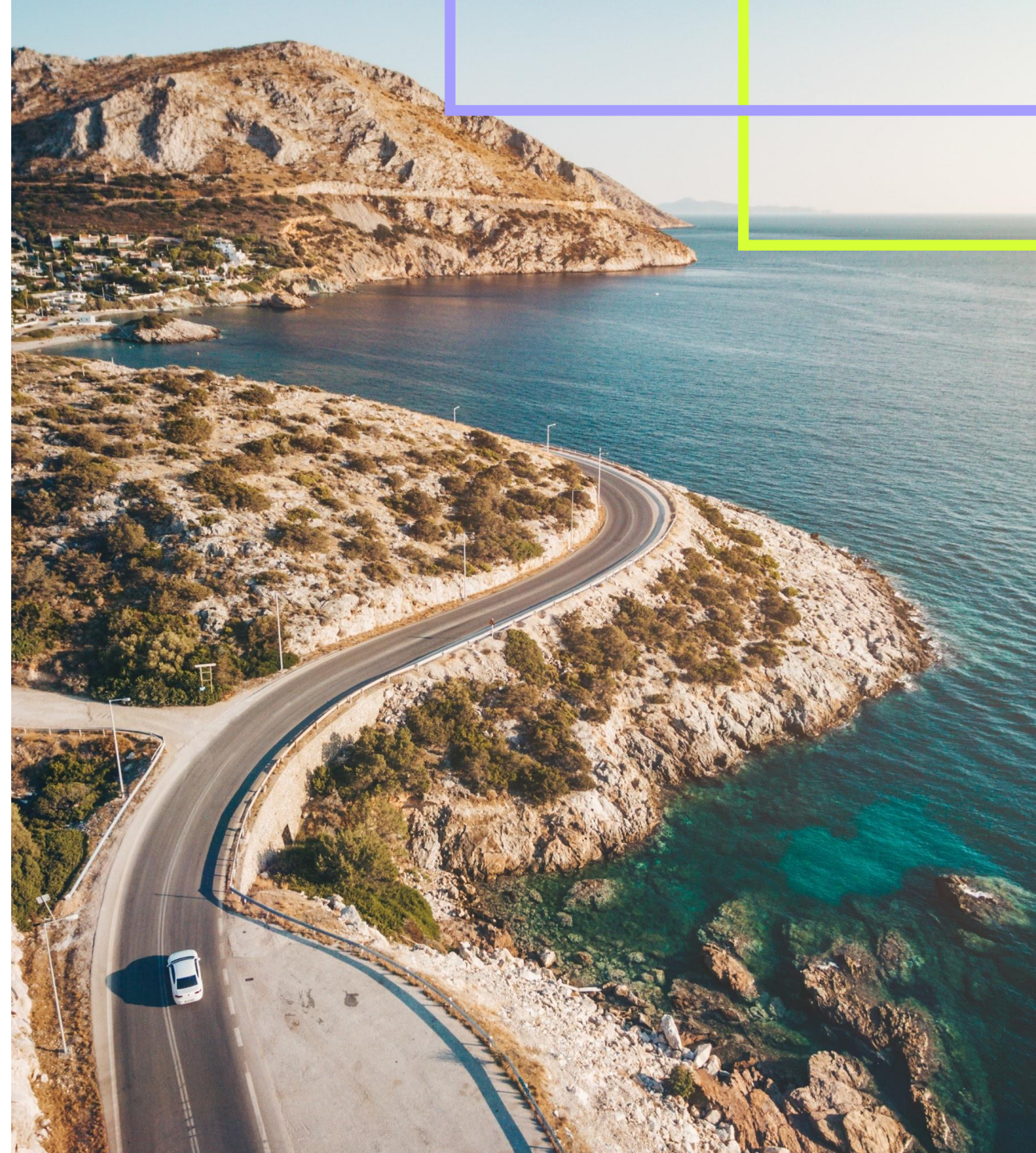
# 04 Strategy Program – FAST LANE 27



# FAST LANE 27 will set the basis for future growth...



- **Targeted extension of the business model**, e.g. Captive Leasing, On-Site Retail, Remarketing as a Service etc.
- **Flexible offerings & strong product portfolio**: e.g. used car leasing and stand-alone service products
- Creation of **electro mobility excellence** and establishment of **comprehensive EV solutions**
- Expansion of **Captive Leasing** via new partners and geographies



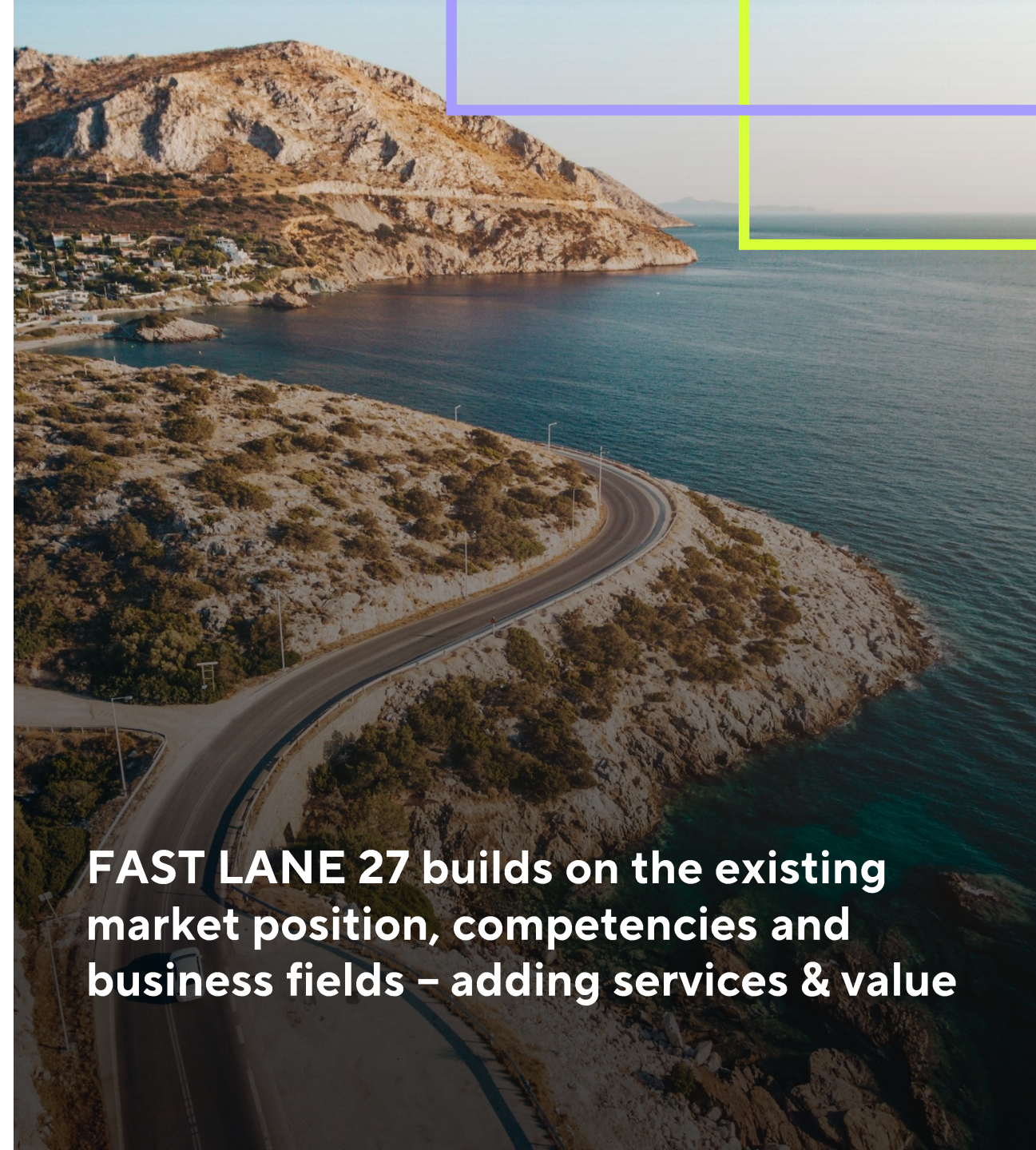


FAST LANE 27

...with the target to make mobility  
easy in every way



- 01 More offerings
- 02 More cooperation
- 03 More innovation
- 04 More internationalization
- 05 More sustainability



**FAST LANE 27 builds on the existing  
market position, competencies and  
business fields – adding services & value**



# Our Vision

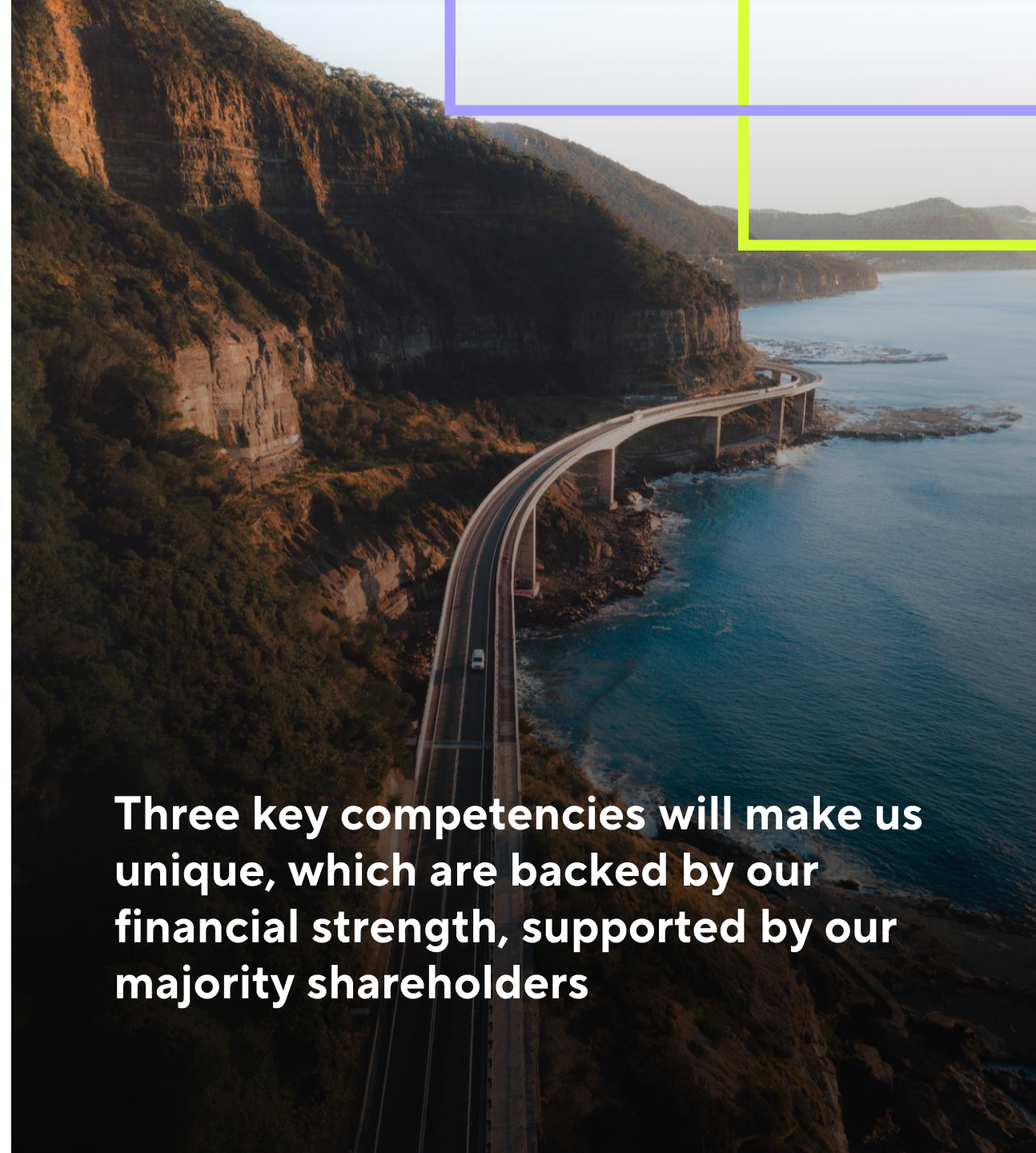
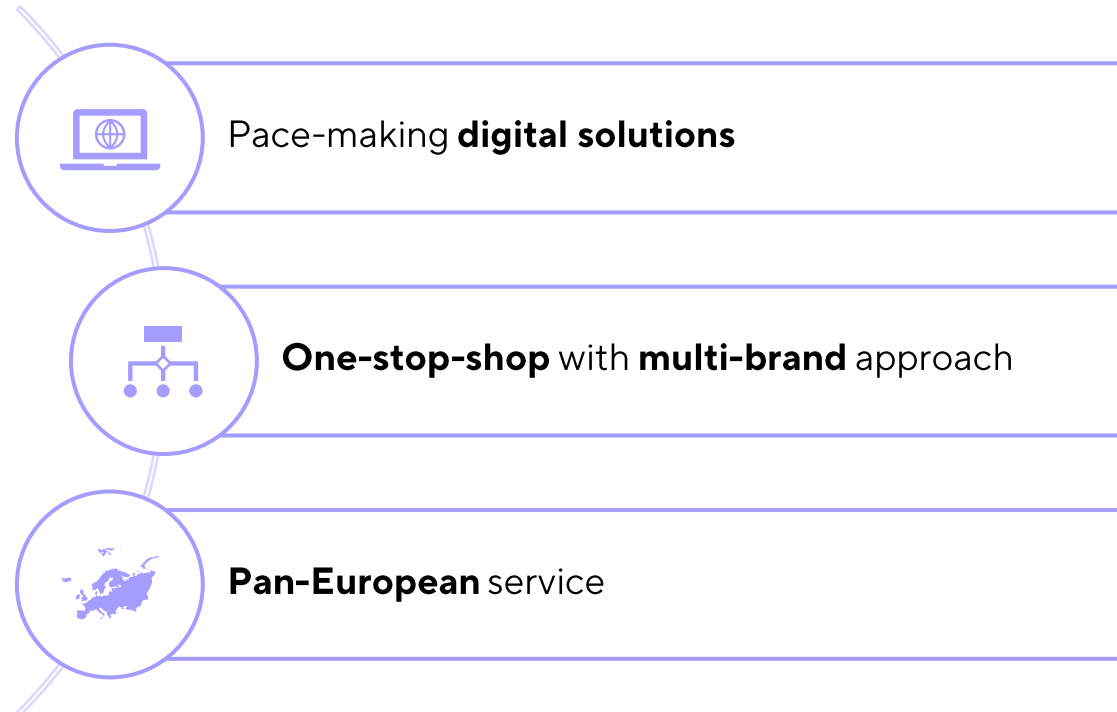


**Become the leading multi-brand provider  
of comprehensive mobility solutions in  
Europe**





# Our Core Competencies



**Three key competencies will make us unique, which are backed by our financial strength, supported by our majority shareholders**

# Our Value Proposition – your personal enabler for exploring the future of mobility

## 01

### Online & On-Site Retail

We are the place to go for every **long-term mobility solution** – vehicle buying, leasing, financing and subscription – **for every need, budget and phase of life with a fully digital experience to maximize convenience.** Easy, fast, fair and flexible.

## 02

### Fleet Leasing

We provide **customized solutions for corporate customer-centric mobility that suits all needs and sizes** with **proven expertise.** Through **close collaboration** and **intelligent processing** we reduce complexity in a constantly changing environment.

## 03

### Fleet Management

We are your **strategic partner for future corporate** mobility by providing a wide range of sustainable and digital solutions in fleet and mobility management – **uniting individual driver needs and corporate frameworks within future mobility.**

**PARTNER** For our partners we provide our digital platform, proven processes and services for joint growth.

# 05 Appendix



# Allane Mobility Group: Revenue and earnings performance FY 2022<sup>1)</sup>

in EUR million

	FY 2022	FY 2021	Change in %
<b>Operating revenue</b>	<b>385.4</b>	<b>386.0</b>	<b>-0.2</b>
Sales revenue	331.6	354.4	-6.4
<b>Consolidated revenue</b>	<b>717.0</b>	<b>740.4</b>	<b>-3.2</b>
thereof Leasing business unit	596.0	625.1	4.7
thereof Fleet Management business unit	121.0	115.3	4.9
Fleet expenses and cost of lease assets	449.1	473.1	-5.1
Personnel expenses	52.8	50.1	5.5
Net other operating income/expense	-27.8	-29.3	-4.9
<b>EBITDA</b>	<b>185.1</b>	<b>184.0</b>	<b>0.6</b>
Depreciation and amortisation	168.1	171.0	-1.7
Net finance costs	-4.2	-6.9	-38.6
<b>EBT</b>	<b>12.8</b>	<b>6.1</b>	<b>109.0</b>
<i>Operating return on revenue (%)<sup>2)</sup></i>	3.3	1.6	+1.7 ppts
Income tax	3.8	0.3	1,180.0
<b>Consolidated profit</b>	<b>9.0</b>	<b>5.8</b>	<b>54.5</b>
Earnings per share (in EUR)	0.44	0.28	-

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