

Introduction to AUTO1

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.



AUTO 1 GROUP

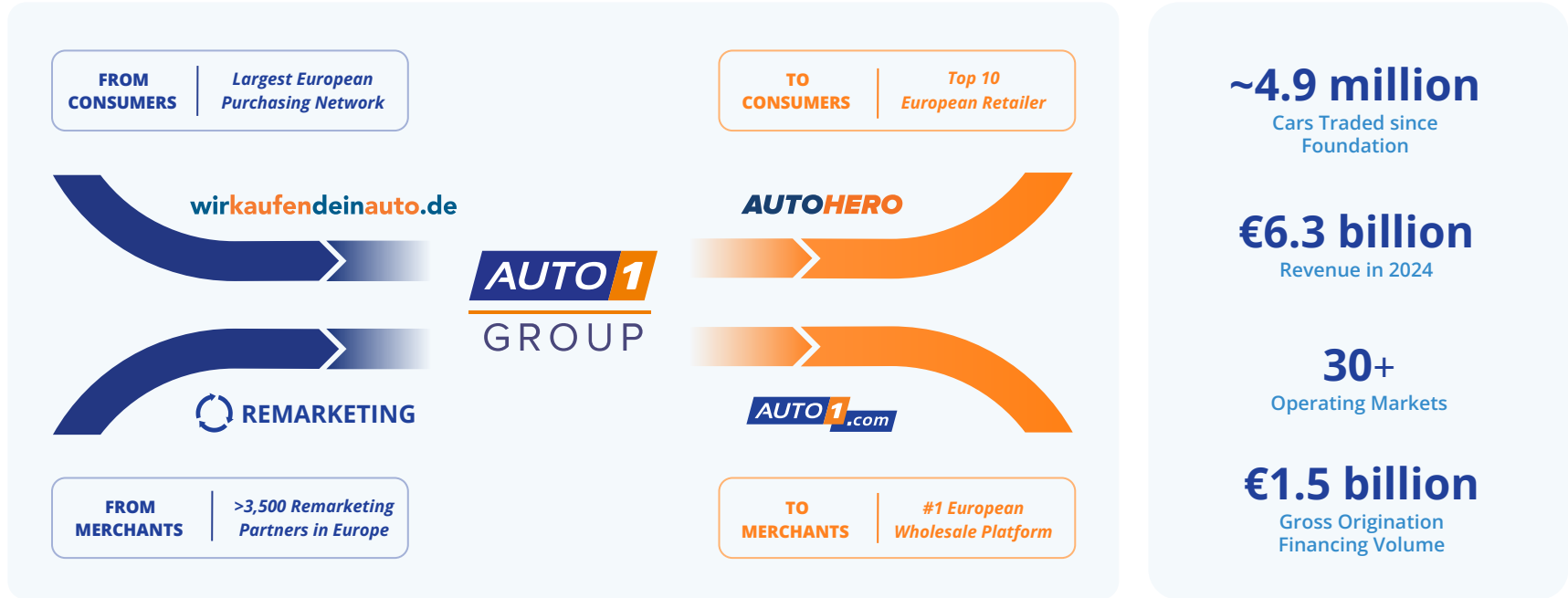
AUTOHERO

Kauf dein Auto einfach online

AUTO 1
GROUP

Europe's Used Car Market
on One Platform

A Data-Driven Platform to Maximize Value for Merchants and Customers in the Used Car Market



A Unique and Highly Compelling Investment Story



Vast Market Opportunity
In A Fragmented European
Used Car Market



Unique Business Model To
Gain Market Share
And **Drive Margins**



Leading Technology And
Data Platform



Strong Brands Drive
Superior Demand



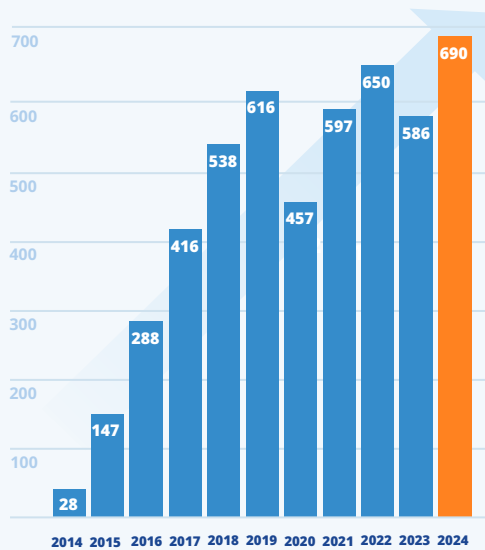
Autohero
Accelerating Towards
Market Leadership



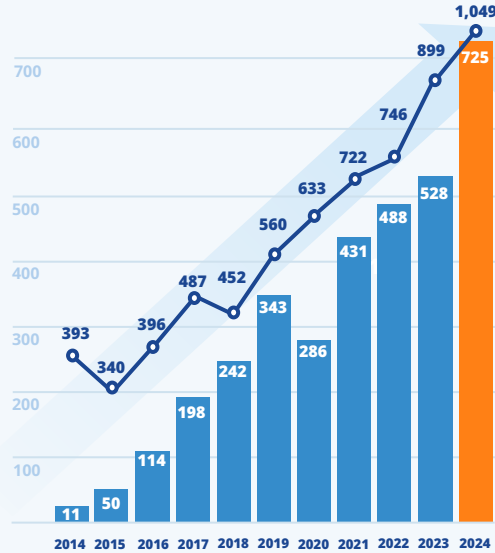
Merchant And **Consumer**
Financing Reinforce
Growth And **Profitability**

Strong Execution Since Inception

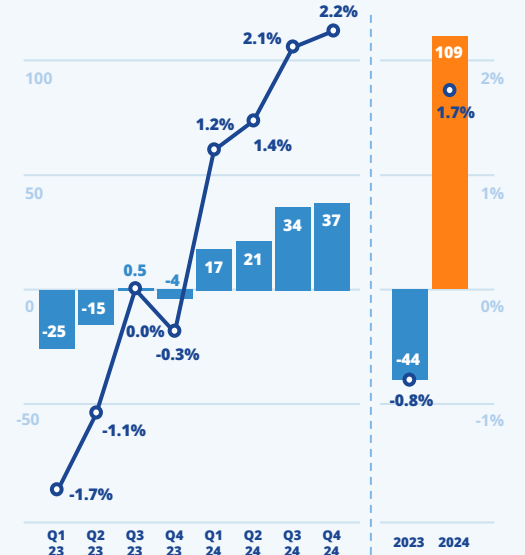
Group Units Sold
k Units



■ Group Gross Profit EUR Million
○ Group GPU EUR

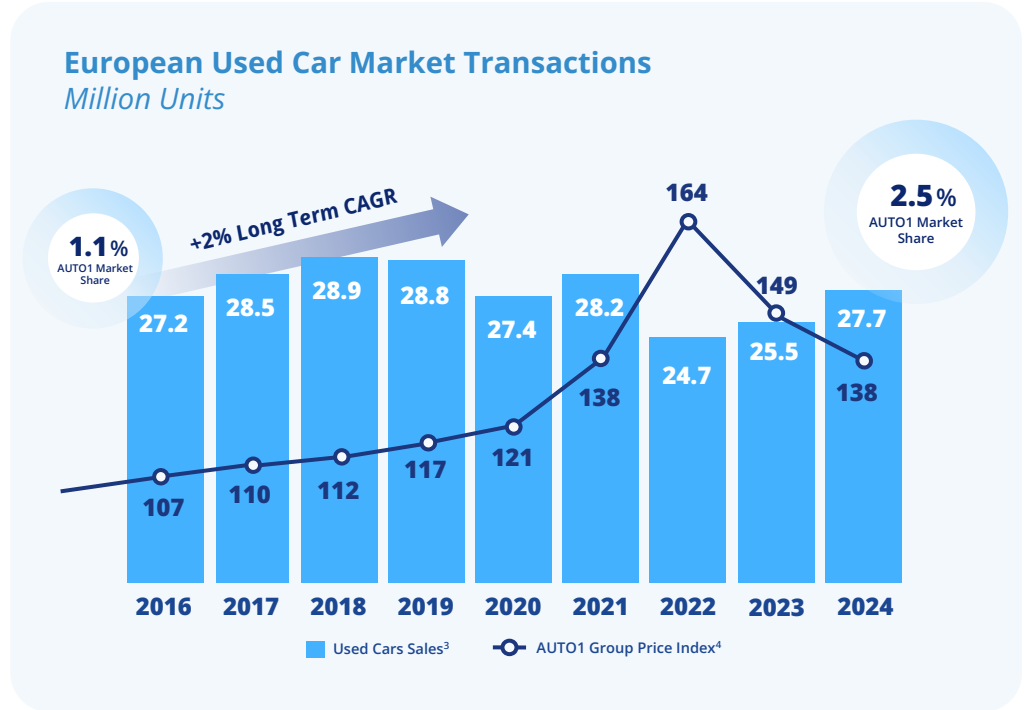
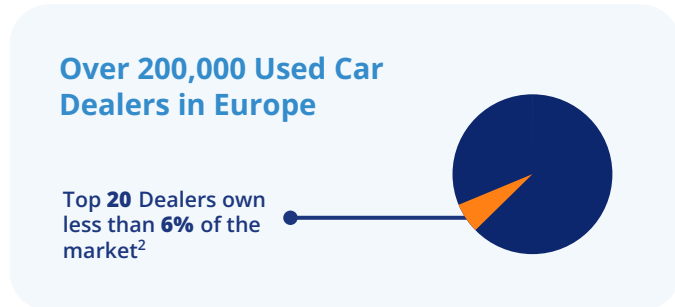


■ Group Adj. EBITDA EUR Million
○ Group Adj. EBITDA Margin %



The European Used Car Market

Europe's Used Car Market Is Massive, Fragmented And Growing



¹ 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

² Source: Bain & Company, 2020

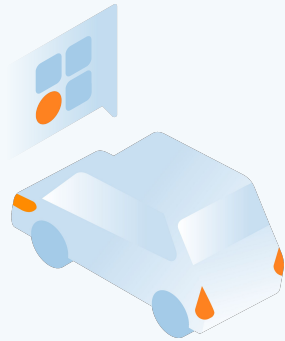
³ Consolidated Used Car Transactions of following markets: DE, FR, IT, ES, NL, BE, AT, SE, PT, PL, FI, DK, SK, CZ, EE, LT, LV, HR, RO, HU, BG, UA, GR (where AUTO1 Group is present). Market Size between 2016 - 2024 for EE, LV, HR, HU, UA estimated based on last available data.

⁴ AUTO1 Group Price Index shows the monthly evolution of used car prices across Europe and is published on a monthly basis with a reference index of 100 for the year 2015

Industry-Specific Characteristics Have Historically Constrained Scalability and Inhibited Consolidation



**Price
Intransparency**



**Product
Uniqueness**



**Capital
Intensity**



**Complex
Logistics**

Industry Characteristics have Resulted in a Fragmented and Localized Used Car Ecosystem



A Unique Platform Leveraging Strong Brands

AUTO1's Integrated Platform Combines Pricing, Operational Processes and Capital to Achieve Long-term Scalable Growth



Pricing Data

4.9 Mn.
Cars Traded
since Inception

90 sec to 1st Price
With AI driven Online
Valuation
90% AI-Pricing Share



Instant Inventory

30k Dealer Cars
16k Retail Cars

**Lowest Cost of Capital
And Scalable Balance
Sheet Management**



Scalable Operations

548 Branches
100+ Logistic Hubs

3 Strong Brands
wirkaufendeinauto.de **AUTOHERO**
AUTO1.com

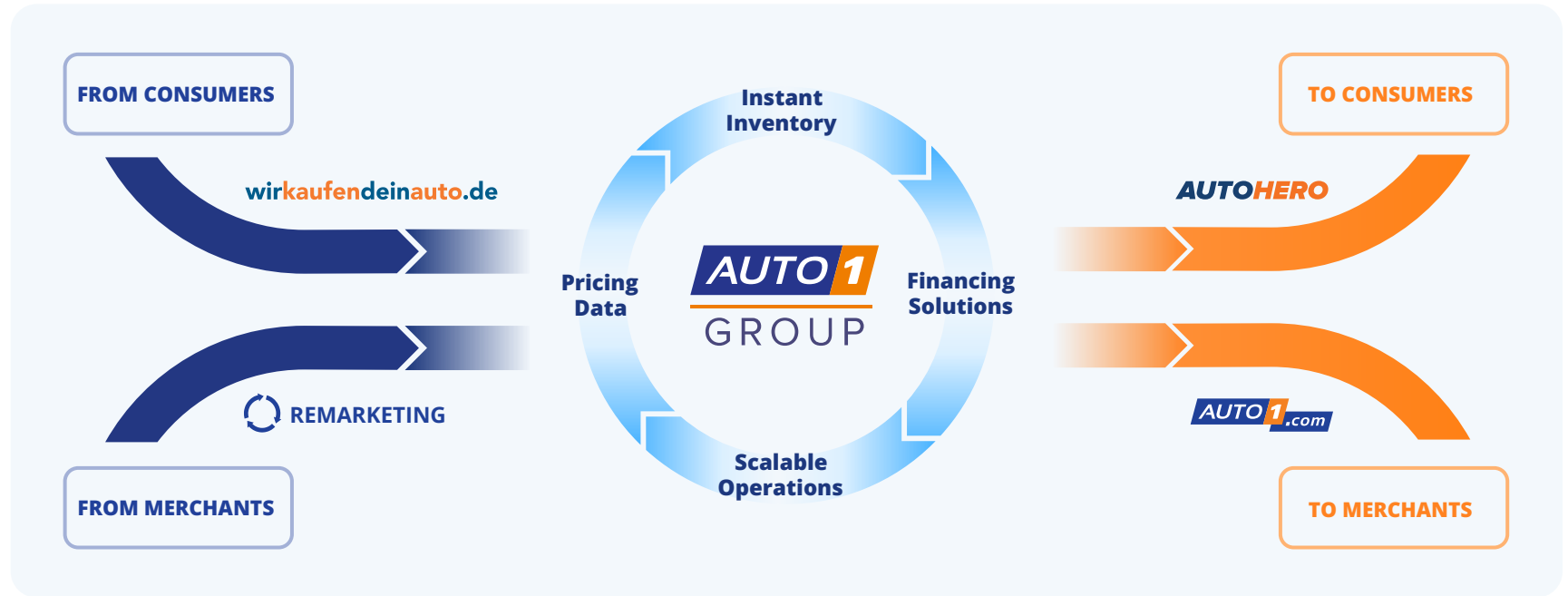


Financing Solutions

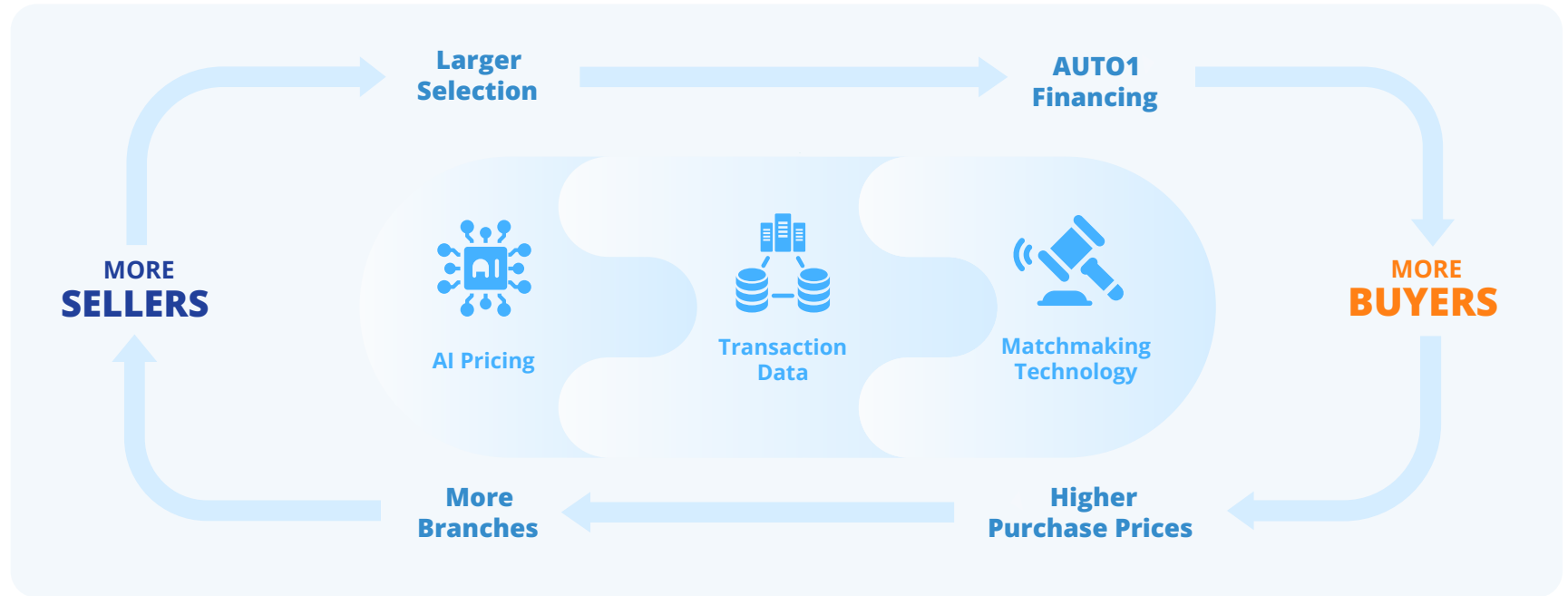
<5min
To Complete
Financed
Order

**Integrated
Software, Payments
& Re-Financing**

We Leverage our Unique Vertical Integration to Create the Best Customer & Dealer Solutions



Our Data and Technology Create a Virtuous Flywheel to Continue Market Share Gains



Our Platform and its Products Deliver Best-in-Class Solutions to Overcome Frustrating Customer & Dealer Car Buying Experiences



Fair &
Competitive
Used Car Prices



Largest &
Most Diverse
Car Supply



Transparent
Car Quality
Standards



Digital & Swift
Car Buying
Experience



wirkaufendeinauto.de



AUTOHERO

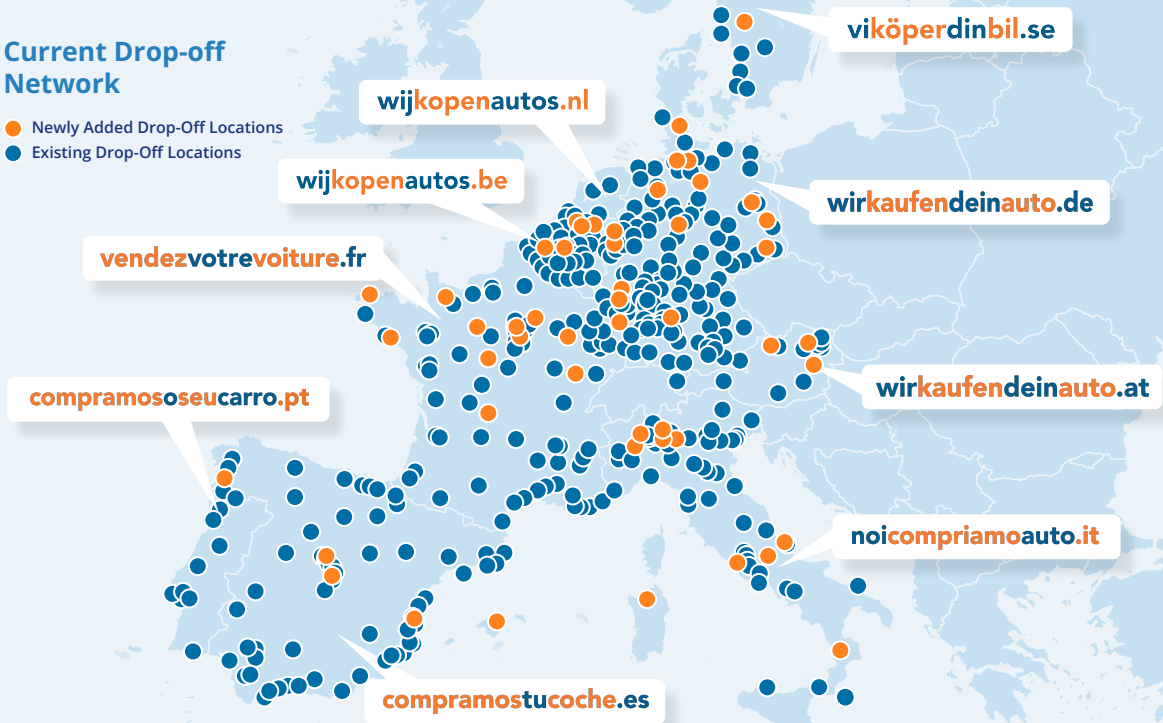


From Consumers - Consumer Buying

Wirkaufendeinauto.de Offers a Seamless, Fast, and Transparent Car Selling Experience for Private Customers

Current Drop-off Network

- Newly Added Drop-Off Locations
- Existing Drop-Off Locations

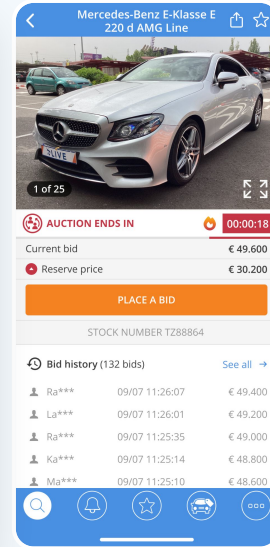
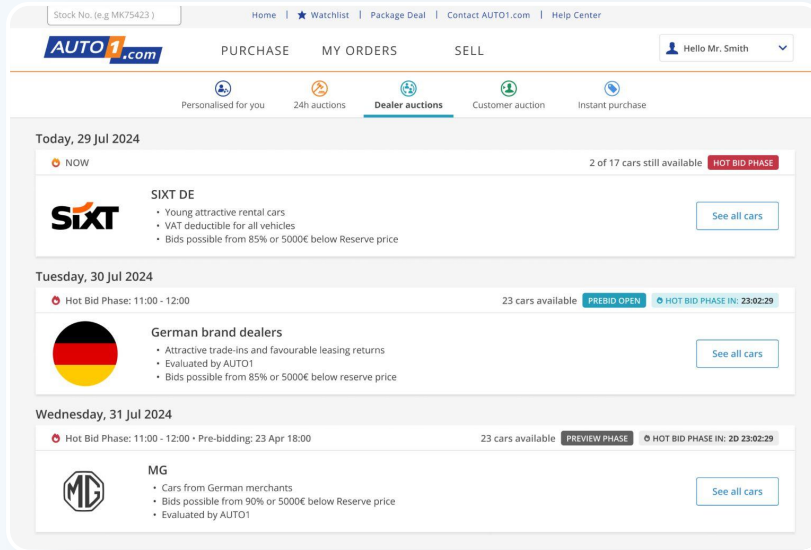


59%
Brand
Recognition
Europe

4.5
Trustpilot
Score
Europe

548
Open
Branches
Europe

Our Remarketing Platform Provides a Unique Pan-European Inventory Sales Solution for Dealers and Corporates



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



THE #1 PLATFORM FOR DEALERS



Superb Selection

- >30,000 Cars in Stock
- >15,000 Buying Dealers
- Cars Immediately Available
- 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



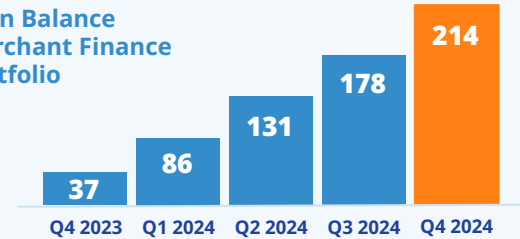
Buy Now, Pay Later

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

Merchant Financing Empowers Partner Dealers and Enables Mutual Growth

- **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 200 million refinancing facility to support up to EUR 250 million of AUTO1 Financing
- **Available in Germany, France, Spain, Austria, Netherlands & Belgium**

Loan Balance
Merchant Finance
Portfolio
€m



>10%

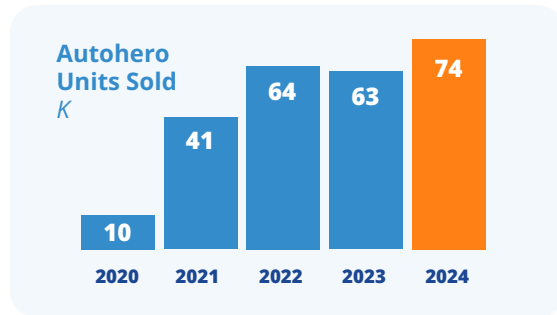
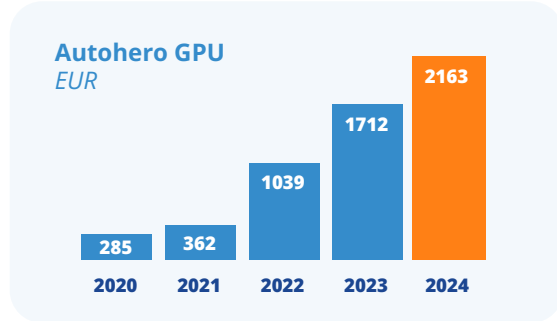
Interest Rate with
Risk Based Pricing

>30%

Return on Equity*

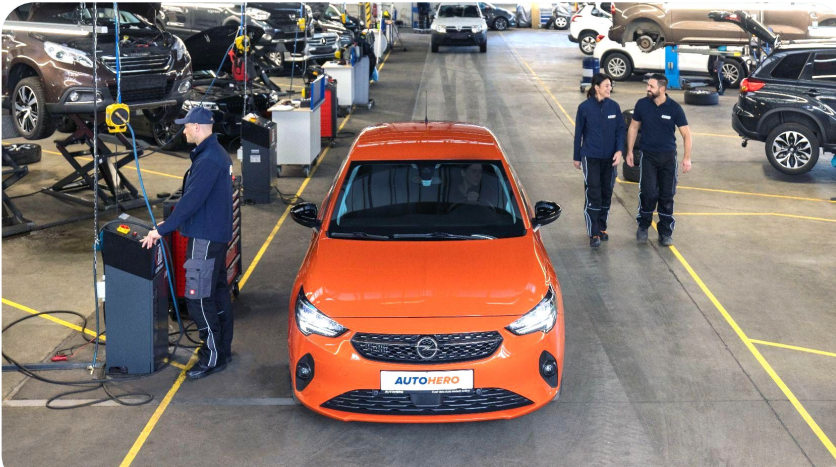
*Expected return on equity for current new receivables production, financing via existing Warehouse facility. Opex of 50 bps of AUM and credit charges of 2% per year based on downside case assumptions. Equity defined as 5% horizontal risk retention. Mezzanine notes held by AUTO1 Group SE viewed as market rate instruments.

Autohero is Built for Market Leadership Across Europe with an Unparalleled Consumer Car Buying Experience



*all KPIs as of Q4 2024, Brand Recognition as weighted average of population aged 18-64 in all Autohero markets.

In-House Refurbishment & Fulfillment are Key Drivers for Product Quality & Customer Satisfaction



- Full in-house **car refurbishment** ensuring standard car quality & scalability
- **10 refurbishment centers** in all Autohero markets with **annual nominal capacity of 179,900 cars**

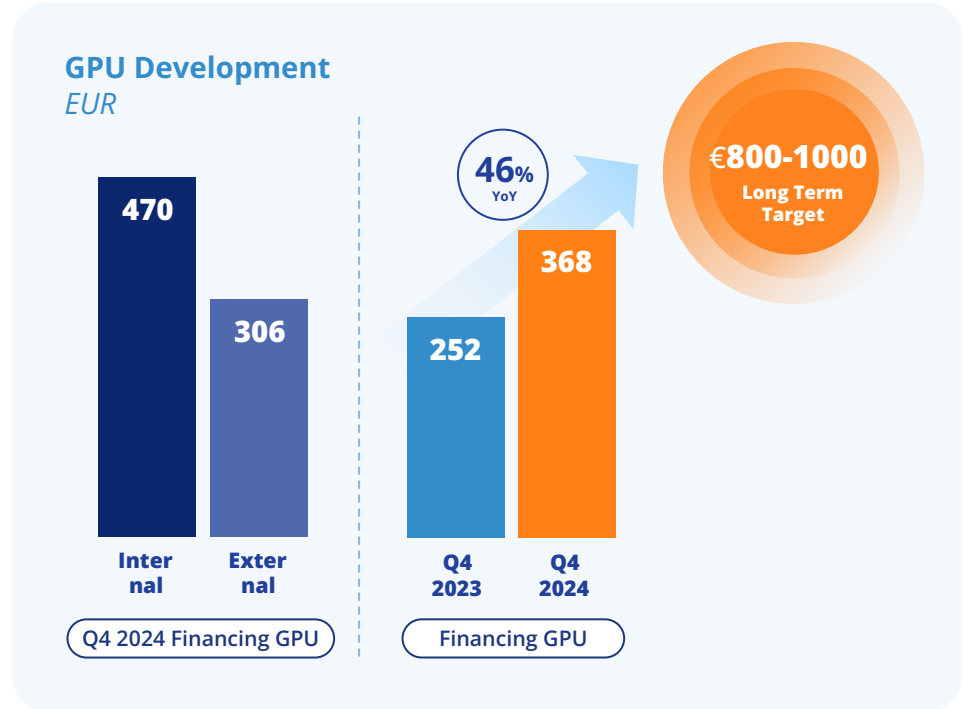


- Offering full in-house last-mile delivery with branded **Glass Trucks**
- **224 Glass Trucks** delivering throughout all markets
- **72-Hours car availability** via express hubs in selected regions

Consumer Financing Makes Significant Progress Towards Our Long Term Target

5min To Financed Purchase with App

- Offering fully integrated & **Individual In-House Financing** to German and Austrian customers
- Acting as a broker for a panel of banks in all other markets for External Finance with increasing integration and automation



Internal Financing GPU refers to gross profit from financing divided by units sold in DE and AT
 External Financing GPU refers to gross profit from financing divided by units sold in FR, IT, ES, BE, NL, PL and SE

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

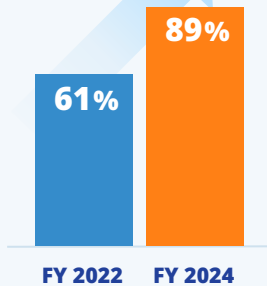
Our Integrated Platform, Addressing A Huge Tam, Will Enable Our Growth For Years To Come



Elevating Efficiency and Customer Satisfaction with Our Unique AI-Driven Digital Infrastructure

Pricing

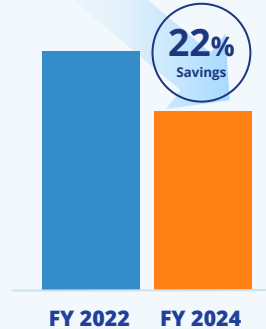
AI-based Pricing Share



- Car Pricing Algorithms
- Recommendation Algorithms
- Logistics Planning

Operations

Pricing Payroll Improvements with AI



- Customer Contact Centers
- Credit Underwriting
- Backoffice Activities



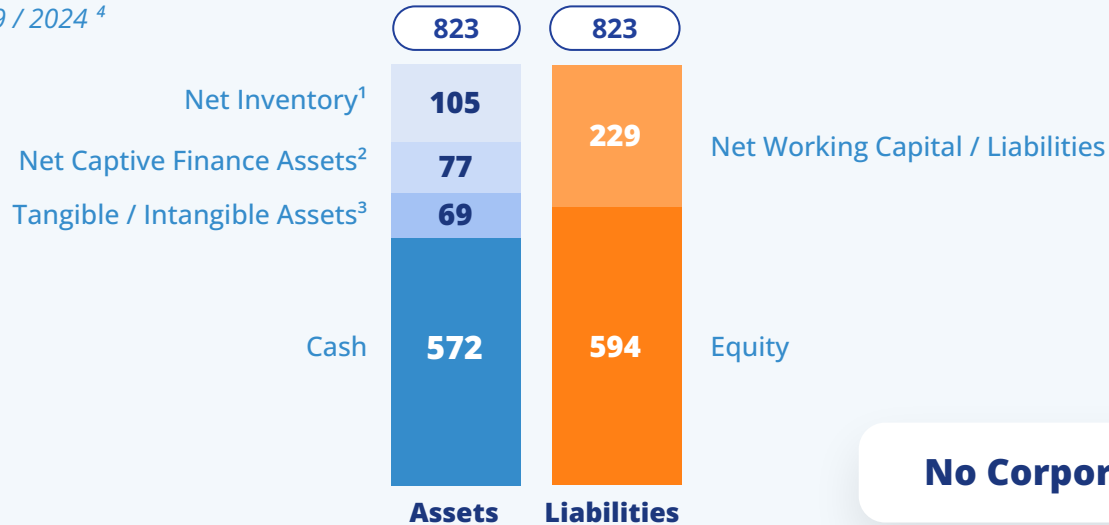
- CAT Scanner
- Damage Detection
- Scalable Refurbishment Activities

*AI Pricing share represents the number of submissions placed through WKDA web page or app, that are priced by the AI Pricing Model without human interaction

*CAT refers to 'Car Audit Technology'

Our Efficient Balance Sheet With no Corporate Debt can Finance our Long-term Growth Plans

Summary Balance sheet
 EUR Million, 30 / 09 / 2024 ⁴



¹ Net Inventory equals Inventory Assets less non-recourse ABS funding against cars in inventory

² Net Captive Finance Assets equals Receivables for Consumer and Merchant Finance less non-recourse ABS funding against these receivables

³ Tangible / Intangible Assets are net off lease liabilities against these assets

⁴ Balance Sheet to be updated to Q4 2024 together with publishing of Annual Report on 2nd April 2025.

On Track for our Long-Term Margin Targets expressed at IPO

	2019	2020	2021	2022	2023	2024	Long-Term Target
Revenue (€m)	3,476	2,830	4,775	6,534	5,463	6,272	
GPU (€)	556	625	722	746	899	1,049	
<i>Merchant GPU (€)</i>	559	633	749	714	801	914	
<i>Retail GPU (€)</i>	254	285	362	1,039	1,712	2,163	3,000
Gross Margin	9.9%	10.1%	9.0%	7.5%	9.7%	11.6%	12-15%
<i>Payroll & Other Operating Costs</i>	6.8%	6.7%	5.8%	5.8%	6.5%	6.3%	3-5%
<i>Marketing Costs</i>	3.5%	2.8%	4.3%	3.0%	2.5%	2.2%	1-2%
<i>Internal Logistics Costs</i>	1.3%	1.2%	1.2%	1.2%	1.4%	1.4%	1.5%
Adjusted EBITDA Margin	(1.7%)	(0.5%)	(2.2%)	(2.5%)	(0.8%)	1.7%	5-9%

* Note: Margin and cost figures in percentage of revenue. Long-term guidance assumes 2-2.5mn cars sold per annum.

A Unique and Highly Compelling Investment Story



Vast Market Opportunity
In A Fragmented European
Used Car Market



Unique Business Model To
Gain Market Share
And **Drive Margins**



Leading Technology And
Data Platform



Strong Brands Drive
Superior Demand



Autohero
Accelerating Towards
Market Leadership



Merchant And **Consumer**
Financing Reinforce
Growth And **Profitability**