Trading Update

Q3 2026

04 NOVEMBER 2026

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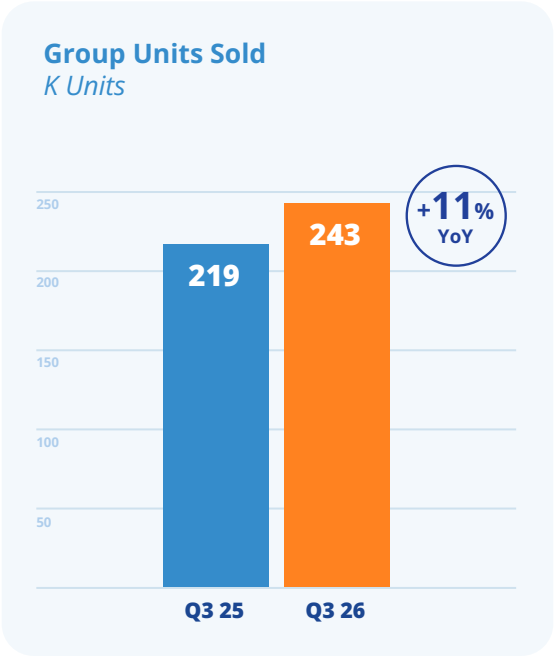
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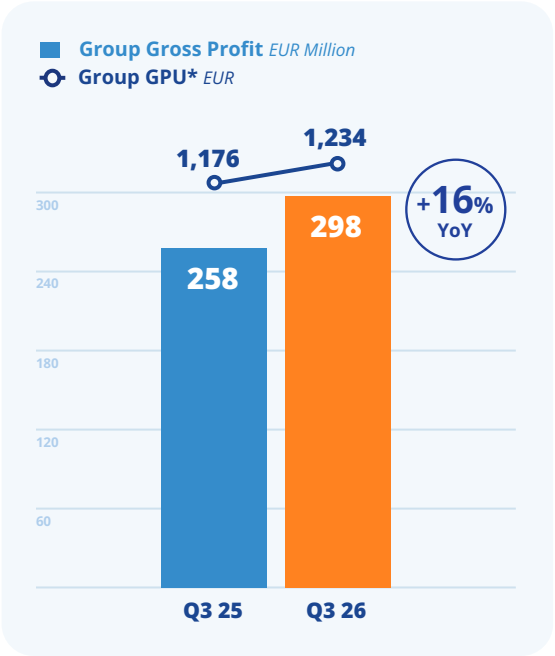
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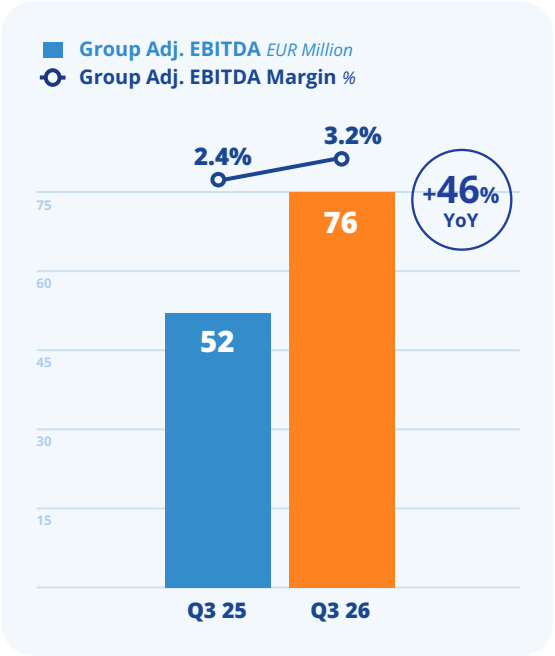
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Highlights

We Delivered Best Ever Group Profitability and Record Adj. EBITDA Margin in Q3





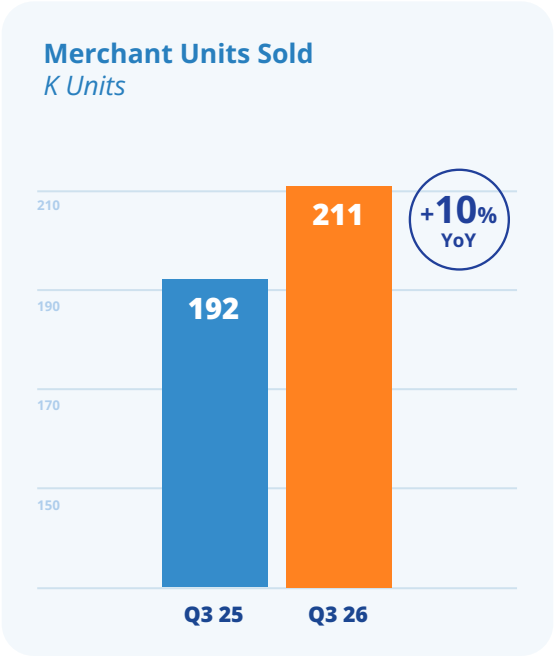


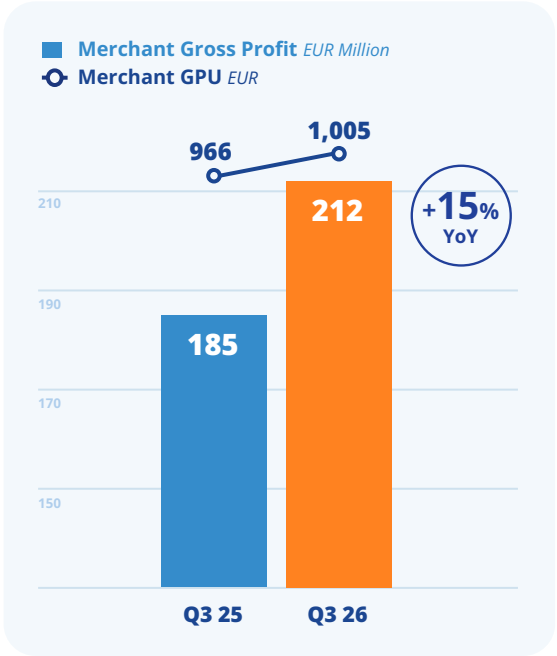
* GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials

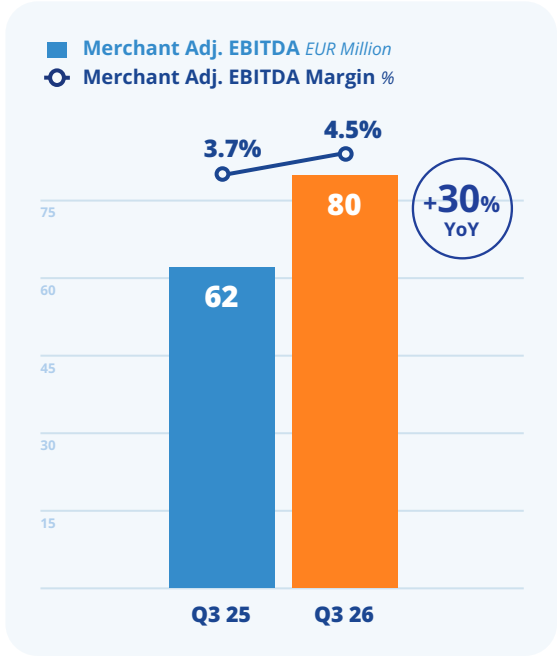
Merchant Update



Merchant Delivers Record GPU and Adj. EBITDA Driven by Strong Operating Leverage



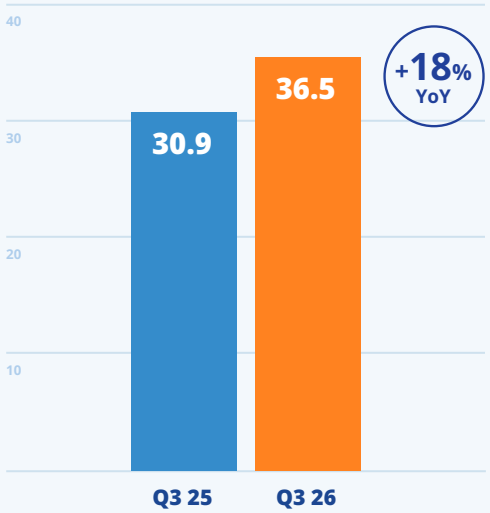




Our Merchant Network Continues to Grow Strongly

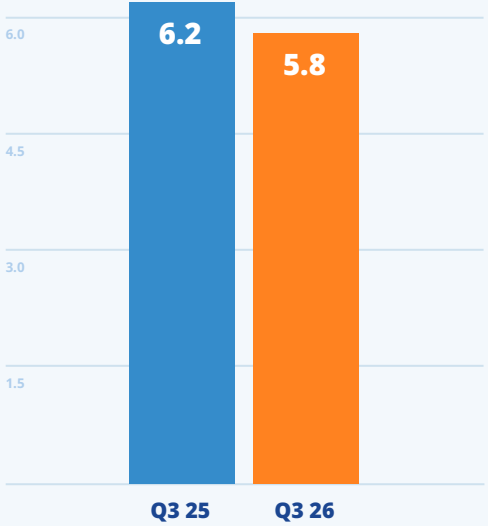
Buying Merchants on AUTO1.com

 # Unique Buyers, K



Average Basket

 # Purchased Cars Per Quarter





We Plan to Introduce a New Version of Financing with Buy Now, Pay Later

Current Offer: AUTO1 Financing

- 1-click-financing solution
- Flexible Terms: Interest charged per day
- Simple Payment: Interest paid monthly
- Proven at scale: Established in 8 markets

+16% YoY

€330m

Portfolio Balance

New Version: Buy Now, Pay Later

- 1-click-financing solution
- Flexible Terms: Pay for 60, 90 or 120 days
- Simple Pricing: Fee added to car price and paid with the car
- Launch Plan: 5+ new markets over the coming quarters

Merchant Update

Merchant Segment Delivered Substantial Operating Leverage in Q3

EUR	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q3 YoY	FY Milestone	LT Target
Units	**191,632**	**190,364**	**216,293**	**206,883**	**211,461**	**10.3%**	**1,200k**	
Unit Growth, YoY, %	21.6%	17.1%	18.8%	17.1%	10.3%		10–15%	10–15%
GPU	**966**	**986**	**957**	**959**	**1,005**	**4.0%**	**1,025+**	**1,080 - 1,200**
SG&A per Unit	**(645)**	**(666)**	**(654)**	**(633)**	**(627)**	**(2.8%)**		**(600) - (480)**
Marketing per Unit	(137)	(147)	(144)	(147)	(155)	13.3%		(140) - (110)
Adjusted EBITDA Merchant per Unit	**321**	**320**	**303**	**326**	**378**	**17.6%**	**400+**	**480 - 720**
Adjusted EBITDA Margin, % Merchant	**3.7%**	**3.7%**	**3.5%**	**3.7%**	**4.5%**	**0.8 pp**		

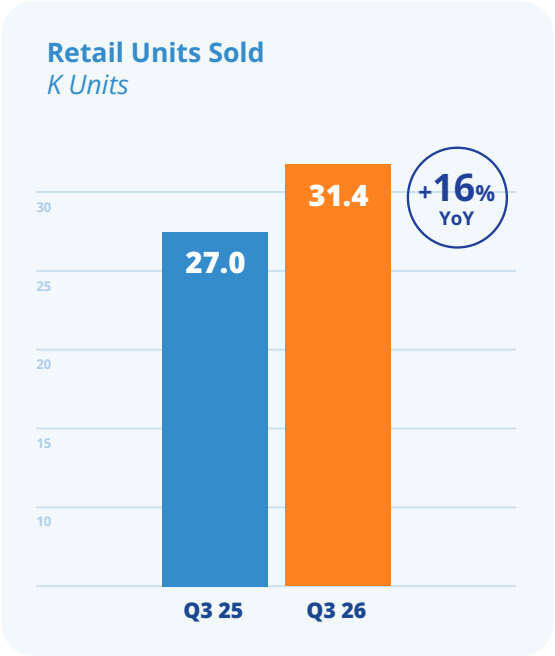
Differences may exist due to rounding

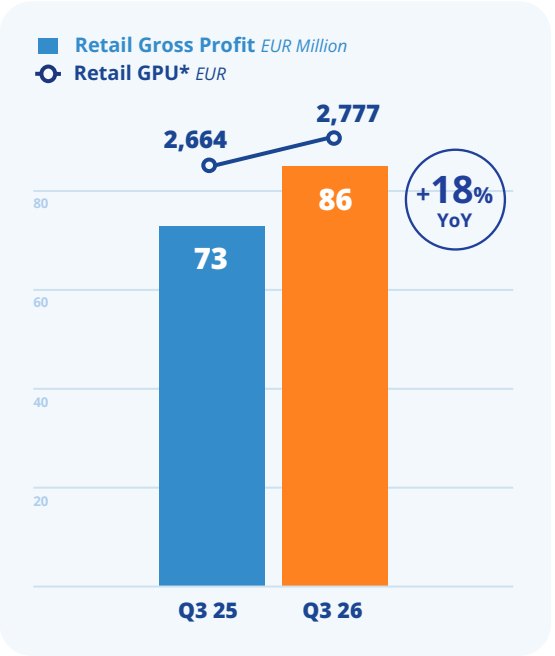
Retail Update

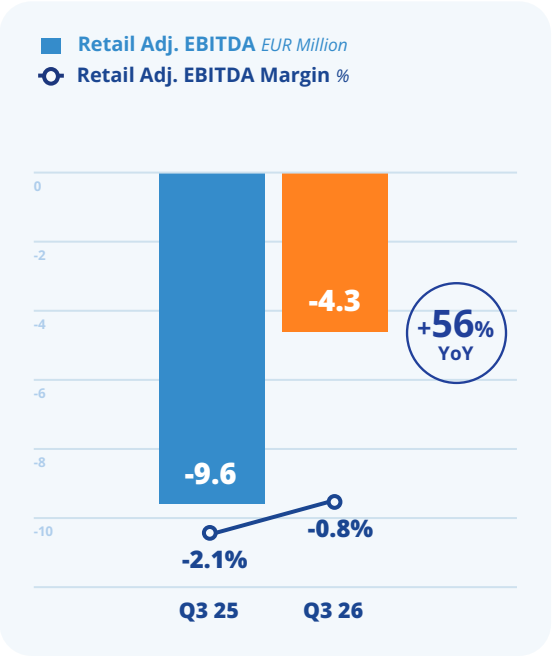
AUTOHERO



Autohero Delivered Record GPU and Best Ever Adj. EBITDA Margin





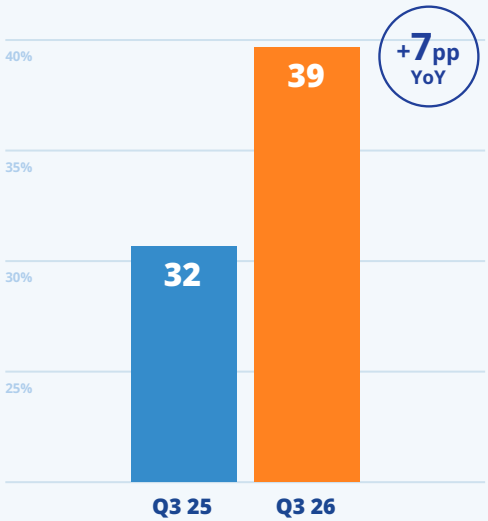


* GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials

Rising Brand Recognition and Fastest Ever Delivery Make Autohero Unique

Autohero Brand Awareness

%



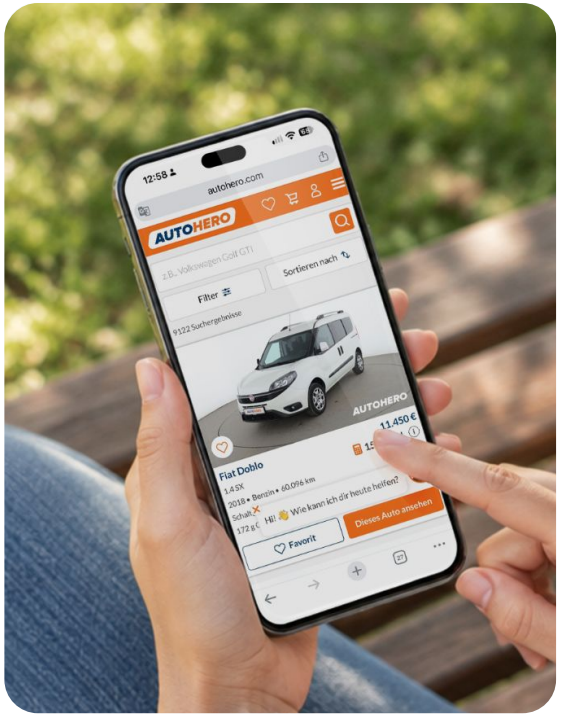
Source: Nielsen Brand Tracker. Aided brand awareness
Weighted by population aged 18-64. Average for 9 Autohero markets

13%
Faster
QoQ

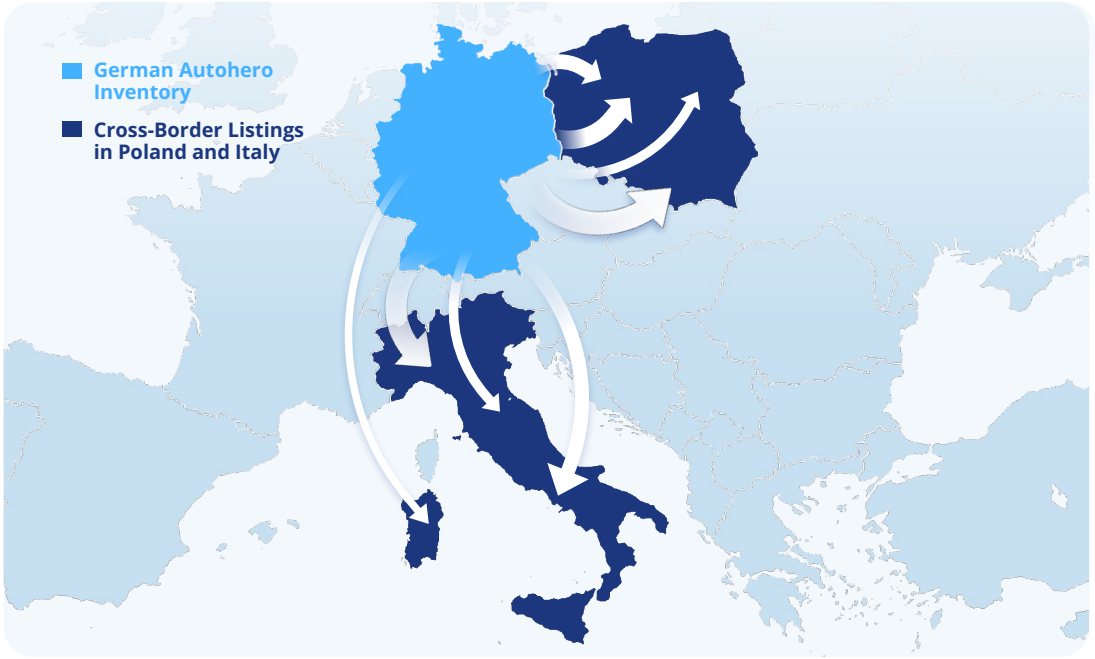
8.9
Days

Average Delivery Time*
Total, End of Q3 2026

* Average delivery time refers to the duration between order verification and the handover to the customer. Time averages both time for home deliveries and deliveries to a pick-up location



Cross-Border Listings Pilot Brings More Selection To Our Customers Across Europe



- **Currently testing in Poland and Italy**
- **Asset-Light:** Cars only move once sold
- **Margin-Neutral:** Taxes and transport priced in
- **Experimenting with selection and pricing**

Retail Unit Economics Substantially Improved Over the Course of Q3 Driven By Strong GPU and SG&A Performance

EUR	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q3 YoY	FY Milestone	LT Target
Units	**26,985**	**28,746**	**32,486**	**33,415**	**31,356**	**16.2%**	**300k**	
Unit Growth, YoY, %	41.7%	39.9%	47.8%	40.3%	16.2%		20–40%	20–40%
GPU *	**2,664**	**2,632**	**2,555**	**2,503**	**2,777**	**4.2%**	**3,300+**	**3,880 - 4,470**
SG&A per Unit *	**(3,022)**	**(3,179)**	**(2,732)**	**(2,768)**	**(2,913)**	**(3.6%)**		**(2,430) - (2,060)**
Marketing ** per Unit	(965)	(1,007)	(788)	(884)	(935)	(3.1%)		(710) - (540)
Adjusted EBITDA Retail per Unit	**(357)**	**(546)**	**(177)**	**(266)**	**(137)**	**+220**	**800+**	**1,450 - 2,410**
Adjusted EBITDA Margin, % Retail	**(2.1%)**	**(3.2%)**	**(1.0%)**	**(1.5%)**	**(0.8%)**	**+1.3 pp**		

* GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Capitalisation of internal refurbishment costs is added to SG&A.
** Marketing expenses include both Purchasing Marketing and Retail Marketing.
Differences may exist due to rounding.

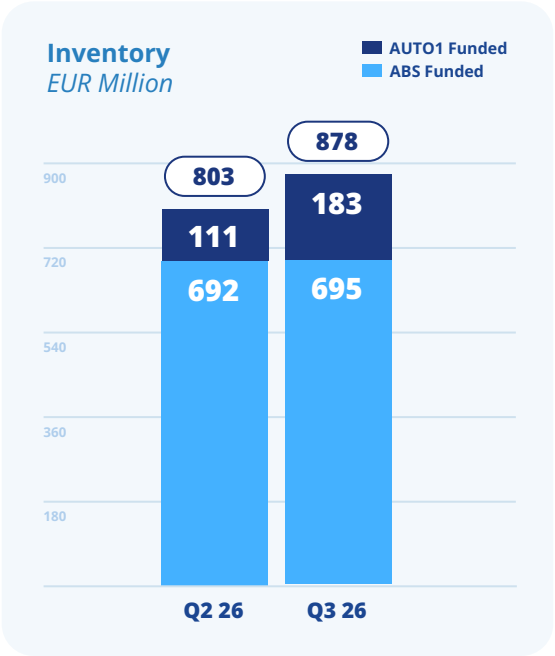
Q3 2026 Financial Figures

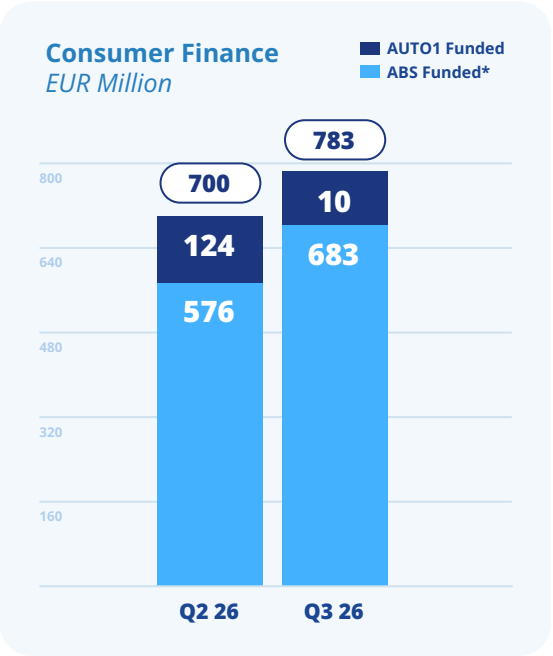
AUTO1 Group Financial Figures

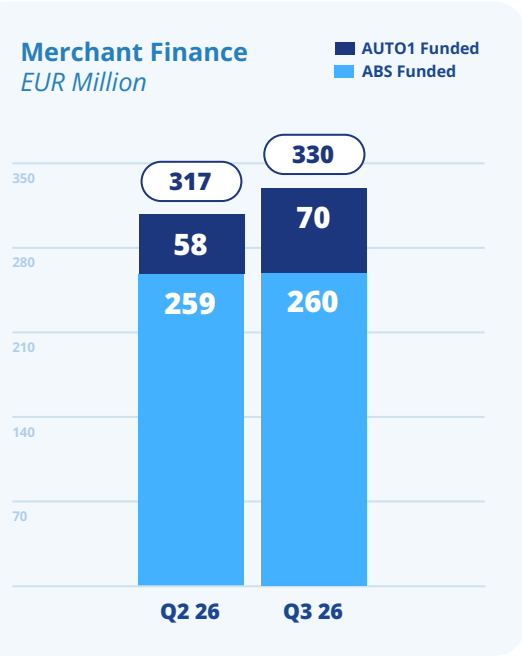
	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q3 YoY	9M 2025	9M 2026	9M YoY
Units Sold	**218,617**	**219,110**	**248,779**	**240,298**	**242,817**	***11.1%***	**623,161**	**731,894**	***17.4%***
Revenue (€m)	**2,124.8**	**2,134.3**	**2,437.1**	**2,432.1**	**2,345.6**	***10.4%***	**6,038.3**	**7,214.8**	***19.5%***
Gross Profit (€m)	**257.7**	**265.4**	**289.4**	**280.7**	**298.0**	***15.7%***	**725.2**	**868.1**	***19.7%***
GPU* (€)	1,176	1,202	1,166	1,174	1,234	*4.9%*	1,162	1,191	*2.5%*
Opex excl. SDI (€m)	(205.8)	(220.2)	(229.5)	(222.1)	(222.5)	*8.1%*	(572.9)	(674.1)	*17.7%*
o/w Employee Costs excl. SDI (€m)	*(90.9)*	*(99.4)*	*(102.5)*	*(102.8)*	*(97.5)*	*7.2%*	*(260.6)*	*(302.7)*	*16.2%*
o/w Marketing Expenses (€m)	*(52.3)*	*(56.9)*	*(56.7)*	*(60.0)*	*(62.2)*	*18.8%*	*(139.0)*	*(178.9)*	*28.7%*
o/w Internal Logistics (€m)	*(27.6)*	*(29.7)*	*(32.1)*	*(29.2)*	*(28.0)*	*1.3%*	*(78.4)*	*(89.3)*	*13.9%*
Adjusted EBITDA (€m)	**51.9**	**45.2**	**59.8**	**58.6**	**75.6**	***45.7%***	**152.3**	**194.0**	***27.4%***
Adjusted EBITDA Margin	*2.4%*	*2.1%*	*2.5%*	*2.4%*	*3.2%*	*0.8pp*	*2.5%*	*2.7%*	*0.2 pp*

*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials.
Differences may exist due to rounding

Solid Balance Sheet Structure Supports Our Assets Growth Without Consuming Own Capital



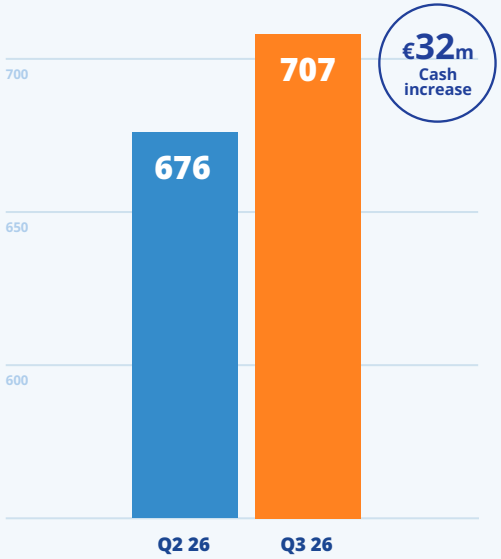




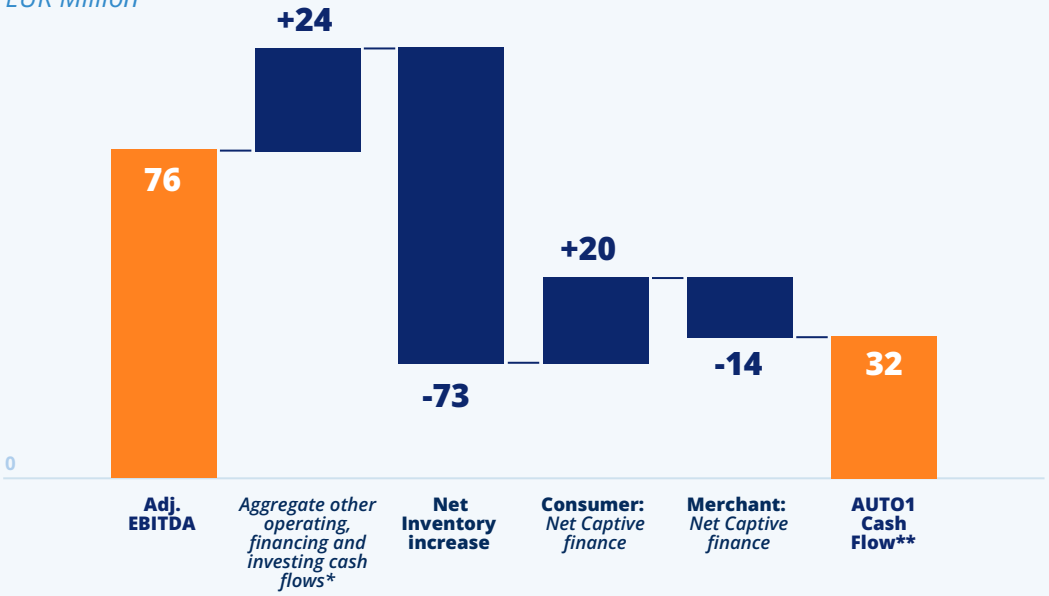
* Includes €11m of repo liabilities for the FinanceHero3 risk retention tranche, with recourse to AUTO1 Group only to the extent the ABS structure does not repay the respective notes.

We Continue to Convert Profit Into Cash

Total Cash
EUR Million



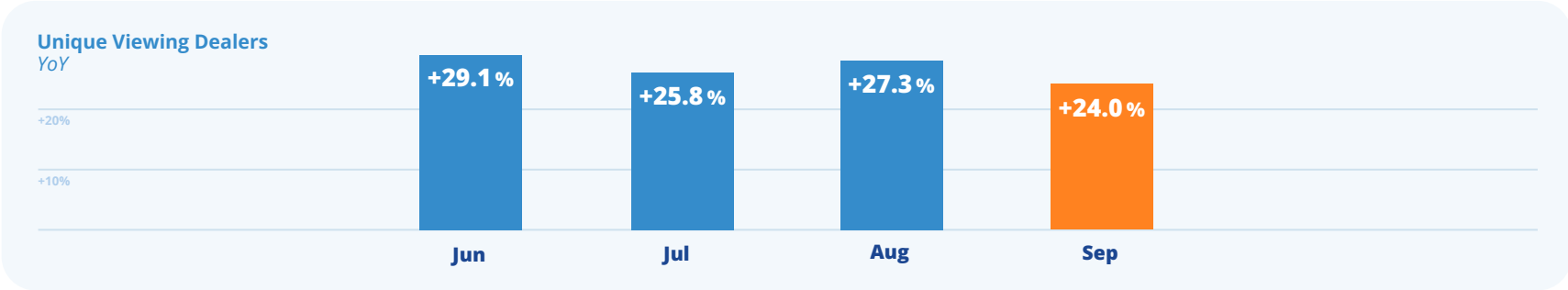
Q3 26 Cash Flow
EUR Million

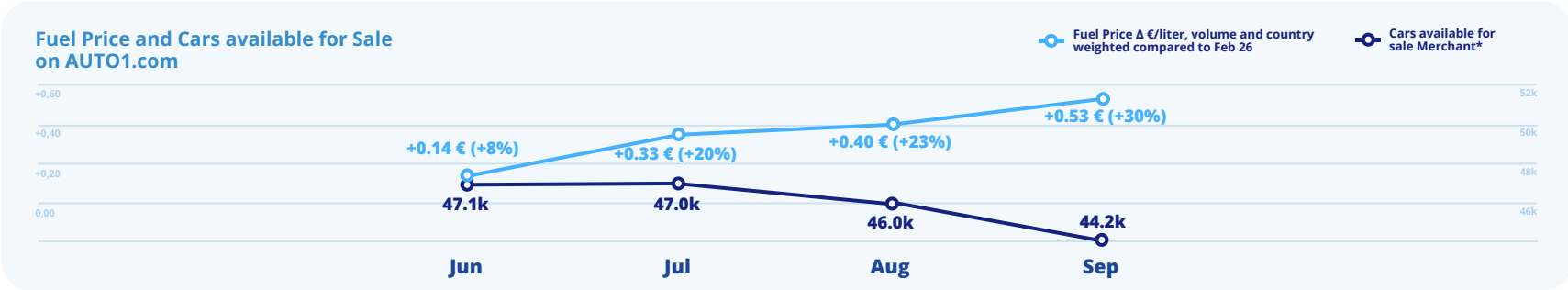


Differences may exist due to rounding
** Change in cash and cash equivalents
* Aggregate other operating, financing and investing cash flows comprise all other cash flows other than Adj. EBITDA, Inventory and Captive Finance receivables
Cash inflow / outflow for net changes in inventory and captive finance assets may vary from q-on-q change in net funded amount as allowance and ECL movements impacting asset values are reflected in Adj. EBITDA

FY 2026 Guidance

We See Bigger Gaps Between Buyer and Seller Price Expectations While the Demand Side Continues to be Very Strong





*Data points represent the monthly average number of cars available for sale on AUTO1.com during the respective months.

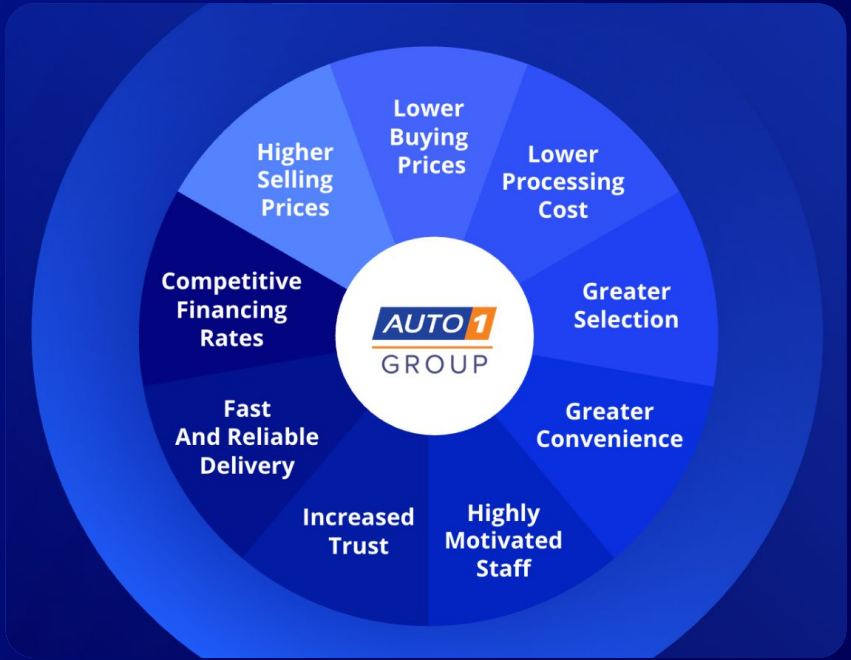
FY 2026 Guidance

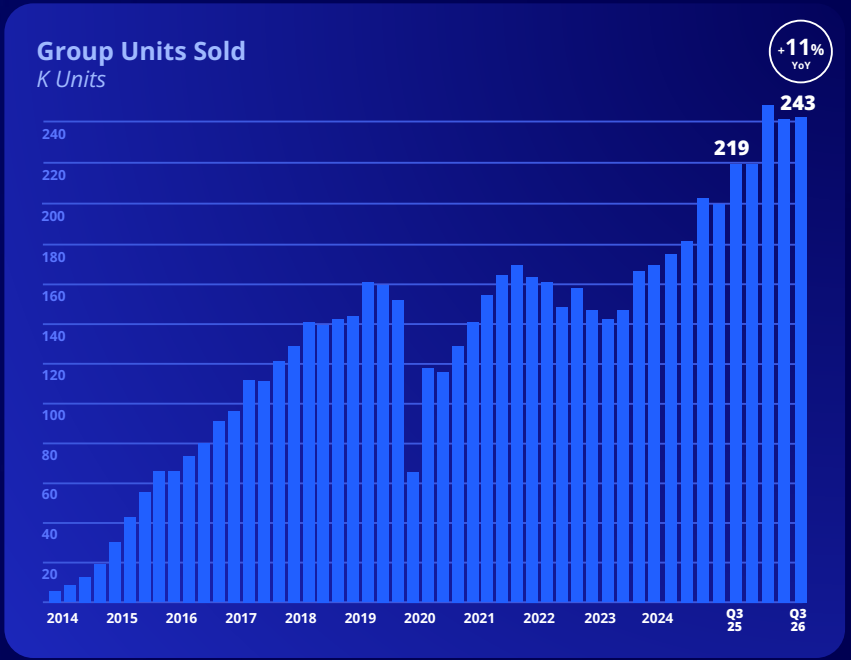
We Confirm Our Guidance Despite Current Macro Headwinds

Unit Guidance	
Units Group	940 - 1,000k
Units Merchant	815 - 865k
Units Autohero	125 - 135k

Financial Guidance	
Gross Profit	EUR 1.1 - 1.2bn
Adj. EBITDA	EUR 250 - 275m

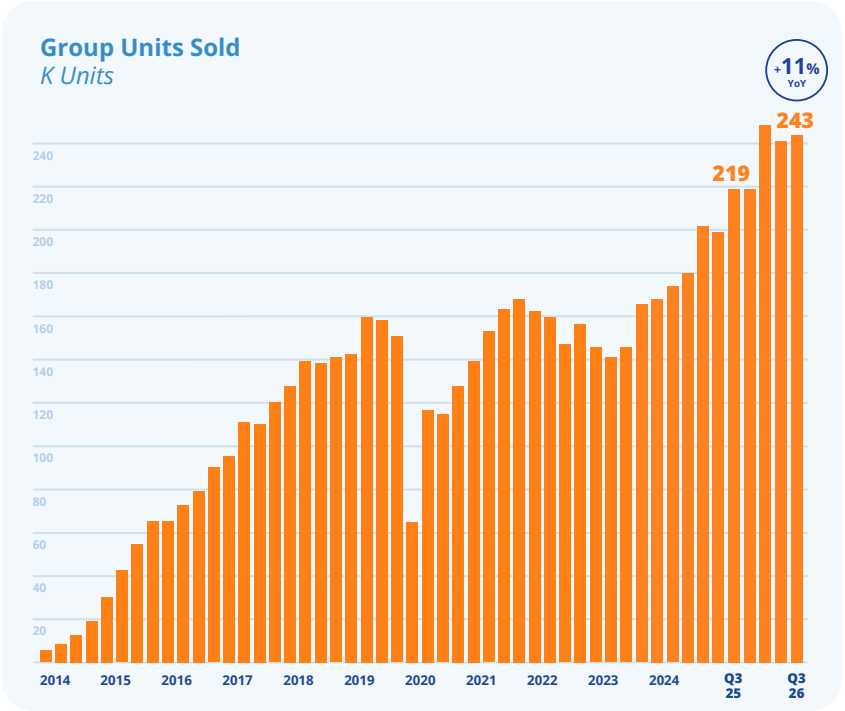
Our Vertically Integrated Business Model Maximizes Value For Our Customers en Route to 10% Market Share

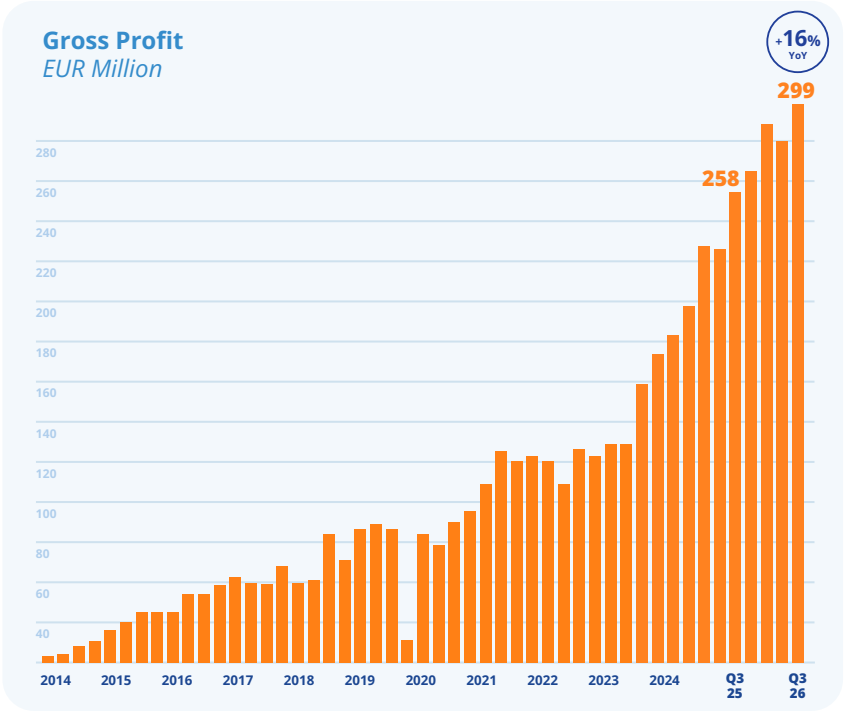




Appendix

Outstanding Growth Trajectory Since Foundation





Our C2B Products Generate Superior Value For Our Selling Customers

Our Brand Promises

- Hassle-free and fast online car appraisal
- Optimal prices based on Pan-European demand aggregation
- Convenient drop-off locations
- Immediate payment to our customers
- Seamless deregistration

90% Of All Cars AI-Priced

Brand Recognition
by country

		Brand Awareness	Trustpilot Score
wirkaufendeinauto.de	DE	63%	4.2
vendezvotrevoiture.fr	FR	59%	4.3
noicompriamoauto.it	IT	72%	4.7
compramostucoche.es	ES	64%	4.2
wijkopenautos.nl	NL	52%	3.9
viköperdinbil.se	SE	59%	4.2
wijkopenautos.be	BE	55%	4.4
wirkaufendeinauto.at	AT	59%	4.2

Data source:
- Nielsen Brand Tracker, Q3 2026 (DE/ES/FR/IT: Sample size 3,000 per market, NatRep 18-64 age. NL/SE/BE/AT: Sample size 1,000 per market, NatRep 18-64 age. Data for the Portugal market is not available).
- Trustpilot, Autohero, 03.11.2026

Our Merchant Business for Dealers

The Best B2B Buying Experience



Largest Selection & Great Prices

- Access to unique Pan-European inventory with 50,000+ cars on the platform
- Pan-European supply generates highly attractive prices

Fast and Digital

- AI recommendations for excellent matchmaking
- Bidding in digital auctions, payment and logistic services fully integrated on AUTO1.com
- Cross-border paperwork and administration handled

Convenient Financing

- 1-click-financing solution integrated in the purchasing process
- Instant delivery or pick-up of the car
- 100% Loan-to-Value

The Best Car Buying Experience



Superb Selection

- 17,000+ cars across Europe on Autohero
- Every car quality-checked and fully refurbished to the same high standards

Great Prices

- Lower cost at scale: The bigger we get, the better the deal for every customer

Maximum Convenience

- Fast delivery or pick-up
- Seamless and quick car buying and financing experience
- 21-day money back guarantee
- Fully embedded financing. Competitive financing rates

Our Long Term Goals

Progress Towards 10% Market Share and Highly Attractive Unit Economics Continues

Merchant per Unit, EUR	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	Milestone	LT target
Units	**555,351**	**585,545**	**523,019**	**615,335**	**740,732**	**1,200k**	
Units Growth, yy, %		5%	-11%	18%	20%	**10–15%**	**10 - 15%**
GPU	**749**	**714**	**801**	**914**	**976**	**1,025+**	**1,080 - 1,200**
SG&A, *of which:*	**(636)**	**(655)**	**(720)**	**(658)**	**(653)**		**(600) - (480)**
Marketing	(172)	(140)	(168)	(151)	(141)		(140) - (110)
Adjusted EBITDA Merchant	**113**	**58**	**82**	**257**	**323**	**400+**	**480 - 720**

Retail per Unit, EUR	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	Milestone	LT target
Units	**41,380**	**64,164**	**63,066**	**74,438**	**101,539**	**300k**	
Units Growth, yy, %		55%	-2%	18%	36%	**20–40%**	20 - 40%
GPU*	**362**	**1,094**	**1,724**	**2,178**	**2,638**	**3,300+**	**3,880 - 4,470**
SG&A, of which:	**(4,462)**	**(4,208)**	**(3,100)**	**(2,833)**	**(3,048)**		**(2,430) - (2,060)**
Marketing	(2,615)	(1,734)	(782)	(648)	(904)		(710) - (540)
Adjusted EBITDA Retail	**(4,100)**	**(3,113)**	**(1,376)**	**(655)**	**(410)**	**800+**	**1,450 - 2,410**

Differences may exist due to rounding. Milestone targets are annual targets.

* GPU equals gross profit divided by number of units sold and differs to the reported GPU on other slides, which is adjusted for effects from capitalisation of internal refurbishment costs.

Segment: Merchant (AUTO1.com)

	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q3 YoY
Units Sold	**191,632**	**190,364**	**216,293**	**206,883**	**211,461**	**10.3%**
Revenue (€m)	**1,656.6**	**1,641.2**	**1,880.6**	**1,833.7**	**1,784.6**	**7.7%**
Average Revenue per Unit (€)	8,645	8,622	8,695	8,864	8,439	(2.4%)
Gross Profit (€m)	**185.1**	**187.7**	**207.0**	**198.5**	**212.5**	**14.8%**
GPU (€)	966	986	957	959	1,005	4.0%
SG&A (€m)	(123.6)	(126.7)	(141.4)	(131.1)	(132.6)	7.3%
SG&A / per unit (€)	**(645)**	**(666)**	**(654)**	**(633)**	**(627)**	**(2.8%)**
Marketing (€m)	(26.3)	(27.9)	(31.1)	(30.5)	(32.8)	25.0%
Marketing / per unit (€)	(137)	(147)	(144)	(147)	(155)	13.3%
Adjusted EBITDA Merchant (€m)	61.5	60.9	65.6	67.5	79.9	29.8%
Adjusted EBITDA Merchant / unit (€)	**321**	**320**	**303**	**326**	**378**	**17.6%**
Adjusted EBITDA margin Merchant %	**3.7%**	**3.7%**	**3.5%**	**3.7%**	**4.5%**	**0.8 pp**

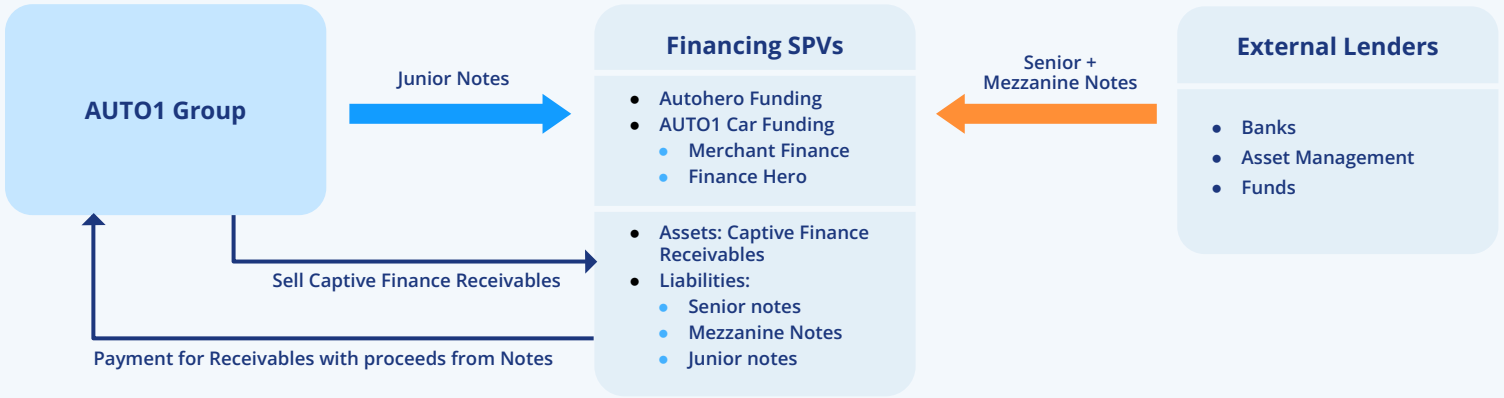
Differences may exist due to rounding

Segment: Retail (Autohero)

	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q3 YoY
Units Sold	**26,985**	**28,746**	**32,486**	**33,415**	**31,356**	**16.2%**
Revenue (€m)	**468.2**	**493.1**	**556.5**	**598.3**	**561.0**	**19.8%**
Average Revenue per Unit (€)	17,351	17,153	17,131	17,906	17,892	3.1%
Gross Profit (€m)	**72.5**	**77.8**	**82.4**	**82.2**	**85.5**	**18.0%**
GPU* (€)	2,664	2,632	2,555	2,503	2,777	4.2%
SG&A (€m)	(82.2)	(93.5)	(88.1)	(91.1)	(89.8)	9.3%
SG&A / unit* (€)	**(3,022)**	**(3,179)**	**(2,732)**	**(2,768)**	**(2,913)**	**(3.6%)**
Marketing (€m)	(26.0)	(28.9)	(25.6)	(29.5)	(29.3)	12.6%
Marketing / per unit (€)	(965)	(1,007)	(788)	(884)	(935)	(3.1%)
Adjusted EBITDA Retail (€m)	(9.6)	(15.7)	(5.8)	(8.9)	(4.3)	(55.5%)
Adjusted EBITDA Retail / unit (€)	**(357)**	**(546)**	**(177)**	**(266)**	**(137)**	**(61.7%)**
Adjusted EBITDA margin, Retail %	**(2.1%)**	**(3.2%)**	**(1.0%)**	**(1.5%)**	**(0.8%)**	**1.3 pp**

*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Capitalisation of internal refurbishment costs is added to SG&A / unit (€).
Marketing expenses include Purchase Marketing and Retail Marketing.
Differences may exist due to rounding.

Captive Finance Non-Recourse Funding: Step 1, Funding Assets

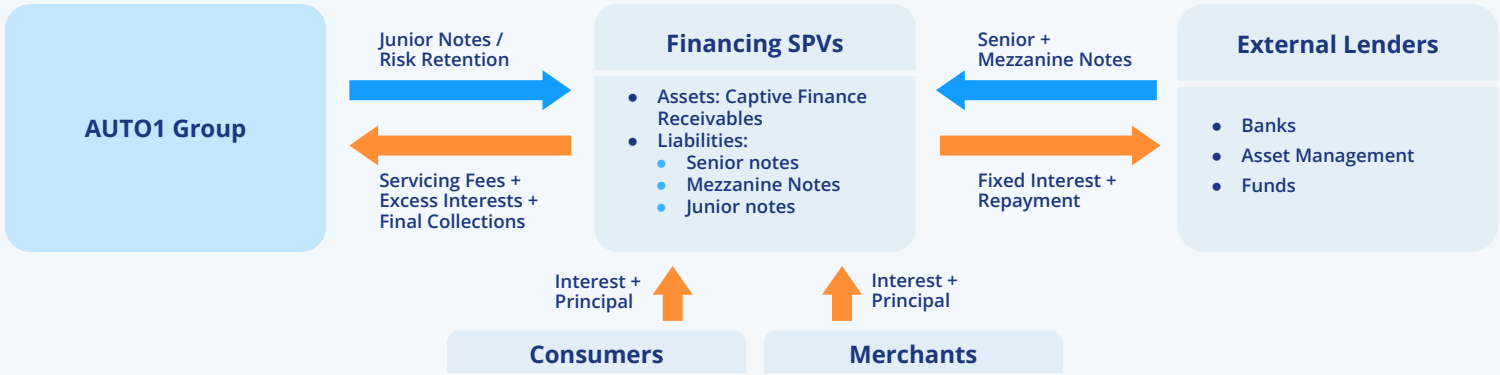


Financing SPV's purchase captive finance receivables from AUTO1 Group

Financing SPVs fund themselves with mix of external debt and funding from AUTO1 Group to fund purchase of receivables
- External funding often structured as multiple tranches with different levels of seniority
- Under EU (and US) securitisation regulations, AUTO1 Group as originator needs to provide at least 5% of funding as risk retention

Lenders have only claim against the assets held by SPV and related interest cash flows
- Financing SPVs are legally NOT part of AUTO1 Group and their debt is not guaranteed or otherwise supported by AUTO1 Group ("non-recourse")

Captive Finance Non-Recourse Funding: Step 2, Debtors Pay



- Debtor payments split between interest and principal waterfall
- Interest waterfall distributed monthly in order of priority
  - Servicing fee to AUTO1
  - Credit losses credited to principal waterfall to ensure full repayment
  - Senior interest payments
  - Mezzanine interest payments
  - Remaining amounts to AUTO1 Group as Excess Interest / economic claim
- Principal repayments and credit loss compensation:
  - In revolving period (ie “warehouse”) used to purchase incremental new receivables
  - During amortisation (ie FinanceHero) used to repay debt in order of seniority with junior notes repaid last
  - Junior Notes repaid from collections once external debt repaid

Captive Finance Non-Recourse Funding: What is AUTO1 Group Exposure?

- AUTO1 provides funds upfront to allow SPV to purchase receivables but has no subsequent obligation to commit further cash
- Base case is that AUTO1 Group makes a good return on captive finance structures:
  - AUTO1 entitled to excess of interest paid by debtors over refinancing cost and credit losses
  - Upfront risk retention provided by AUTO1 will be repaid as receivables paid off in amortisation case
- If credit performance is so bad that cost of credit exceeds the net interest margin, then most junior tranche (ie risk retention) will be impaired
  - Worst case is that AUTO1 will not receive excess interest and initial investment in risk retention will not be repaid. AUTO1 is not obliged to commit any more cash.
- While AUTO1 Group is not owner of Financing SPV and does not guarantee any SPV liabilities, AUTO1 is exposed to the positive (or negative) development of the Financing SPV. We therefore fully consolidate the assets and liabilities.

AUTO1 Balance Sheet: Our ABS Financial Debt is Non-Recourse

EUR Million selected balance sheet lines	Rationale to exclude from Corporate Net Debt	Assets	Liabilities	ABS Facility Draw Level, %
		Q3 2026	Q3 2026	
Cash		707		
Inventory		878		
Inventory ABS Liabilities	FloorPlan financing is generally considered short term payables rather than debt by Ratings Agencies		695	79%
Merchant Finance Receivables		330		
Merchant Finance ABS Liabilities	Under Ratings Agencies Captive Finance Rules, Non-recourse re-financing does not count towards net debt		260	79%
Consumer Finance Receivables		783		
Consumer Finance ABS Liabilities*	Under Ratings Agencies Captive Finance Rules, Non-recourse re-financing does not count towards net debt		683	87%

* Includes €11m of repo liabilities for the FinanceHero3 risk retention tranche, with recourse to AUTO1 Group only to the extent the ABS structure does not repay the respective notes.

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