

Allane SE

Q3 2021 Update

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# Agenda

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**A.** KPIs and Highlights Q3 2021

**B.** Financials 9M 2021

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**C.** Outlook

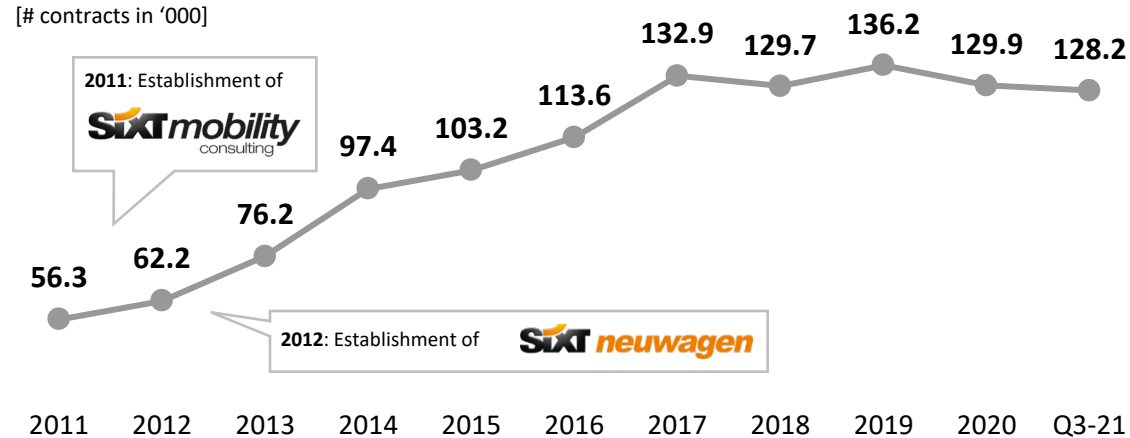
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**D.** Appendix

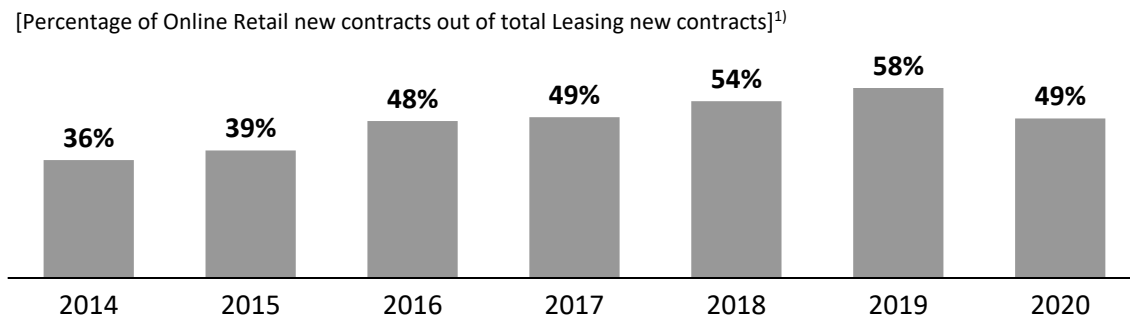
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# Allane Mobility Group's contract portfolio as end of Q3 2021 with 128,200 contracts 1.3% below end of 2020 especially due to Covid-19 effects

## STRONG CONTRACT GROWTH SINCE 2011



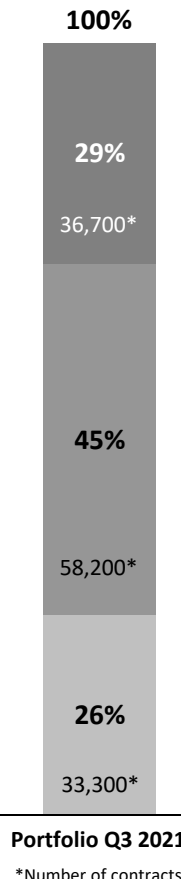
## INCREASING ONLINE SHARE IN NEW BUSINESS



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

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



Portfolio Q3 2021

\*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

## Business development 9M 2021 in line with expectations – Contract portfolio, operating revenue and EBT below previous year

	Q3 2021	Q4 2020	Change vs. Q4 2020
<b>Group contract portfolio<sup>1)</sup></b>	<b>128,200</b>	<b>129,900</b>	<b>-1.3%</b>
▪ Online Retail	36,700	38,600	-5.0%
▪ Fleet Management	58,200	53,500	8.8%
▪ Fleet Leasing	33,300	37,800	-11.9%
<b>Financials</b>	9M 2021	9M 2020	Change vs. 9M 2020
<b>Operating revenue</b>	<b>EUR 291.5 m</b>	<b>EUR 319.9 m</b>	<b>-8.9%</b>
EBITDA	EUR 142.3 m	EUR 158.6 m	-10.3%
<b>EBT</b>	<b>EUR 4.6 m</b>	<b>EUR 5.2 m</b>	<b>-10.3%</b>
Operating return on revenue	1.6%	1.6%	0.0pp
Equity ratio	17.8%	16.4%	1.4pp

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

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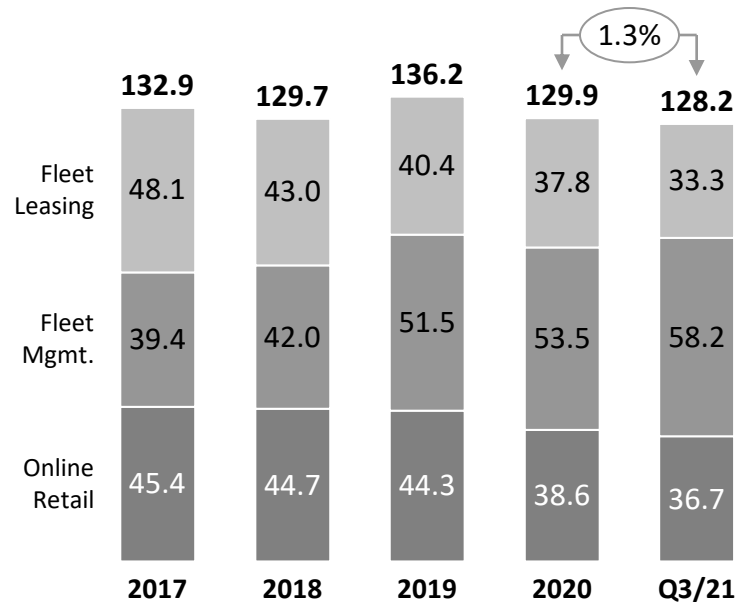
D. Appendix

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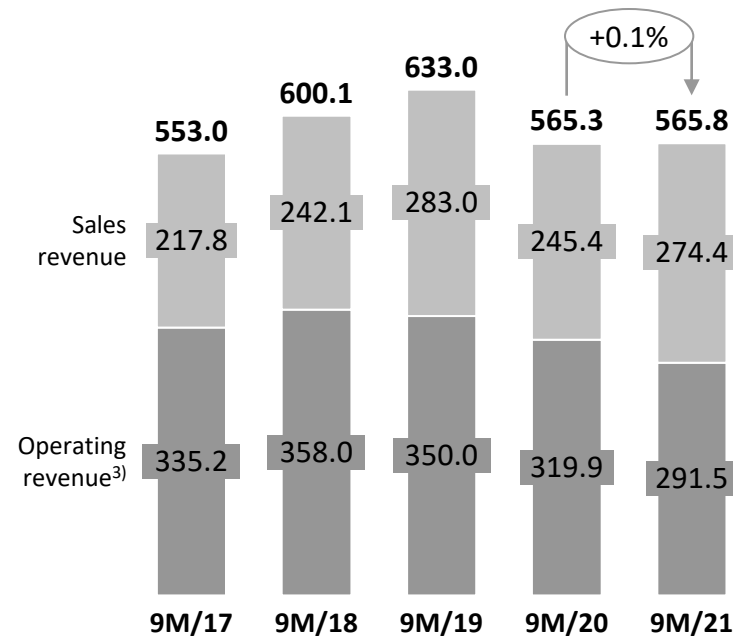
# EBT 9M 2021 EUR 0.6 m below previous year, mainly due to lower new business volume and transaction-related costs

Allane Mobility Group – Key performance indicators 9M 2017 to 9M 2021<sup>1)</sup>

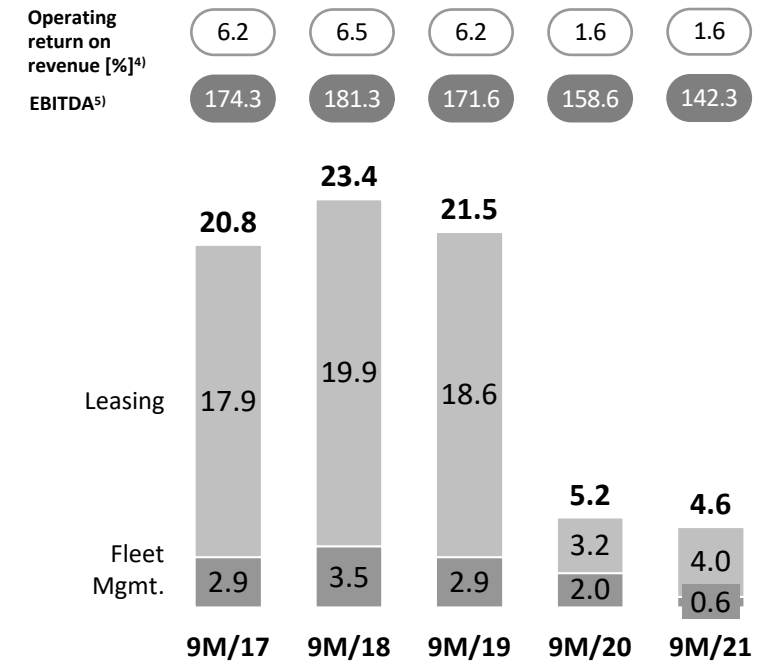
## CONTRACT PORTFOLIO ['000]<sup>2)</sup>



## 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

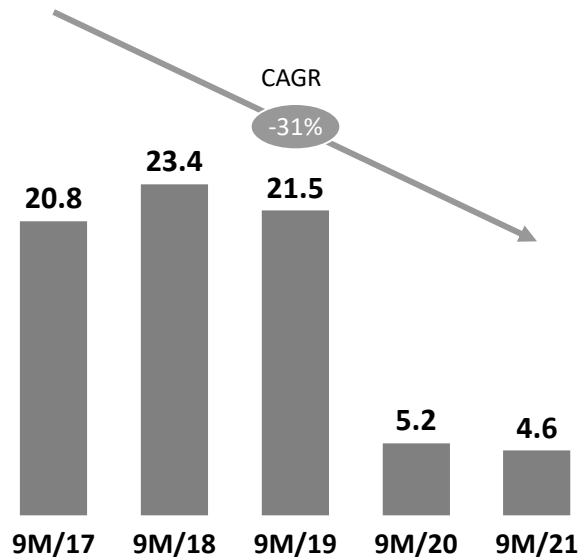
5) Earnings before interest, taxes, depreciation and amortisation

# Group-EBT decreases to EUR 4.6 m - Leasing business unit EUR +0.8 m vs. previous year, Fleet Management mainly burdened by ZAG project and IT

Allane Mobility Group – Development of EBT and business units 9M 2017 – 9M 2021<sup>1)</sup>

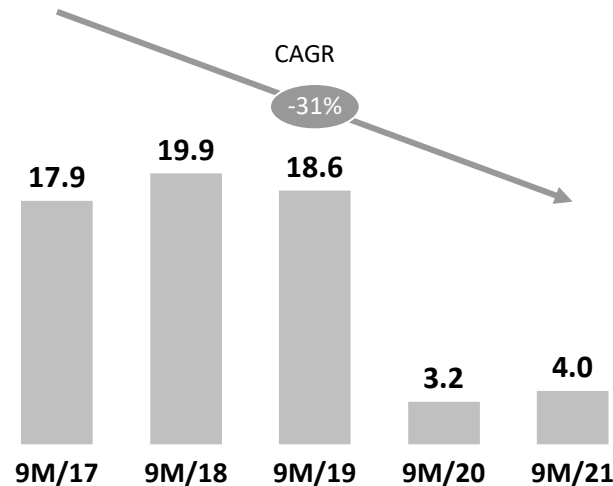
## GROUP [EUR m]

Operating return on revenue [%] <sup>2)</sup>	6.2	6.5	6.2	1.6	1.6
EBITDA <sup>3)</sup>	174.3	181.3	171.6	158.6	142.3



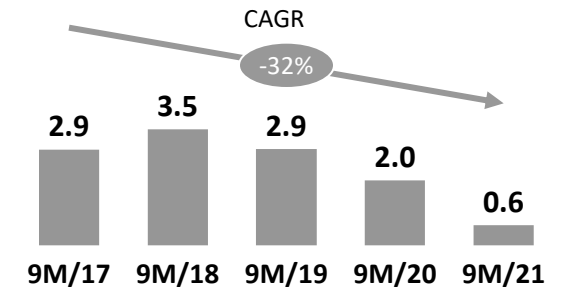
## LEASING [EUR m]

Operating return on revenue [%]	6.0	6.2	6.0	1.1	1.6
EBITDA	171.3	177.8	168.5	156.5	141.5



## FLEET MANAGEMENT [EUR m]

Operating return on revenue [%]	8.0	8.8	7.4	5.3	1.6
EBITDA	3.0	3.6	3.1	2.1	0.8



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

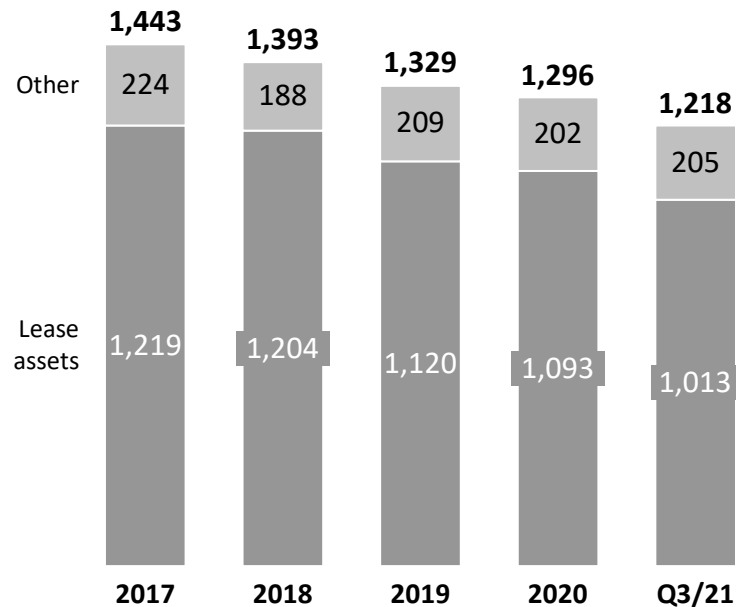
3) EBITDA = Earnings before interest, taxes, depreciation and amortization



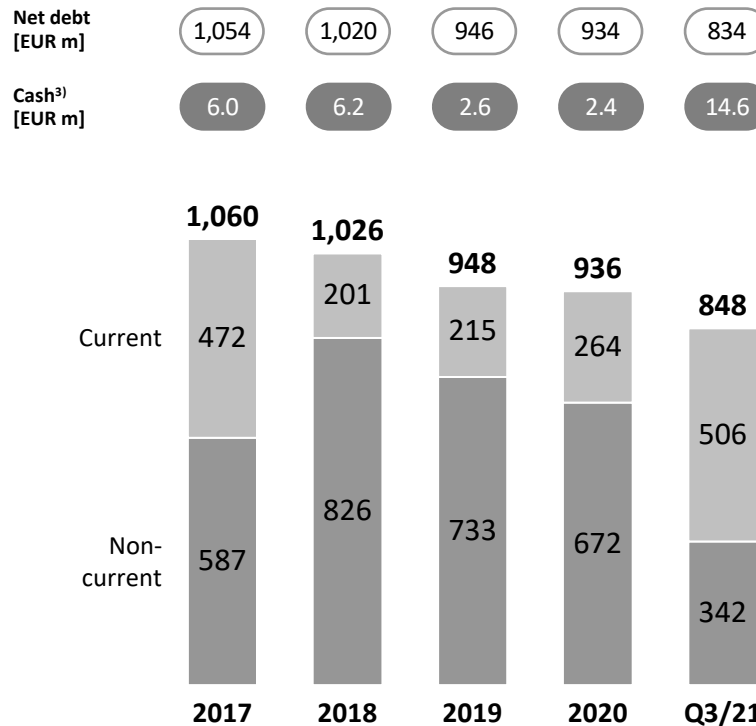
# Lease assets of approx. EUR 1.0 bn – Equity ratio up 1.4 pts compared to 2020 (ACT), mainly due to a lower level of lease assets

## Allane Mobility Group – Development of key balance sheet figures 2017 to Q3 2021

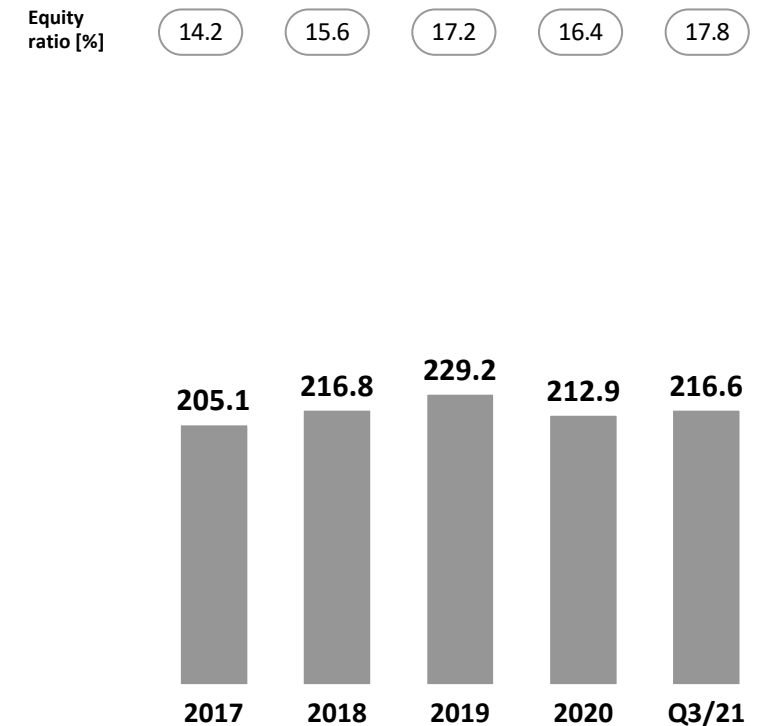
### TOTAL ASSETS [EUR m]<sup>1)</sup>



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



### EQUITY [EUR m]



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 profile – Increased focus on intercompany funding from Santander Consumer Bank AG (SCB) and ABS

Allane Mobility Group – Maturities of financial liabilities as of 30 September 2021 [EUR m]

FINANCIAL LIABILITIES <sup>1)</sup>	2021	2022	2023	2024	2025+	Total
Asset backed securities (ABS) programme	46.7	162.9	134.9	79.5	23.6	<b>447.6</b>
SCB loans	30.0	50.0	20.0	30.0	-	<b>130.0</b>
Bank loans	-	-	-	-	-	<b>0.0</b>
Bonds <sup>2)</sup>	-	250.0	-	-	-	<b>250.0</b>
Finance leases and others	1.4	2.3	2.1	1.8	11.6	<b>19.3</b>
<b>Total</b>	<b>78.1</b>	<b>465.2</b>	<b>157.0</b>	<b>111.3</b>	<b>35.2</b>	<b>846.9</b>
Bank balances						<b>14.6</b>
<b>Net debt</b>						<b>832.3</b>

## KEY FINANCING INSTRUMENTS

- EUR 500 m ABS programme
- ~ EUR 165 m bilateral credit lines from 3<sup>rd</sup> party banks

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 forecast for 2021 confirmed, esp. taking into account the operating business development to date and the Covid-19 situation

	2021	2020
<b>Contract portfolio</b>		
Group	Slight increase	129,900 contracts
<b>Financials</b>		
Operating revenue	In the range of previous year's figure	EUR 423.3 m
EBT	Higher single-digit million euro amount	EUR 9.1 m

- Allane assumes that the market and business environment will continue to be strongly negatively impacted by the COVID-19 pandemic.
- In addition, consolidated earnings are still burdened in the 2021 financial year by transaction-related costs in connection with the takeover of the Company by HCBE.

# Contact details

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## ADDRESS

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### Allane SE

Dr.-Carl-von-Linde-Str. 2  
82049 Pullach  
Germany

## INVESTOR RELATIONS

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### Allane SE

Stefan Vogel  
T: +49 89 74444 4518  
F: +49 89 74444 85169  
Email: [ir@allane.com](mailto:ir@allane.com)

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# Allane Mobility Group: Revenue and earnings performance 9M 2021<sup>1)</sup>

in EUR million

	9M 2021	9M 2020	Change in %
<b>Operating revenue</b>	<b>291.5</b>	<b>319.9</b>	<b>-8.9%</b>
Sales revenue	274.4	245.4	11.8%
<b>Consolidated revenue</b>	<b>565.8</b>	<b>565.3</b>	<b>0.1%</b>
thereof Leasing business unit	479.3	485.3	-1.2%
thereof Fleet Management business unit	86.5	79.9	8.3%
Fleet expenses and cost of lease assets	366.8	359.4	2.1%
Personnel expenses	36.7	31.6	15.9%
Net other operating income/expense	-20.1	-15.6	-28.9%
<b>EBITDA</b>	<b>142.3</b>	<b>158.6</b>	<b>-10.3%</b>
Depreciation and amortisation	132.5	145.1	-8.7%
Net finance costs	-5.2	-8.4	38.1%
<b>EBT</b>	<b>4.6</b>	<b>5.2</b>	<b>-10.3%</b>
<i>Operating return on revenue<sup>2)</sup></i>	<i>1.6%</i>	<i>1.6%</i>	<i>0.0 points</i>
Income tax	1.2	1.7	-30.0%
<b>Consolidated profit</b>	<b>3.4</b>	<b>3.4</b>	<b>-0.4%</b>
Earnings per share (in EUR)	0.17	0.17	-

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

# Allane Mobility Group: Further KPIs 30 September 2021 and 9M 2021<sup>1)</sup>

	30 Sep 2021	31 Dec 2020	Change in %
<b>Group contract portfolio</b>	<b>128,200</b>	<b>129,900</b>	<b>-1.3</b>
thereof Online Retail	36,700	38,600	-5.0
thereof Fleet Leasing	33,300	37,800	-11.9
thereof Fleet Management	58,200	53,500	8.8
<i>in EUR million</i>			
<b>Total equity and liabilities</b>	<b>1,218.4</b>	<b>1,295.6</b>	<b>-6.0</b>
Lease assets	1,013.2	1,093.3	-7.3
Bank balances	14.6	2.4	514.4
Financial liabilities	848.1	935.9	-9.4
Equity	216.6	212.9	1.8
<b>Equity ratio (%)</b>	<b>17.8</b>	<b>16.4</b>	<b>+1.4 points</b>
	<b>9M 2021</b>	<b>9M 2020</b>	
Gross cash flow	104.2	146.1	-28.7
Investments in lease assets	245.1	313.8	-21.9

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