



Q3 2024 Trading Update starts soon...

Trading Update

Q3 2024

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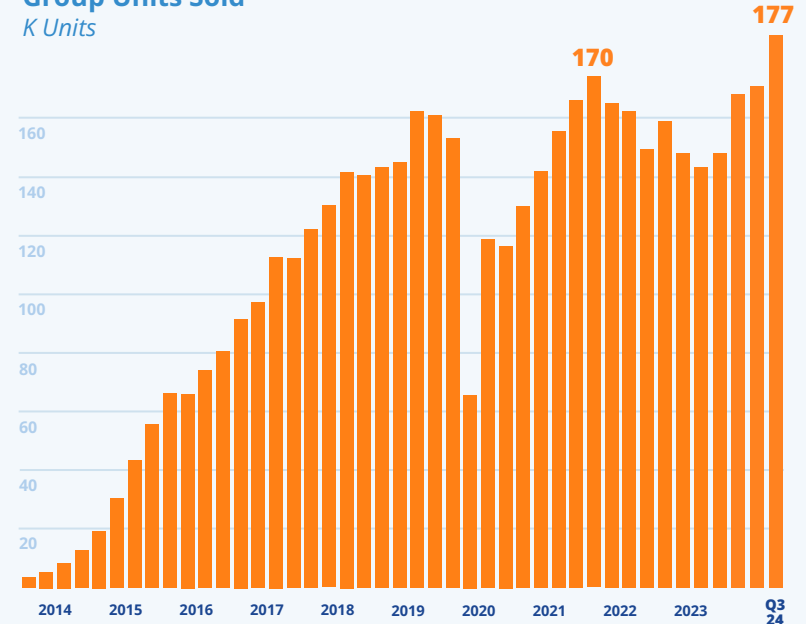
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Europe's Used Car Market On One Platform

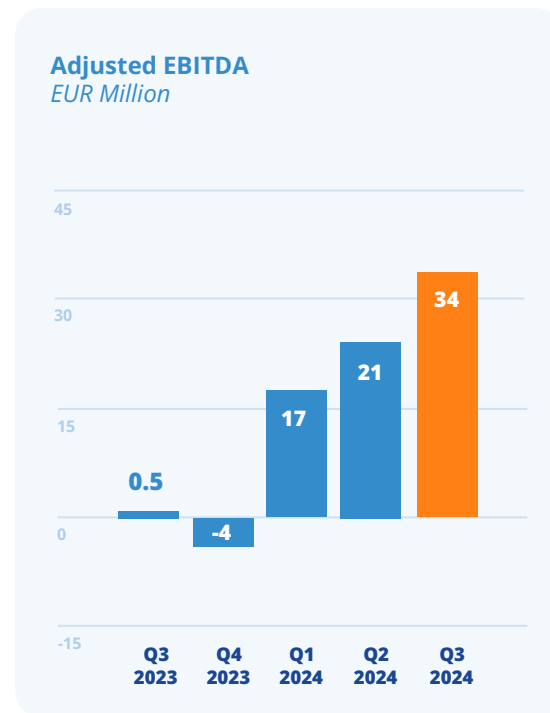
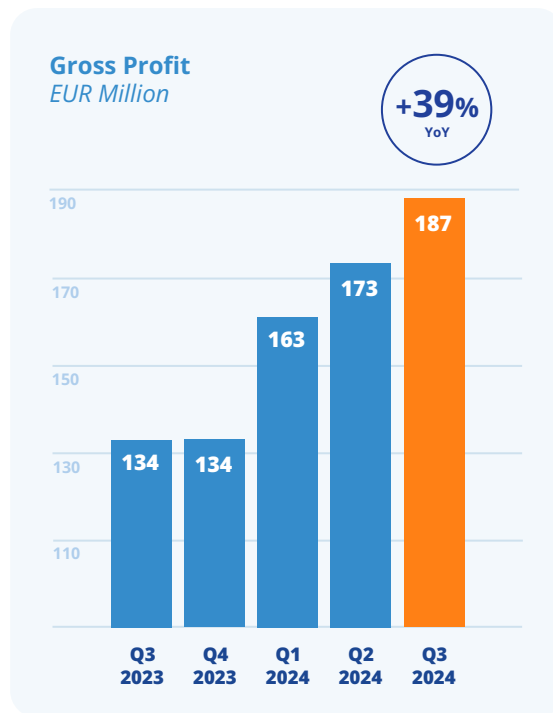
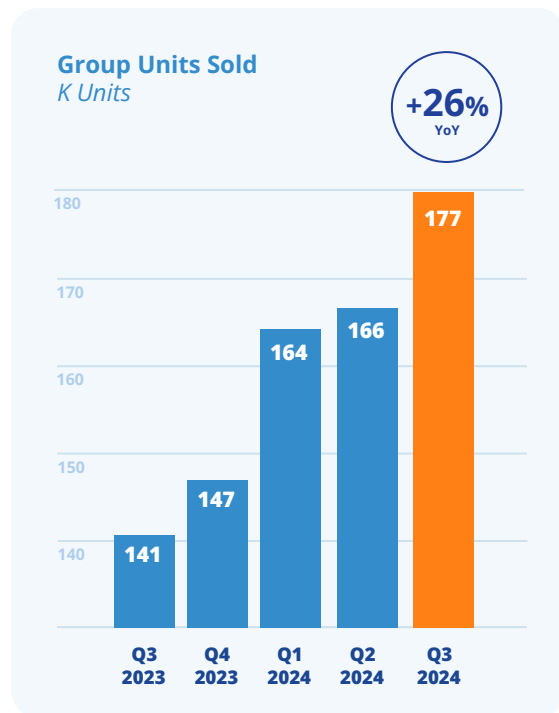
Q3 2024 Highlights

- ✓ Highest ever number of cars sold
- ✓ 26% Y-o-Y Unit growth
- ✓ Highest ever Gross Profit
- ✓ Highest ever Adjusted EBITDA
- ✓ Increased 2024 Guidance

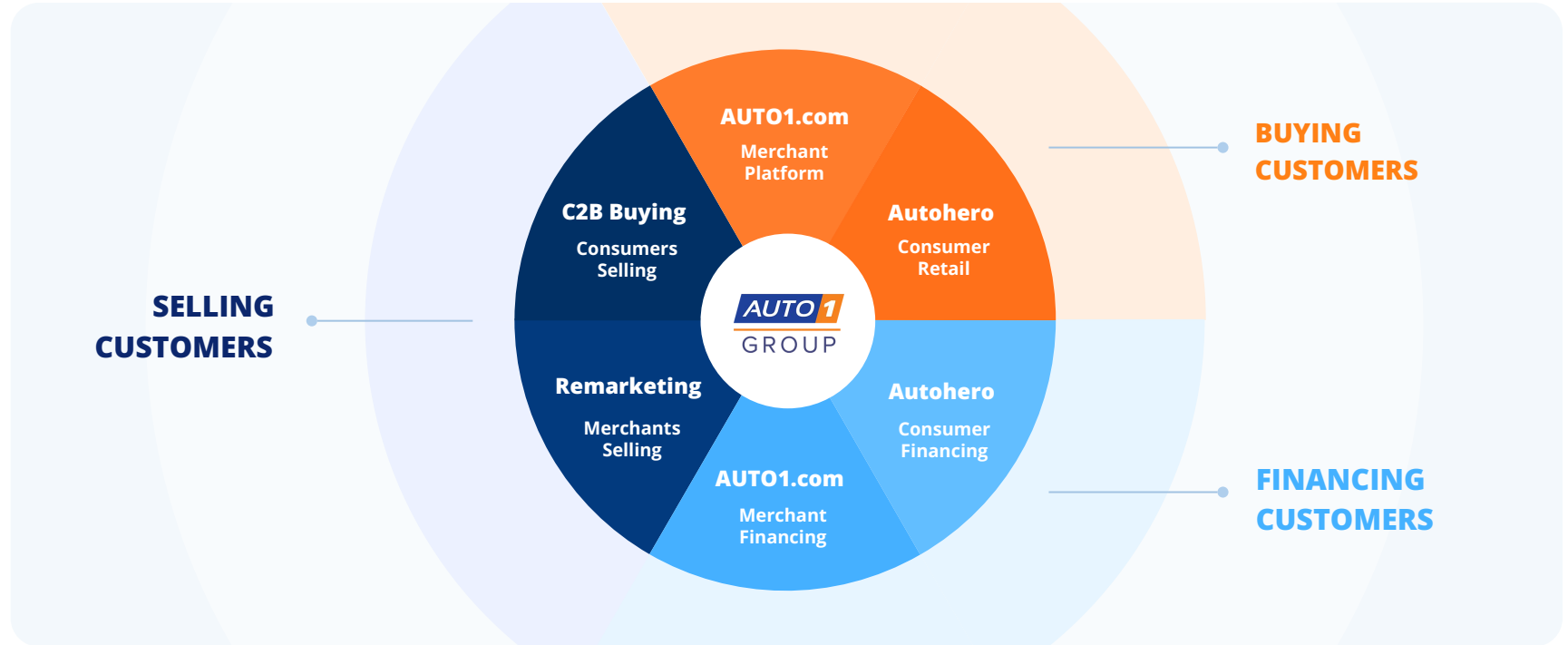
Group Units Sold
K Units



AUTO1 Group Achieved Highest Ever Units and Profit in Q3 2024



AUTO1's Platform Gaining Traction Across All Products



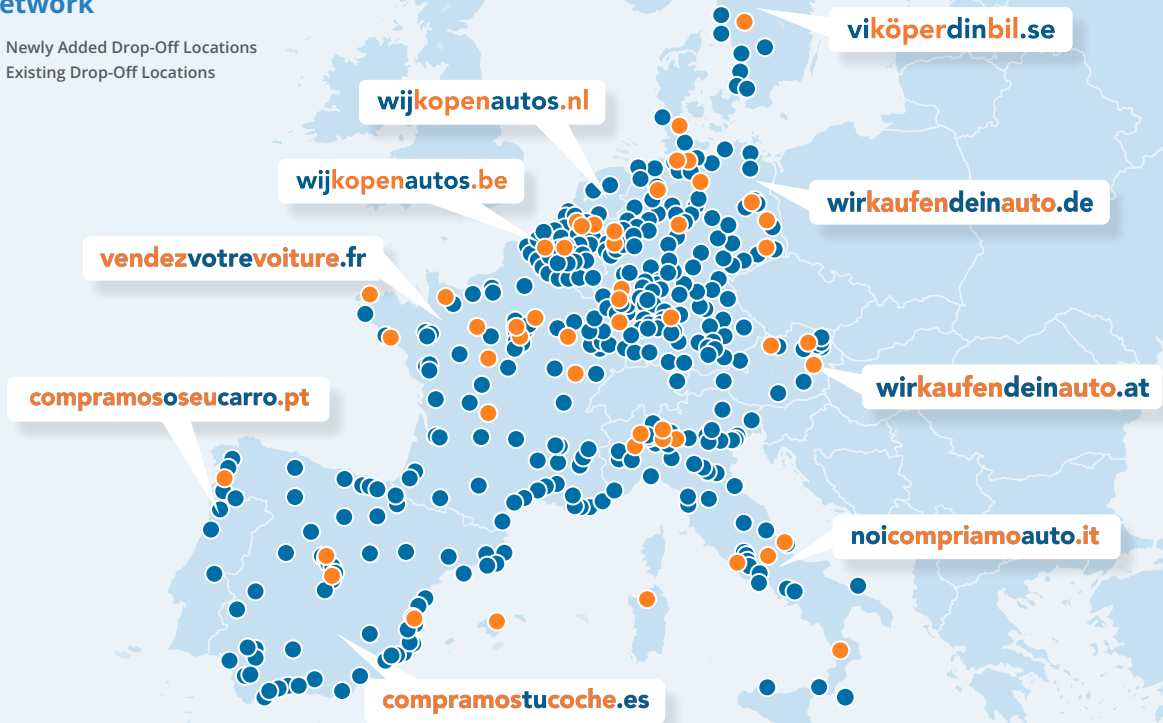
Purchasing Update



Our Sourcing Network Continues to Grow

Current Drop-off Network

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



Numbers of Branches

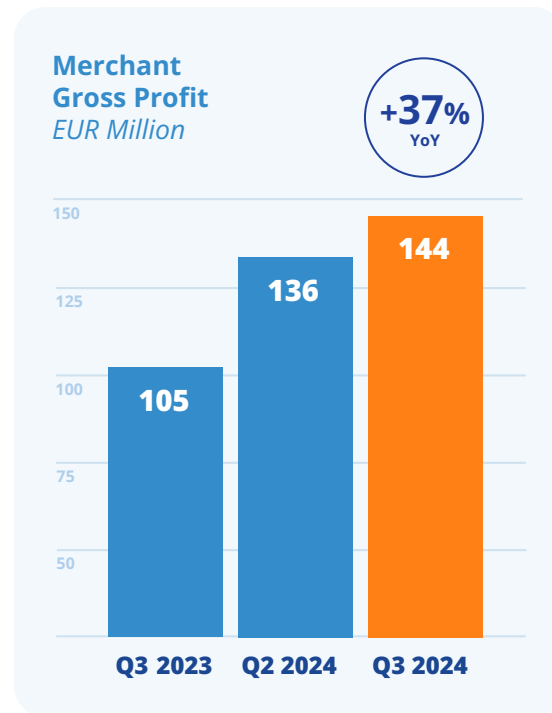
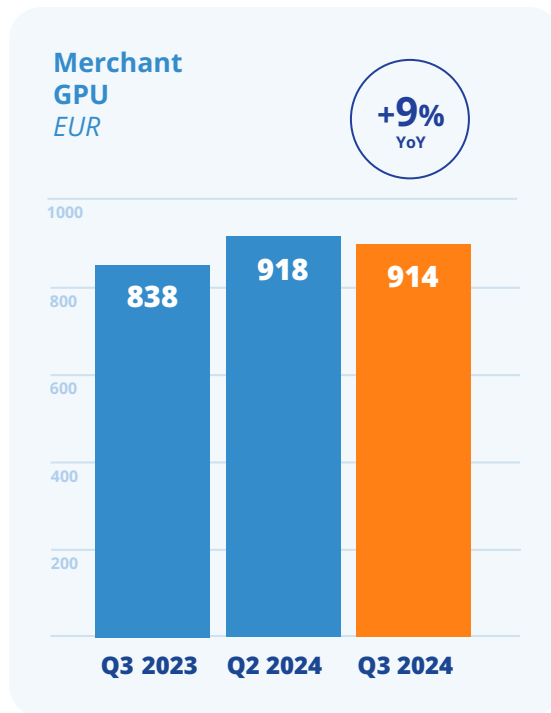
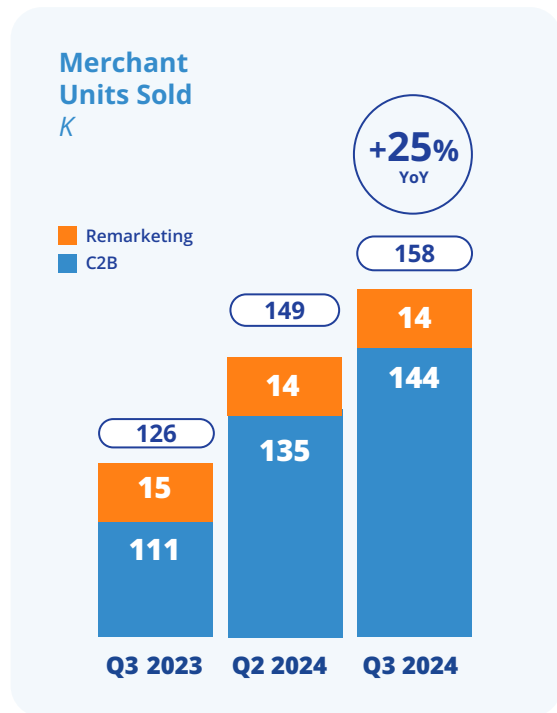
Q3 2023	421
Q4 2023	434
Q1 2024	442
Q2 2024	465
Q3 2024	486

**Strong Focus On
Network Expansion
Plan in 2025**

Merchant Update

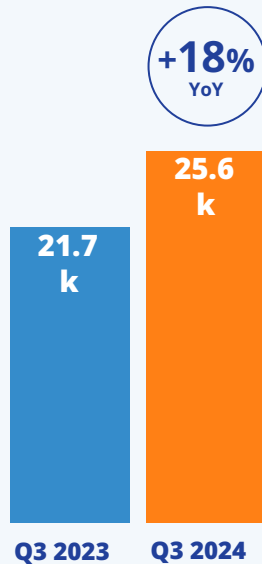


Merchant Segment Achieves Best Ever Gross Profit While Growing Strongly

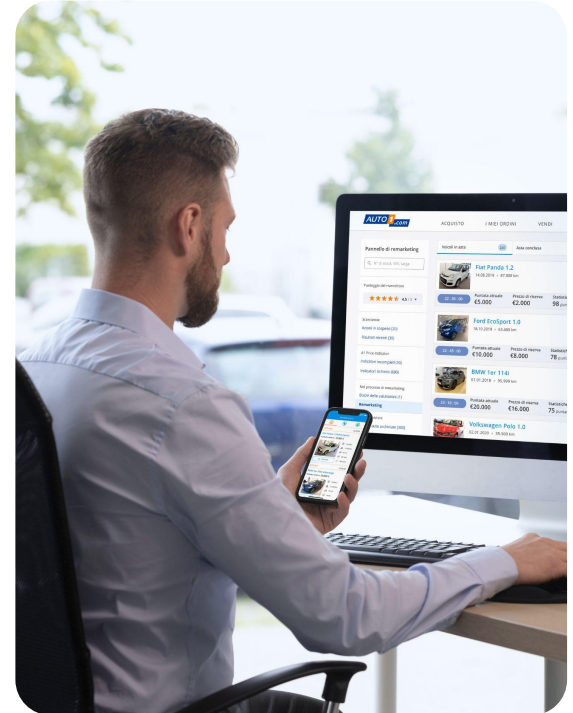
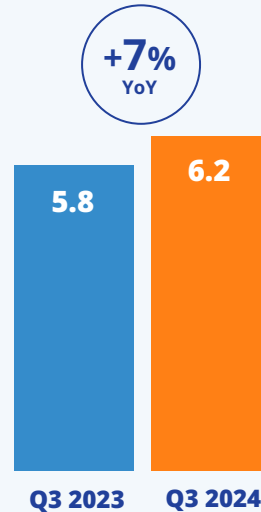


Our Merchant Products Generated Strong Demand In Q3

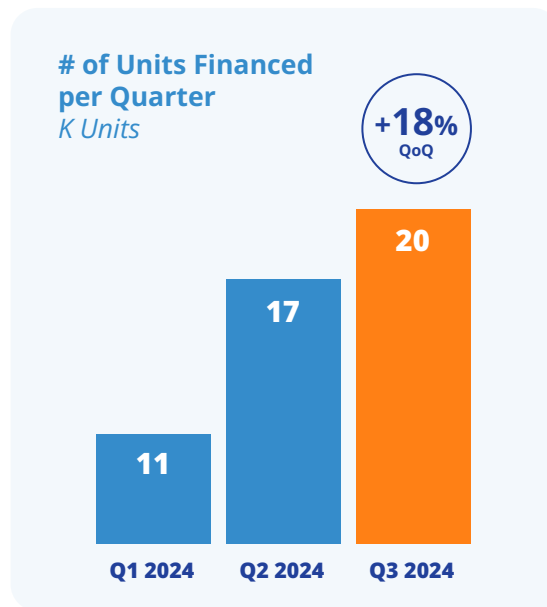
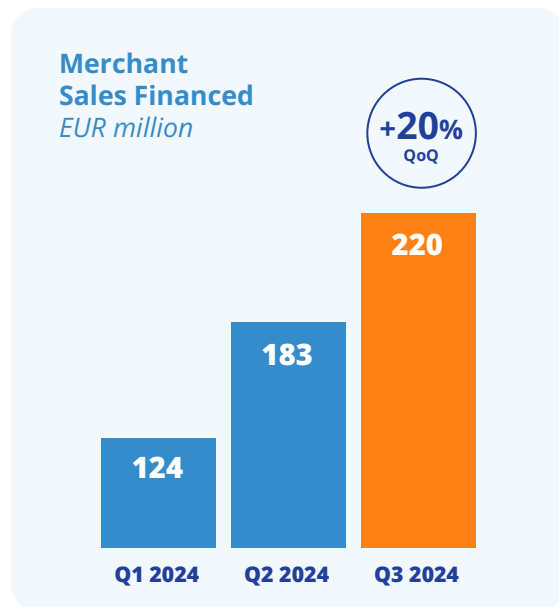
Buying Merchants on AUTO1.com
Unique Buyers



Average Basket
Purchased Cars per Quarter



AUTO1 Finance Continues to Grow Strongly And Adds New Markets

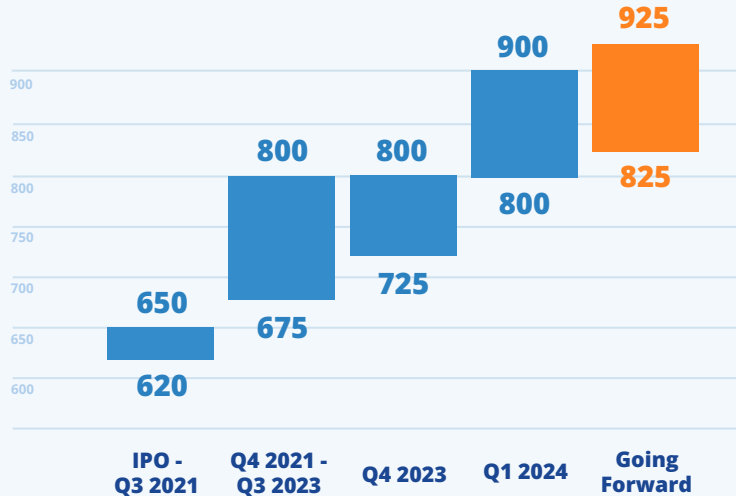


PORTFOLIO BALANCE: **€178 m**

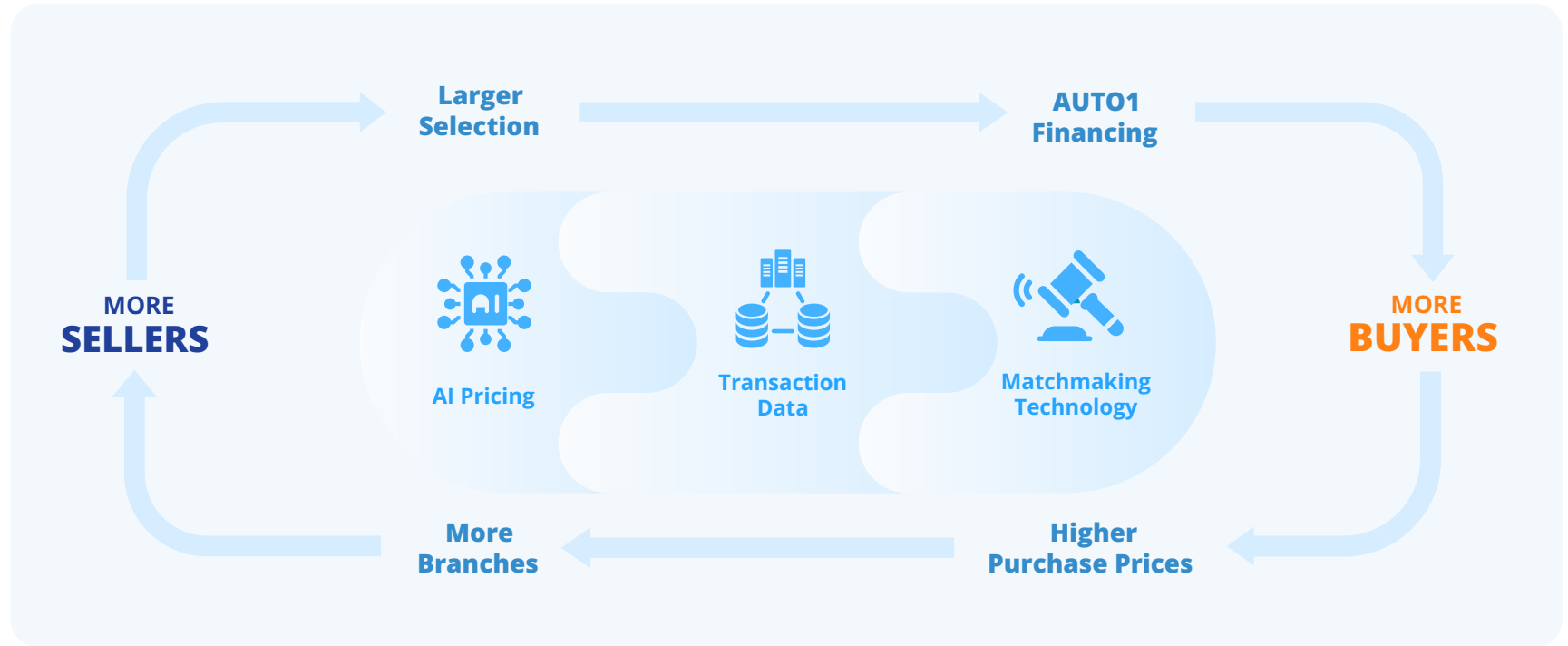
We Are Confident That We Will Maintain GPU Levels in the EUR 825-925 Range Going Forward

GPU Range Guidance

EUR



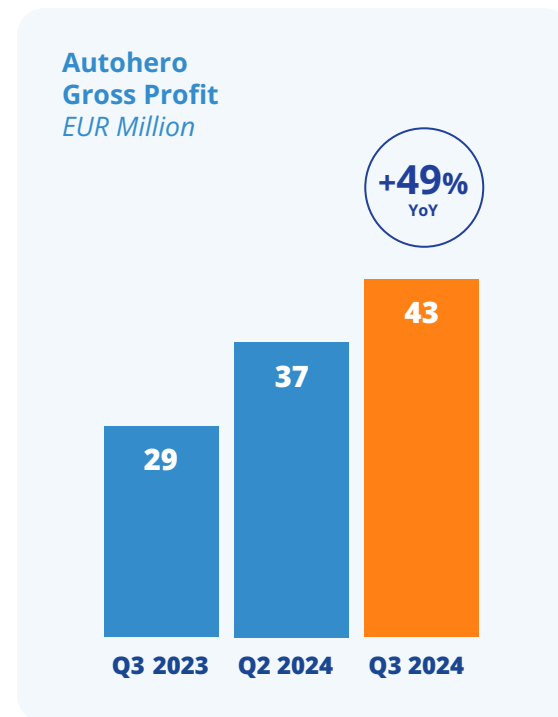
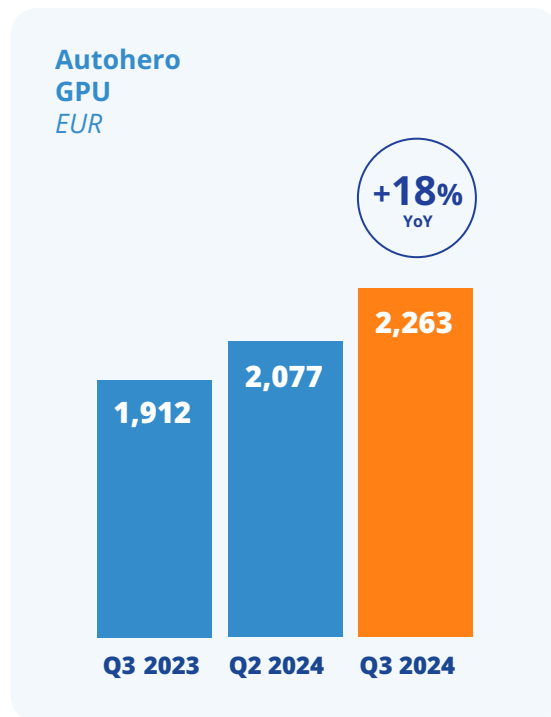
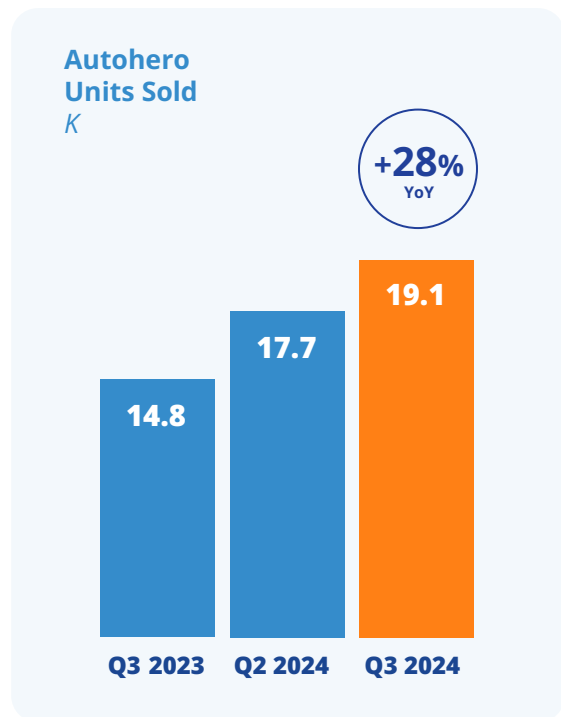
Our Flywheel Is In Full Effect And Continues To Drive Future Growth



Retail Update

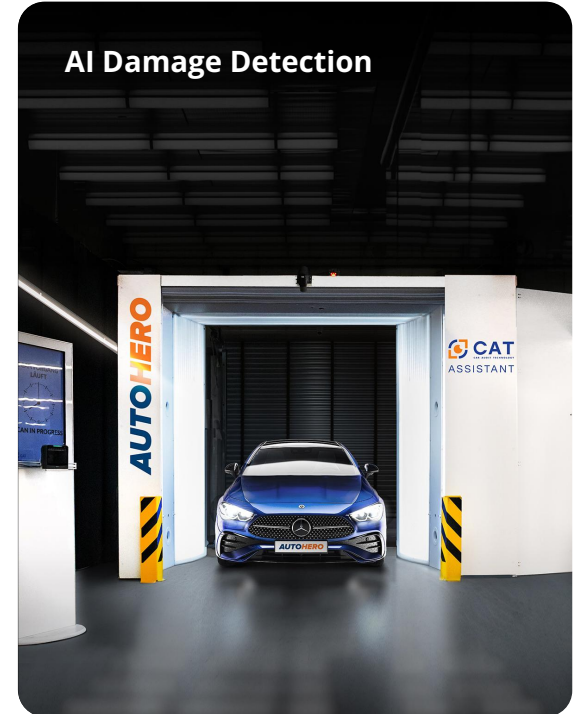
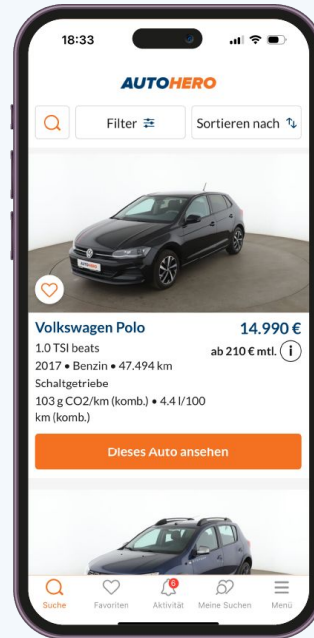
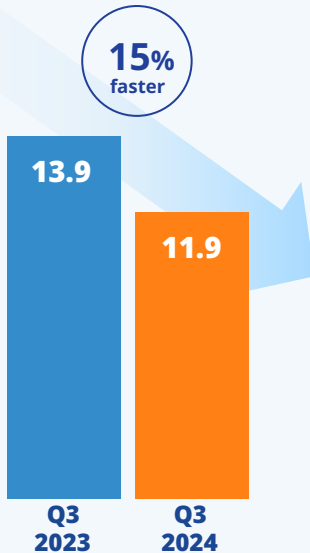


Autohero Delivers Best Ever Unit Performance And GPU



We Continue to Invest into the Best Customer Experience

Faster Delivery *Delivery Time in Days*



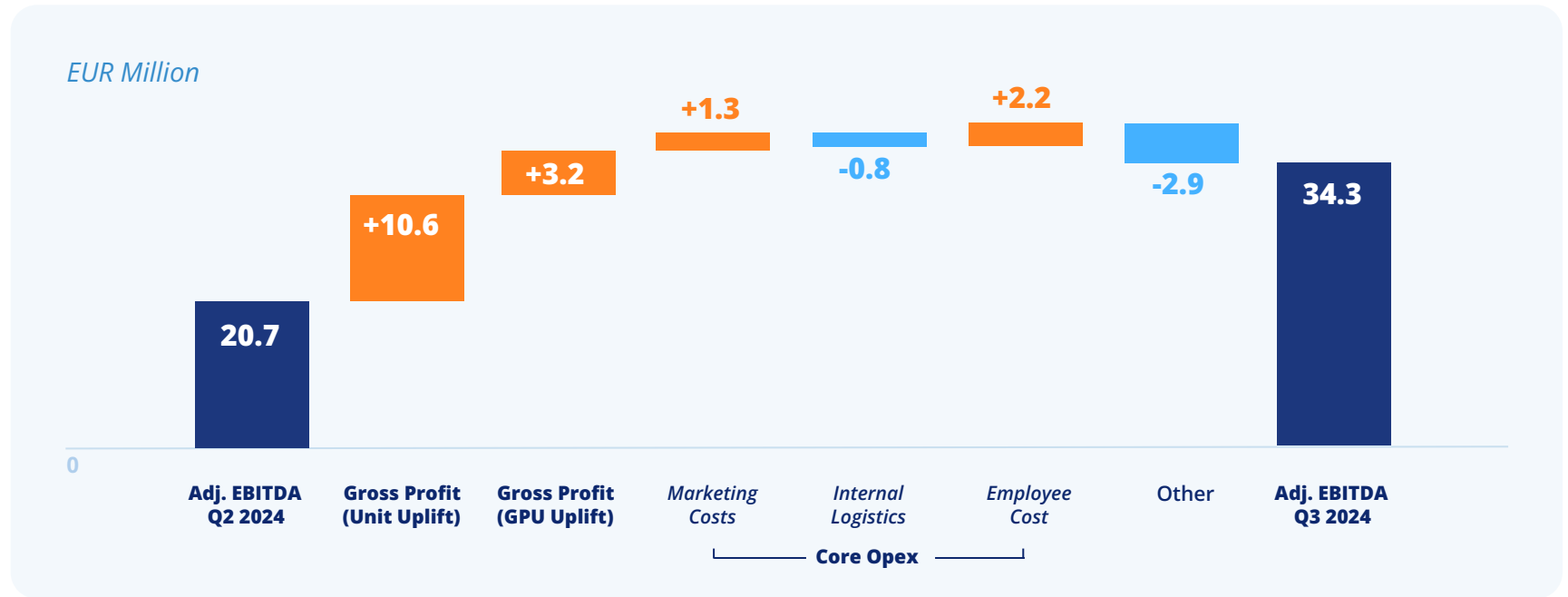
Q3 2024 Financial Figures And FY 2024 Guidance Update

Q3 2024 Financial Figures

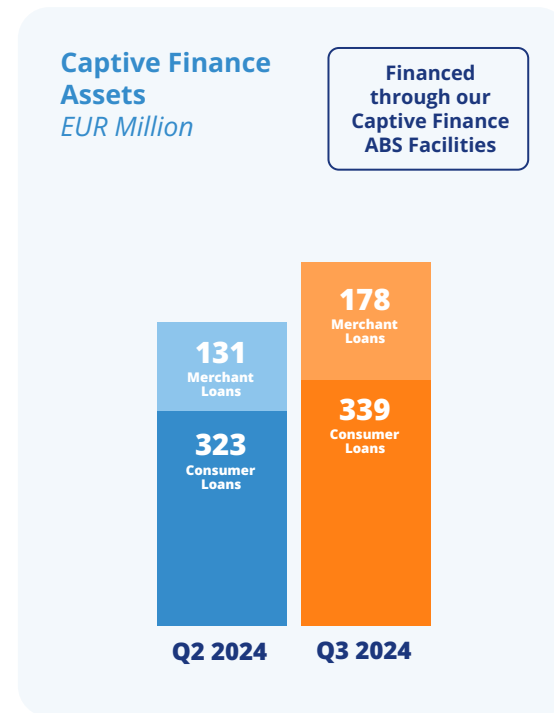
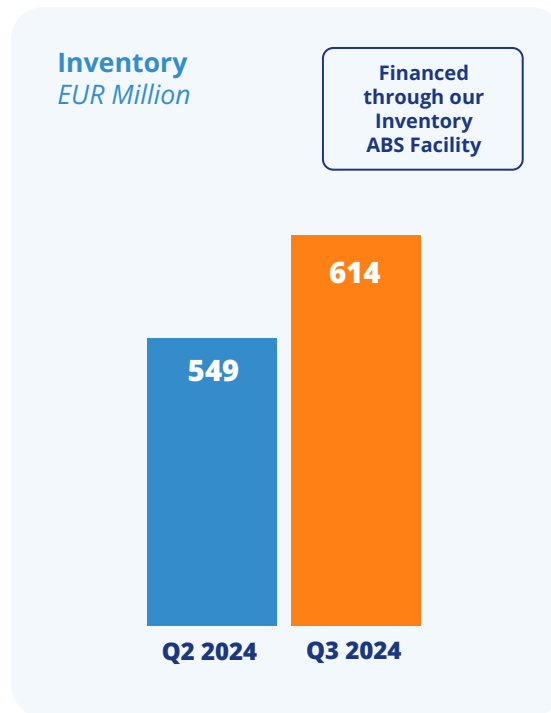
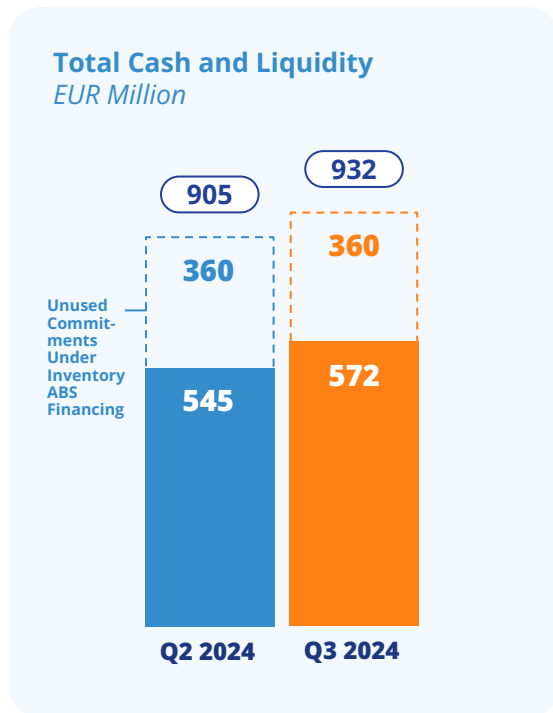
	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY
Units Sold	586,085	140,630	146,667	163,766	166,292	176,632	25.6%
Revenue (€m)	5,462.8	1,292.6	1,323.7	1,454.3	1,518.2	1,599.4	23.7%
ASP (€)	9,321	9,192	9,025	8,881	9,130	9,055	(1.5%)
Gross Profit (€m)	527.9	134.4	133.8	162.9	173.3	187.1	39.3%
GPU* (€)	899	952	918	993	1,041	1,059	11.3%
Opex (€m)	(572)	(134)	(138)	(146)	(153)	(153)	(14.1%)
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(264.4)</i>	<i>(61.3)</i>	<i>(67.6)</i>	<i>(68.7)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(13.9%)</i>
<i>o/w Marketing Expenses (€m)</i>	<i>(137.1)</i>	<i>(33.5)</i>	<i>(31.5)</i>	<i>(32.8)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(2.7%)</i>
<i>o/w Internal Logistics (€m)</i>	<i>(78.0)</i>	<i>(21.7)</i>	<i>(20.2)</i>	<i>(21.8)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(4.9%)</i>
Adjusted EBITDA (€m)	(43.9)	0.5	(4.5)	17.0	20.7	34.3	6,830%
<i>Adjusted EBITDA Margin</i>	<i>(0.8%)</i>	<i>(0.0%)</i>	<i>(0.3%)</i>	<i>1.2%</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.1pp</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

We Achieved Our Best Ever Profitability Demonstrating Strong Operating Leverage



We Retain a Strong Balance Sheet with no Corporate Debt



ABS: non-recourse Asset-Backed Securitization

We Upgrade FY 2024 Guidance Reflecting Q3 Performance And Strong Momentum

Unit Guidance

Units Group

665 - 679k

Last Guidance: 620 - 665k

Units Merchant

593 - 607k

Last Guidance: 550 - 595k

Units Autohero

72k

Last Guidance: ~70k

Financial Guidance

Gross Profit

EUR 682 - 700m

Last Guidance: EUR 610 - 680m

Adj. EBITDA

EUR 72 - 84m

Last Guidance: EUR 45 - 65m

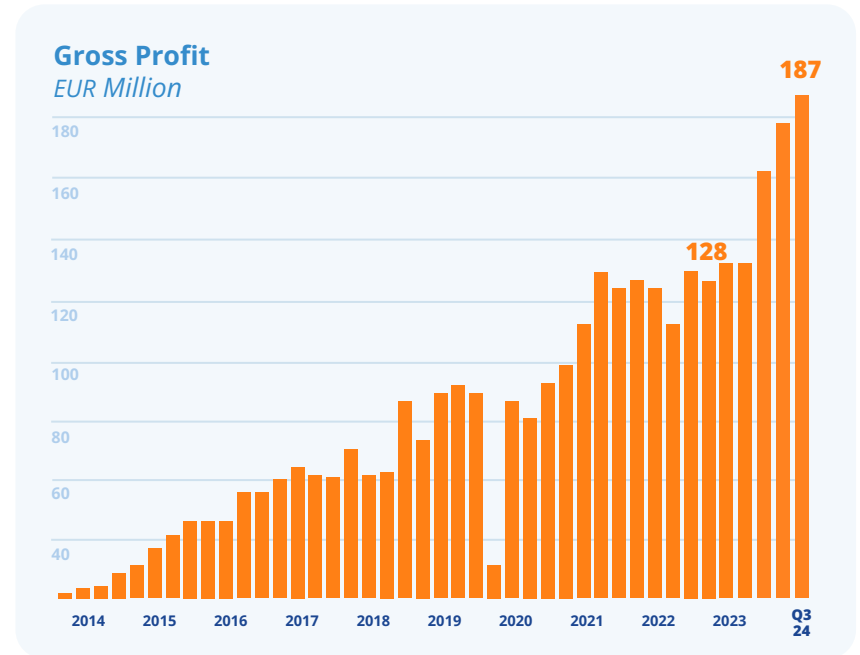
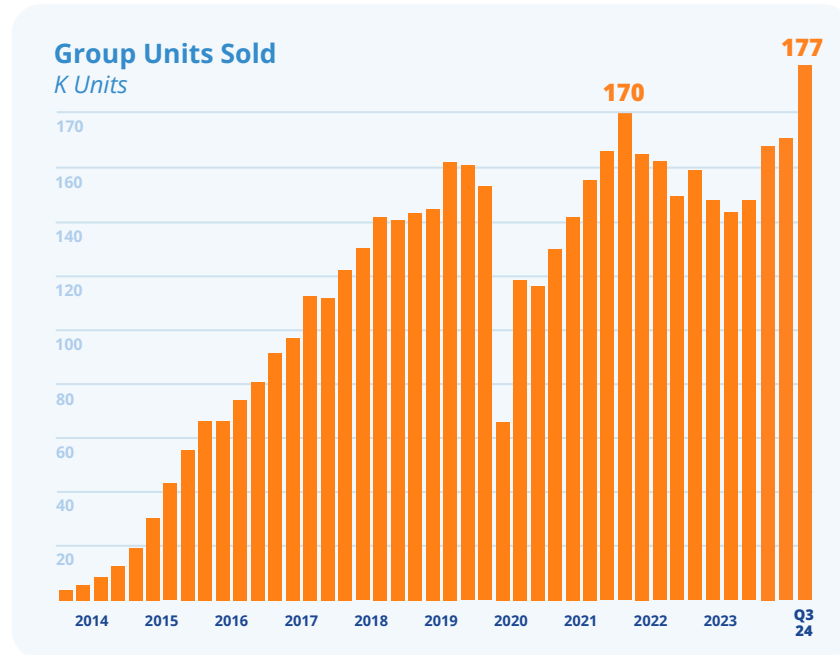
Q&A

Thanks

AUTOHERO

Appendix

In Q3 2024 We Demonstrated How to Combine Growth And Best Ever Profitability



Segment: Merchant

	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY	Q3 QoQ
Units Sold	523,019	125,785	130,922	146,625	148,598	157,582	25.3%	6.0%
<i>Thereof C2B</i>	457,885	110,983	115,892	132,516	134,648	143,744	29.5%	6.8%
<i>Thereof Remarketing</i>	65,134	14,802	15,030	14,109	13,950	13,838	(6.5%)	(0.8%)
Revenue (€m)	4,464.0	1,058.2	1,069.8	1,177.9	1,228.2	1,284.2	21.4%	4.6%
<i>Thereof C2B (€m)</i>	3,830.6	918.9	913.2	1,030.9	1,086.2	1,134.5	24.4%	5.3%
<i>Thereof Remarketing (€m)</i>	633.4	139.3	156.6	147.0	142.0	140.8	1.1%	(0.9%)
ASP (€)	8,535	8,413	8,171	8,034	8,265	8,150	(3.1%)	(1.4%)
<i>Thereof C2B (€)</i>	8,366	8,289	7,880	7,780	8,067	7,955	(3.9%)	(1.4%)
<i>Thereof Remarketing (€)</i>	9,724	9,409	10,416	10,420	10,182	10,174	8.1%	(0.1%)
Gross Profit (€m)	419.2	105.4	103.7	129.1	136.4	144.0	36.6%	5.6%
GPU (€)	801	838	792	881	918	914	9.0%	(0.5%)

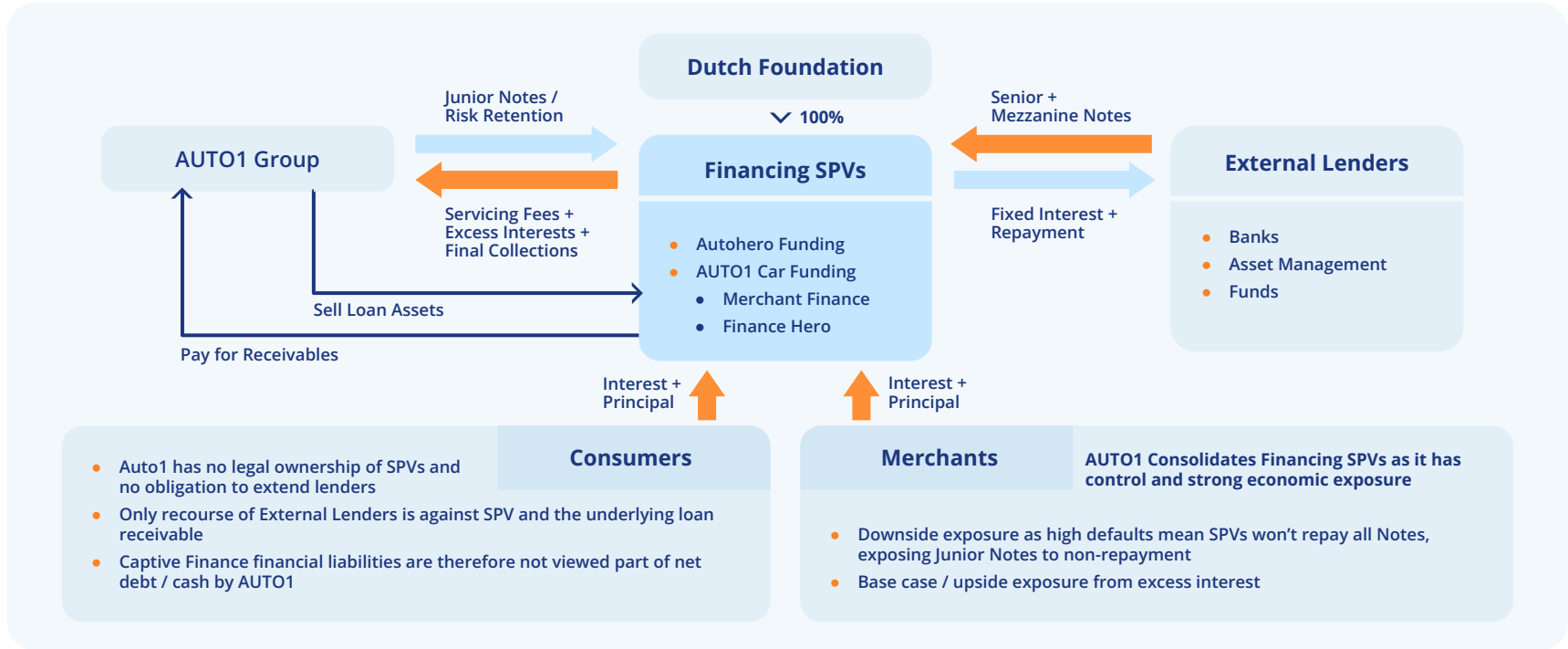
Differences may exist due to rounding

Segment: Retail (Autohero)

	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY	Q3 QoQ
Units Sold	63,066	14,845	15,745	17,141	17,694	19,050	28.3%	7.7%
Revenue (€m)	998.9	234.5	254.0	276.4	290.0	315.2	34.4%	8.7%
ASP (€)	15,839	15,794	16,129	16,125	16,392	16,545	4.8%	0.9%
Gross Profit (€m)	108.7	28.9	30.1	33.8	36.9	43.1	49.1%	16.8%
GPU* (€)	1,712	1,912	1,970	1,956	2,077	2,263	18.3%	9.0%

*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



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



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

	2019	2020	2021	2022	2023	2024 Q3	Long-term Target
Merchants Units Growth	14.0%	-26.7%	24.2%	5.4%	-10.6%	25.3%	
Merchant GPU	€559	€633	€749	€714	€801	€914	
<i>Merchant Margin</i>	10.04%	10.49%	9.91%	7.63%	9.39%	11.21%	
AUTOHERO Units Growth	90.0%	77.2%	309.9%	55.1%	-1.7%	28.3%	
AUTOHERO GPU	€254	€285	€362	€1,039	€1,712	€2,263	€3000 GPU
<i>AUTOHERO Margin</i>	1.73%	2.19%	2.59%	6.64%	10.91%	13.68%	
Group Gross Margin	9.9%	10.1%	9.0%	7.5%	9.7%	11.7%	12-15%
Payroll & Other Operating Costs	6.8%	6.7%	5.8%	5.8%	6.5%	5.9%	3-5%
Marketing	3.5%	2.8%	4.3%	3.0%	2.5%	2.1%	1-2%
Internal Logistics	1.3%	1.2%	1.2%	1.2%	1.4%	1.4%	1.5%
Adj Ebitda Margin	-1.7%	-0.5%	-2.2%	-2.5%	-0.8%	2.1%	5-9%

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Q3 Pictures and Charts

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Was ist
dein Auto
wert?



Genauer Preis

Schn

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WKDA Nano Branch @ Brandenburg





Remarketing: Mobile Evaluation



Used Car Production Center, Ketzin

AUTOHERO



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