

Trading Update

Q1 2026

Disclaimer

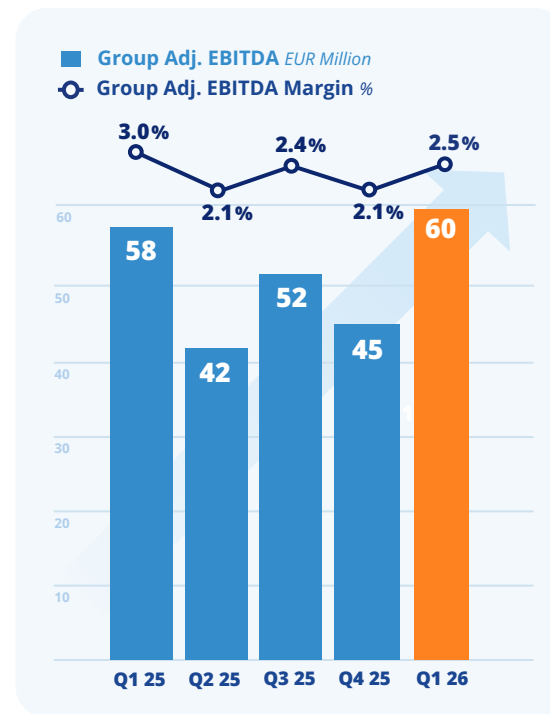
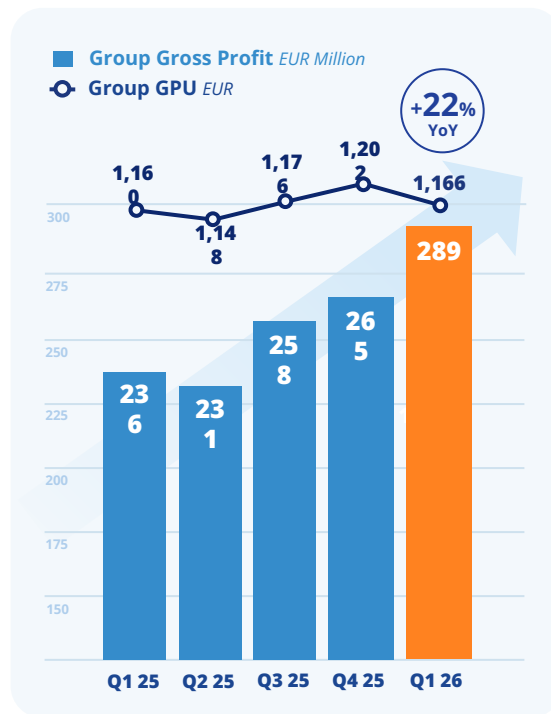
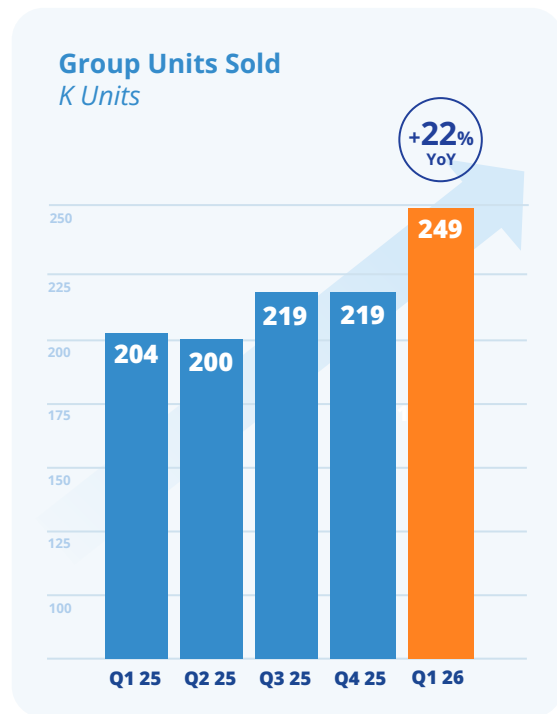
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Highlights

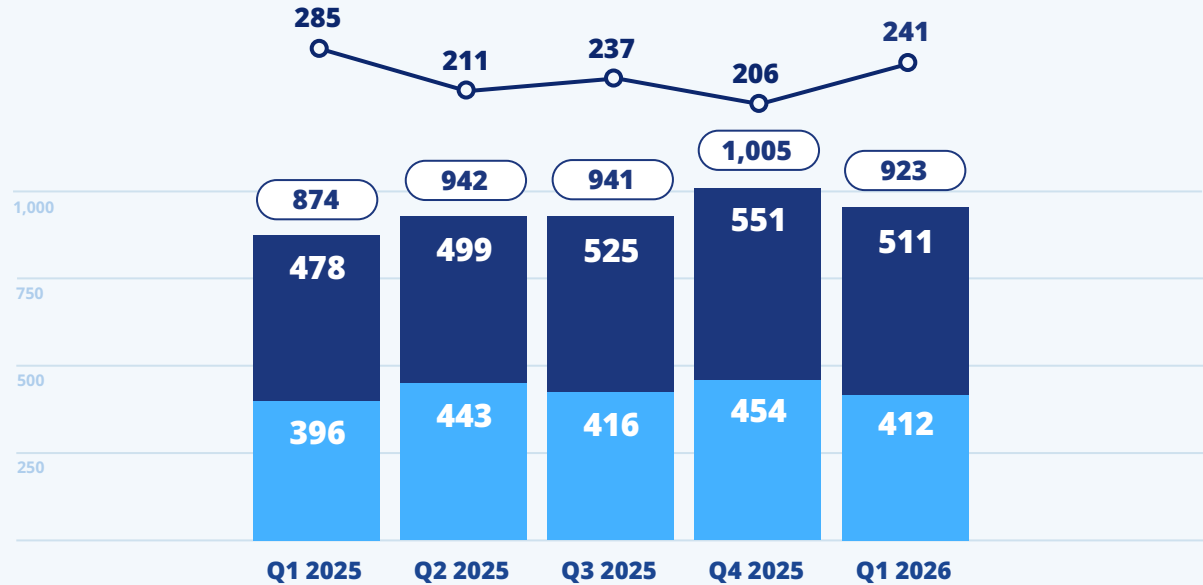
AUTO1 Group Delivered Record Results in Q1



We Are Realising Operating Leverage From Our Q4 2025 Capacity Investments Into 2026

Total OPEX / Unit EUR

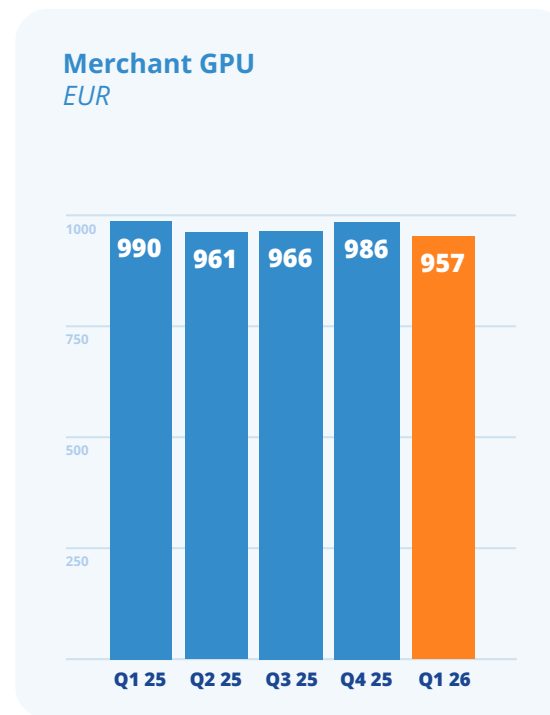
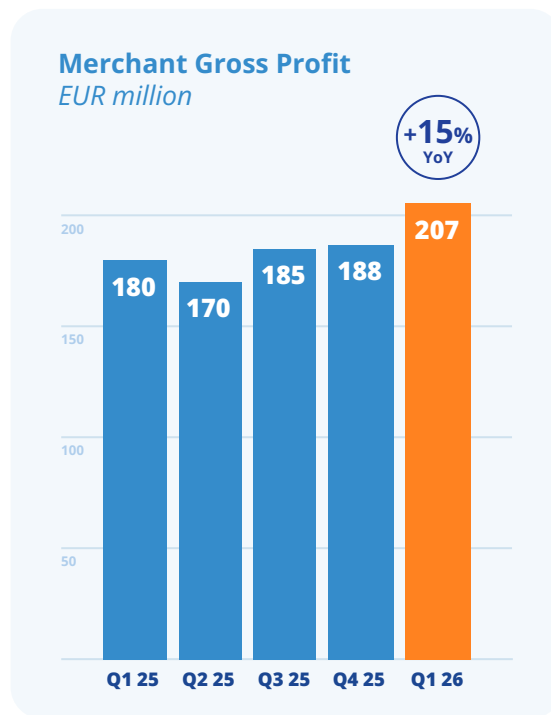
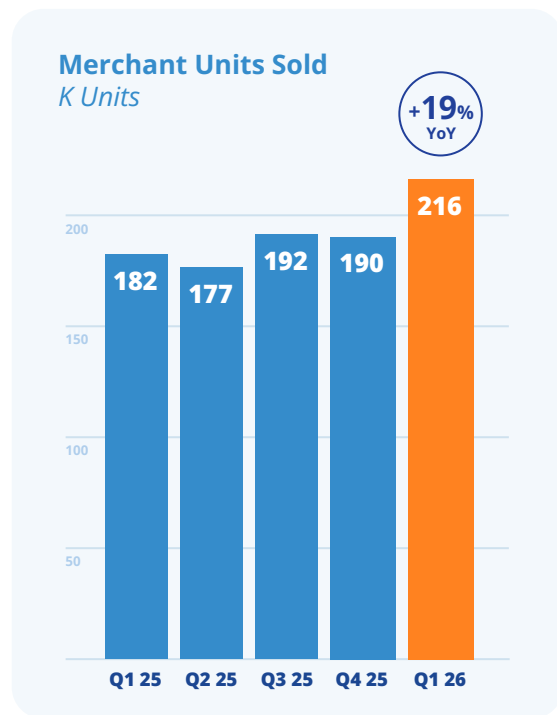
- Personnel Costs / Unit Sold
- Non-Personnel Costs / Unit
- Adj. EBITDA / Unit



Merchant Update

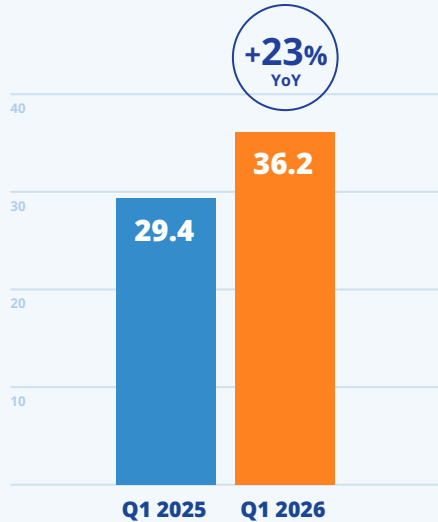


Our Merchant Business Delivered Strong Results in Q1

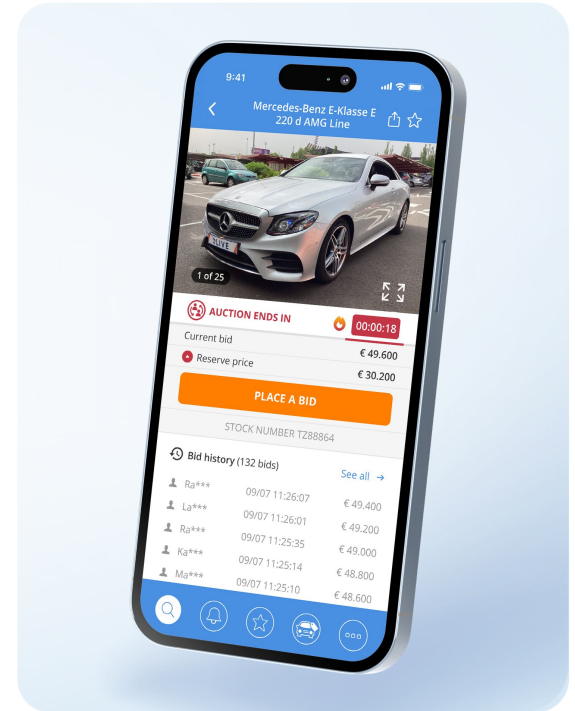
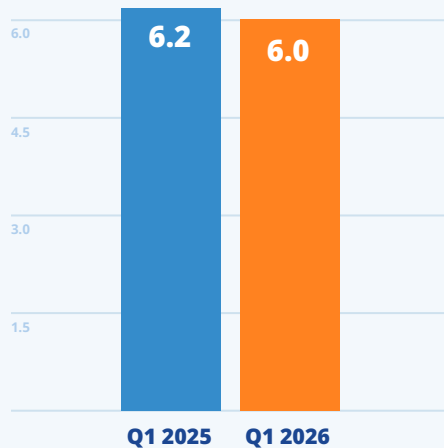


In Q1 2026 More Dealers Than Ever Purchased From Us

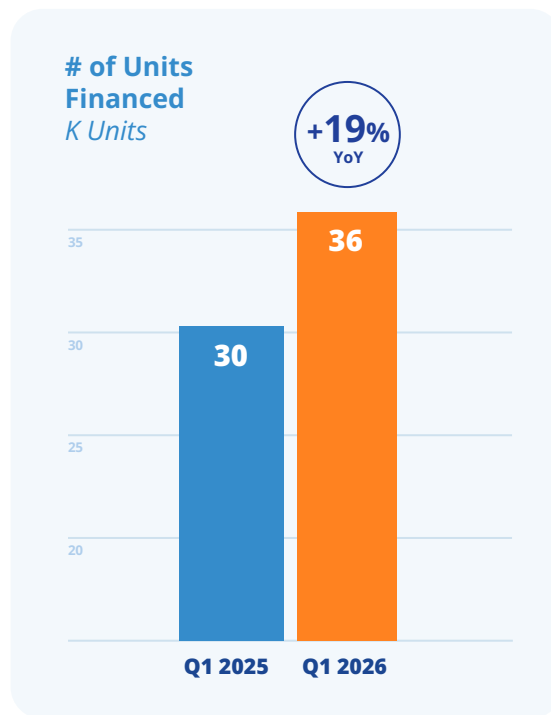
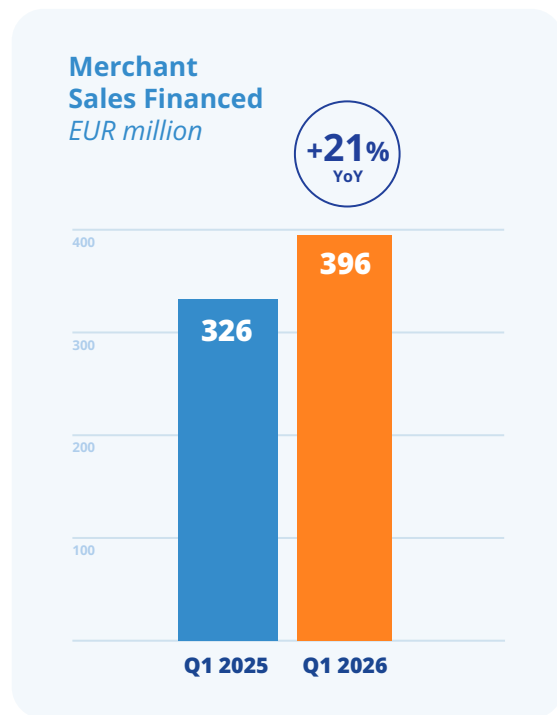
Buying Merchants on AUTO1.com # Unique Buyers, K



Average Basket # Purchased Cars Per Quarter



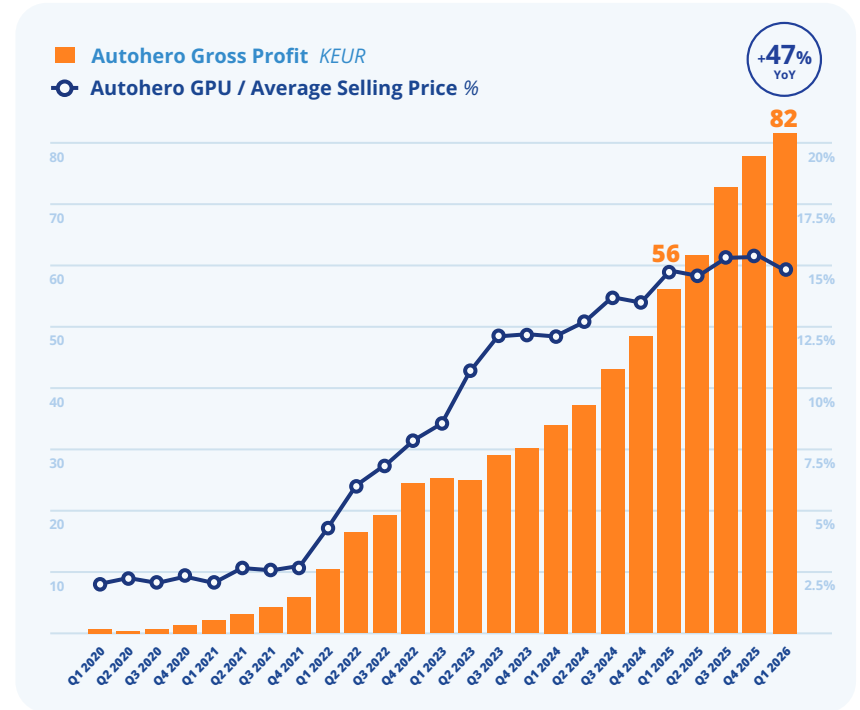
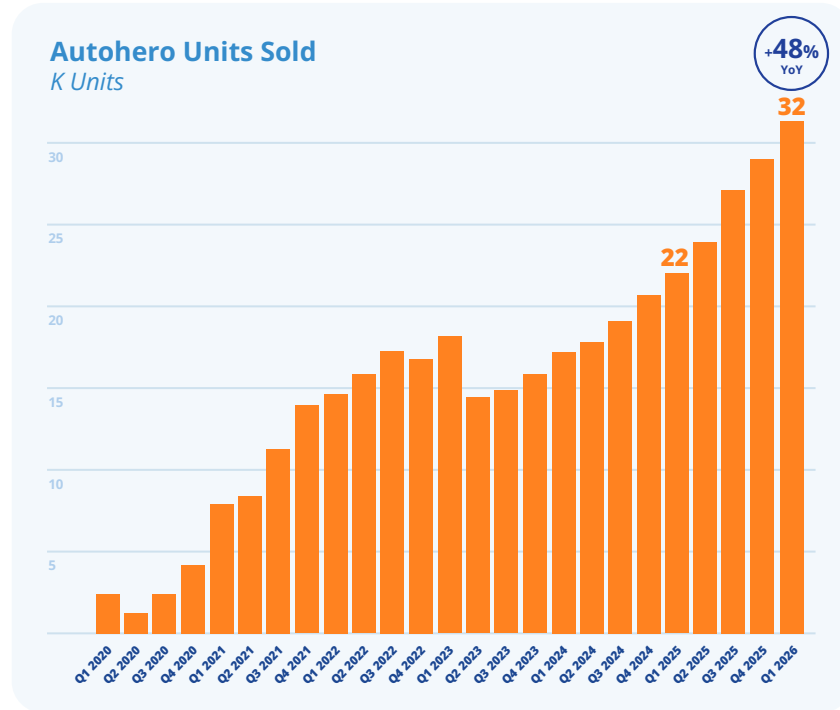
Merchant Financing Continues to be a Strong Demand Driver



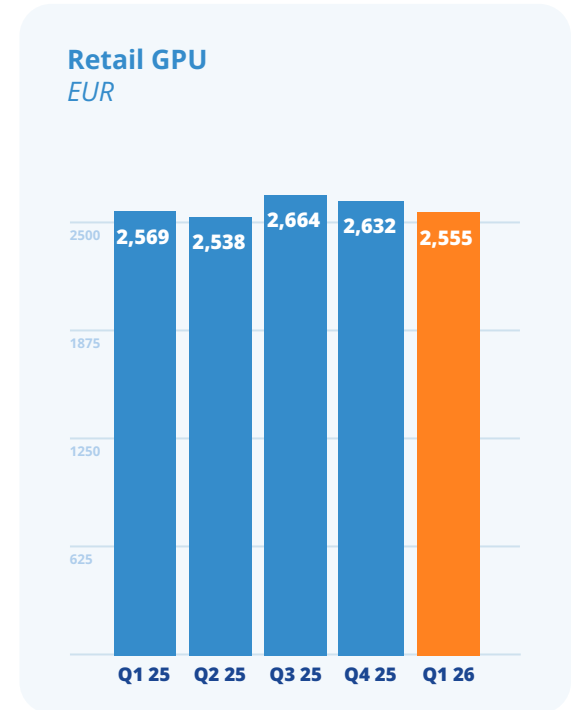
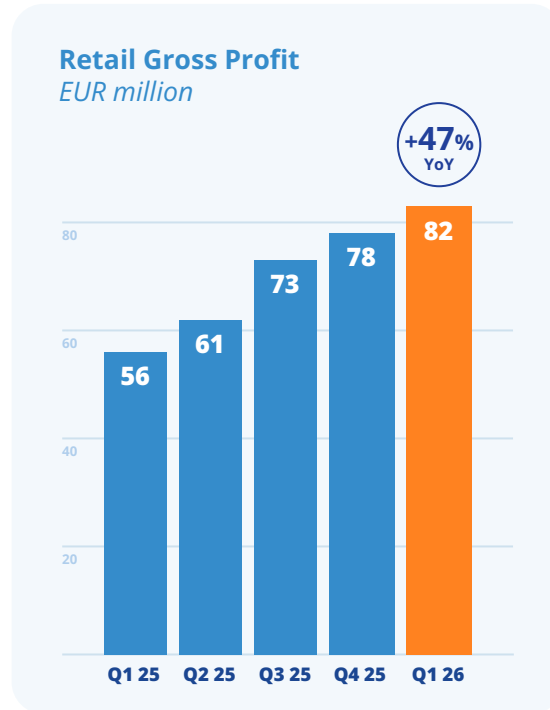
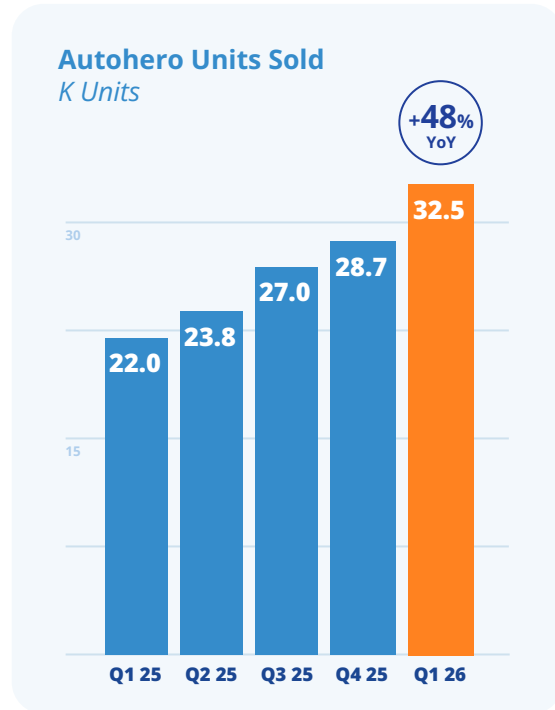
Retail Update



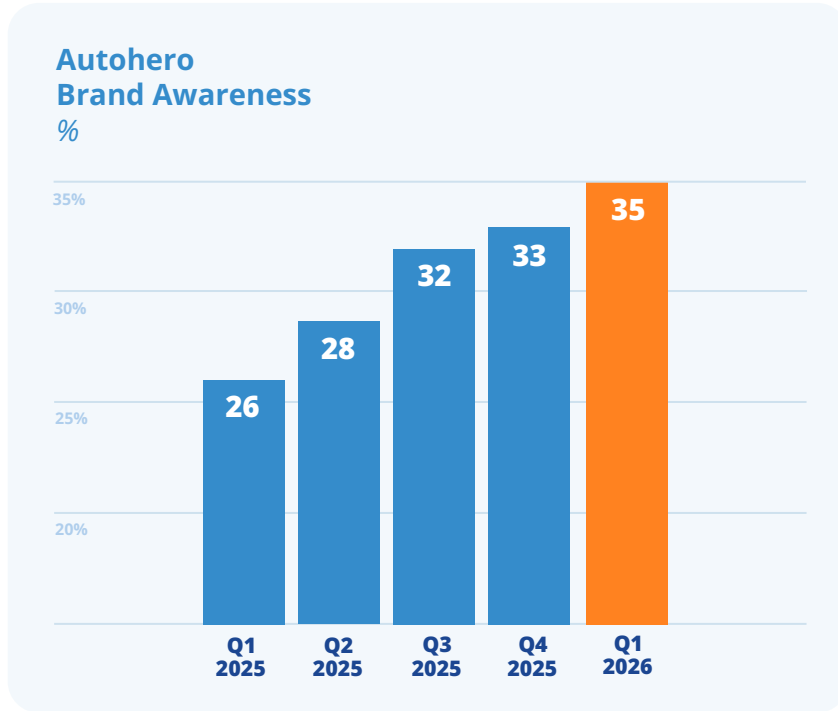
Our Retail Business Delivers Remarkable Growth Since Launch



Autohero Unit Sales Growth Rate Continues to Surge on Strong Demand



Autohero is Becoming The Leading Used Car Brand Across Europe



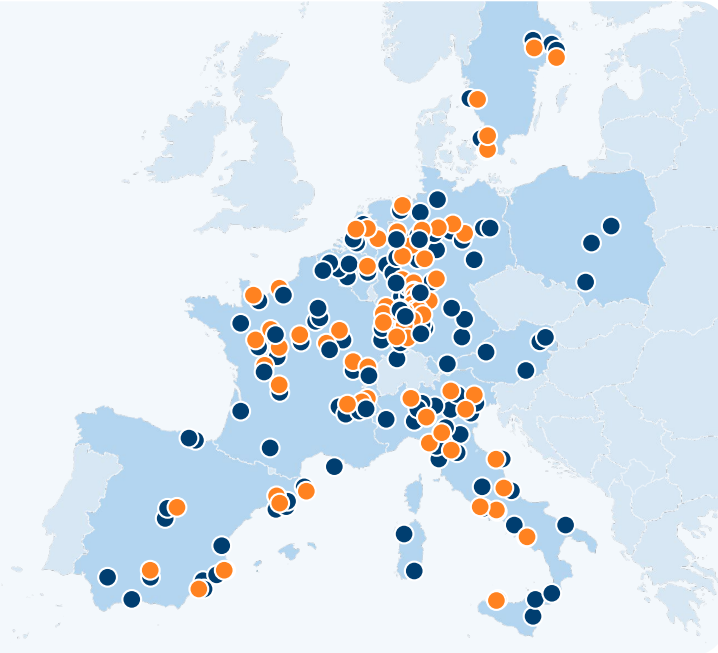
Source: Nielsen Brand Tracker
Weighted by population aged 18-64. Average for 9 Autohero markets

We Are Leveraging Our Branch Network Offering Both Drop-off and Pick-up Services to Maximize Convenience for our Customers

Pick-up Locations

Q1 2026

- Co-Branded Purchase Branches with Pick-Up Services
- Autohero Pick-Up Locations



82

Co-Branded
Purchase Branches
with Pick-Up Services

77

Autohero Brand Only
Pick-Up Locations

Total, End of Q1 2026

10.7

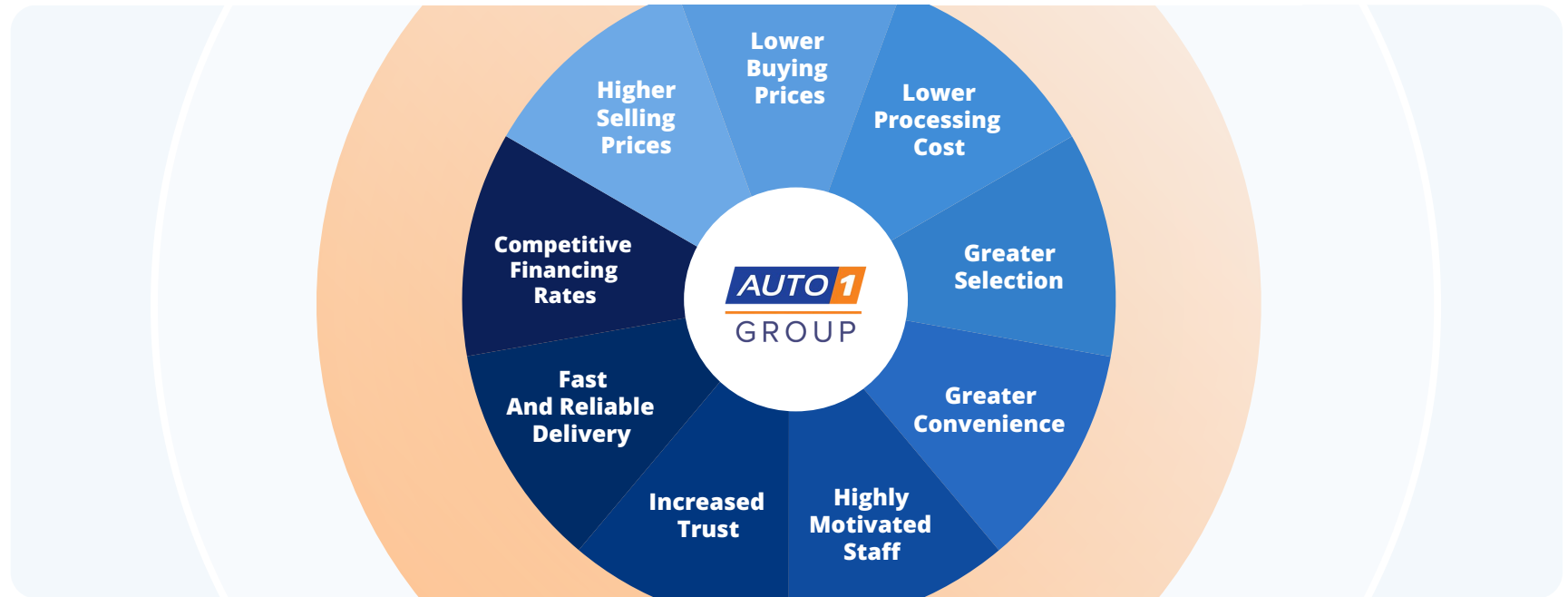
Days, Average
Delivery Time *

Total, End of Q1 2026

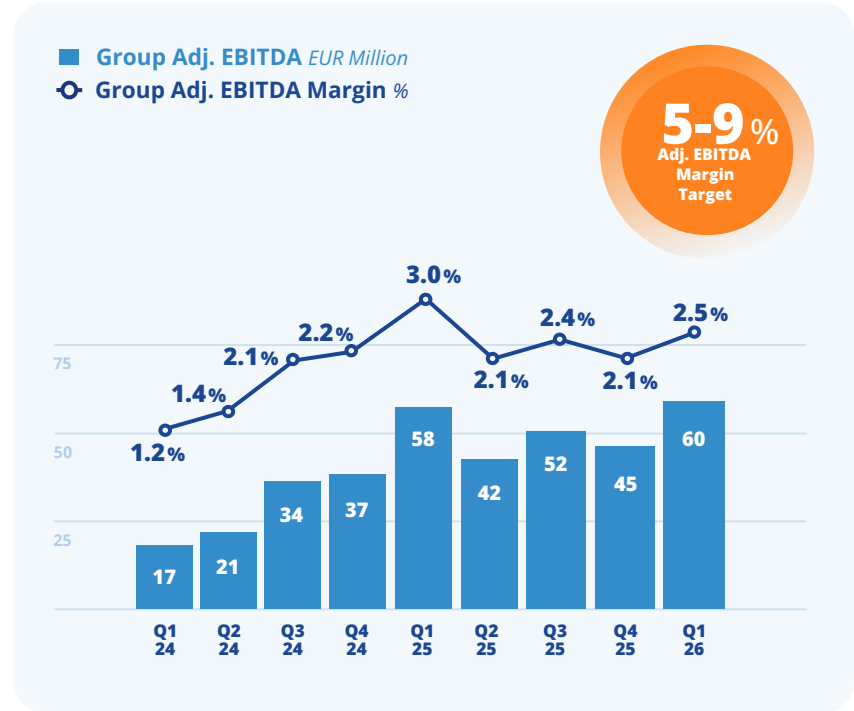
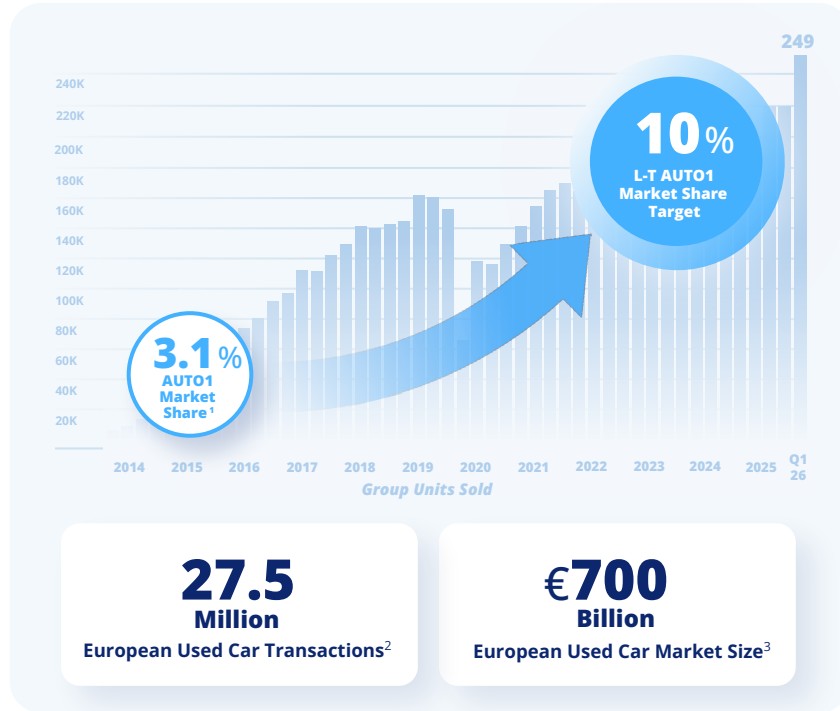
* Average delivery time refers to the duration between order verification and the handover to the customer. Time averages both time for home deliveries and deliveries to a pick-up location

Our Long Term Goals

Our Vertically Integrated Business Model Maximizes Value For Our Customers



We Are Steadily Progressing Towards Our Long Term Targets



¹ Market share: 2025 (based on transactions in markets that are relevant to AUTO1 Group)

² Consolidated Used Car Transactions in the following markets: DE, FR, IT, ES, NL, BE, AT, SE, PT, PL, FI, DK, SK, CZ, EE, LT, LV, HR, RO, HU, BG, UA, GR (where AUTO1 Group is present)

³ Source: OC&C, Finaccord, 2019. Used Car Market Size and Dealer Statistic Comprises EU27 and Norway, Switzerland, Ukraine, Albania, Bosnia and Herzegovina, North Macedonia, Republic of Moldova (excluding Bulgaria, Iceland, Cyprus, Malta), European Used Car. Market Size incl. B2B and Financing Transactions

Capital Markets Event



Event

AUTO1 Group Capital Markets Event



Date

June 17, 2026



Time

3 pm CET



Format

Live Online Webinar



Agenda

Historic Merchant and Retail Segment Disclosure, KPI Trends and Long Term Segment Targets

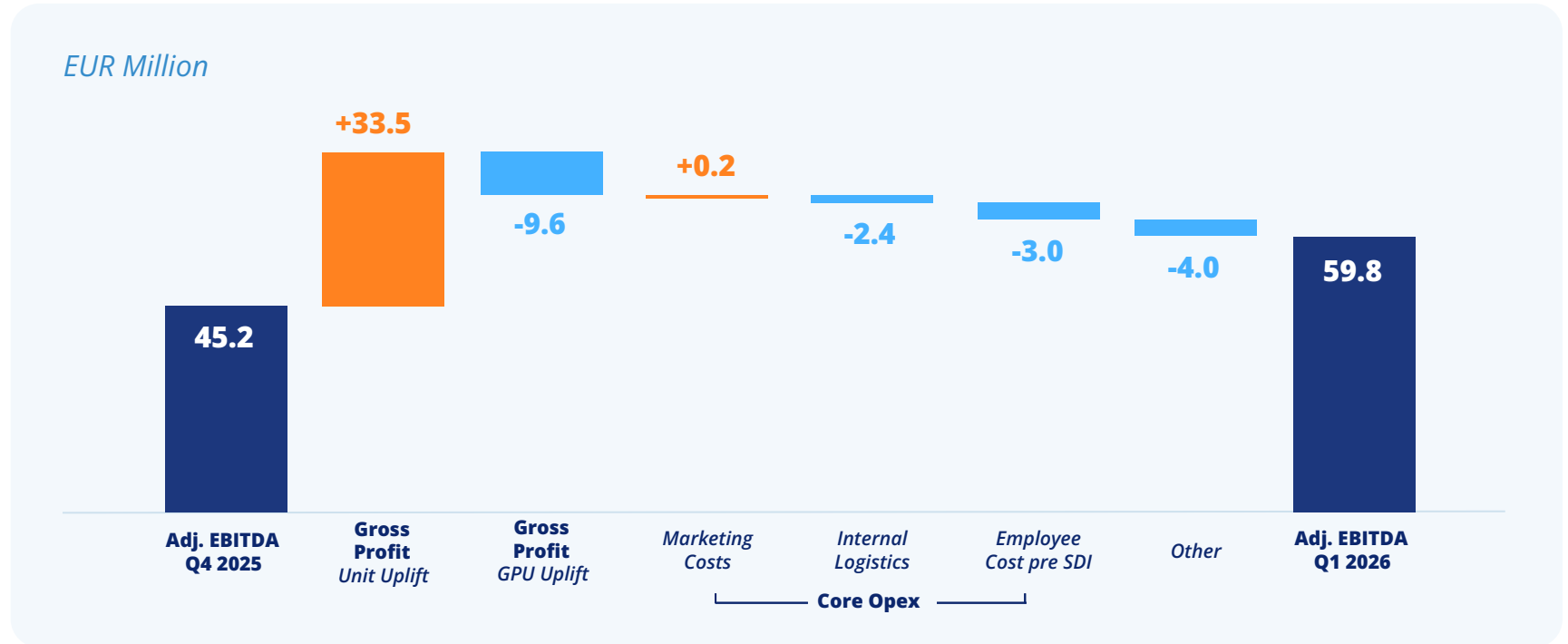
Q4 2025 Financial Figures And FY 2026 Guidance

AUTO1 Group Financial Figures

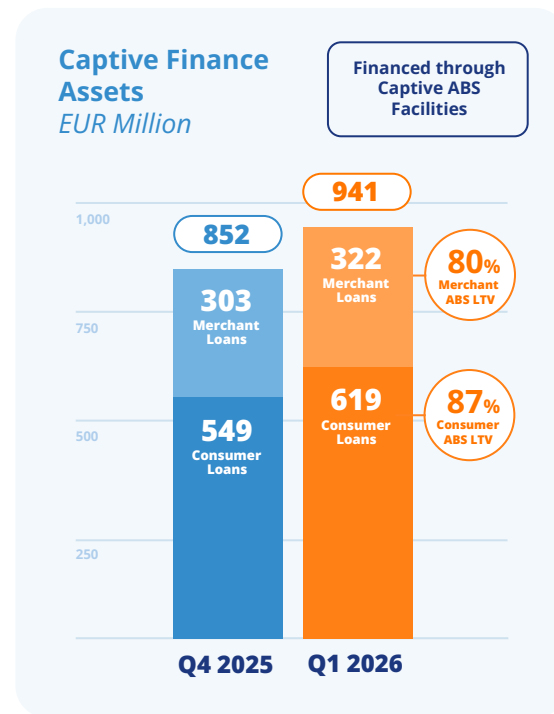
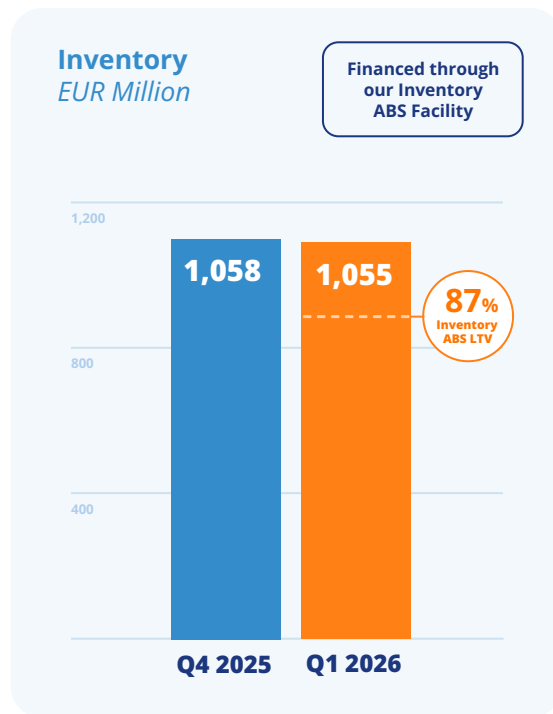
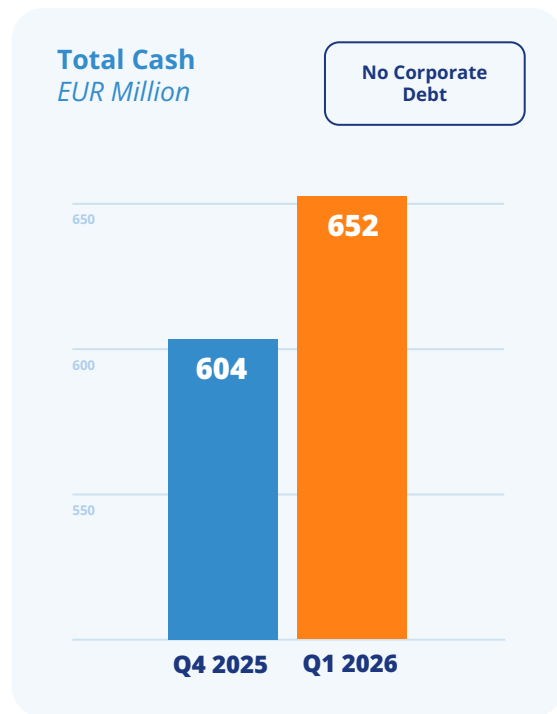
	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q1 YoY
Units Sold	204,046	200,498	218,617	219,110	248,779	21.9%
Revenue (€m)	1,942.9	1,970.6	2,124.8	2,134.3	2,437.1	25.4%
Average Selling Price (€)	9,522	9,828	9,719	9,741	9,796	2.9%
Gross Profit (€m)	236.4	231.2	257.7	265.4	289.4	22.4%
GPU* (€)	1,160	1,148	1,176	1,202	1,166	0.4%
Opex pre SDI (€m)	(178.3)	(188.8)	(205.8)	(220.2)	(229.5)	28.8%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(80.8)</i>	<i>(88.8)</i>	<i>(90.9)</i>	<i>(99.4)</i>	<i>(102.5)</i>	26.7%
<i>o/w Marketing Expenses (€m)</i>	<i>(42.0)</i>	<i>(44.7)</i>	<i>(52.3)</i>	<i>(56.9)</i>	<i>(56.7)</i>	35.2%
<i>o/w Internal Logistics (€m)</i>	<i>(24.7)</i>	<i>(26.1)</i>	<i>(27.6)</i>	<i>(29.7)</i>	<i>(32.1)</i>	29.9%
Adjusted EBITDA (€m)	58.1	42.3	51.9	45.2	59.8	3.0%
<i>Adjusted EBITDA Margin</i>	<i>3.0%</i>	<i>2.1%</i>	<i>2.4%</i>	<i>2.1%</i>	<i>2.5%</i>	<i>(0.5pp)</i>

*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

Our Strong Units Sales and Operating Leverage Drove Q1 Results



We Maintain a Strong Balance Sheet



2026 Guidance

Unit Guidance

Units
Group

940 - 1,000k

Units
Merchant

815 - 865k

Units
Autohero

125 - 135k

Financial Guidance

Gross Profit

EUR 1.1 - 1.2 bn

Adj. EBITDA

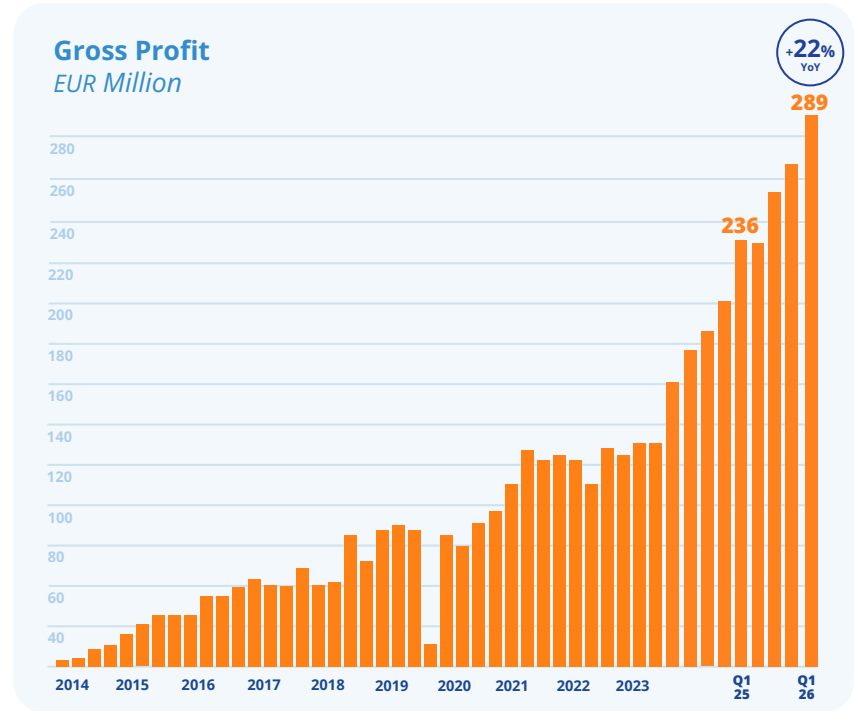
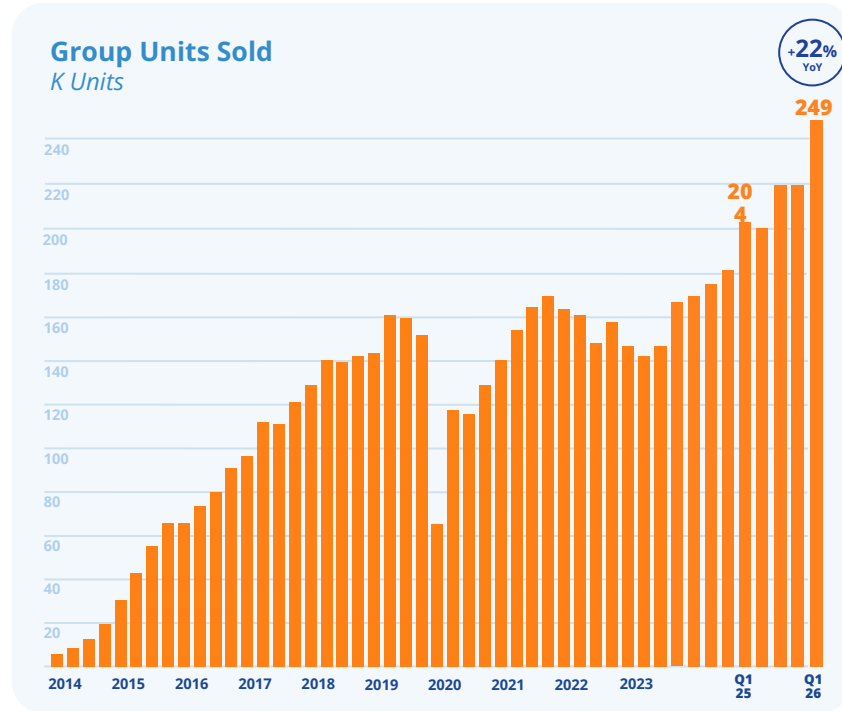
EUR 250 - 275 m

Thanks

AUTOHERO

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	66%	4.2
vendezvotrevoiture.fr		FR	58%	4.4
noicompriamoauto.it		IT	69%	4.6
compramostucoche.es		ES	64%	4.3
wijkopenautos.nl		NL	55%	3.7
viköperdinbil.se		SE	60%	4.3
wijkopenautos.be		BE	56%	4.4
wirkaufendeinauto.at		AT	61%	4.4

Data source:

- Nielsen Brand Tracker, Q1 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, 05.05.2026

AUTO1.com is the Most Compelling Sourcing Channel for Our Partners



THE #1 PLATFORM FOR DEALERS



Superb Selection

- >30,000 Cars in Stock
- Cars Immediately Available
- Uniform quality standards
- Most diverse inventory selection
- Pan-European coverage



Easy Purchasing

- Dedicated sales support
- AI-based Recommendation Tools
- 24/7 Purchasing Experience
- Premium Return Right
- Bidding, Payment and Logistics fully integrated



End-to-end Fulfillment

- Delivery across Europe at competitive prices
- AUTO1 as Single Counterparty
- Effortless Document and Administration Handling



Buy Now, Pay Later

- Convenient and Seamless Merchant Financing for up to 180 days
- Financing solution funds 100% of Purchase Price

Autohero Strengthens Its Footprint Across Europe By Offering An Outstanding Product To Customers

AUTOHERO**A TRUSTED BRAND****Selection**

- Large Multi Brand Selection of Immediately Available Inventory (>16K cars)
- Detailed and Uniform Car Profiles

**Convenience**

- Highest Transparency Standards backed by In-house Refurbishment
- Standard 1 Year Warranty
- Return Guarantee
- Value-added Services (incl. Premium Warranty, Trade-in, GAP/PPI Insurance, Spare Tires, etc)

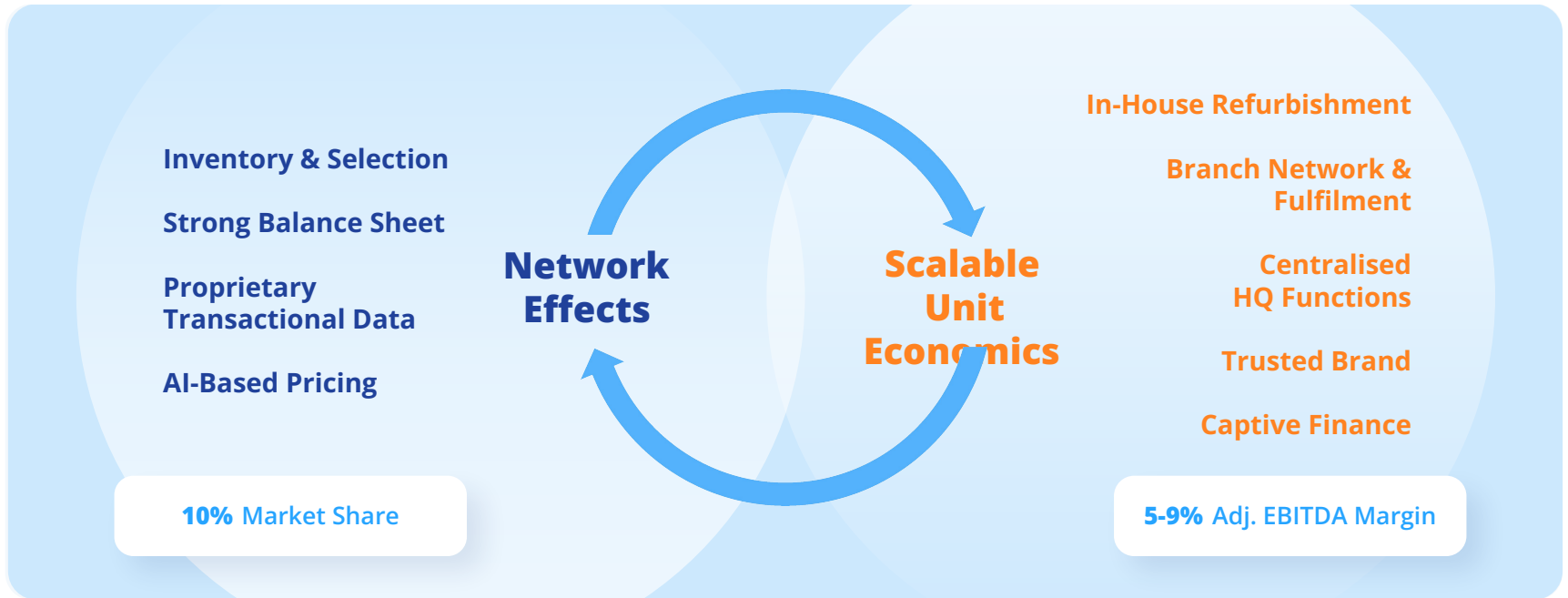
**Price**

- Hassle Free Car Pricing
- Pay on Delivery Option
- Convenient and Integrated Consumer Financing

**Delivery**

- Convenient pick-up Locations
- Delivery from 48 h for Selected Inventory
- Unique Last-mile Delivery Experience Option

We Benefit from Network Effects, Accelerating Unit and GPU Growth, While Scale Economies Drive Operating Leverage



Segment: Merchant (AUTO1.com)

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q1 YoY	Q1 QoQ
Units Sold	182,062	176,674	191,632	190,364	216,293	18.8%	13.6%
Revenue (€m)	1,560.5	1,555.2	1,656.6	1,641.2	1,880.6	20.5%	14.6%
Average Selling Price (€)	8,571	8,803	8,645	8,622	8,695	1.4%	0.8%
Gross Profit (€m)	180.3	169.7	185.1	187.7	207.0	14.8%	10.3%
GPU (€)	990	961	966	986	957	(3.4%)	(2.9%)

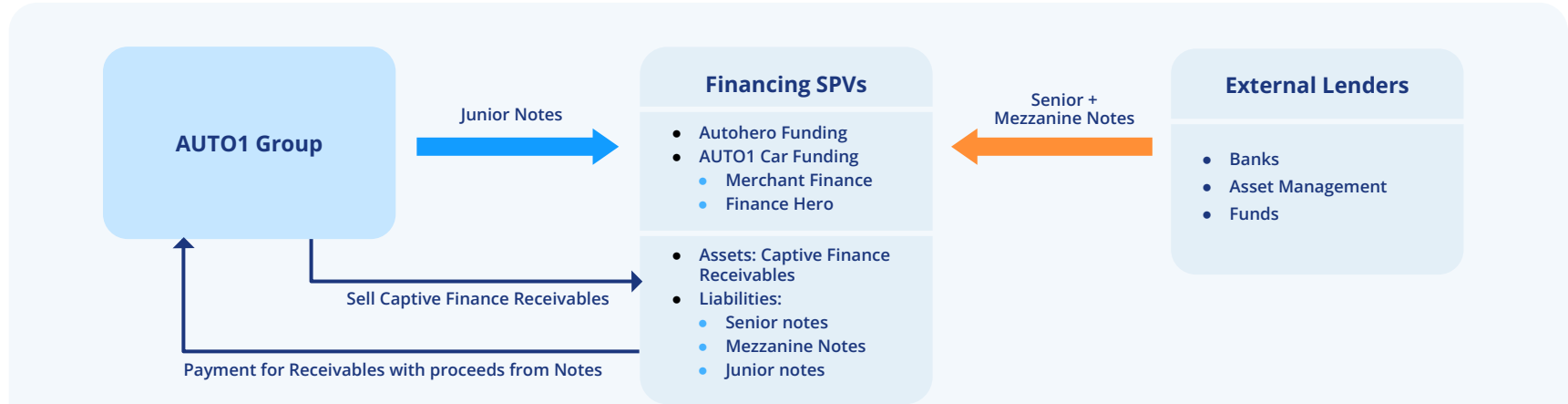
Differences may exist due to rounding

Segment: Retail (Autohero)

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q1 YoY	Q1 QoQ
Units Sold	21,984	23,824	26,985	28,746	32,486	47.8%	13.0%
Revenue (€m)	382.4	415.3	468.2	493.1	556.5	45.5%	12.9%
Average Selling Price (€)	17,395	17,433	17,351	17,153	17,131	(1.5%)	(0.1%)
Gross Profit (€m)	56.1	61.5	72.5	77.8	82.4	47.0%	5.9%
GPU* (€)	2,569	2,538	2,664	2,632	2,555	(0.6%)	(3.0%)

*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

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



Financing SPV's purchase captive finance receivables from AUTO1 Group

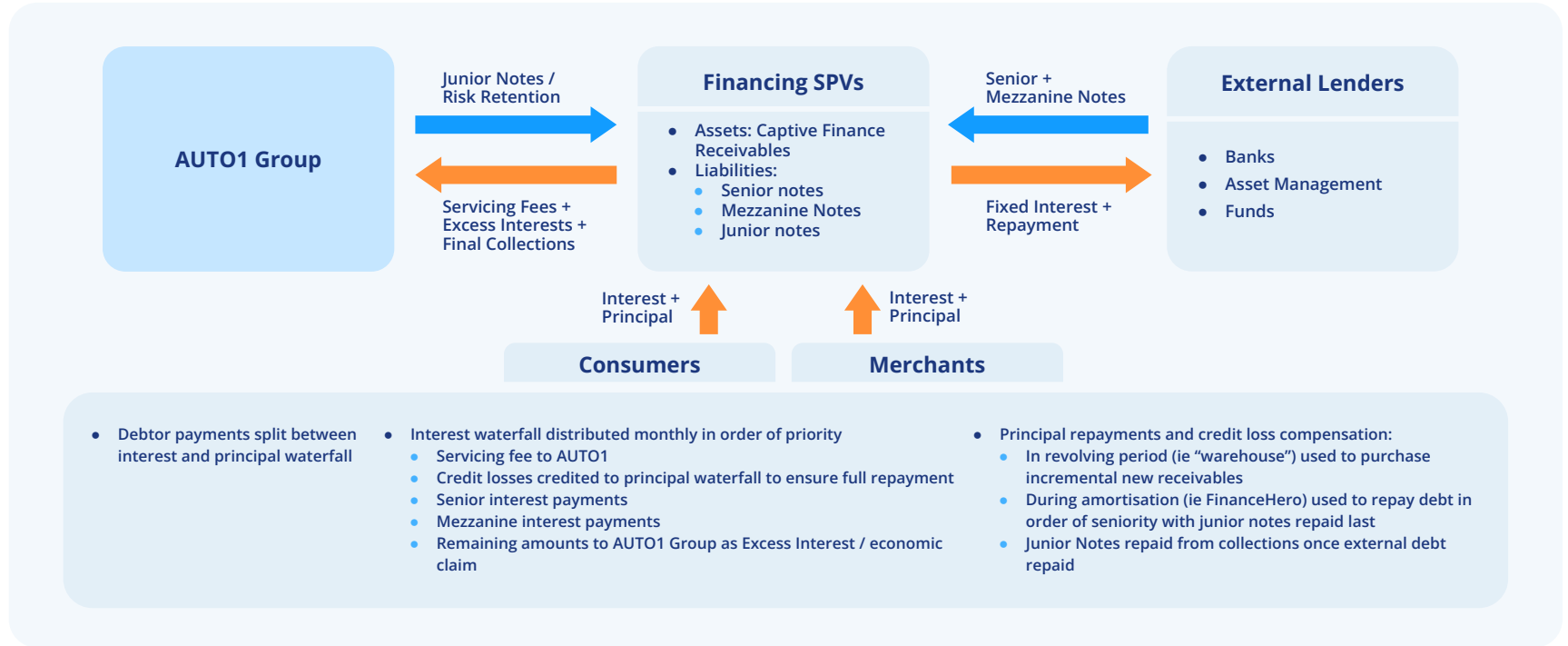
Financing SPVs fund themselves with mix of external debt and funding from AUTO1 Group to fund purchase of receivables

- 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



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: All of our long-term debt is non-recourse; No Corporate Debt

€ mln selected balance sheet lines	Rationale to exclude from Corporate Net Debt	Assets	Liabilities	ABS Facility Draw Level, %
		Q1 2026	Q1 2026	
Cash		652.0		
Inventory		1,055.2		
Inventory ABS Liabilities	FloorPlan financing is generally considered short term payables rather than debt by Ratings Agencies		916.5	87%
Merchant Finance Receivables	Under Ratings Agencies Captive Finance Rules, Non-recourse re-financing does not count towards net debt	321.8		
Merchant Finance ABS Liabilities			255.9	80%
Consumer Finance Receivables	Under Ratings Agencies Captive Finance Rules, Non-recourse re-financing does not count towards net debt	619.5		
Consumer Finance ABS Liabilities			539.0	87%

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