

# Trading Update

Q3 2024

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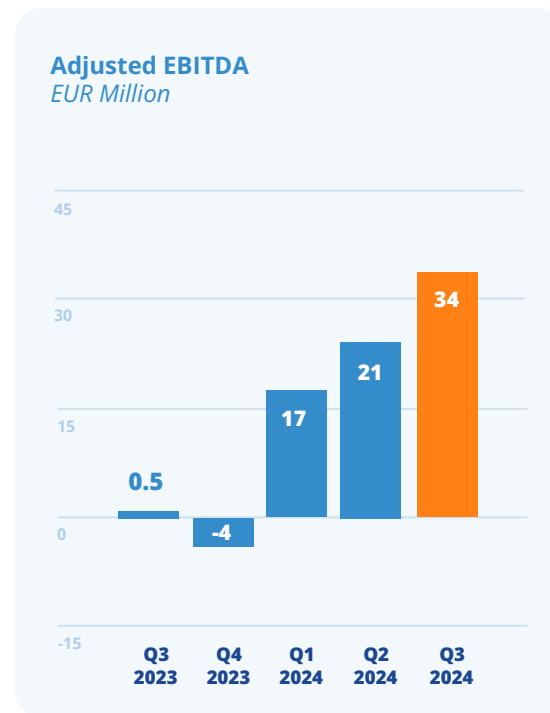
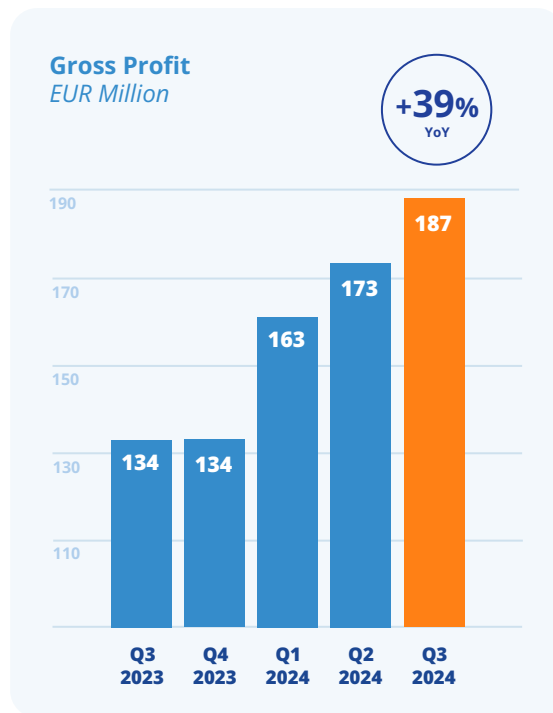
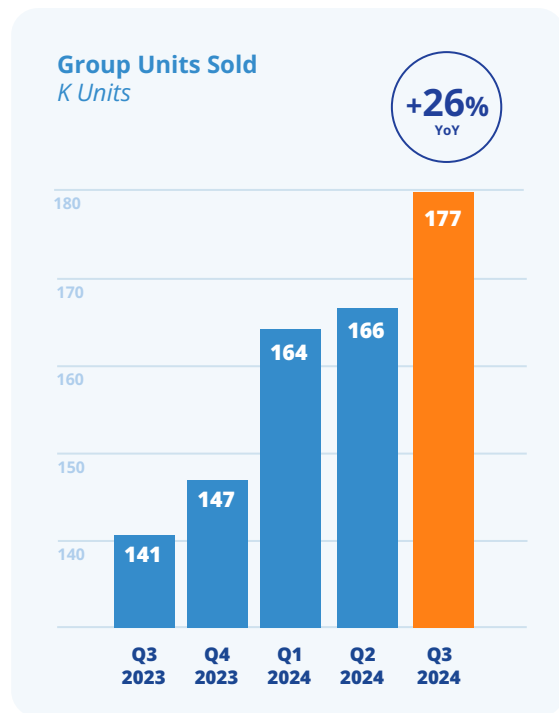
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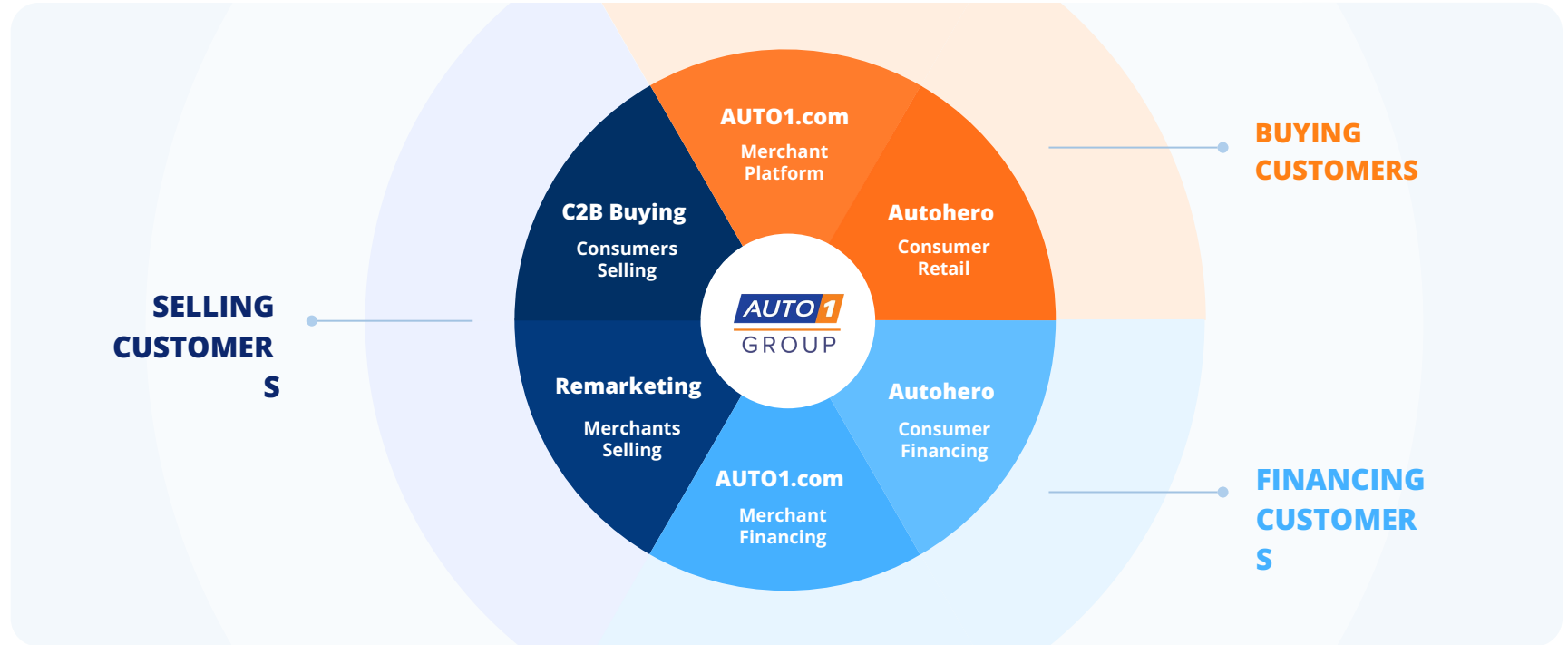
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# Europe's Used Car Market On One Platform

# AUTO1 Group Achieved Highest Ever Units and Profit in Q3 2024



# AUTO1's Platform Gaining Traction Across All Products



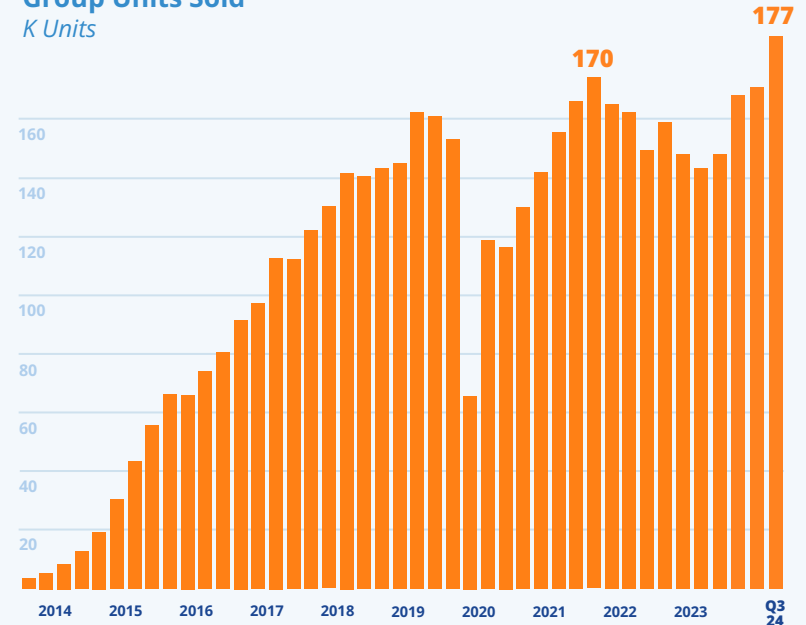
# Purchasing Update



## 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

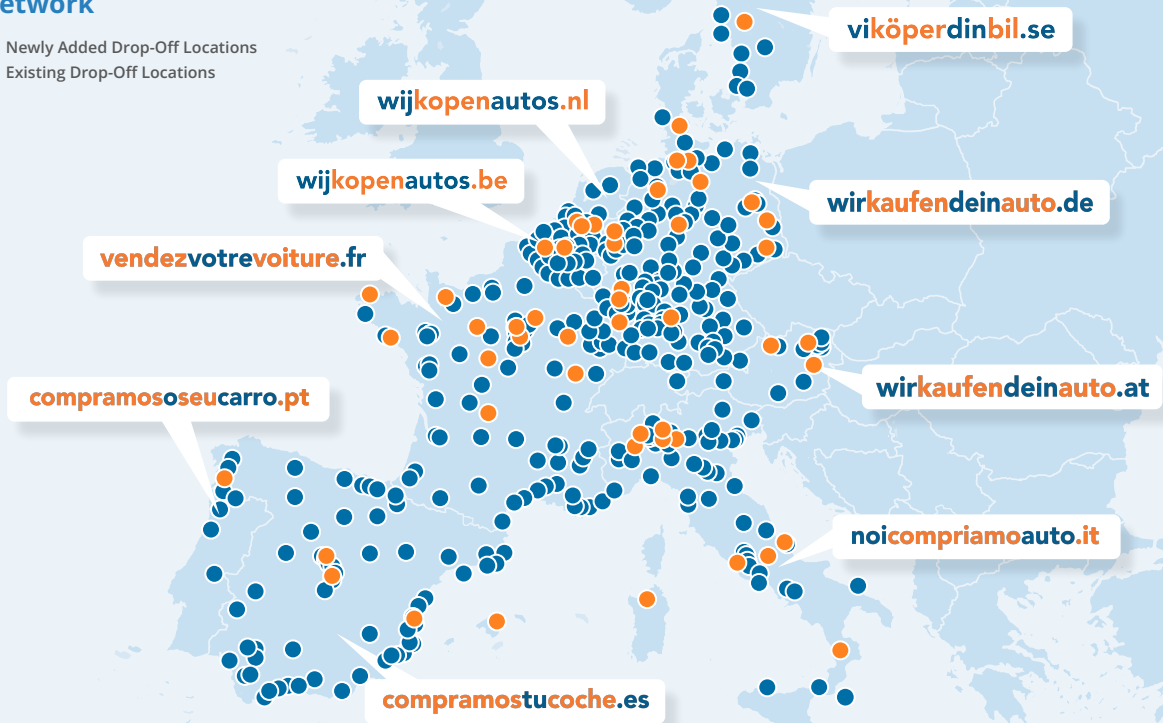
Group Units Sold  
*K Units*



# 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

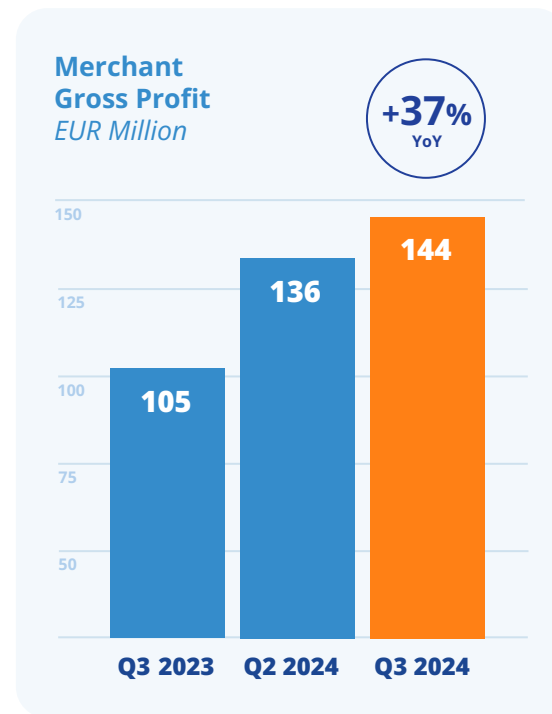
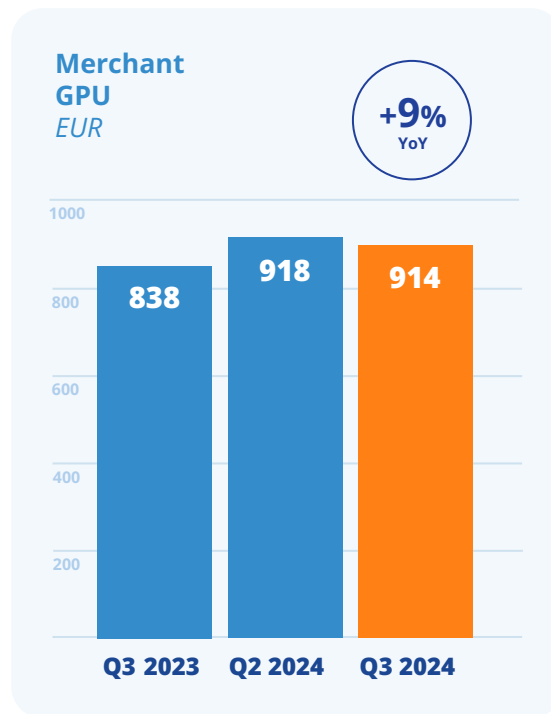
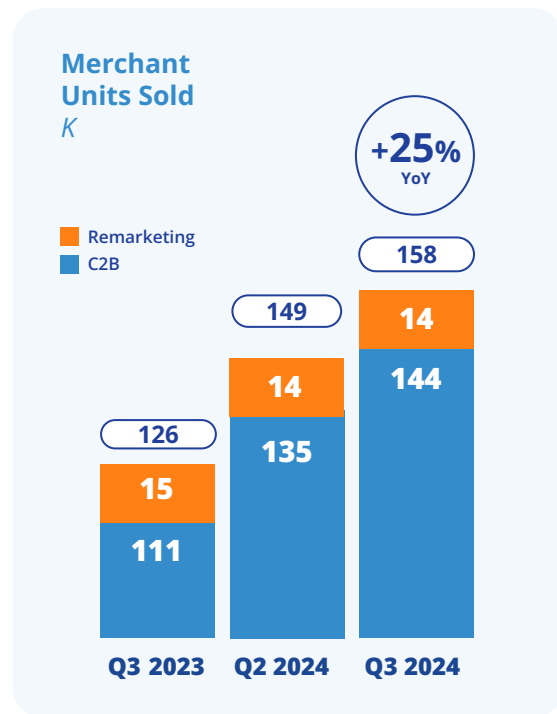
**Strong Focus On  
Network Expansion  
Plan in 2025**



# Merchant Update

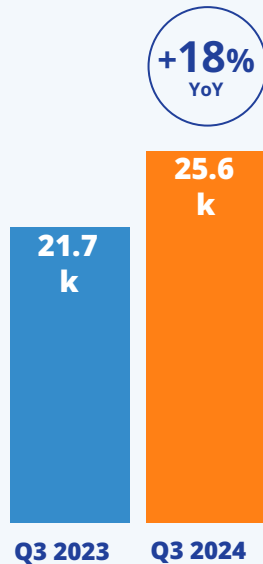


# Merchant Segment Achieves Best Ever Gross Profit While Growing Strongly

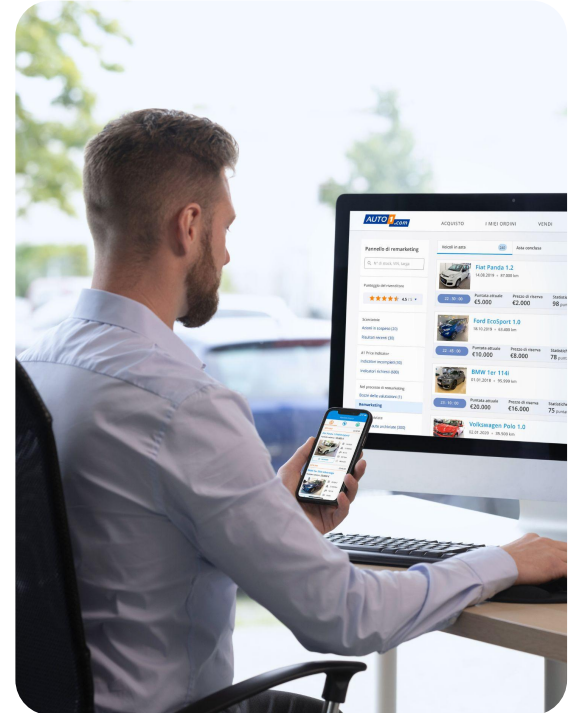
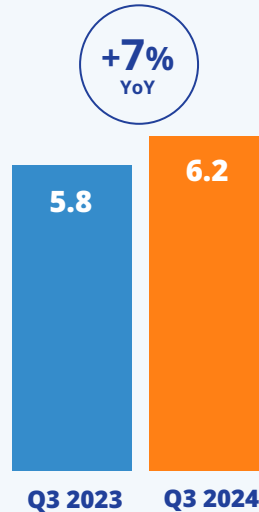


# Our Merchant Products Generated Strong Demand In Q3

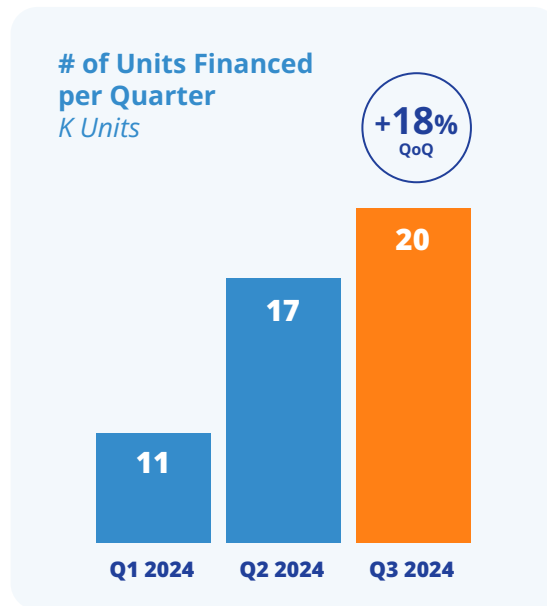
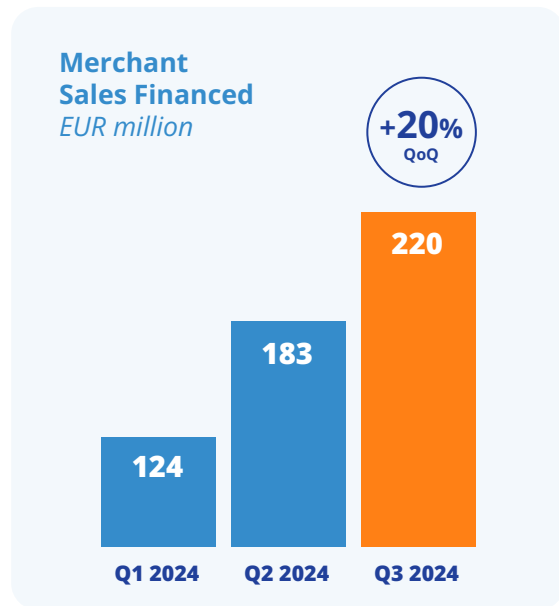
Buying Merchants on AUTO1.com  
# Unique Buyers



Average Basket  
# Purchased Cars per Quarter



# AUTO1 Finance Continues to Grow Strongly And Adds New Markets

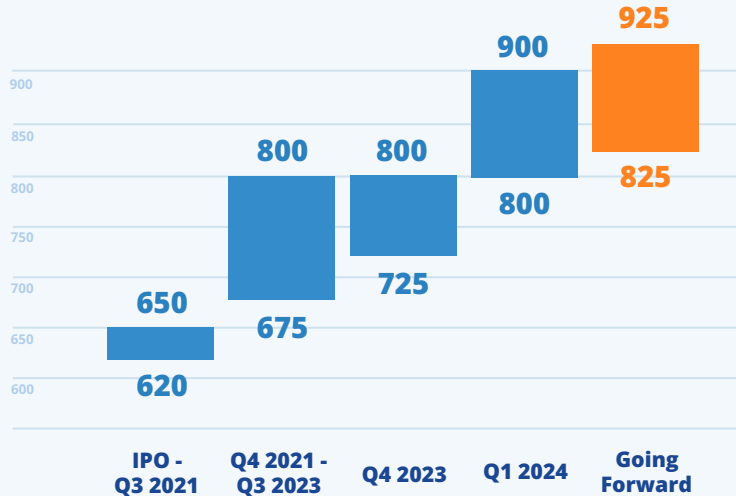


PORTFOLIO BALANCE: **€178 m**

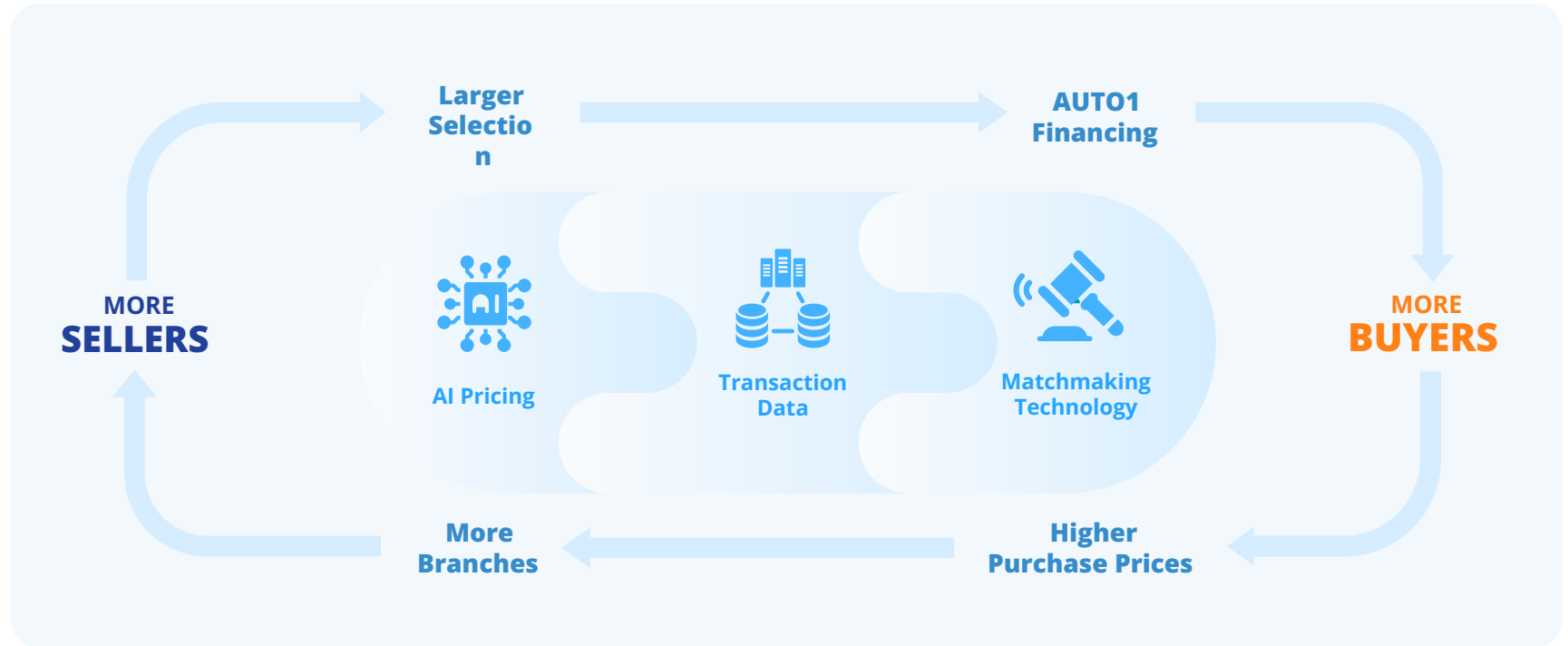
# We Are Confident That We Will Maintain GPU Levels in the EUR 825-925 Range Going Forward

## GPU Range Guidance

EUR



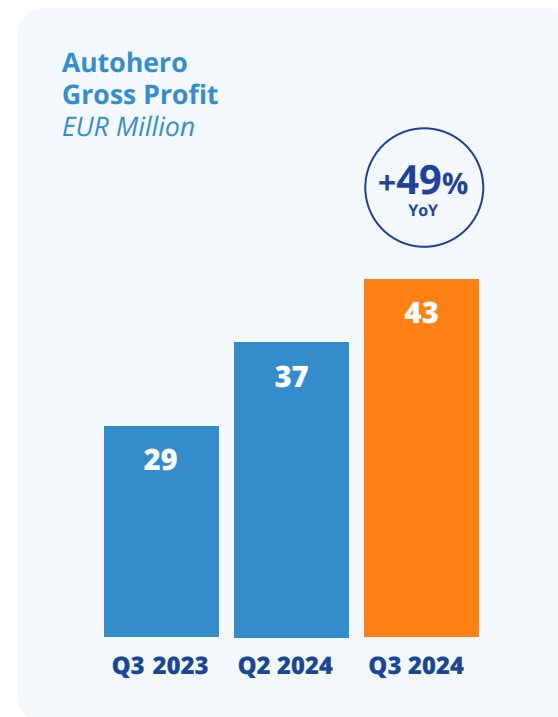
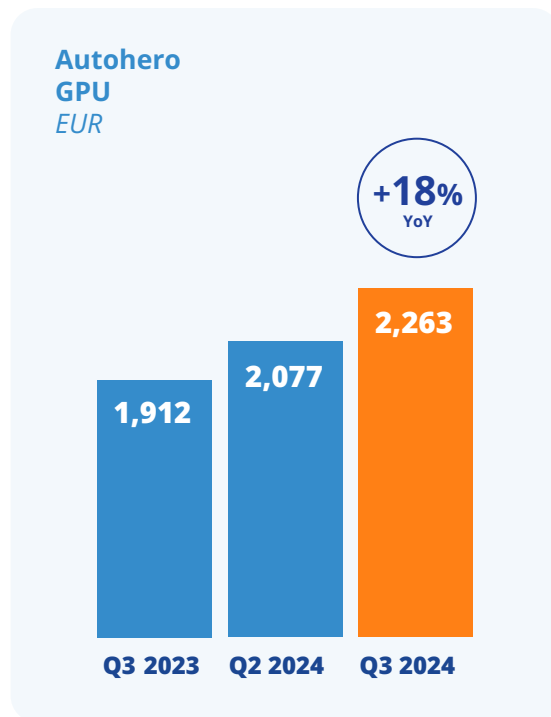
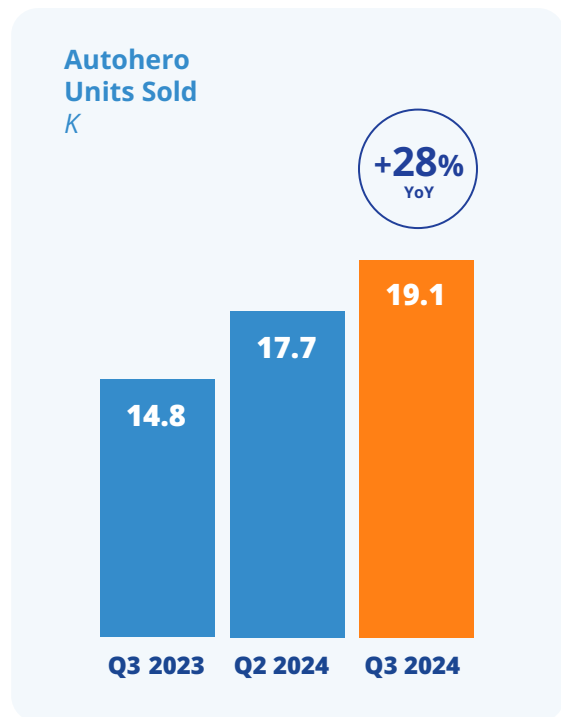
# Our Flywheel Is In Full Effect And Continues To Drive Future Growth



# Retail Update



## Autohero Delivers Best Ever Unit Performance And GPU

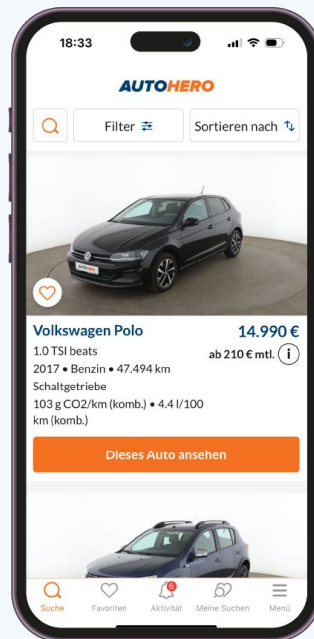
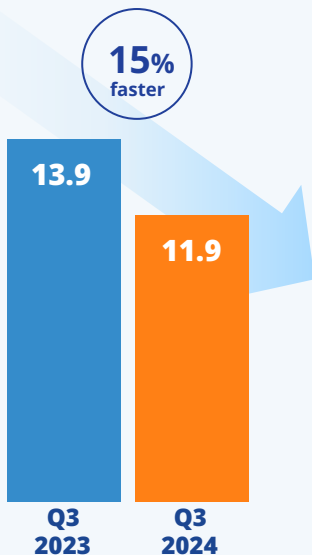




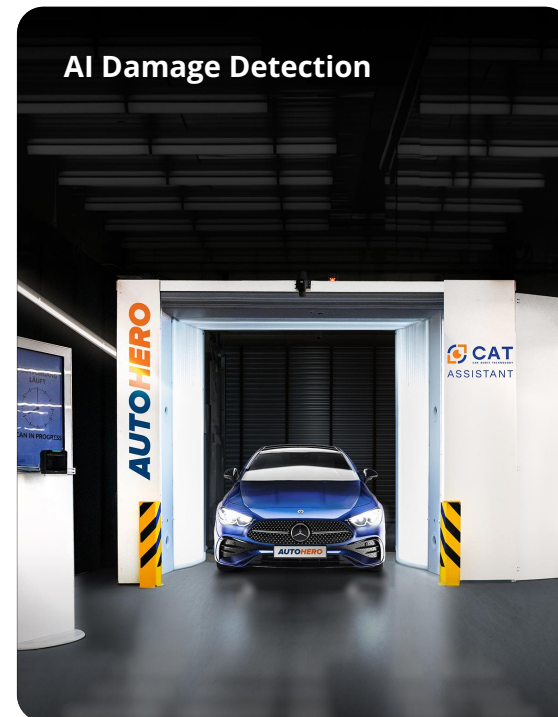
# We Continue to Invest into the Best Customer Experience

## Faster Delivery

Delivery Time in Days



## AI Damage Detection



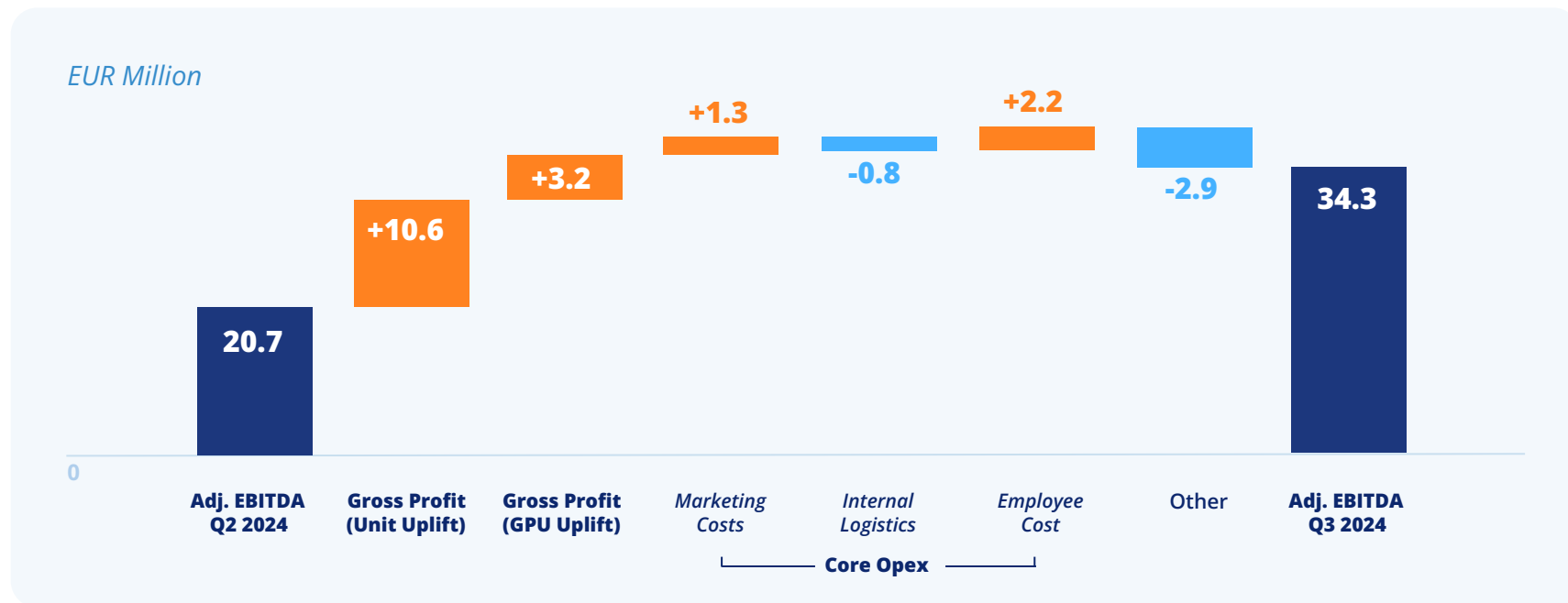
# Q3 2024 Financial Figures And FY 2024 Guidance Update

## Q3 2024 Financial Figures

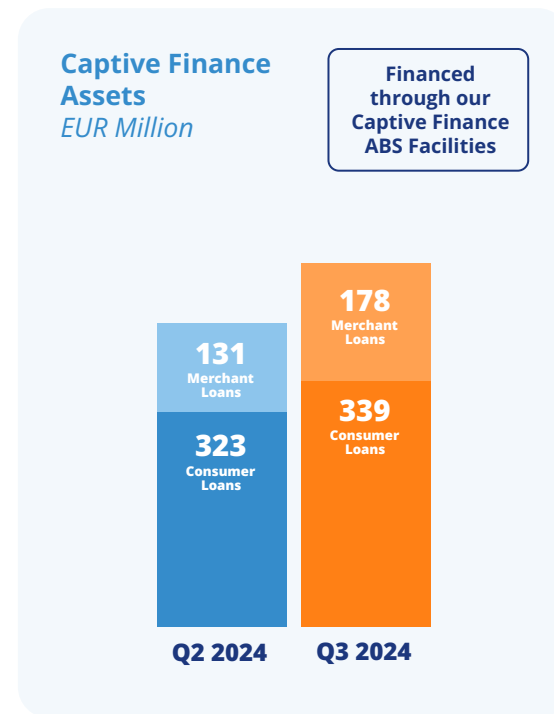
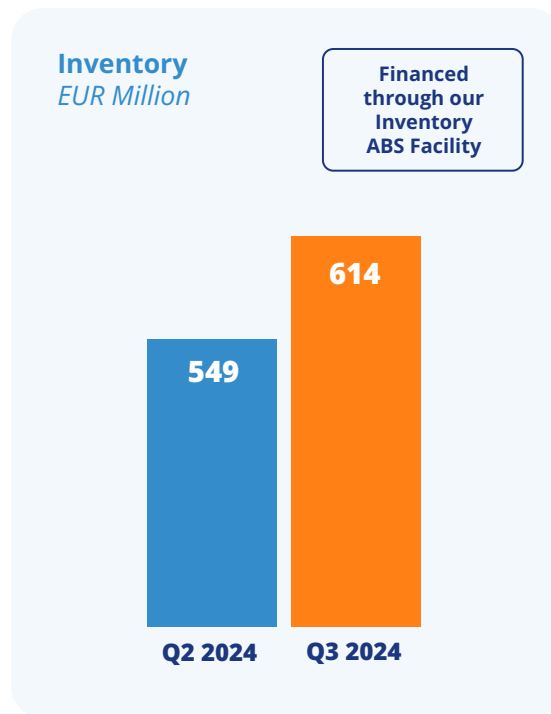
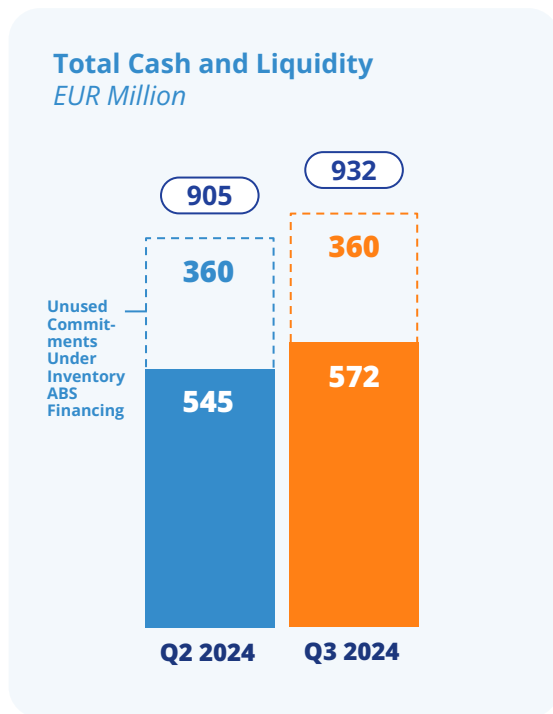
	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY
<b>Units Sold</b>	<b>586,085</b>	<b>140,630</b>	<b>146,667</b>	<b>163,766</b>	<b>166,292</b>	<b>176,632</b>	<b>25.6%</b>
<b>Revenue (€m)</b>	<b>5,462.8</b>	<b>1,292.6</b>	<b>1,323.7</b>	<b>1,454.3</b>	<b>1,518.2</b>	<b>1,599.4</b>	<b>23.7%</b>
ASP (€)	9,321	9,192	9,025	8,881	9,130	9,055	(1.5%)
<b>Gross Profit (€m)</b>	<b>527.9</b>	<b>134.4</b>	<b>133.8</b>	<b>162.9</b>	<b>173.3</b>	<b>187.1</b>	<b>39.3%</b>
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>
<b>Adjusted EBITDA (€m)</b>	<b>(43.9)</b>	<b>0.5</b>	<b>(4.5)</b>	<b>17.0</b>	<b>20.7</b>	<b>34.3</b>	<b>6,830%</b>
<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

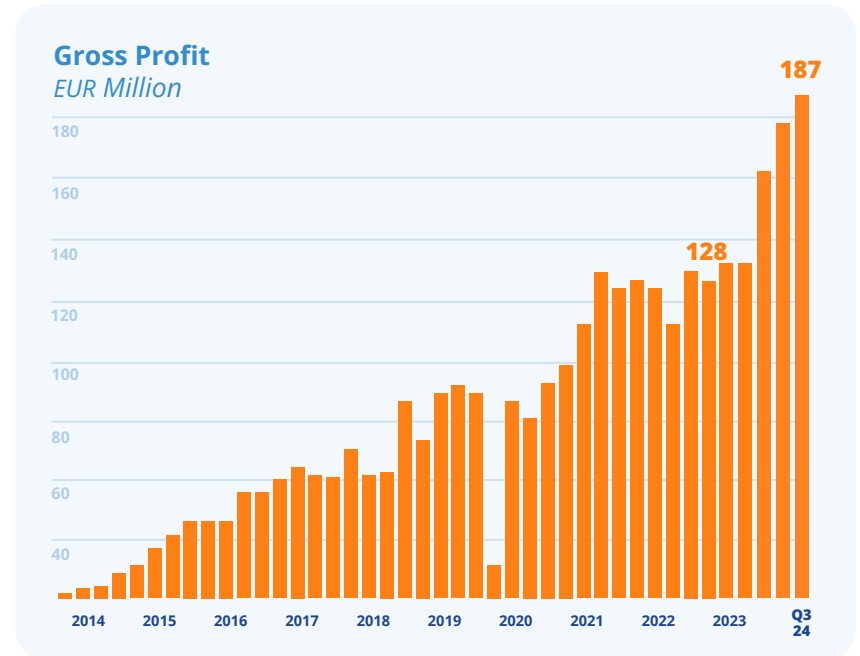
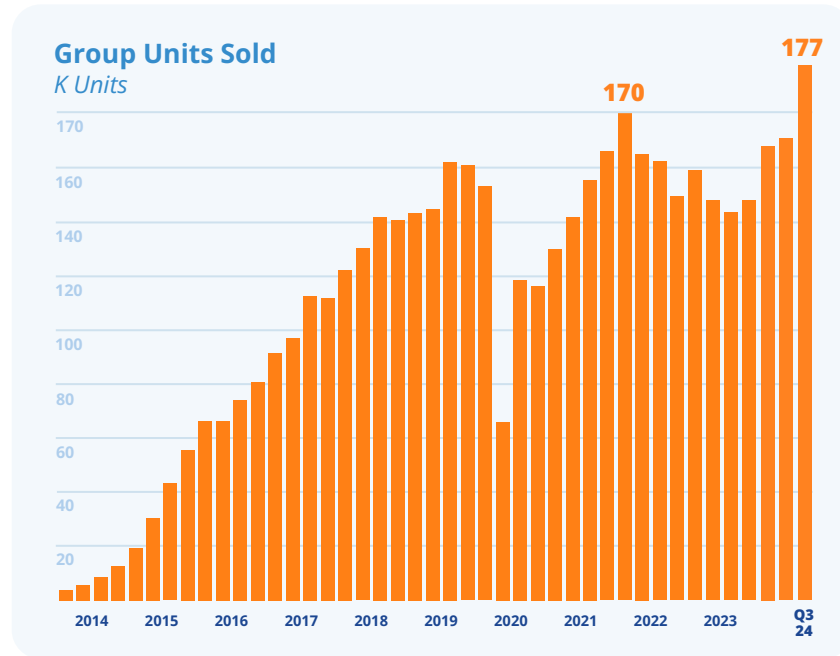
#### Adj. EBITDA

**EUR 72 - 84m**

Last Guidance: EUR 45 - 65m

# 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
<b>Units Sold</b>	<b>523,019</b>	<b>125,785</b>	<b>130,922</b>	<b>146,625</b>	<b>148,598</b>	<b>157,582</b>	<b>25.3%</b>	<b>6.0%</b>
<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%)
<b>Revenue (€m)</b>	<b>4,464.0</b>	<b>1,058.2</b>	<b>1,069.8</b>	<b>1,177.9</b>	<b>1,228.2</b>	<b>1,284.2</b>	<b>21.4%</b>	<b>4.6%</b>
<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%)
<b>Gross Profit (€m)</b>	<b>419.2</b>	<b>105.4</b>	<b>103.7</b>	<b>129.1</b>	<b>136.4</b>	<b>144.0</b>	<b>36.6%</b>	<b>5.6%</b>
GPU (€)	801	838	792	881	918	914	9.0%	(0.5%)

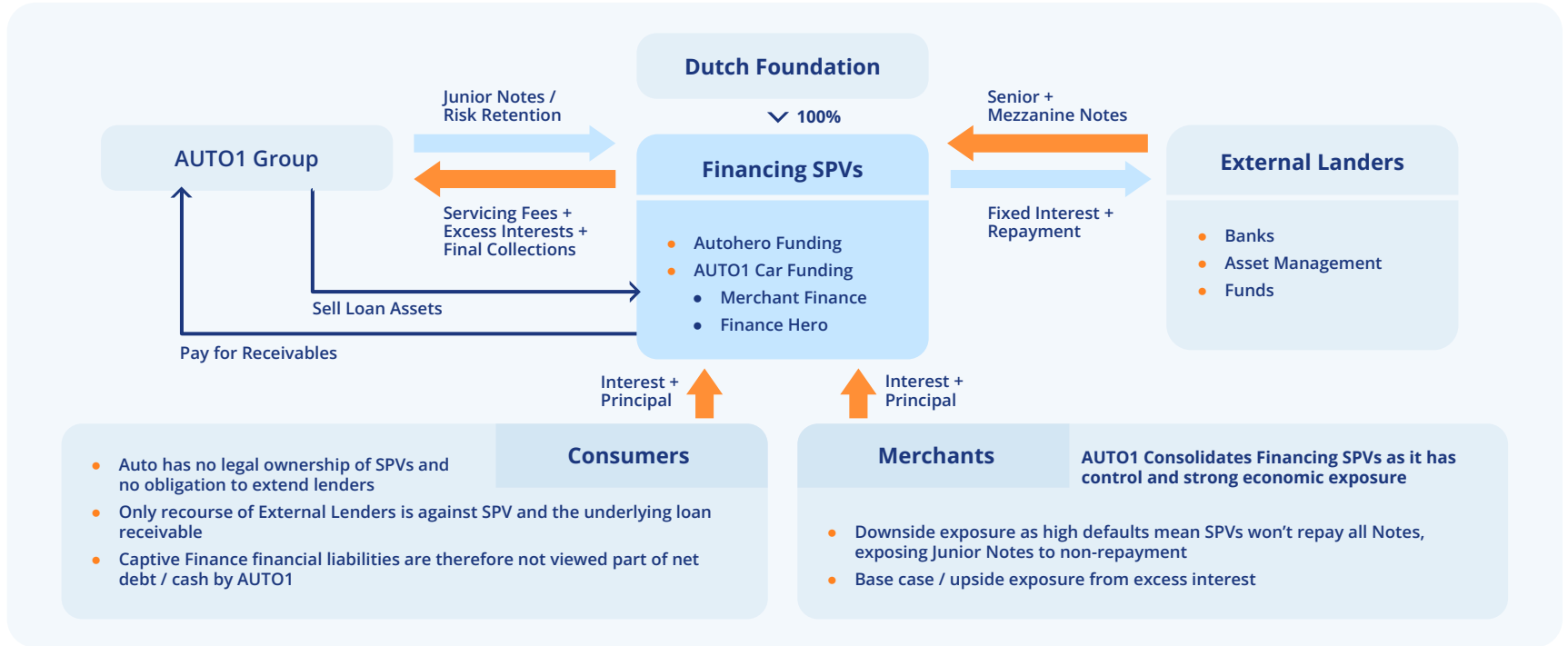
Differences may exist due to rounding

## Segment: Retail (Autohero)

	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY	Q3 QoQ
<b>Units Sold</b>	<b>63,066</b>	<b>14,845</b>	<b>15,745</b>	<b>17,141</b>	<b>17,694</b>	<b>19,050</b>	<b>28.3%</b>	<b>7.7%</b>
<b>Revenue (€m)</b>	<b>998.9</b>	<b>234.5</b>	<b>254.0</b>	<b>276.4</b>	<b>290.0</b>	<b>315.2</b>	<b>34.4%</b>	<b>8.7%</b>
ASP (€)	15,839	15,794	16,129	16,125	16,392	16,545	4.8%	0.9%
<b>Gross Profit (€m)</b>	<b>108.7</b>	<b>28.9</b>	<b>30.1</b>	<b>33.8</b>	<b>36.9</b>	<b>43.1</b>	<b>49.1%</b>	<b>16.8%</b>
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%	27.0%	
Merchant GPU	€559	€633	€749	€714	€801	€902	
<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%	28.4%	
AUTOHERO GPU	€254	€285	€362	€1,039	€1,712	€2,265	€3,000
<i>AUTOHERO Margin</i>	1.73%	2.19%	2.59%	6.64%	10.91%	13.65%	
<b>Group Gross Margin</b>	<b>9.9%</b>	<b>10.1%</b>	<b>9.0%</b>	<b>7.5%</b>	<b>9.7%</b>	<b>11.7%</b>	<b>12-15%</b>
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%
<b>Adj Ebitda Margin</b>	<b>-1.7%</b>	<b>-0.5%</b>	<b>-2.2%</b>	<b>-2.5%</b>	<b>-0.8%</b>	<b>2.1%</b>	<b>5-9%</b>

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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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