



Q4 and FY 2023 Trading Update starts soon...

Trading Update

Q4 and FY 2023

Disclaimer

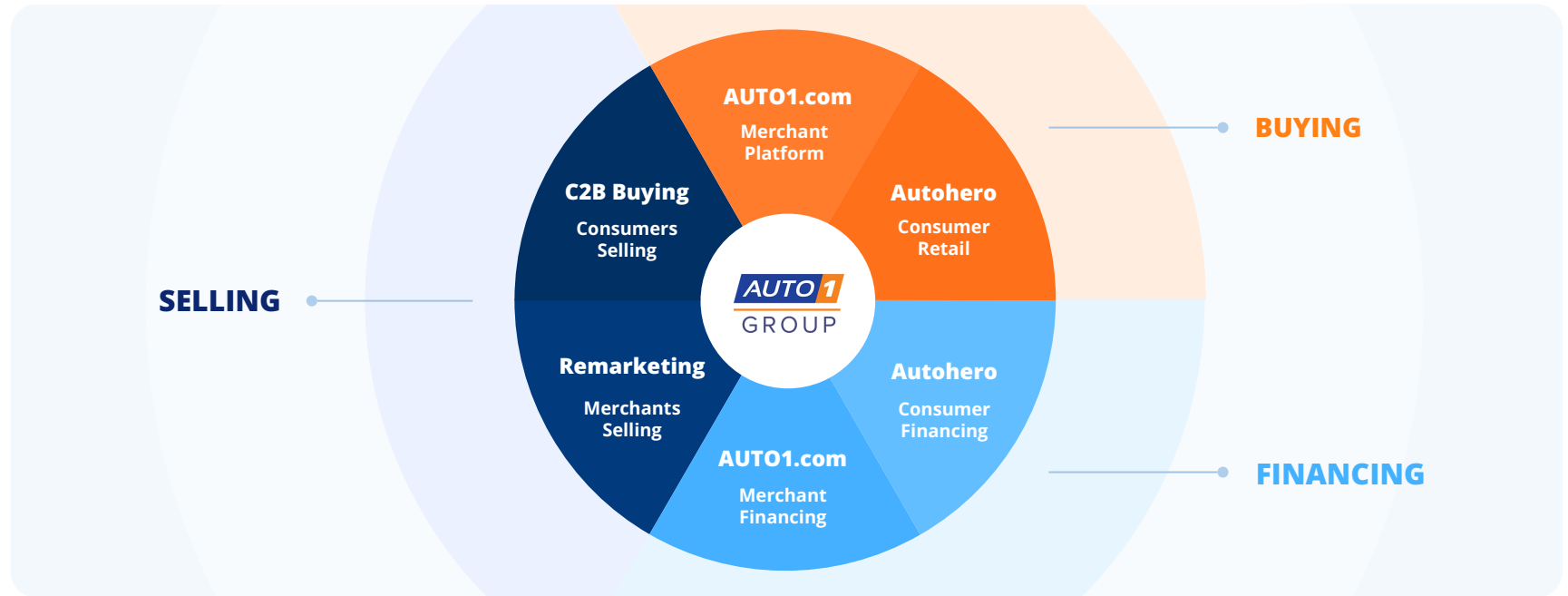
IMPORTANT NOTICE

For the purposes of this notice, “Presentation” means this document, its contents or any part of it. This Presentation does not, and is not intended to, constitute or form part of, and should not be construed as, an offer to sell, or a solicitation of an offer to purchase, subscribe for or otherwise acquire, any part of it form the basis of or be relied upon in connection with or act as any inducement to enter into any contract or commitment or investment decision whatsoever. This Presentation is neither an advertisement nor a prospectus and should not be relied upon in making any investment decision to purchase, subscribe for or otherwise acquire any securities.

- The information and opinions contained in this Presentation are provided as at the date of this Presentation, are subject to change without notice and do not purport to contain all information that may be required to evaluate AUTO1 Group SE. AUTO1 Group SE undertakes no obligation to update or revise this Presentation. No reliance may or should be placed for any purpose whatsoever on the information contained in this Presentation, or any other information discussed verbally, or on its completeness, accuracy or fairness.
- The information in this Presentation is of preliminary and abbreviated nature and may be subject to updating, revision and amendment, and such information may change materially. Neither AUTO1 Group SE nor any of its directors, officers, employees, agents or affiliates undertakes or is under any duty to update this Presentation or to correct any inaccuracies in any such information which may become apparent or to provide any additional information.
- The Presentation and discussion contain forward looking statements, other estimates, opinions and projections with respect to anticipated future performance of AUTO1 Group SE (“forward-looking statements”). By their nature, forward-looking statements involve significant risks and uncertainties, because they relate to events and depend on circumstances that may or may not occur in the future. forward-looking statements should not be read as guarantees of future performance or results and will not necessarily be accurate indications of whether or not such results will be achieved. Similarly, past performance should not be taken as an indication of future results, and nor representation or warranty, express or implied, is made regarding future performance. The development of AUTO1 Group SE’s prospects, growth, strategies, the industry in which it operates, and the effect of acquisitions on AUTO1 Group SE may differ materially from those made in or suggested by the forward-looking statements contained in this Presentation or past performance. In addition, even if the development of AUTO1 Group SEs prospects, growth, strategies and the industry in which it operates are consistent with the forward-looking statements contained in this Presentation or past performance, those developments may not be indicative of AUTO1 Group SE results, liquidity or financial position or of results or developments in subsequent periods not covered by this Presentation. Any forward-looking statements only speak as at the date of this Presentation is provided to the recipient and it is up to the recipient to make its own assessment of the validity of any forward-looking statements and assumptions. No liability whatsoever is accepted by AUTO1 Group SE in respect of the achievement of such forward-looking statements and assumptions.

Europe's Used Car Market On One Platform

Building a Category Leader By Maximizing Value for Consumers and Merchants

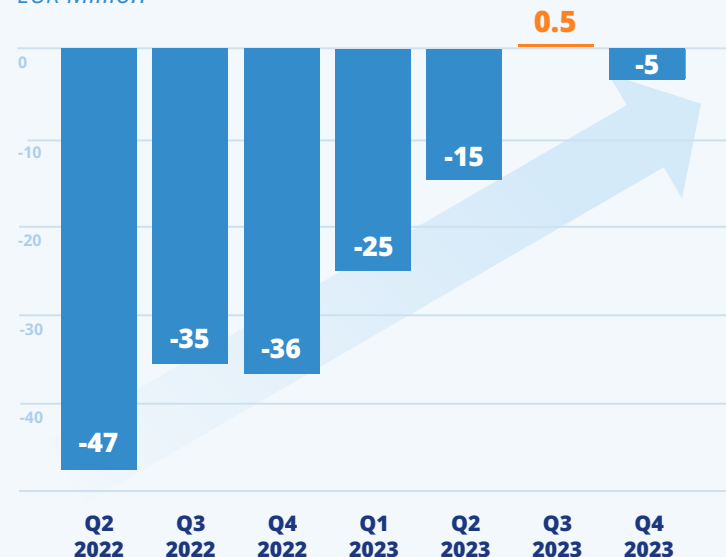


2023 Key Achievements and Profitability Track

- ✓ 520,000+ Customers sold their car to us
- ✓ Funded them with EUR 4.1+ Billion
- ✓ Sold to 39,000+¹ Partner Dealers
- ✓ Carried out 910,000+ transports through partners
- ✓ Helped 60,000+ Retail Customers to find their new car
- ✓ Supported 20,000+ Consumer Financing Customers

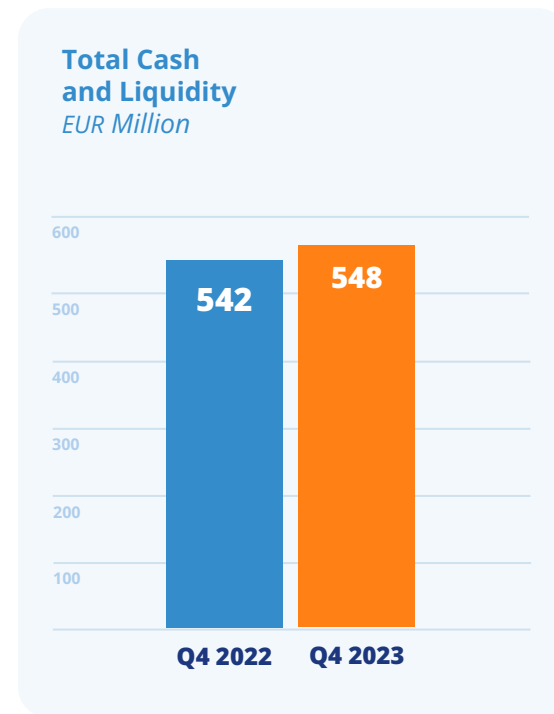
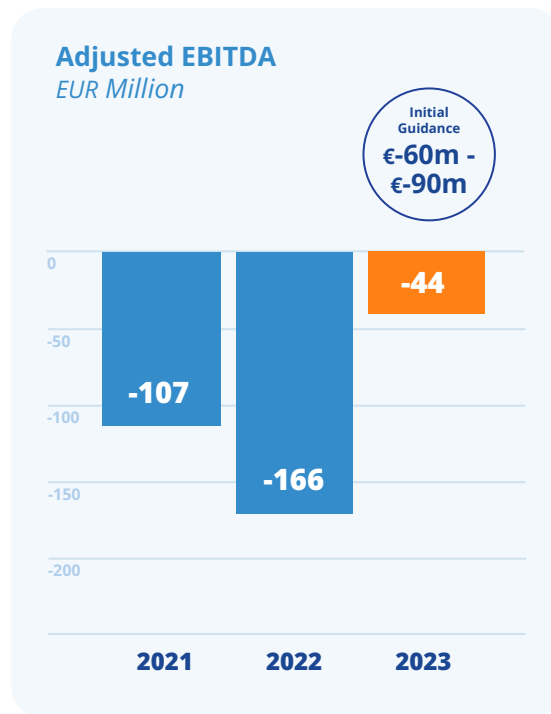
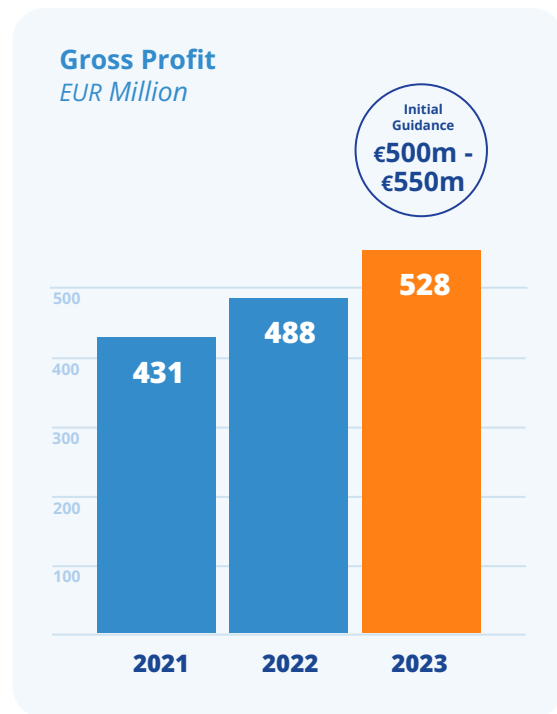
Adjusted EBITDA

EUR Million



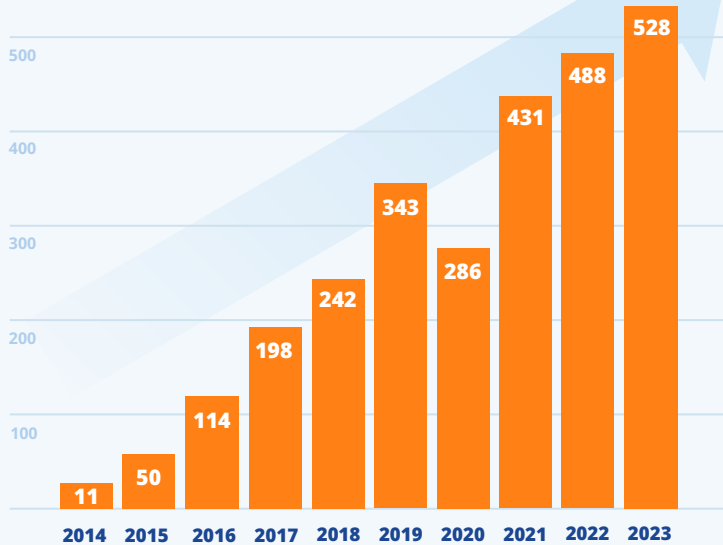
¹Full Year 2023: 39,100 buying Merchants, out of 69,000 actively viewing Merchants (monthly average) on the AUTO1.com Platform

In 2023 We Hit Our Financial Targets, Outperformed on EBITDA and Strengthened our Balance Sheet

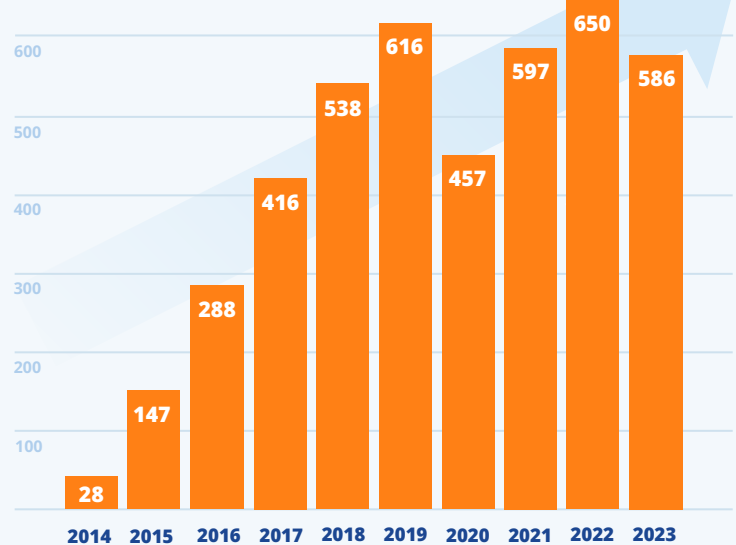


We are a Growth Company at Heart

Gross Profit
EUR Million



Group Units Sold
k Units



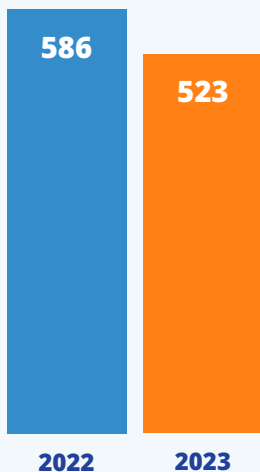
Merchant Update



Return to Normalized Industry Turns Led to Smaller Average Basket

Merchant Units Sold

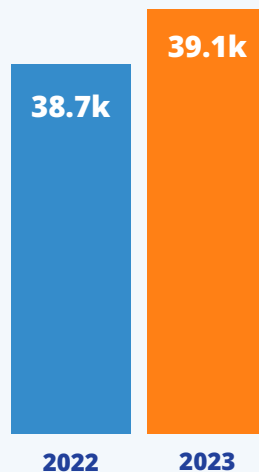
k Units



Buying Merchants

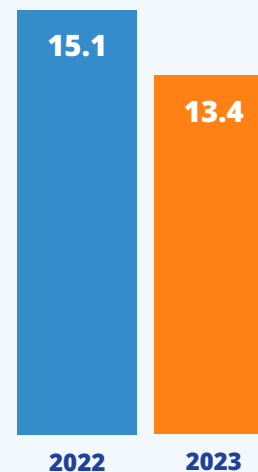
on AUTO1.com¹

Unique Buyers



Average Basket

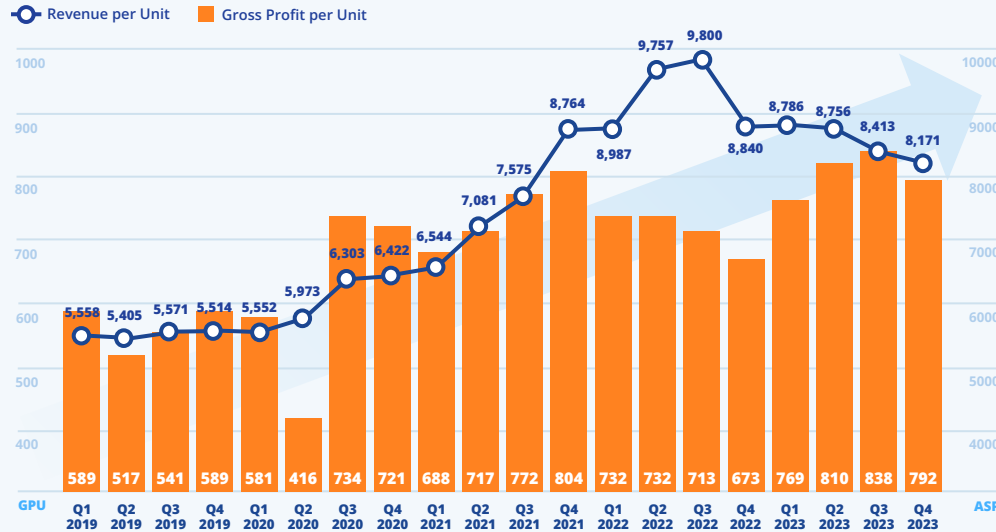
Purchased Cars per Annum



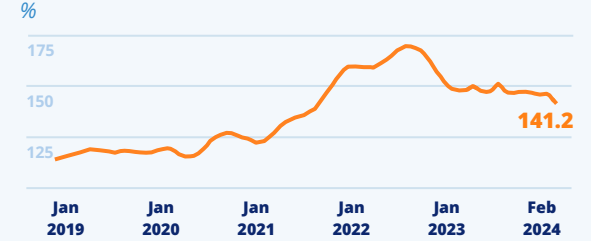
¹Full Year 2023: 39,100 buying Merchants, out of 69,000 actively viewing Merchants (monthly average) on the AUTO1.com Platform

Our GPUs Have Been Growing Despite Declining ASPs, Demonstrating Their Resilience

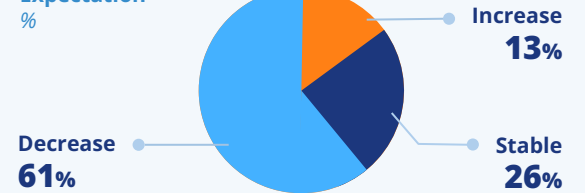
Average Selling Price vs. Gross Profit per Unit



AUTO1 Group Price Index

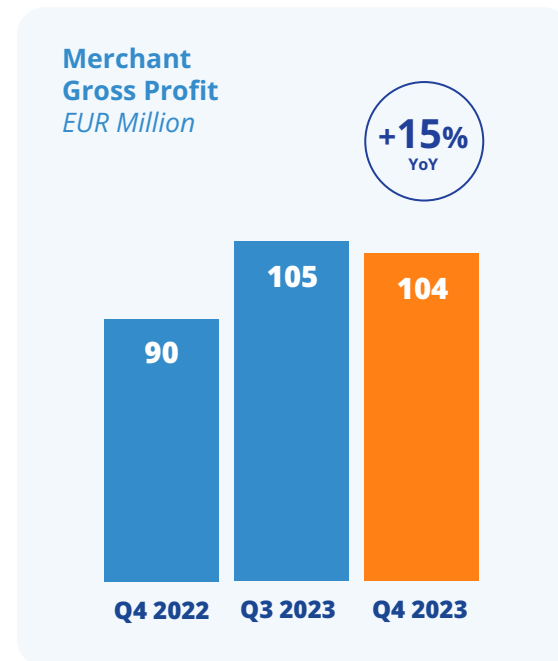
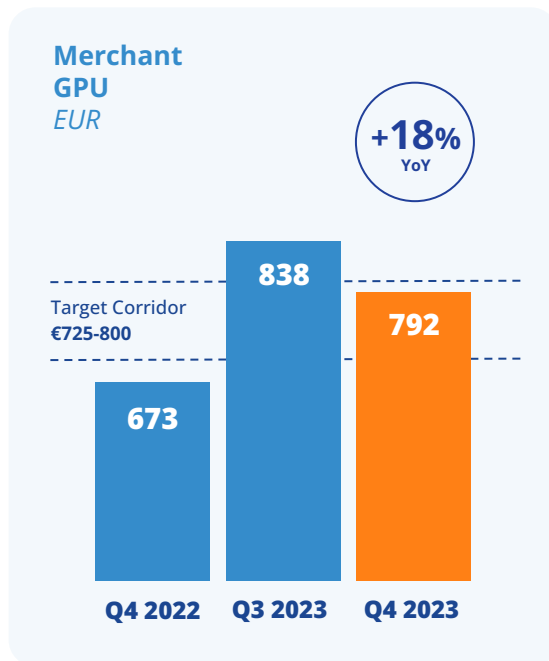
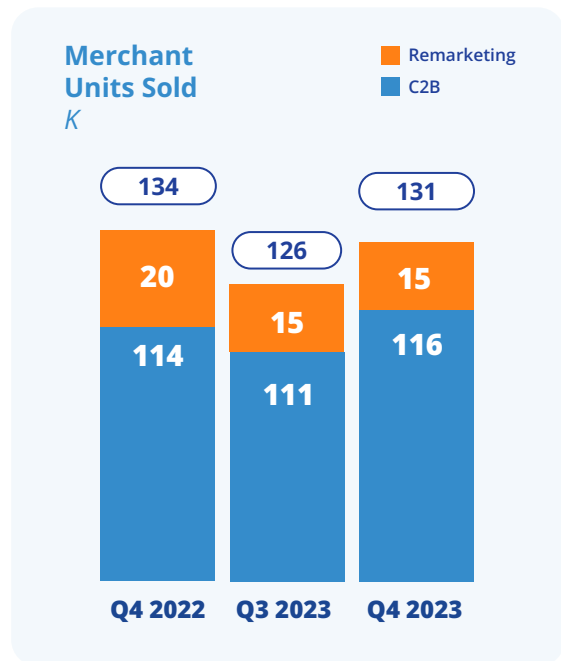


2024 Price Expectation¹



¹AUTO1.com ran an online survey from 1-6 December 2023, with 5,100 European partner dealers answering on price exceptions in AUTO1.com main markets (DE, IT, FR, ES, BE, NL & PL)

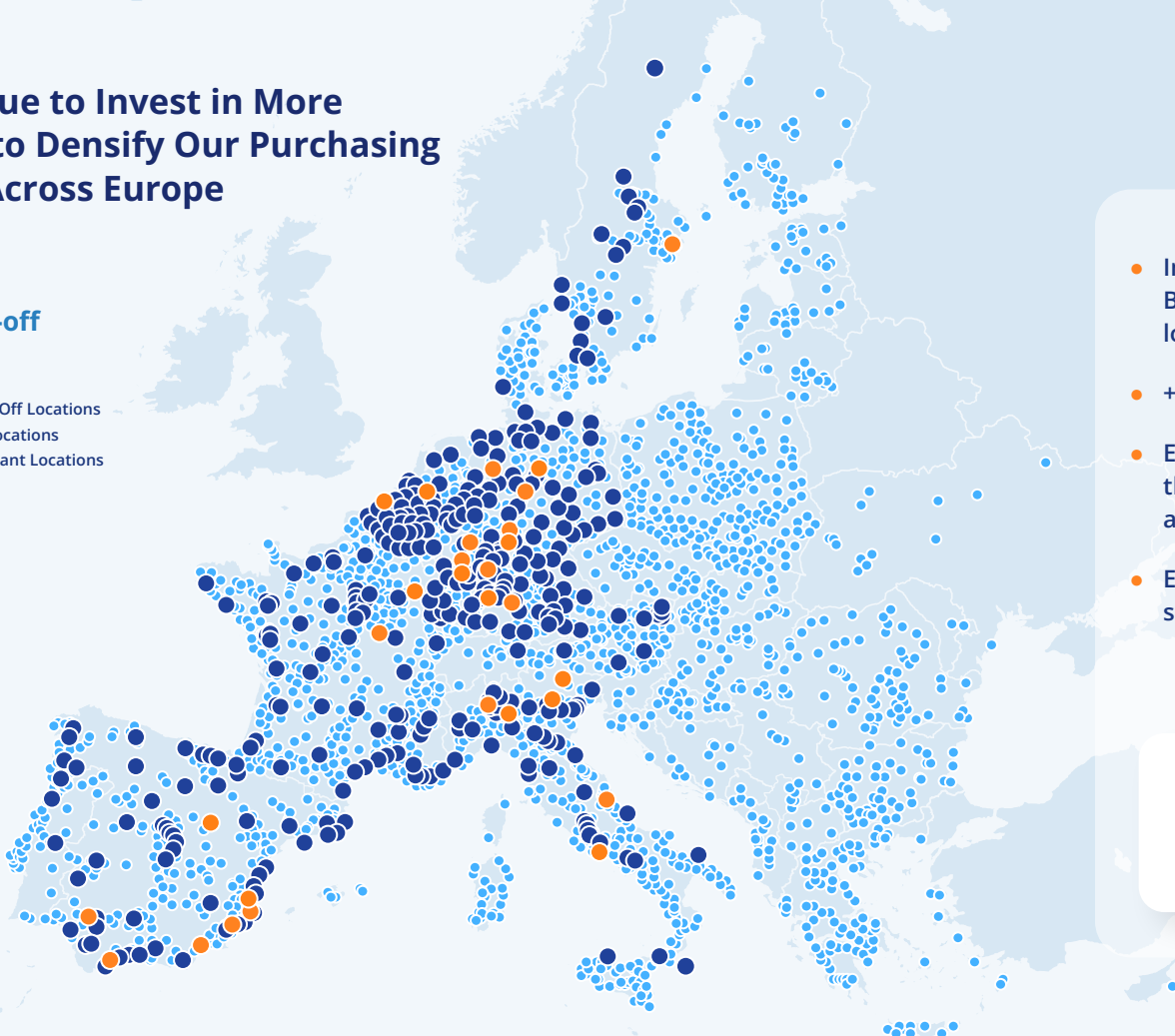
Our Largest Business Unit C2B Returned to Quarterly Growth in Q4 2023, while Remarketing Reached Break-Even



We Continue to Invest in More Branches to Densify Our Purchasing Network Across Europe

Current Drop-off Network

- Newly Added Drop-Off Locations
- Existing Drop-Off Locations
- 2023 Sample Merchant Locations

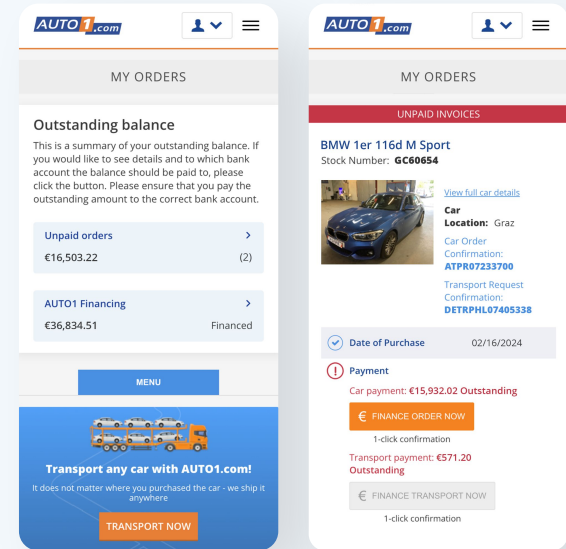


- Installation of additional Branches in convenient locations for the customer
- +29 Branches in H2 2023
- EU wide midterm potential for the new Branches >1,000 additional locations
- Efficient CapEx and OpEx spending

Strong Focus On Network Expansion Plan in 2024

We Rolled Out AUTO1 Financing in Four Markets in Q4 to Let Our Partners Grow with us

- **Reimagined inventory financing to make it the most simple, convenient and transparent solution for dealers**
 - Seamless registration: no action needed from dealers
 - One-click financing
 - 100% financing
 - No upfront cash needed
 - Immediate car availability for pick-up / delivery
- **Growth capital for dealers to grow with AUTO1**
 - EUR 100 million refinancing facility provided by BNP Paribas to support up to EUR 125 million of AUTO1 Financing outstandings
- **Available in Germany, France, Spain and Austria**



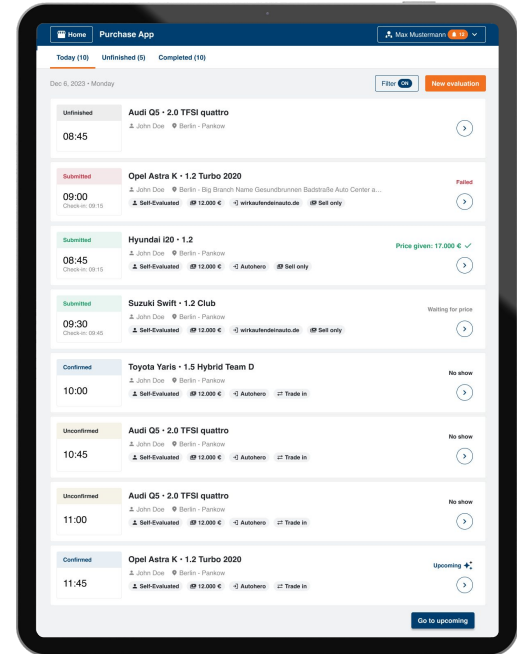
We Continue to Significantly Invest in New Features to Enhance the Value of AUTO1.com for our Partner Dealers

AI Pricing

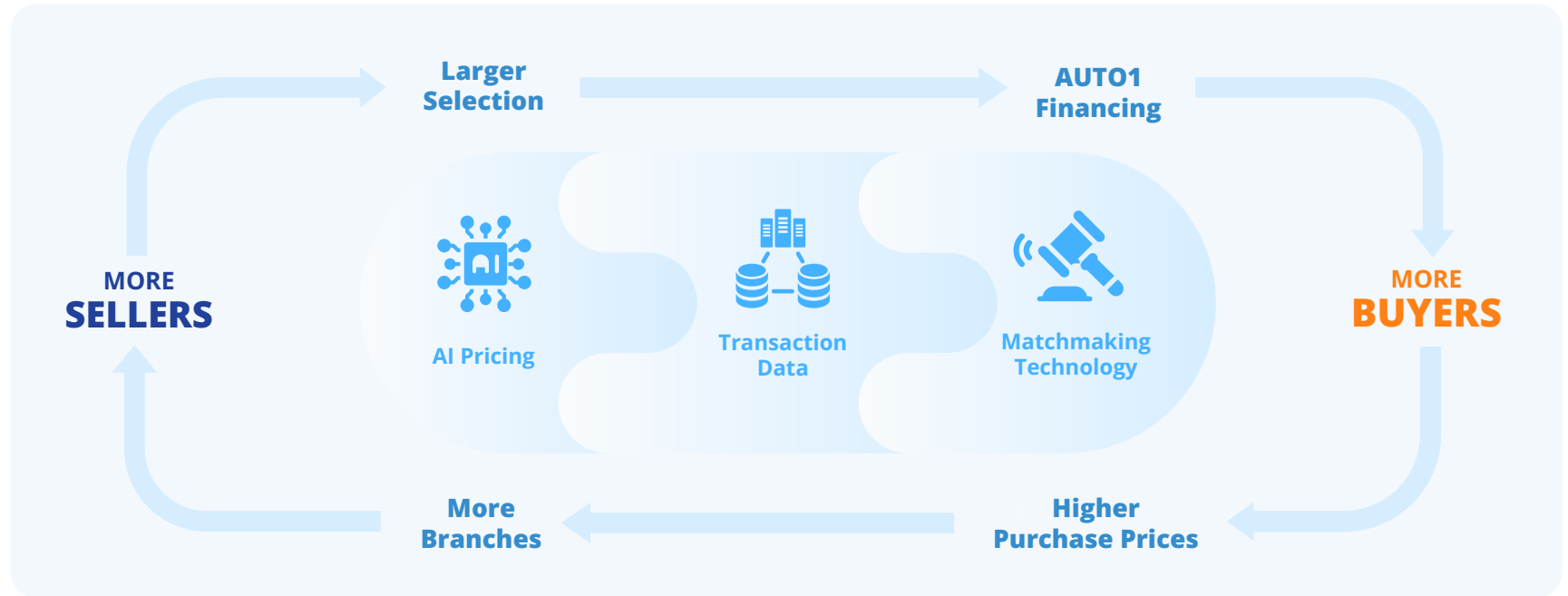
Enhanced Purchase App

Premium Return Right

Personalized AI Vehicle Recommendations



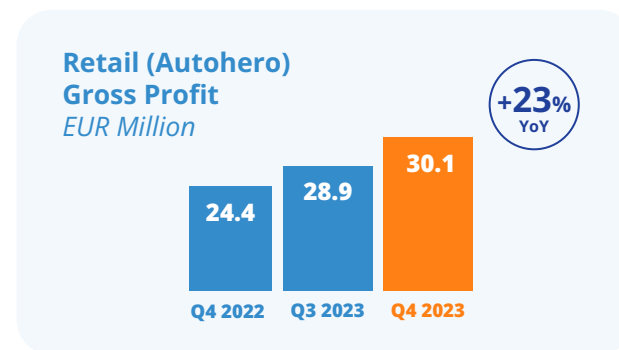
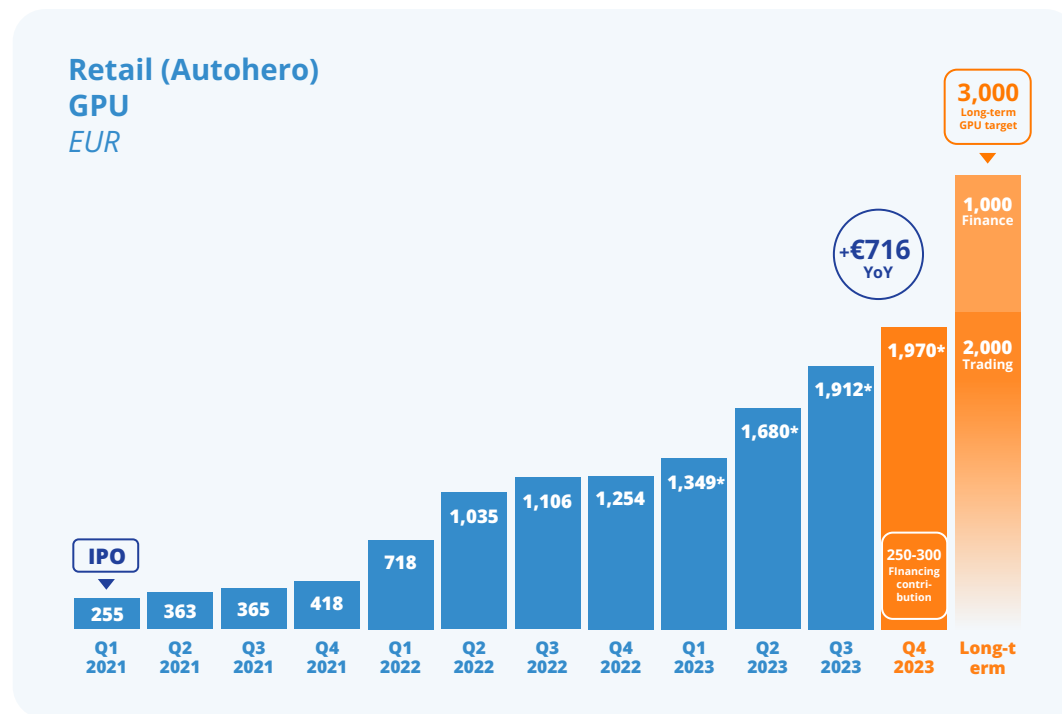
Growing our Purchasing Branch Network and Merchant Financing Are New Growth Levers to Support Our Flywheel



Retail Update



Autohero Close to the €2,000 GPU Level in Q4 2023



*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.

In just three Years Autohero has Become a Leading Pan-European Brand for Buying Used Cars

Retail Marketing Cost
per Car Delivered
KEUR

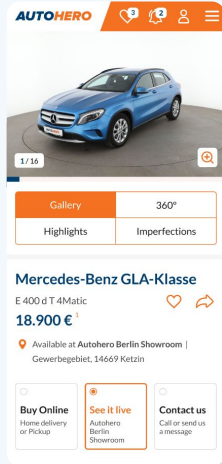


Autohero Brand Awareness*
Amongst Classifieds & Dealers

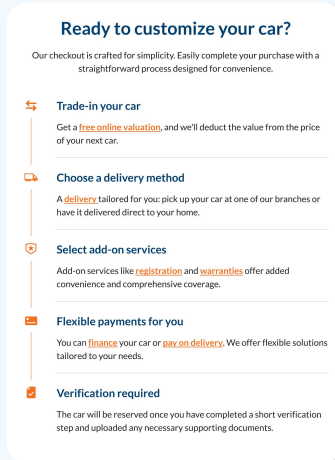


*Based on aided awareness in 18-64 range. DE/ES/FR/IT sample size 3,000 people, other markets 1,000 people. Autohero is brand #4 in FR
**joint in 3rd place

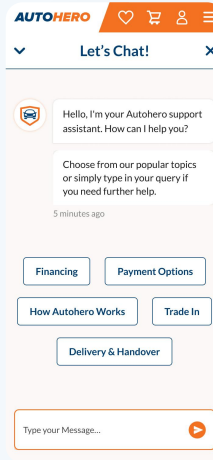
Autohero Offers a Seamless Digital Purchase and Financing Experience for Used Cars



Superior Presentation

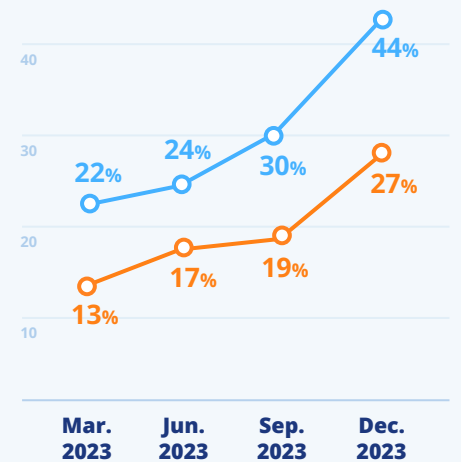


One Integrated Flow



AI Help

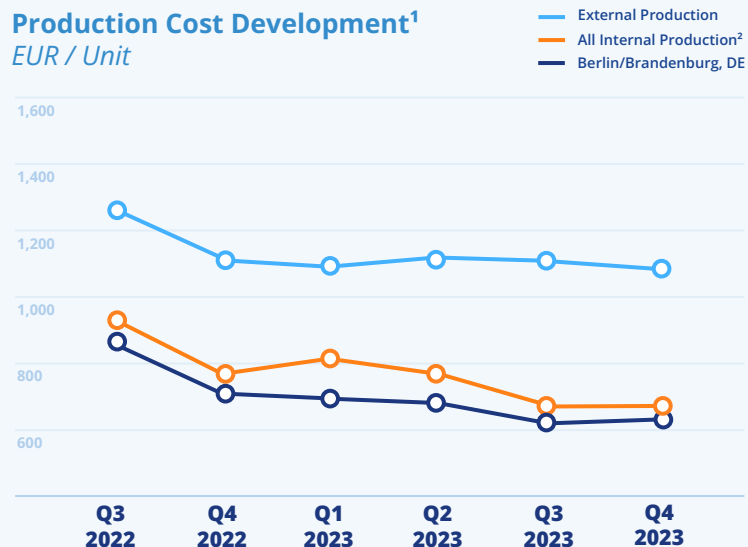
Share of No-Touch Orders %



Our Refurbishment is Fully Inhoused by now, Providing Cost and Speed Advantage

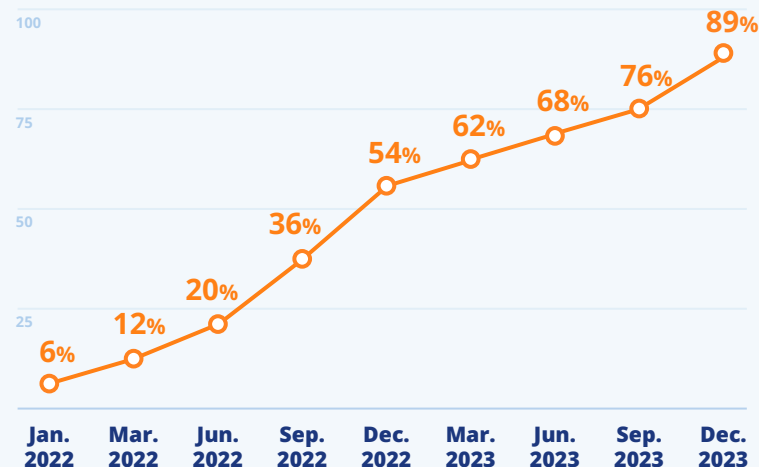
Production Cost Development¹

EUR / Unit



Share of Inhouse Used Car Production

%



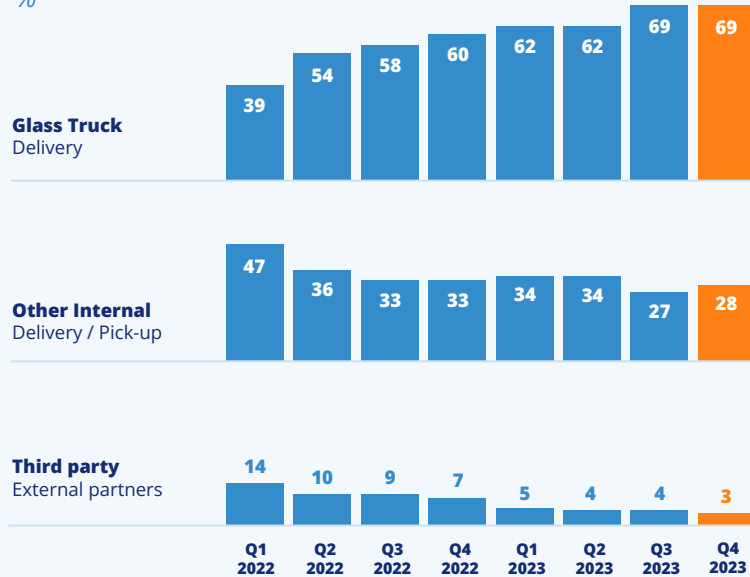
¹Includes COGS + Onsite Payroll

²Announced Internal Production Centers with at least three quarters of operation (Berlin/Brandenburg, Hemau, Warsaw, Toledo, Ath, Oriolo, Oosterhout)

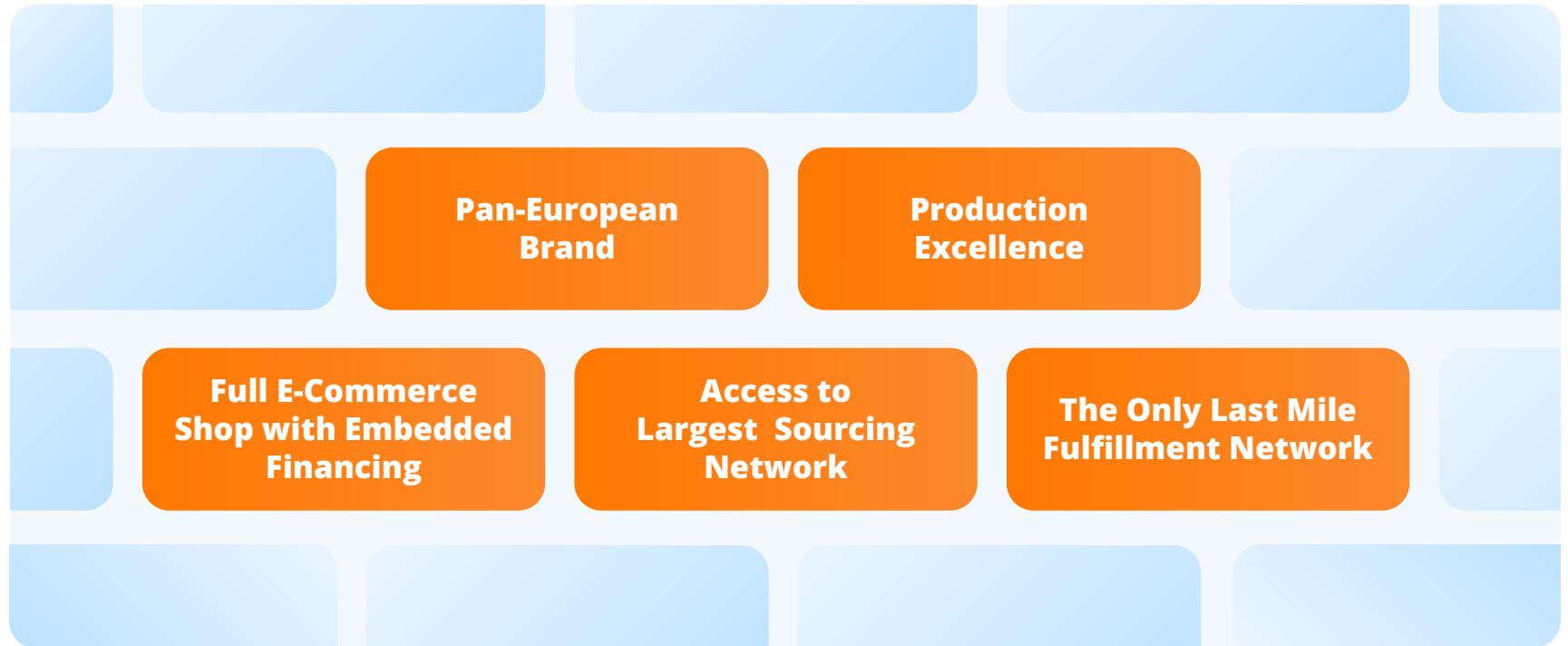
Full Control of Our Fulfillment Delivers the Best Customer Experience

How we deliver our cars

%



Autohero is Built for Market Leadership Across Europe



Summary

After A Year of Transition and Very Strong Financial Performance, We Shift Gears Towards Re-Accelerated and Profitable Growth

- ✓ Massive opportunities in the highly fragmented EUR 700 bn. European used car market
- ✓ Laid the foundation for long term profitable growth in 2023
- ✓ By maximising value for consumers and merchants we are building the used car platform of the future
- ✓ Our long term ambition is to facilitate >10% of all European Used Car Transactions

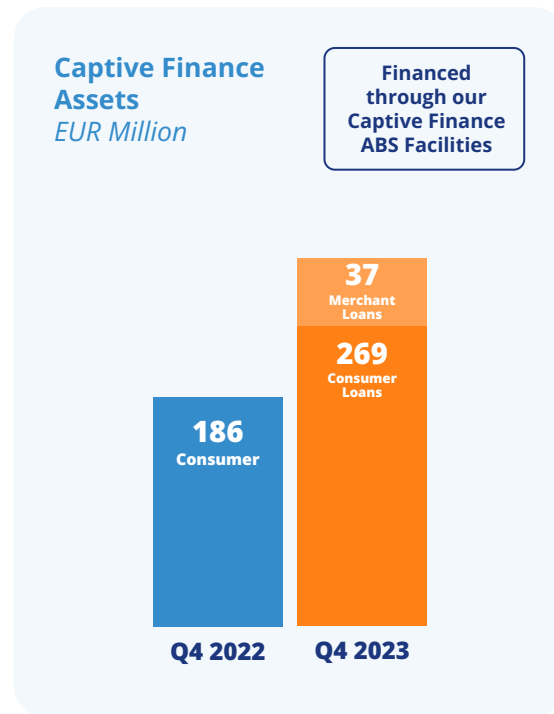
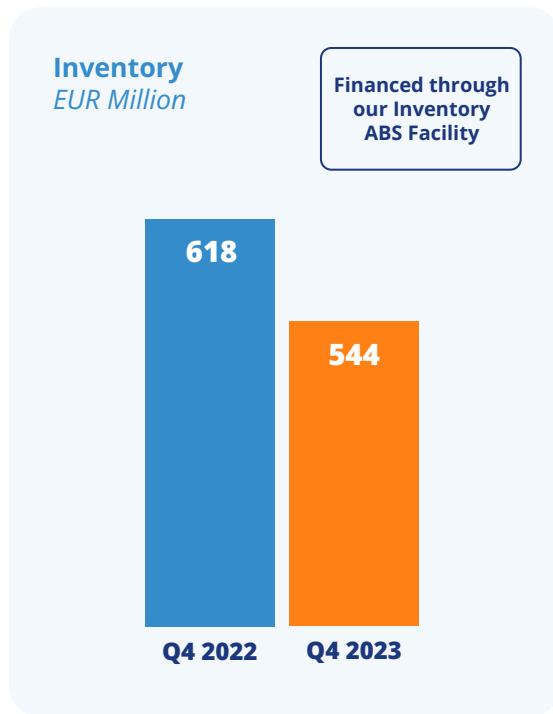
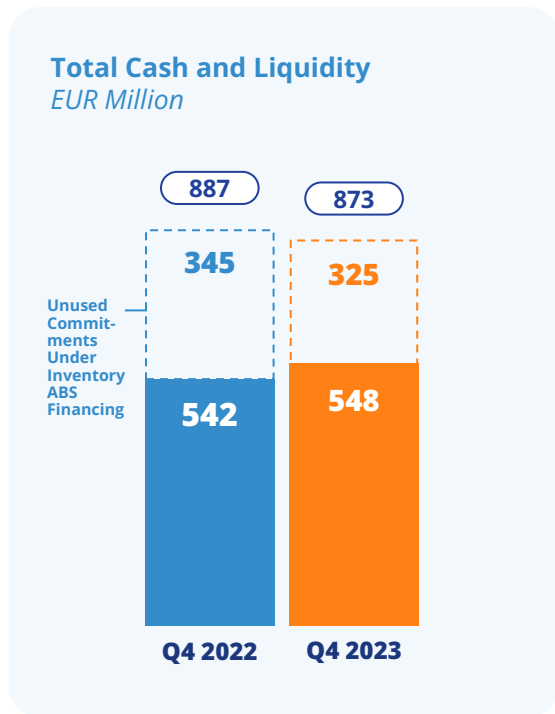
Q4 & FY 2023 Financial Figures and FY 2024 Guidance

Q4 and FY 2023 Financial figures

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q4 YoY	FY 2022	FY 2023	FY YoY
Units Sold	150,391	157,106	141,682	140,630	146,666	(2.5%)	649,709	586,084	(9.8%)
Revenue (€m)	1,447.3	1,505.9	1,340.5	1,292.6	1,323.7	(8.5%)	6,534.1	5,462.8	(16.4%)
ASP (€)	9,624	9,585	9,462	9,192	9,025	(6.2%)	10,057	9,321	(7.3%)
Gross Profit (€m)	114.5	132.0	127.8	134.4	133.8	16.9%	488.2	527.9	8.1%
GPU* (€)	737	836	898	952	918	24.5%	746	899	20.6%
Opex (€m)	(150)	(157)	(143)	(134)	(138)	8.1%	(654)	(572)	12.5%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(69.2)</i>	<i>(69.3)</i>	<i>(66.3)</i>	<i>(61.3)</i>	<i>(67.4)</i>	2.5%	<i>(293.0)</i>	<i>(264.2)</i>	9.8%
<i>o/w Marketing Expenses (€m)</i>	<i>(40.9)</i>	<i>(35.0)</i>	<i>(37.0)</i>	<i>(33.5)</i>	<i>(31.5)</i>	22.8%	<i>(193.2)</i>	<i>(137.1)</i>	29.0%
<i>o/w Internal Logistics (€m)</i>	<i>(19.4)</i>	<i>(18.0)</i>	<i>(18.1)</i>	<i>(21.7)</i>	<i>(20.2)</i>	(4.0%)	<i>(80.0)</i>	<i>(78.0)</i>	2.5%
Adjusted EBITDA (€m)	(36.0)	(25.1)	(14.8)	0.5	(4.5)	87.5%	(165.6)	(43.9)	73.5%
<i>Adjusted EBITDA Margin</i>	<i>(2.5%)</i>	<i>(1.7%)</i>	<i>(1.1%)</i>	<i>0.0%</i>	<i>(0.3%)</i>	+2.1pp	<i>(2.5%)</i>	<i>(0.8%)</i>	+1.7pp

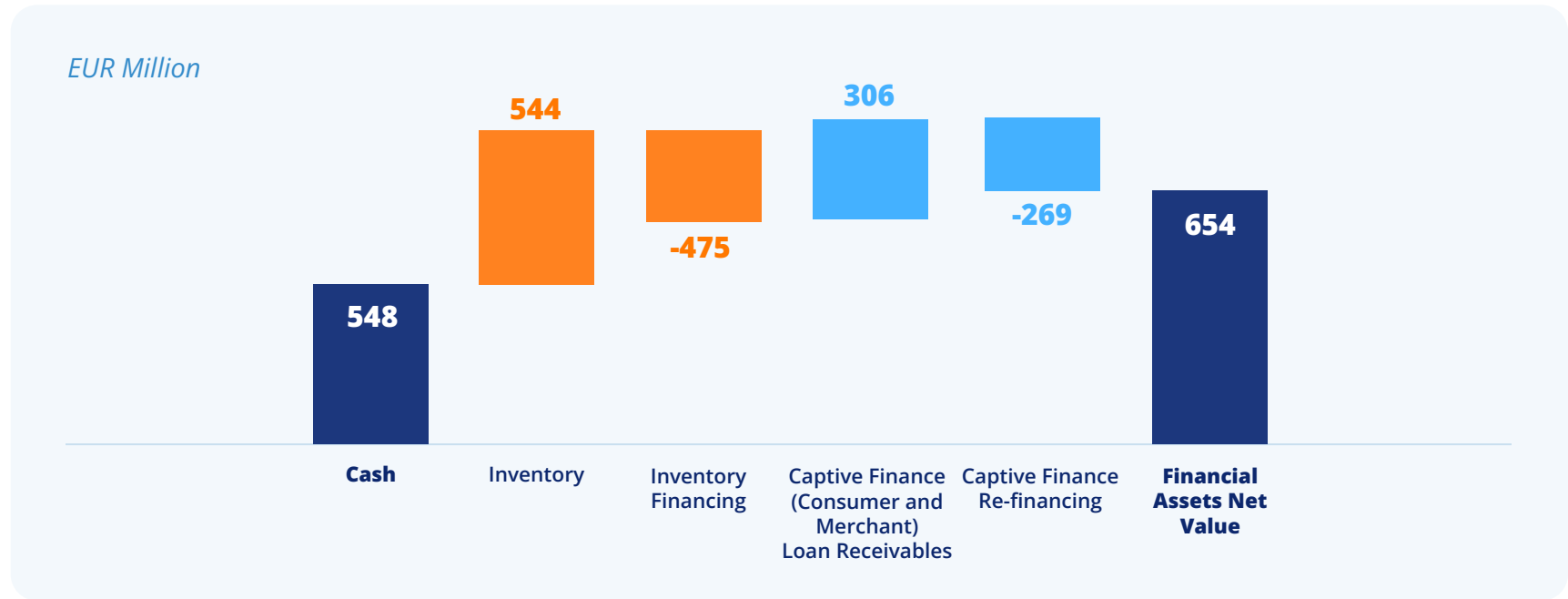
*GPU doesn't equal GP/units retail, due to the exclusion of the positive impact of capitalization of refurbishment costs of not yet sold cars
Differences may exist due to rounding

We Grew Our Cash Position in 2023



ABS: Asset-Backed Securitization

We Finance our Assets Solely Through Non-Recourse Asset Backed Securitizations and Therefore Have Over Half a Billion Free Cash Available



FY 2024 Guidance

Unit Guidance

Units Group

610 - 665k

(vs. 586.1k in FY 2023)

Units Merchant

540 - 595k

(vs. 523k in FY 2023)

Units Autohero

~70k @ EUR 1,900 GPU

(vs. 63.1k in FY 2023)

Financial Guidance

Gross Profit

EUR 565 - 625m

(vs. EUR 528m in FY 2023)

Adj. EBITDA

BREAKEVEN

(vs. EUR -44m in FY 2023)

Q&A

Thanks

AUTOHERO

Appendix

Segment: Merchant

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q4 YoY	FY 2022	FY 2023	FY YoY
Units Sold	133,744	139,027	127,285	125,785	130,921	(2.1%)	585,545	523,018	(10.7%)
<i>Thereof C2B</i>	<i>113,766</i>	<i>120,307</i>	<i>110,703</i>	<i>110,983</i>	<i>115,891</i>	<i>1.9%</i>	<i>497,254</i>	<i>457,884</i>	<i>(7.9%)</i>
<i>Thereof Remarketing</i>	<i>19,978</i>	<i>18,720</i>	<i>16,582</i>	<i>14,802</i>	<i>15,030</i>	<i>(24.8%)</i>	<i>88,291</i>	<i>65,134</i>	<i>(26.2%)</i>
Revenue (€m)	1,182.3	1,221.5	1,114.5	1,058.2	1,069.8	(9.5%)	5,477.6	4,464.0	(18.5%)
<i>Thereof C2B (€m)</i>	<i>983.8</i>	<i>1,037.8</i>	<i>960.7</i>	<i>918.9</i>	<i>913.2</i>	<i>(7.2%)</i>	<i>4,599.2</i>	<i>3,830.6</i>	<i>(16.7%)</i>
<i>Thereof Remarketing (€m)</i>	<i>198.5</i>	<i>183.7</i>	<i>153.8</i>	<i>139.3</i>	<i>156.5</i>	<i>(21.1%)</i>	<i>878.4</i>	<i>633.4</i>	<i>(27.9%)</i>
ASP (€)	8,840	8,786	8,756	8,413	8,171	(7.6%)	9,355	8,535	(8.8%)
<i>Thereof C2B (€)</i>	<i>8,648</i>	<i>8,626</i>	<i>8,678</i>	<i>8,280</i>	<i>7,880</i>	<i>(8.9%)</i>	<i>9,249</i>	<i>8,366</i>	<i>(9.5%)</i>
<i>Thereof Remarketing (€)</i>	<i>9,935</i>	<i>9,814</i>	<i>9,277</i>	<i>9,409</i>	<i>10,415</i>	<i>4.8%</i>	<i>9,949</i>	<i>9,724</i>	<i>(2.3%)</i>
Gross Profit (€m)	90.0	107.0	103.1	105.4	103.7	15.1%	418.0	419.2	0.3%
GPU (€)	673	769	810	838	792	17.6%	714	801	12.3%

*GPU doesn't equal GP/units retail, due to the exclusion of the positive impact of capitalization of refurbishment costs of not yet sold cars
Differences may exist due to rounding

Segment: Retail (Autohero)

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q4 YoY	FY 2022	FY 2023	FY YoY
Units Sold	16,647	18,079	14,397	14,845	15,745	(5.4%)	64,164	63,066	(1.7%)
Revenue (€m)	265.0	284.4	226.0	234.5	254.0	(4.2%)	1,056.5	998.9	(5.5%)
ASP (€)	15,920	15,732	15,701	15,794	16,129	1.3%	16,466	15,839	(3.8%)
Gross Profit (€m)	24.4	25.0	24.7	28.9	30.1	23.2%	70.2	108.7	54.9%
GPU* (€)	1,254	1,349	1,680	1,912	1,970	57.1%	1,039	1,712	64.8%

*GPU doesn't equal GP/units retail, due to the exclusion of the positive impact of capitalization of refurbishment costs of not yet sold cars
Differences may exist due to rounding

Investor Relations Contact



Philip Reicherstorfer

Group Treasurer



Marc Schellenberger

Head of Investor Relations

Address

Bergmannstr. 72
10961 Berlin

Tel.

+49 (0)30 - 2016 38 213

E-Mail

ir@auto1-group.com

Q4 Pictures and Charts

wirkaufendeinauto.de

wirkaufendeinauto.de

Was ist
Rein
W

WKDA Nano Branch @ Brandenburg



AUTO1.com Logistics

AUTOHERO



Used Car Production Center, Oosterhout (NL)



Comprado online en **AUTOHERO**

AUTOHERO

Real Madrid Basketball Sponsorship



Employees @ AUTO1 Headquarters Berlin