



Q2 2022 Earnings Presentation starts soon...

Earnings Presentation

Q2 2022

03 AUGUST 2022

Disclaimer

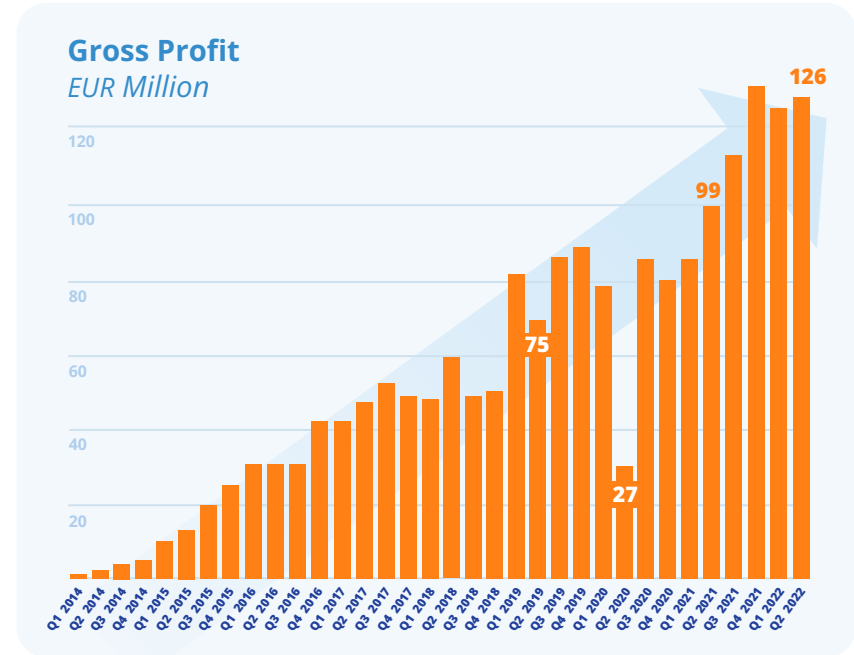
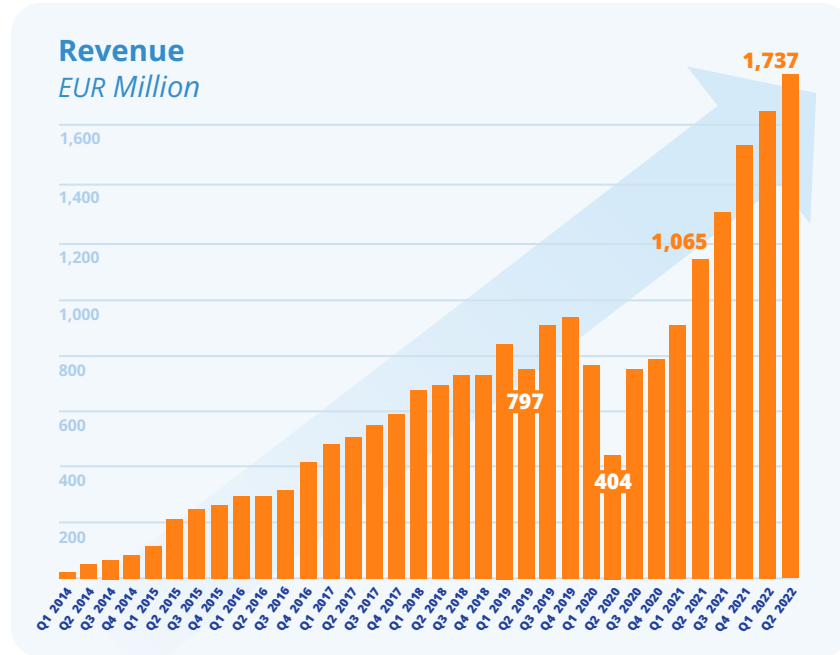
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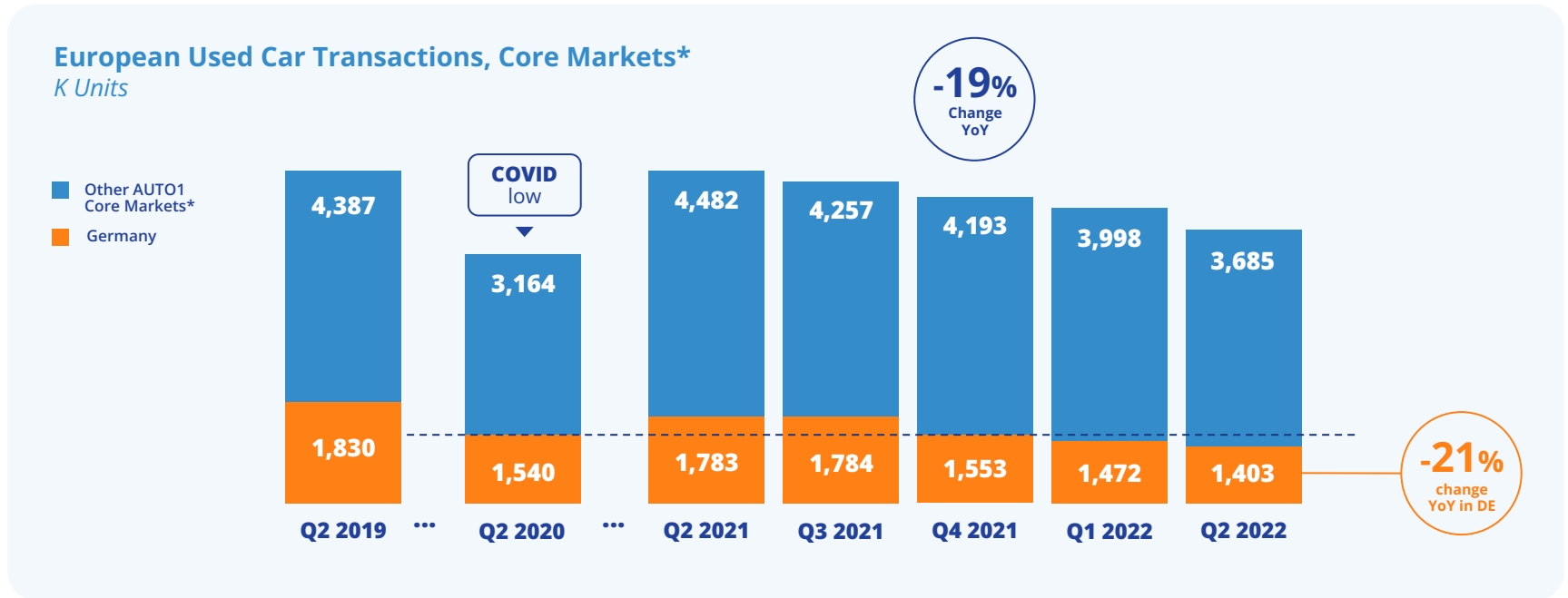
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We Are Building the Largest
and Most Profitable Car Dealer in the EU

Our Q2 Results Continue Our Long-Term Revenue and Gross Profit Track Record



Core Market Volumes at Historical Lows, With Germany Below The COVID Bottom in Q2 2020



*Core Markets defined as countries where AUTO1 Group sources cars: Germany, Sweden, Denmark, Netherlands, Poland, Belgium, Austria, Italy, Portugal, France, Spain

AUTO1 is Europe's Used Car Powerhouse

US Market

Privately Held



Largest Supplier to Used Car Dealers
Approx 15% Market Share

USD 15.6bn*
Market Cap



Largest Retailer of Used Cars
Approx 3% Market Share

USD 10.2bn*
Market Cap



Largest Used Car Lender

Where We Are

#1 Wholesale in Europe



Top 10 in Europe



>EUR 100m Initial Portfolio

AUTOHERO

FINANCING

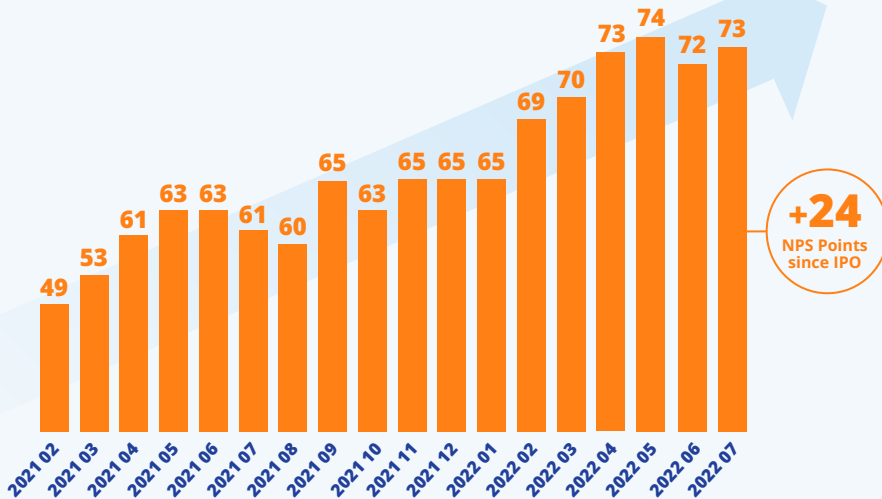
*As of 29 July 2022

Our Strategic Goals

1. Create Outstanding Customer Experiences
2. Leverage our Platform to Gain Market Share

Since IPO, We Have Consistently Improved Our Customer Satisfaction to Strong and Sustainable Levels

Autohero NPS
All Markets



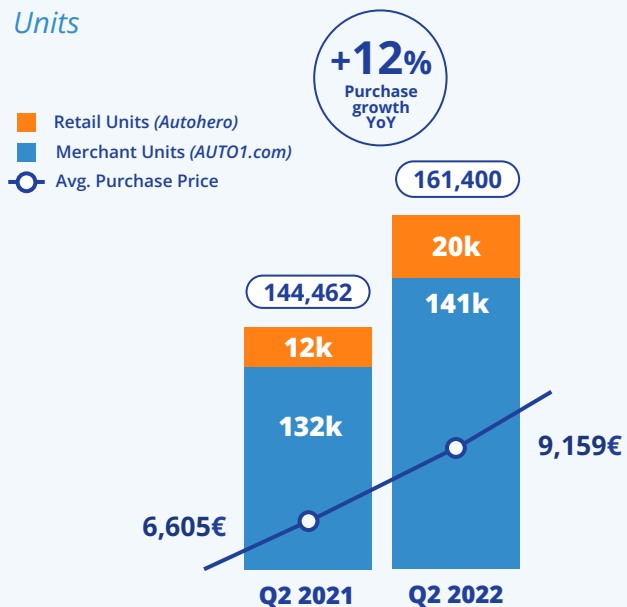
Autohero Trustpilot Score
*All Markets**



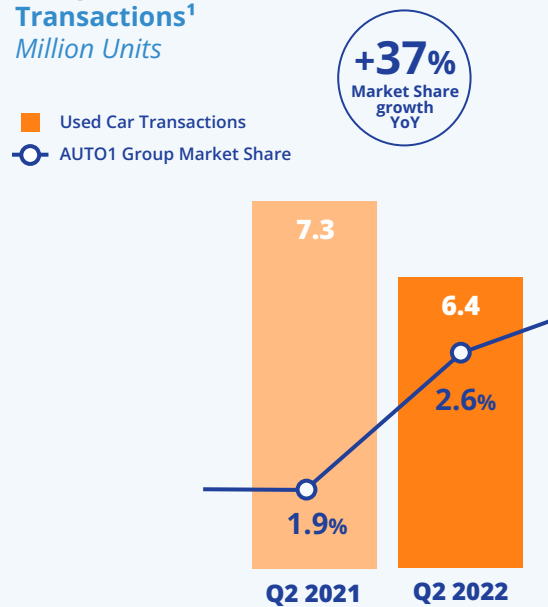
*Weighted Average based on avg. Trustpilot score per market

We Increased Our European Market Share by 37% Year Over Year

Purchases Units



European Used Car Transactions¹ Million Units

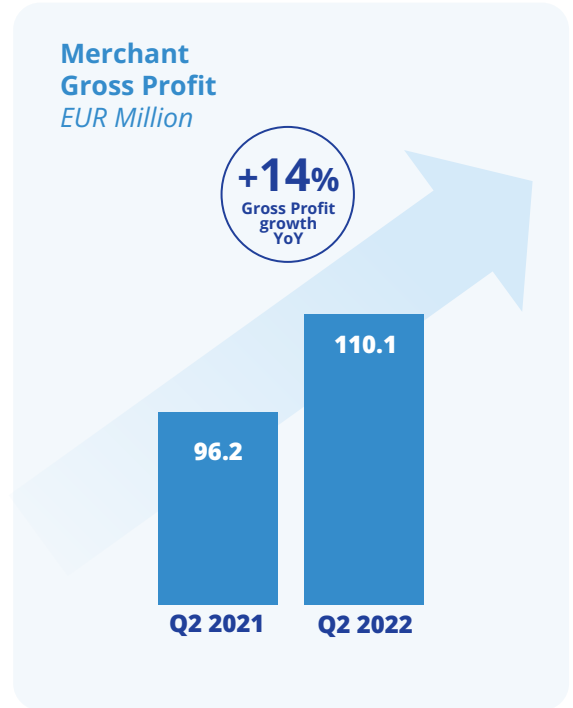
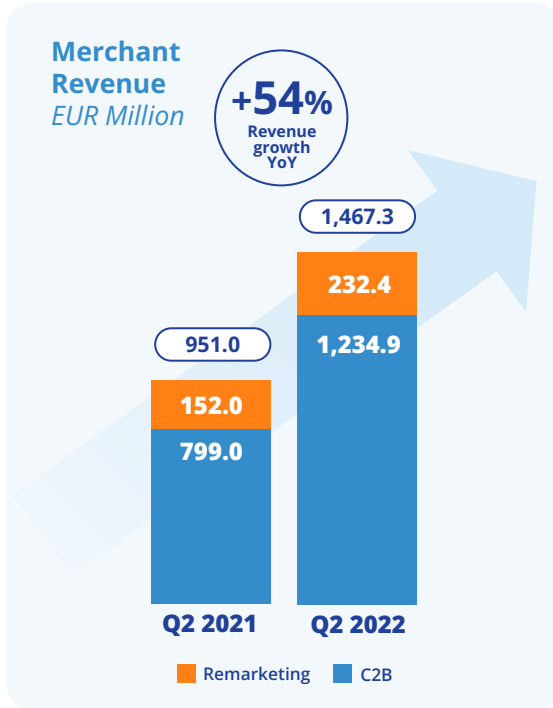
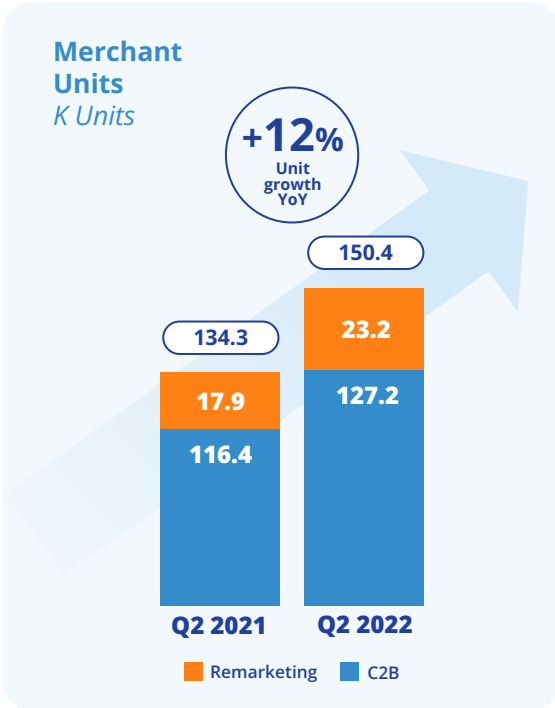


¹Sources: official statistics website (open data + country), national car registration office statistics, statistics released by newspapers, estimations made by used car dealers.

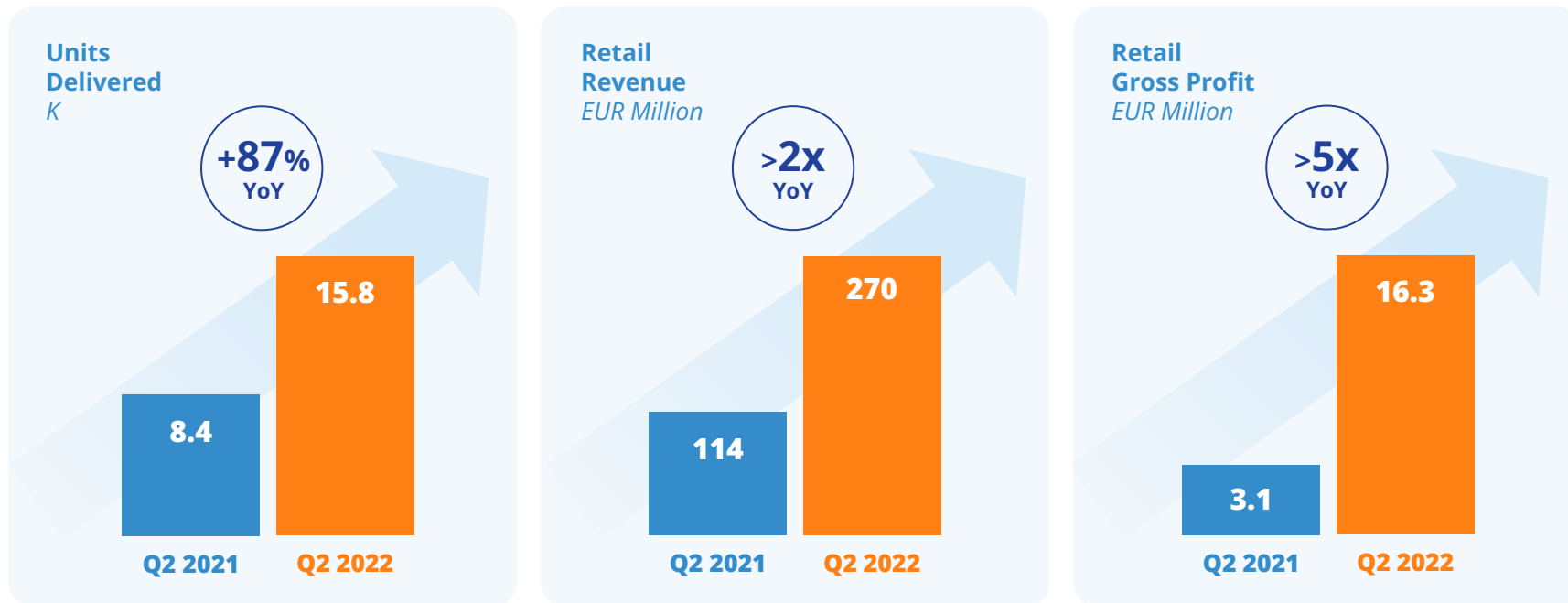
Our Financial Goals

1. Grow Merchant and Retail Units
2. Grow Total Gross Profit
3. Execute Plan to Group Profitability

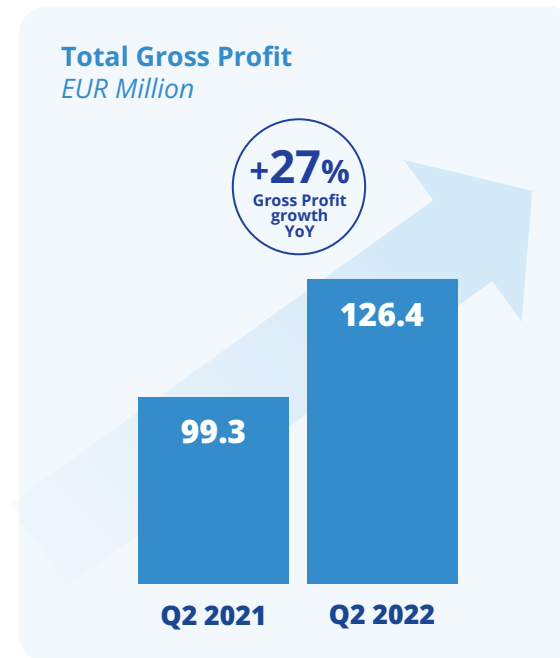
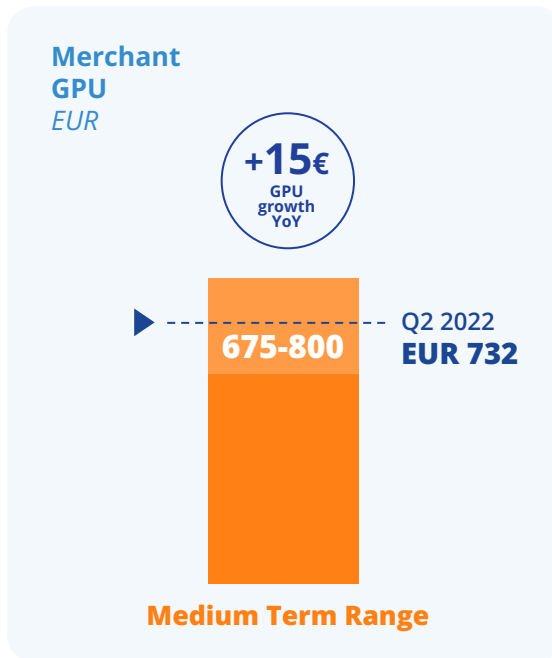
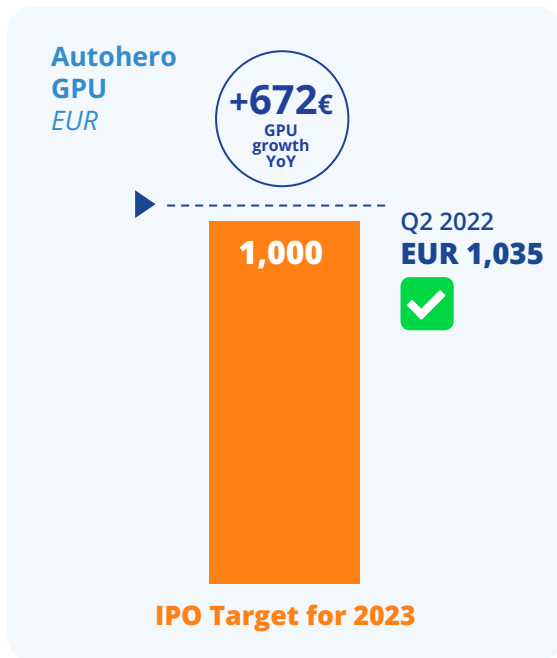
Our Merchant Business Continues its Solid Growth Track Record



Autohero Substantially Improved its Gross Profit While Growing Units and Revenue



Autohero GPU Hits 2023 IPO Target in Q2 2022, Surpassing Merchant GPU and Setting a New Baseline



We Follow a Clear Path to Our Goal of Adjusted EBITDA Profitability by Q4 2023

Current EBITDA

-€47m

Autohero In-House Production

Scale Inhouse Share to 90%

Autohero Marketing

Continue Track of Decreasing Marketing Cost per Unit

Autohero Logistics

Optimize Route Network and Share of Full Truck Loads

Autohero Opex

Rationalise Sales and Operations Efforts

Grow Autohero GPU

Speed up Inventory Turns, Autopricing for Retail, Higher Financing and Product Attach Rates

Grow Merchant GP Base

Grow Faster Than Market, Maintain GPU

Overhead Expenses

Productivity Enhancements

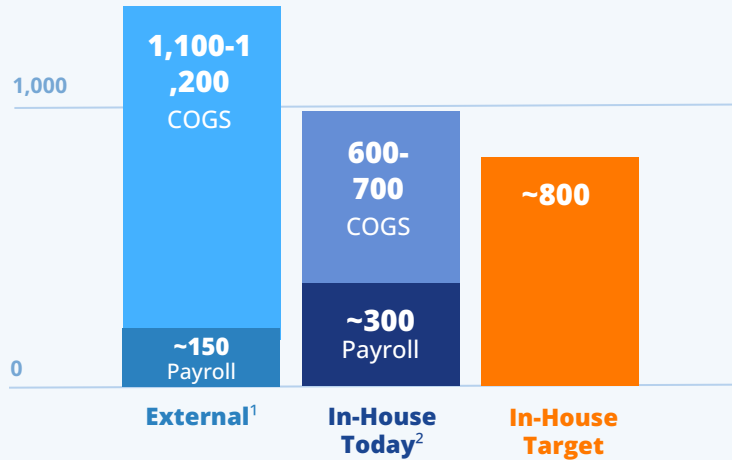
Adjusted EBITDA Q4 2023

Slightly Positive

Our Internal Production Centers are a Cornerstone of Our Group Profitability Strategy

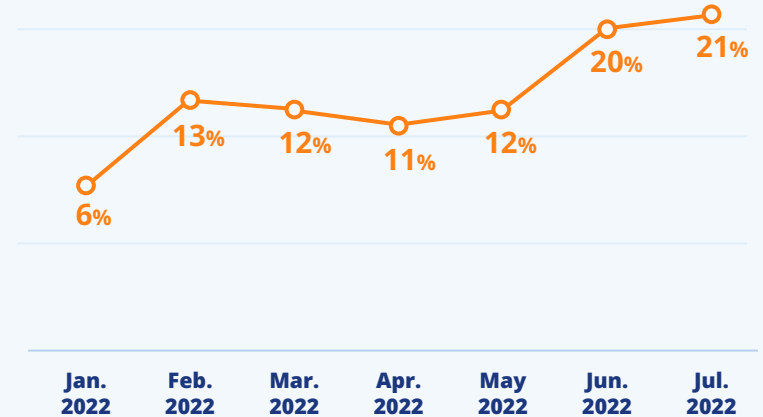
Production Costs, German Sample

EUR / Unit



Share of Inhouse Used Car Production

%



¹Average external production costs Germany in June 2022.

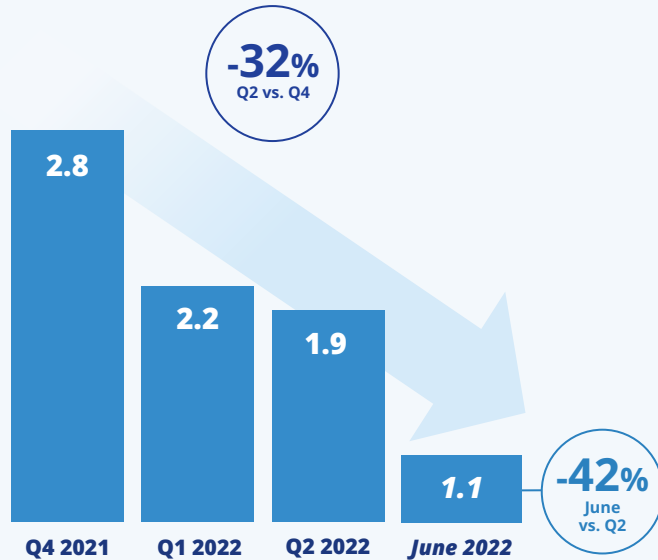
²In-house production costs at Berlin/Brandenburg Production Center (Ketzin) in June 2022.

Our Inhouse Production Footprint Continues to be on Track

Announced Production Center	Maximum Capacity <i>cars p.a.</i>	Status
Hemau, DE	16,000	Production
Warsaw, PL	18,000	Production
Toledo, ES	21,000	Production
Berlin/Brandenburg, DE	35,000	Production
Pizzale/Oriolo, IT	23,800	Production Start in Q4 2022
Total Capacity: 113,800		

We Are Improving Efficiency of Our Marketing Spend

Marketing Cost per Car
KEUR



Autohero Brand Image*
As of June 2022



*June 2022 - Among A18-64 next 12 months car buyers (base: aware of each brand),
Source: Autohero Brand Tracker by Nielsen

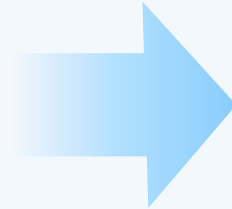
Merchant Profitability and Better Retail Unit Economics Will Provide Headroom for Autohero to Scale While We are Self-Funding



AUTO 1 .com

Merchant Profitability

Free Cash Flow



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Autohero Growth

Units Sold X Loss per Unit
+ Investments

Q2 Demonstrated Top-line Growth and Ongoing Cost Control

	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q2 YoY
Cars Sold, #k	143	157	167	597	170	166	16.4%
<i>Merchant: C2B</i>	116	127	132	481	131	127	9.3%
<i>Merchant: Remarketing</i>	18	19	21	74	24	23	29.6%
<i>Retail (Autohero)</i>	8.4	11.3	13.9	41.4	14.6	15.8	87.4%
Revenue (EUR million)	1,065.1	1,260.2	1,550.2	4,775.0	1,637.9	1,737.2	63.1%
<i>Merchant: C2B</i>	799.0	933.1	1,140.9	3,544.7	1,150.6	1,234.9	54.5%
<i>Merchant: Remarketing</i>	152.0	167.3	200.7	651.3	242.9	232.4	52.9%
<i>Retail (Autohero)</i>	114.1	159.8	208.6	579.0	244.4	269.9	136.5%
Gross Profit (EUR million)	99.3	116.3	128.9	430.9	124.0	126.4	27.3%
GPU (EUR)	696	743	772	-	731	761	9.4%
<i>Merchant GPU</i>	717	772	804	-	732	732	2.2%
<i>Retail (Autohero) GPU</i>	363	365	418	-	718	1,035	185.4%
Opex	(122)	(141)	(174)	(538)	(172)	(173)	41.8%
Adjusted EBITDA (EUR million)	(22.9)	(24.7)	(45.2)	(107.1)	(47.6)	(46.8)	104.4%
<i>Adjusted EBITDA Margin</i>	(2.1%)	(2.0%)	(2.9%)	(2.2%)	(2.9%)	(2.7%)	(0.6pp)

Differences may exist due to rounding

OPEX includes employee expenses, other operating expenses less other operating income and less separately disclosed items

We Maintain a Strong Balance Sheet with no Corporate Debt, to Enable our Path to Profitability



We Narrow Our Financial Targets for 2022, Reflecting Our Path to Profitability

Revenue

EUR 6.0-7.0bn

Q1 2022 Guidance: 5.7-6.8bn

Gross Profit

EUR 470-580m

Q1 2022 Guidance: Same

Adj. EBITDA Margin

(2.0%)-(3.0%)

Q1 2022 Guidance: Same
Implied range: (€150mm)-(€180mm)

Units Group

655-725k

Q1 2022 Guidance: 650-770k

Units Merchant

590-650k

Q1 2022 Guidance: 580-680

Units Autohero

65-75k

Q1 2022 Guidance: 70-90k

Q&A

Thanks

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Appendix Group

	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q2 YoY
Units Sold	142,715	156,530	166,949	596,731	169,610	166,147	16.4%
Revenue (€m)	1,065.1	1,260.2	1,550.2	4,775.0	1,637.9	1,737.2	63.1%
ASP (€)	7,463	8,051	9,285	-	9,657	10,456	40.1%
Gross Profit (€m)	99.3	116.3	128.9	430.9	124.0	126.4	27.3%
GPU (€)	696	743	772	-	731	761	9.4%
GP Margin	9.3%	9.2%	8.3%	9.0%	7.6%	7.3%	(21.5%)
Opex (€m)	(122)	(141)	(174)	(538)	(172)	(173)	41.8%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(54.4)</i>	<i>(55.4)</i>	<i>(64.8)</i>	<i>(225.3)</i>	<i>(72.9)</i>	<i>(78.3)</i>	43.9%
<i>o/w Marketing Expenses (€m)</i>	<i>(46.3)</i>	<i>(57.5)</i>	<i>(66.8)</i>	<i>(203.3)</i>	<i>(56.27)</i>	<i>(53.7)</i>	16.0%
<i>o/w Internal Logistics (€m)</i>	<i>(12.6)</i>	<i>(15.5)</i>	<i>(18.5)</i>	<i>(58.0)</i>	<i>(19.6)</i>	<i>(18.9)</i>	50.0%
Adjusted EBITDA (€m)	(22.9)	(24.7)	(45.2)	(107.1)	(47.6)	(46.8)	104.4%
Adjusted EBITDA Margin	(2.1%)	(2.0%)	(2.9%)	(2.2%)	(2.9%)	(2.7%)	(0.6pp)

Segment: Merchant

	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q2 YoY
Units Sold	134,300	145,255	153,074	555,351	155,052	150,377	12.0%
Thereof C2B	116,367	126,647	132,036	481,190	131,401	127,134	9.3%
Thereof Remarketing	17,933	18,608	21,038	74,161	23,651	23,243	29.6%
Revenue (€m)	951.0	1,100.3	1,341.6	4,196.0	1,393.5	1,467.3	54.3%
Thereof C2B (€m)	799.0	933.1	1,140.9	3,544.7	1,163.9	1,234.9	54.5%
Thereof Remarketing (€m)	152.0	167.3	200.7	651.3	229.6	232.3	52.9%
ASP (€)	7,081	7,575	8,764	-	8,987	9,757	37.8%
Thereof C2B (€)	6,866	7,368	8,641	-	8,858	9,713	41.5%
Thereof Remarketing (€)	8,474	8,990	9,541	-	9,708	9,999	18.0%
Gross Profit (€m)	96.2	112.2	123.1	415.9	113.5	110.1	14.4%
GPU (€)	717	772	804	-	732	732	2.2%
<i>GP Margin</i>	<i>10.1%</i>	<i>10.2%</i>	<i>9.2%</i>	<i>9.9%</i>	<i>8.1%</i>	<i>7.5%</i>	<i>(2.6pp)</i>

Differences may exist due to rounding

Segment: Retail (Autohero)

	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q2 2022	Q2 YoY
Units Sold	8,415	11,275	13,875	41,380	14,558	15,770	87.4%
Revenue (€m)	114.1	159.8	208.6	579.0	244.44	269.9	136.5%
ASP (€)	13,565	14,174	15,032	-	16,791	17,113	26.2%
Gross Profit (€m)	3.1	4.1	5.8	15.0	10.45	16.3	434.4%
GPU (€)	363	365	418	-	718	1,035	185.4%
<i>GP Margin</i>	2.7%	2.6%	2.8%	2.6%	4.3%	6.1%	3.4pp

Differences may exist due to rounding