

August 24, 2022

# Allane SE

## Q2 2022 Update

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# Agenda

**A.** KPIs and Highlights Q2 2022

**B.** Financials H1 2022

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**C.** Outlook

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**D.** New Strategy Program - Fast Lane 27

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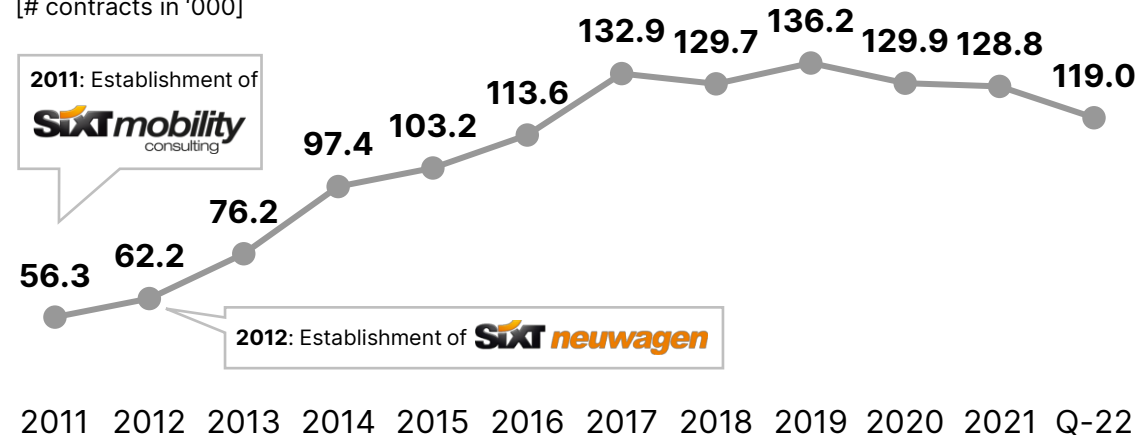
**E.** Appendix

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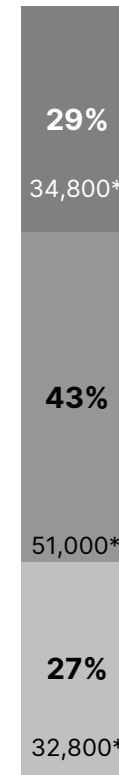
# Allane Mobility Group's contract portfolio as end of Q2 2022 with 119,000 contracts, 7.6% below end of 2021

## STRONG CONTRACT GROWTH SINCE 2011

[# contracts in '000]



## WELL DIVERSIFIED CONTRACT PORTFOLIO<sup>2)</sup>



Portfolio Q2-22  
\*Number of contracts

### SIXT neuwagen – Online Retail

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

### SIXT mobility consulting – Fleet Management

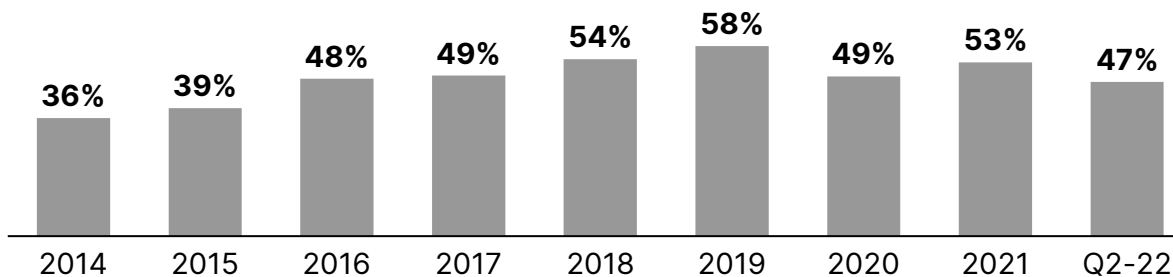
- Mid-sized and large corporates
- Fleet management and consulting
- Optimisation of total cost of ownership

### SIXT leasing – Fleet Leasing

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

## ONLINE SHARE IN NEW BUSINESS

[Percentage of Online Retail new contracts out of total Leasing new contracts]<sup>1)</sup>



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

# Business development Q2 2022 – Contract portfolio and operating revenue below previous year, EBT above last year

	Q2 2022	Q4 2021	Change vs. FY 2021
<b>Group contract portfolio<sup>1)</sup></b>	<b>119,000</b>	<b>128,800</b>	<b>-7.6%</b>
▪ Online Retail	35,300	36,500	-3.5%
– thereof Captive Leasing contracts	500	100	352%
▪ Fleet Management	51,000	59,000	-13.5%
▪ Fleet Leasing	32,700	33,300	-1.7%
<b>Financials</b>	H1 2022	H1 2021	Change vs. H1 2021
<b>Operating revenue</b>	<b>EUR 193.3 m</b>	<b>EUR 194.2 m</b>	<b>-0.4%</b>
EBITDA	EUR 92.9 m	EUR 95.7 m	-3.0%
<b>EBT</b>	<b>EUR 6.9 m</b>	<b>EUR 2.6 m</b>	<b>+161.9%</b>
Operating return on revenue	3.6%	1.4%	2.2pp
Equity ratio	19.6%	17.1%	2.5pp

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

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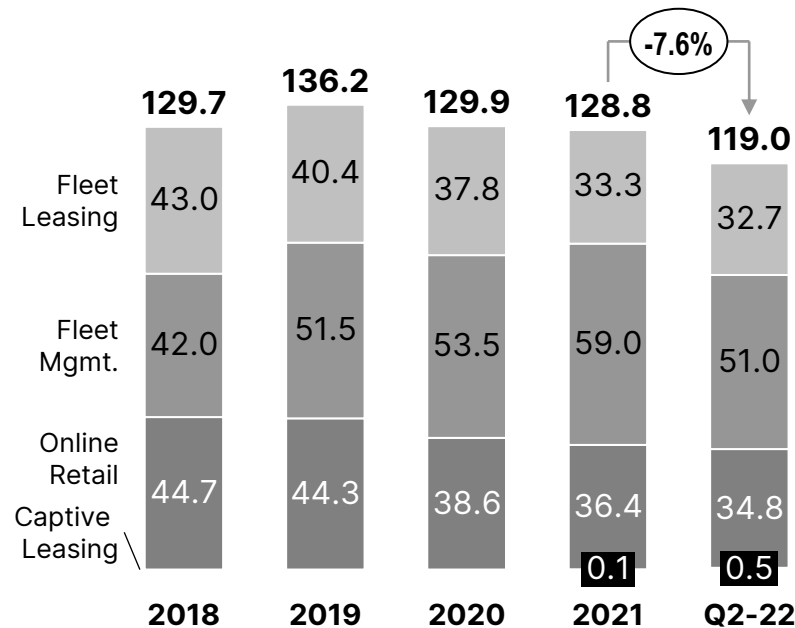
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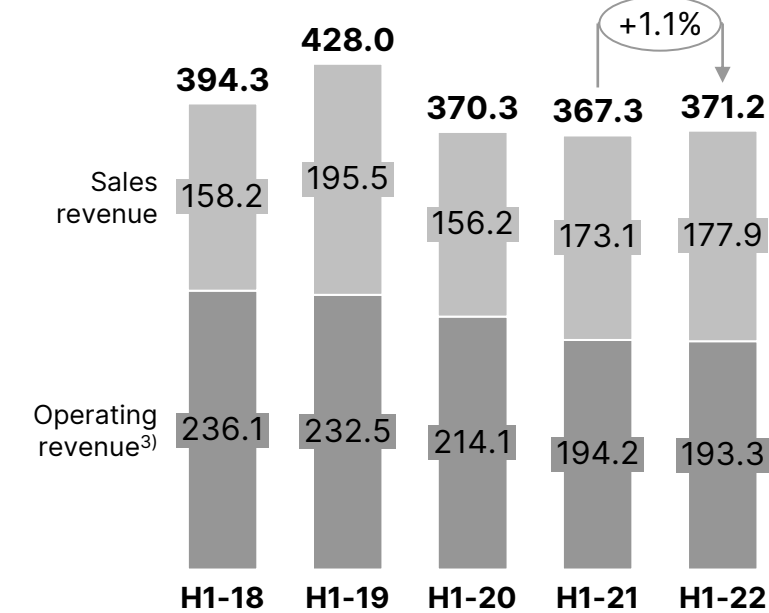
# EBT H1 2022 EUR 4.3 m above previous year, due to strong sales result for lease returns from increased selling prices and a recovery in future RVs

Allane Mobility Group – Key performance indicators 2018 to H1 2022<sup>1)</sup>

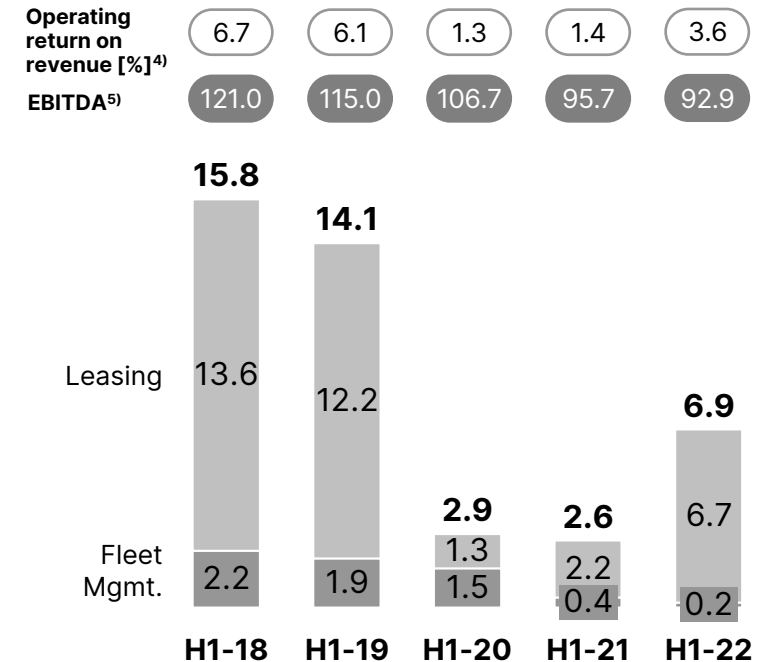
## CONTRACT PORTFOLIO ['000]<sup>2)</sup>



## 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 6.9 m – Leasing business unit EUR 4.5 m above previous year, Fleet Management EUR 0.2 m below previous year

Allane Mobility Group – Development of EBT and business units H1 2018 – H1 2022<sup>1)</sup>

## GROUP [EUR m]

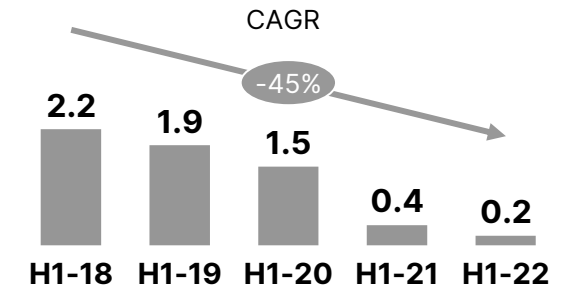
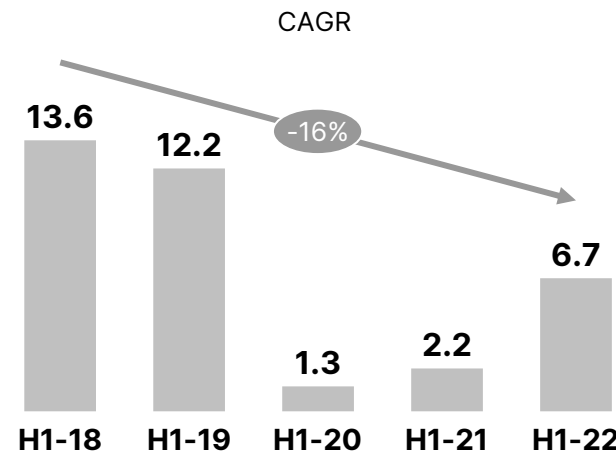
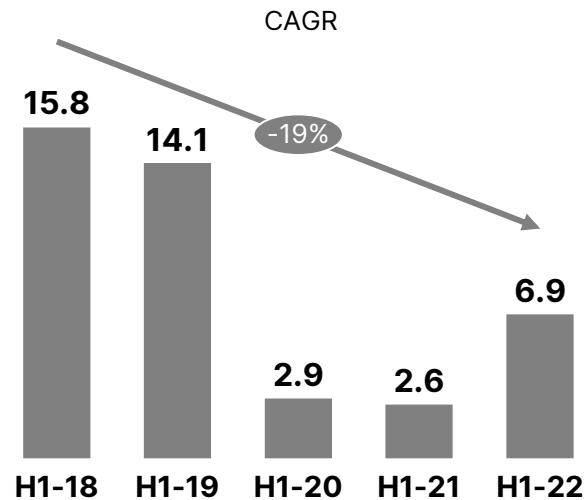
Operating return on revenue [%] <sup>2)</sup>	6.7	6.1	1.3	1.4	3.6
EBITDA <sup>3)</sup>	121.0	115.0	106.7	95.7	92.9

## LEASING [EUR m]

Operating return on revenue [%]	6.5	5.9	0.7	1.3	4.1
EBITDA	118.8	113.0	105.1	95.2	92.6

## FLEET MANAGEMENT [EUR m]

Operating return on revenue [%]	8.6	7.6	6.4	1.7	0.6
EBITDA	2.3	2.0	1.6	0.5	0.3



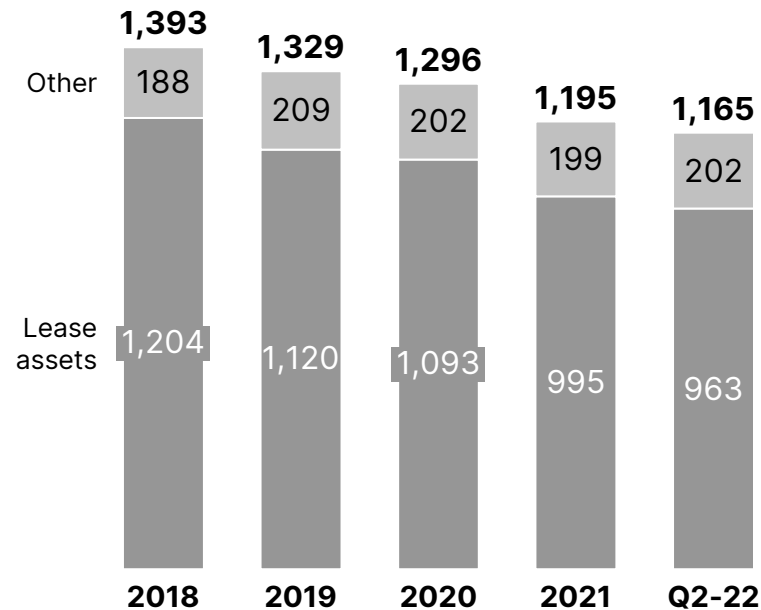
1) Due to rounding it is possible that selected figures do not add up to the overall amount recorded  
 2) Ratio of EBT to operating revenue  
 3) EBITDA = Earnings before interest, taxes, depreciation and amortization



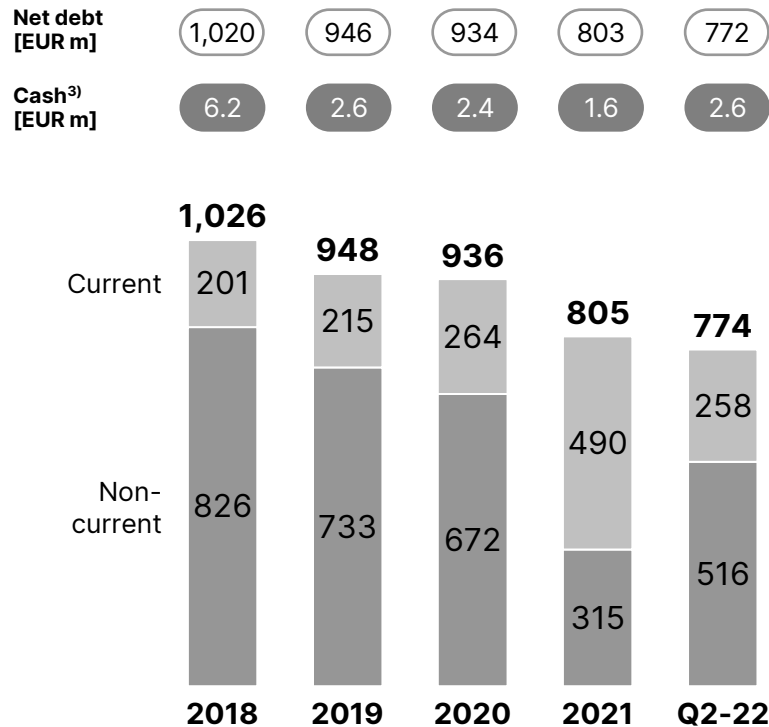
# Lease assets of approx. EUR 1.0 bn – Equity ratio up 1.2 ppts compared to 2021 (ACT), mainly due to a lower level of lease assets

Allane Mobility Group – Development of key balance sheet figures 2018 to H1 2022

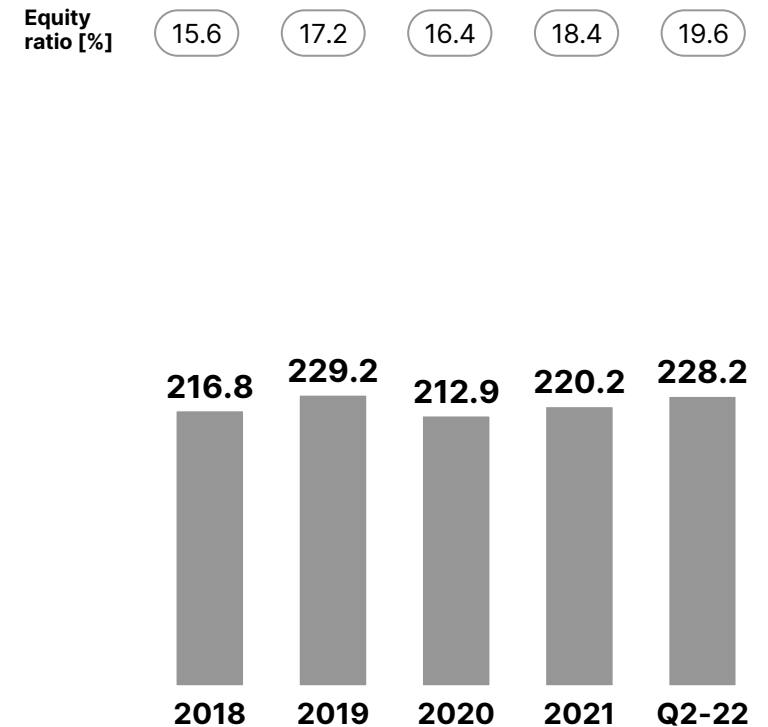
## TOTAL ASSETS [EUR m]<sup>1)</sup>



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



## EQUITY [EUR m]



Net debt [EUR m]	2018	2019	2020	2021	Q2-22
	1,020	946	934	803	772
Cash <sup>3)</sup> [EUR m]	6.2	2.6	2.4	1.6	2.6

Equity ratio [%]	2018	2019	2020	2021	Q2-22
	15.6	17.2	16.4	18.4	19.6

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)

Allane Mobility Group – Maturities of financial liabilities as of 30 June 2022 [EUR m]

FINANCIAL LIABILITIES <sup>1)</sup>	2022	2023	2024	2025	2026+	Total
<b>Asset backed securities (ABS) programme</b>	81.8	139.3	83.8	25.2	1.9	<b>332.0</b>
<b>SCB loans</b>	50.0	70.0	100.0	70.0	100.0	<b>390.0</b>
<b>Bank loans</b>	33.4	-	-	-	-	<b>33.4</b>
<b>Bonds<sup>2)</sup></b>	-	-	-	-	-	<b>0.0</b>
<b>Finance leases and others</b>	1.2	2.1	1.9	1.3	10.5	<b>17.0</b>
<b>Total</b>						<b>772.4</b>
<b>Bank balances</b>						<b>2.5</b>
<b>Net debt</b>						<b>769.9</b>

## KEY FINANCING INSTRUMENTS

- ~ **EUR 423 m** bilateral credit lines from 3<sup>rd</sup> party banks with relevant share of long-term funding
- 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 reviewed forecast for 2022 confirmed, esp. taking into account the operating business development to date and environment situation

	2022	2021
<b>Contract portfolio</b>		
Group	In a range between 110,000 and 130,000 contracts	128,800 contracts
<b>Financials</b>		
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 slight 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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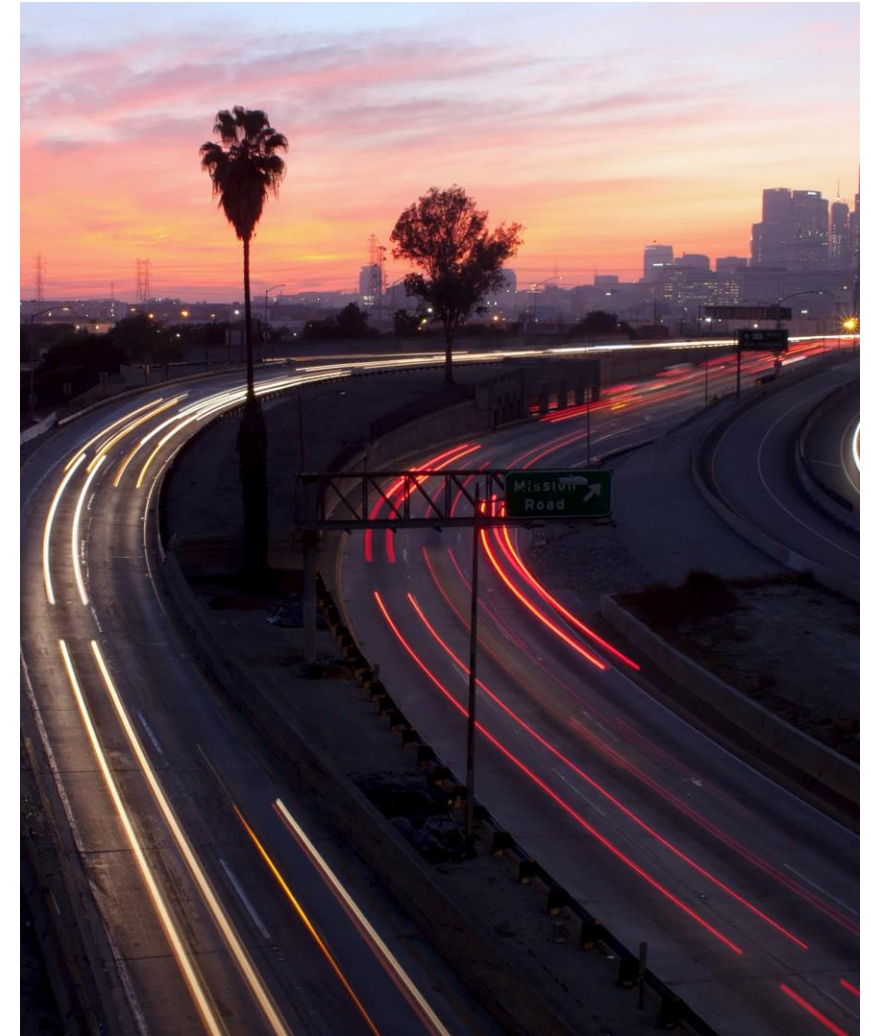
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# allane mobility group

# **FAST LANE 27**

Our new business strategy.

**Creating higher added value for customers, partners, employees, and shareholders.**



# 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 and 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

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



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

more **offerings**

more **innovation**

more **cooperation**

more **internationalization**

more **sustainability**



**... and become the leading multi-brand provider of comprehensive mobility solutions.**

# Contact details

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## INVESTOR RELATIONS

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# Allane Mobility Group: Revenue and earnings performance H1 2022<sup>1)</sup>

in EUR million

	H1 2022	H1 2021	Change in %
<b>Operating revenue</b>	<b>193.3</b>	<b>194.2</b>	<b>-0.4%</b>
Sales revenue	177.9	173.1	2.8%
<b>Consolidated revenue</b>	<b>371.2</b>	<b>367.3</b>	<b>1.1%</b>
thereof Leasing business unit	303.6	313.7	-3.2%
thereof Fleet Management business unit	67.7	53.6	26.3%
Fleet expenses and cost of lease assets	234.2	234.6	-0.2%
Personnel expenses	25.8	24.7	4.4%
Net other operating income/expense	-18.3	-12.2	49.6%
<b>EBITDA</b>	<b>92.9</b>	<b>95.7</b>	<b>-3.0%</b>
Depreciation and amortisation	84.4	89.6	-5.8%
Net finance costs	-1.6	-3.5	-54.8%
<b>EBT</b>	<b>6.9</b>	<b>2.6</b>	<b>161.9%</b>
<i>Operating return on revenue<sup>2)</sup></i>	3.6%	1.4%	+2.2 points
Income tax	2.1	0.8	167.5%
<b>Consolidated profit</b>	<b>4.8</b>	<b>1.9</b>	<b>150.0%</b>
Earnings per share (in EUR)	0.23	0.09	155.6%

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