

Allane SE

FY 2021 Update

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Agenda

A. KPIs and Highlights FY 2021

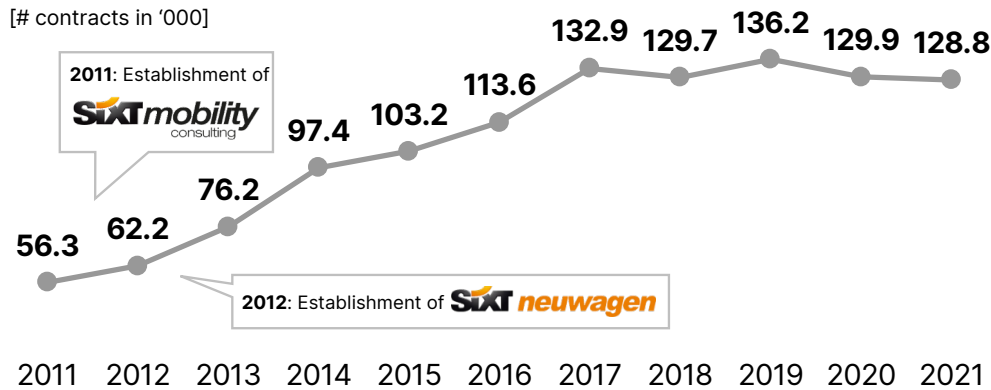
B. Financials FY 2021

C. Outlook

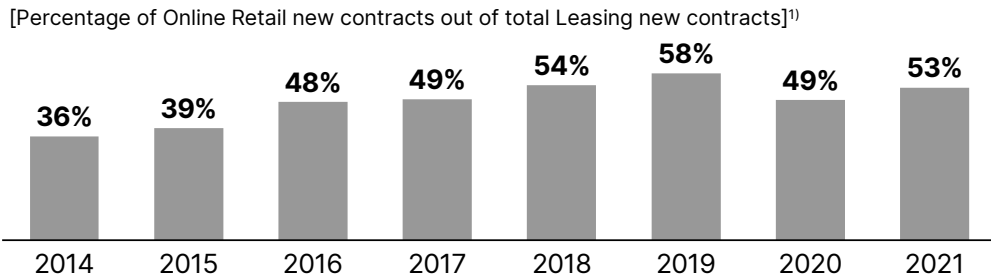
D. Appendix

Allane Mobility Group's contract portfolio as end of 2021 with 128,800 contracts 0.8% below end of 2020 especially due to COVID-19 effects

STRONG CONTRACT GROWTH SINCE 2011



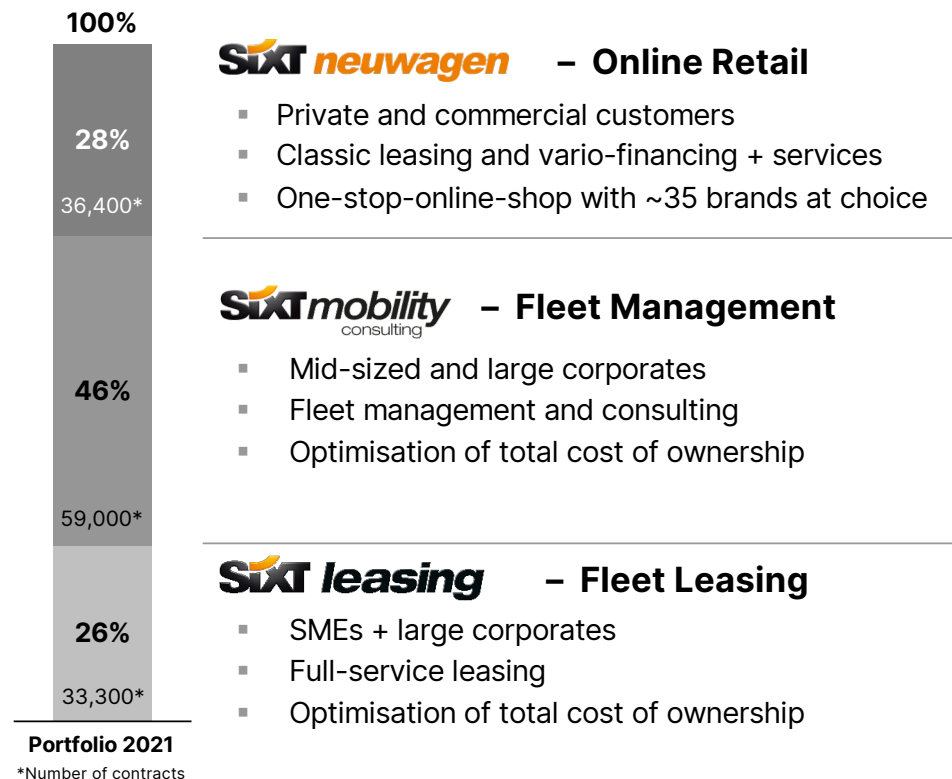
INCREASING ONLINE SHARE IN NEW BUSINESS



1) Excluding 1&1/Peugeot campaign in 2017

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

WELL DIVERSIFIED CONTRACT PORTFOLIO²⁾



Business development FY 2021 in line with expectations – Contract portfolio, operating revenue and EBT below previous year

	2021	2020	Change vs. FY 2020
Group contract portfolio¹⁾	128,800	129,900	-0.8%
▪ Online Retail	36,400	38,600	-5.7%
▪ Fleet Management	59,000	53,500	10.3%
▪ Fleet Leasing	33,300	37,800	-11.9%
▪ Captive Leasing	100	-	-
Financials	2021	2020	Change vs. FY 2020
Operating revenue	EUR 386.0 m	EUR 423.3 m	-8.8%
EBITDA	EUR 184.0 m	EUR 211.4 m	-13.0%
EBT	EUR 6.1 m	EUR 9.1 m	-32.7%
Operating return on revenue	1.6%	2.2%	-0.6pp
Equity ratio	18.4%	16.4%	2.0pp

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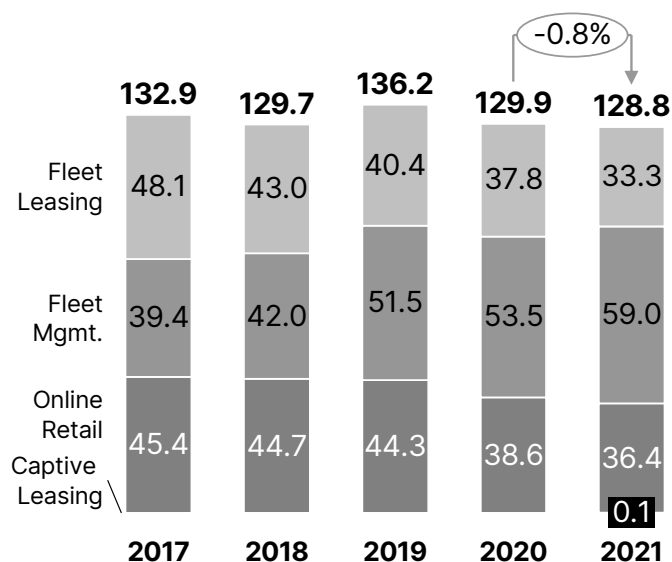
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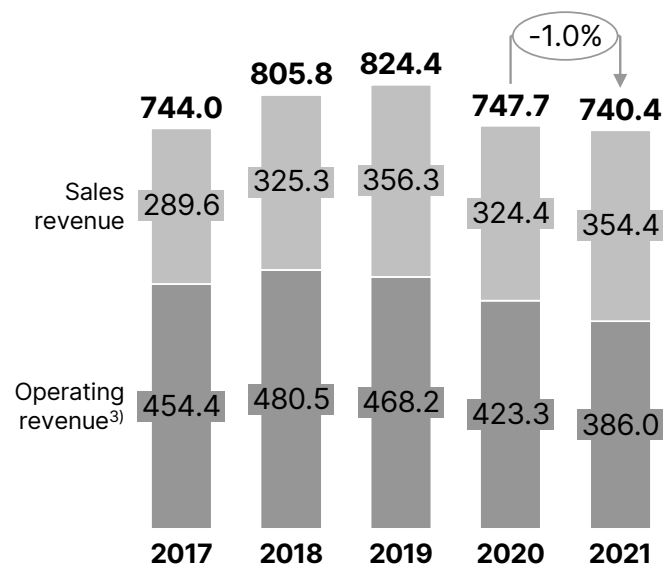
EBT 2021 EUR 3.0 m below previous year, mainly due to lower new business volume, transaction-related costs and extraordinary legal expenses

Allane Mobility Group – Key performance indicators 2017 to 2021¹⁾

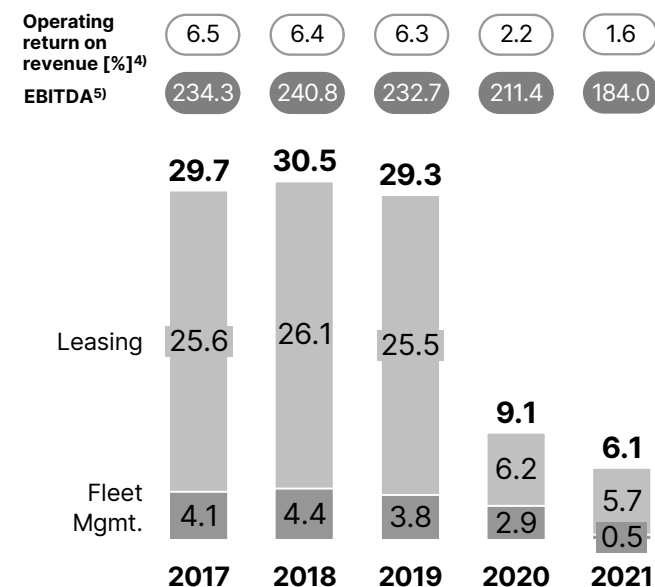
CONTRACT PORTFOLIO ['000]²⁾



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

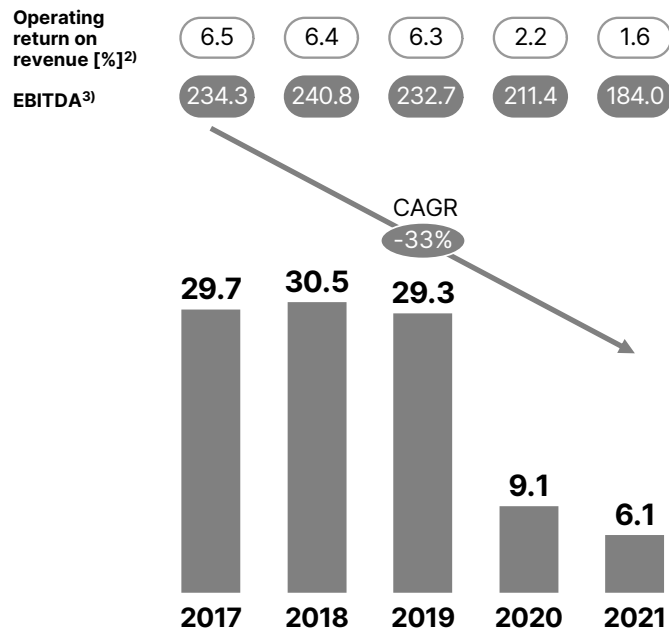
4) Ratio of earnings before taxes (EBT) to operating revenue

5) Earnings before interest, taxes, depreciation and amortisation

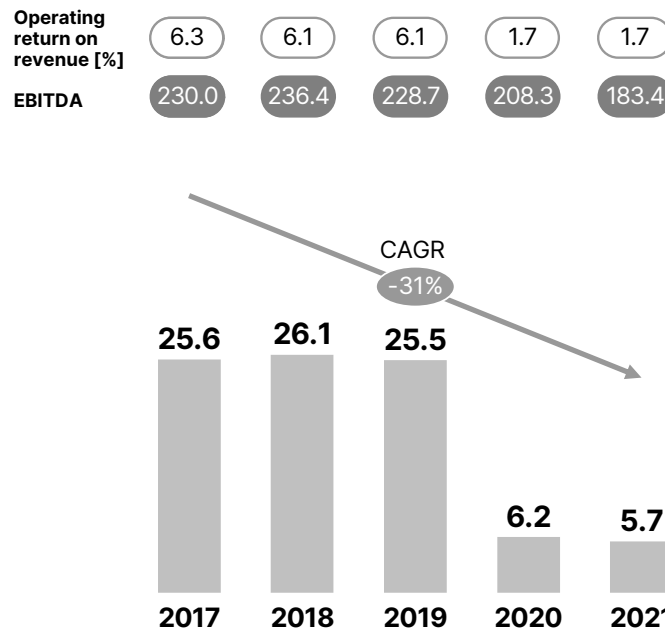
Group-EBT decreases to EUR 6.1 m – Leasing business unit EUR 0.5 m below previous year, Fleet Management mainly burdened by ZAG project and IT

Allane Mobility Group – Development of EBT and business units 2017 –2021¹⁾

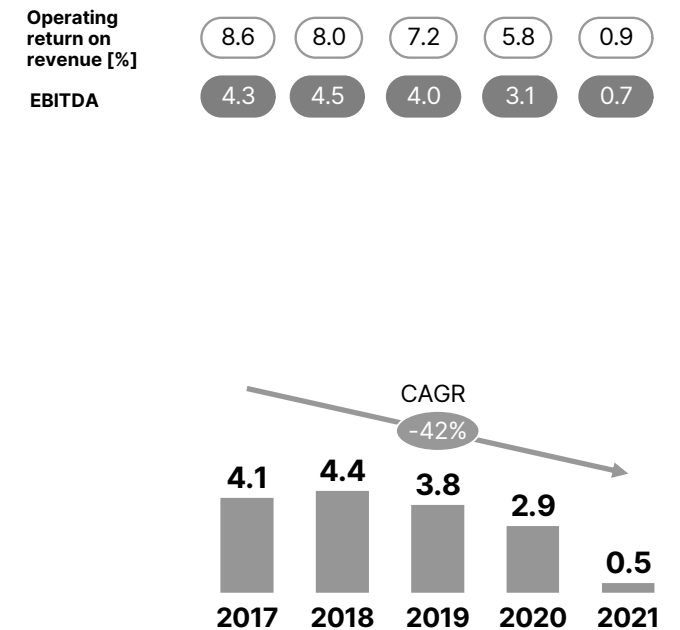
GROUP [EUR m]



LEASING [EUR m]



FLEET MANAGEMENT [EUR m]



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

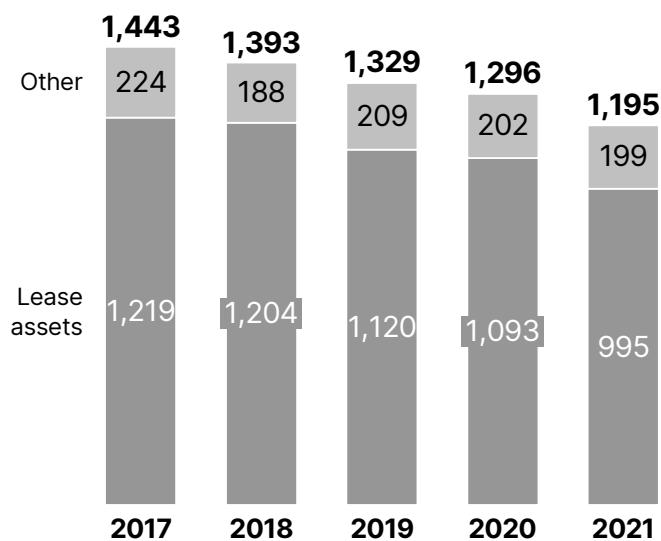
2) Ratio of EBT to operating revenue

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

Lease assets of approx. EUR 1.0 bn – Equity ratio up 2.0 ppts compared to 2020 (ACT), mainly due to a lower level of lease assets

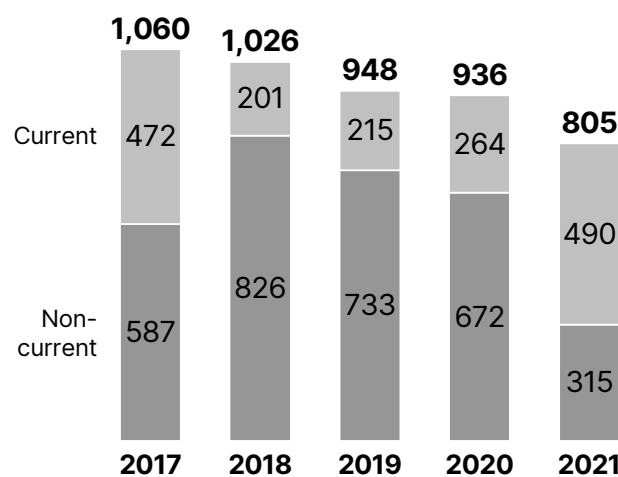
Allane Mobility Group – Development of key balance sheet figures 2017 to 2021

TOTAL ASSETS [EUR m]¹⁾



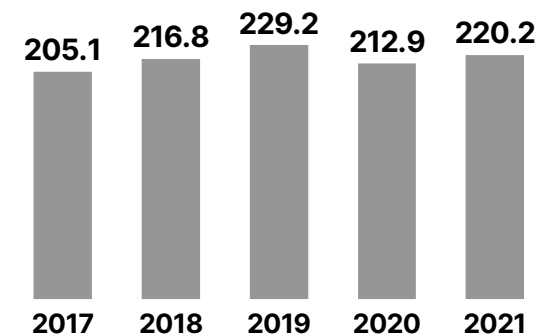
FINANCIAL LIABILITIES [EUR m]²⁾

Net debt [EUR m]	2017	2018	2019	2020	2021
Net debt [EUR m]	1,054	1,020	946	934	803
Cash ³⁾ [EUR m]	6.0	6.2	2.6	2.4	1.6



EQUITY [EUR m]

Equity ratio [%]	2017	2018	2019	2020	2021
Equity ratio [%]	14.2	15.6	17.2	16.4	18.4



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 profile – Increased focus on intercompany funding from Santander Consumer Bank AG (SCB) and ABS

Allane mobility Group – Maturities of financial liabilities as of 31 December 2021 [EUR m]

FINANCIAL LIABILITIES ¹⁾	2022	2023	2024	2025	2026+	Total
Asset backed securities (ABS) programme	165.2	137.5	83.9	25.5	2.0	414.1
SCB loans	50.0	20.0	30.0	-	-	100.0
Bank loans	20.7	-	-	-	-	20.7
Bonds²⁾	250.0	-	-	-	-	250.0
Finance leases and others	2.4	2.1	1.9	1.3	10.4	18.1
Total	488.3	159.6	115.8	26.8	12.4	802.9
Bank balances						1.7
Net debt						801.2

KEY FINANCING INSTRUMENTS

- ~ **EUR 165 m** bilateral credit lines from 3rd party banks
- 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

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Cautious forecast for 2021 confirmed, esp. taking into account the operating business development to date and the COVID-19 situation

	2022	2021
Contract portfolio		
Group	In a range between 130,000 and 150,000 contracts	128,800 contracts
Financials		
Operating revenue	In a range between EUR 350 m and EUR 400 m	EUR 386.0 m
EBT	Higher single-digit million euro amount	EUR 6.1 m

- 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 ongoing COVID-19 situation, the new car supply restrictions due to the semiconductor's shortage, and the potential impact of the Ukraine war.
- However, for the second half of 2022, the company expects a recovery in the business development of new contracts and usage-based sales due to a normalization of the Corona pandemic and an improved supply of new cars after the summer, while the impact of the Ukraine situation on European economies remains uncertain.
- In addition, consolidated earnings are still burdened in the 2022 financial year by transaction-related costs in connection with the takeover of the Company by HCBE

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Allane Mobility Group: Revenue and earnings performance FY 2021¹⁾

<i>in EUR million</i>	2021	2020	Change in %
Operating revenue	386.0	423.3	-8.8%
Sales revenue	354.4	324.4	9.2%
Consolidated revenue	740.5	747.7	-1.0%
thereof Leasing business unit	625.1	642.1	-2.7%
thereof Fleet Management business unit	115.3	105.6	9.2%
Fleet expenses and cost of lease assets	473.1	473.8	-0.1%
Personnel expenses	50.1	42.9	16.6%
Net other operating income/expense ³⁾	-33.3	-19.6	69.7%
EBITDA	184.0	211.4	-13.0%
Depreciation and amortisation	171.0	191.2	-10.6%
Net finance costs	-6.9	-11.1	-38.1%
EBT	6.1	9.1	-32.8%
<i>Operating return on revenue²⁾</i>	1.6%	2.2%	-0.6 points
Income tax	0.3	6.9	-95.8%
Consolidated profit	5.8	2.2	168.7%
Earnings per share (in EUR)	0.28	0.11	-

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) Thereof in 2021 -3.2 EUR million net losses arising from the derecognition of financial assets (2020: -6.1 EUR million) and -0.8 EUR million net impairment losses/gain from financial assets (2020: 2,1 EUR million)

Allane Mobility Group: Further KPIs 31 December 2021 and FY 2021¹⁾

	31 Dec 2021	31 Dec 2020	Change in %
Group contract portfolio	128,800	129,900	-0.8
thereof Online Retail	36,400	38,600	-5.7
thereof Captive Leasing	100	0	-
thereof Fleet Leasing	33,300	37,800	-11.9
thereof Fleet Management	59,000	53,500	10.3
<i>in EUR million</i>			
Total equity and liabilities	1,194.8	1,295.6	-7.8
Lease assets	995.4	1,092.5	-8.9
Bank balances	1.7	2.4	-30.3
Financial liabilities	804.8	935.9	-14.0
Equity	220.2	212.9	3.4
Equity ratio (%)	18.4	16.4	+2.0 points
	2021	2020	
Gross cash flow	138.7	198.5	-30.2
Investments in lease assets	315.8	430.3	-26.6

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