



Q3 2023 Trading Update starts soon...

Trading Update

Q3 2023

08 NOVEMBER 2023

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Europe's Used Car Market On One Platform

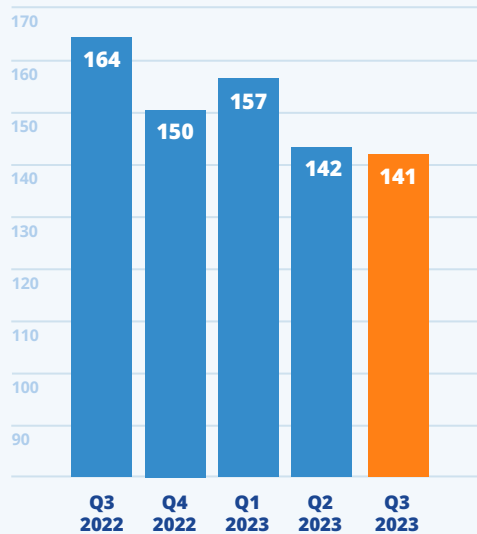
We Achieved Our Key Target EBITDA Break-Even Ahead of Plan

What We Delivered

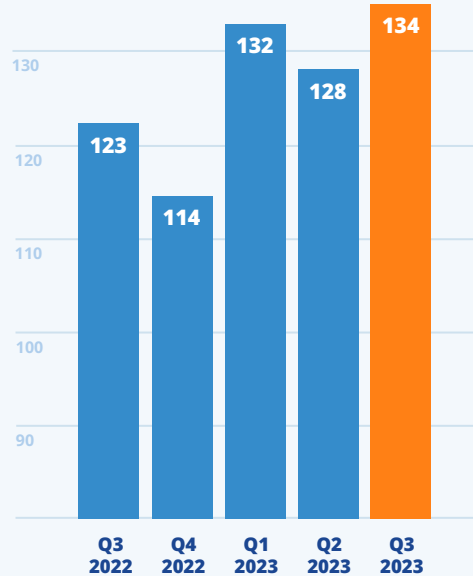
- ✓ Adjusted EBITDA of EUR 0.5 million
- ✓ Retail GPU of EUR 1,912, well above revised Q4 target of EUR 1,800
- ✓ Retail In-house Production share at 88% in October
- ✓ Merchant GPU of EUR 838, well above Target

Our Highest Quarterly Gross Profit Drove EBITDA Profitability

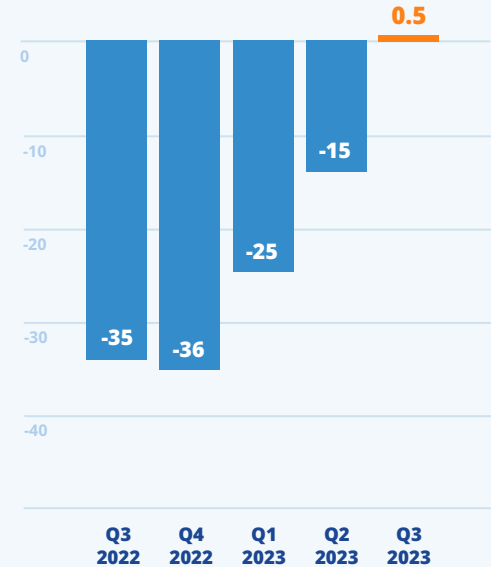
Group Units Sold
K Units



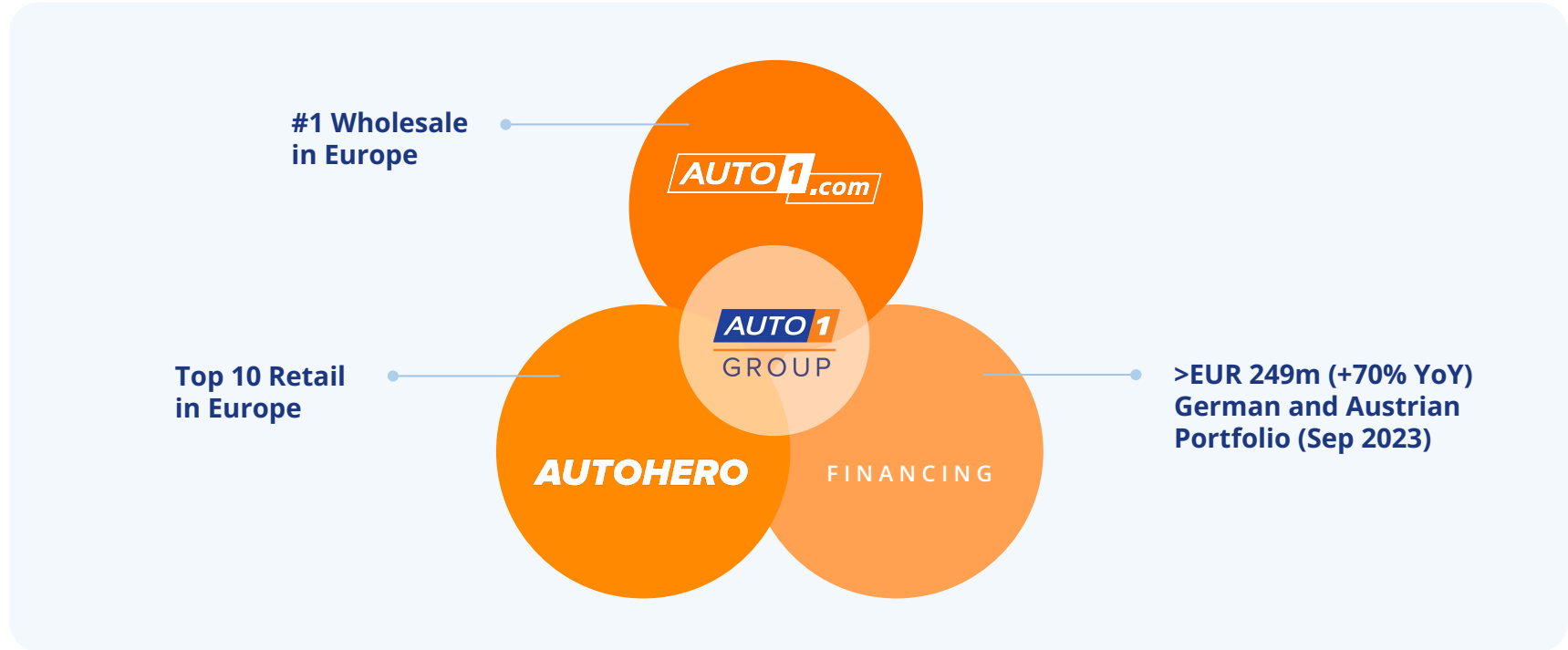
Gross Profit
EUR Million



Adjusted EBITDA
EUR Million



AUTO1 Is Europe's Used Car Powerhouse



#1 Wholesale
in Europe

AUTO1.com

Top 10 Retail
in Europe

AUTO1
GROUP

AUTOHERO

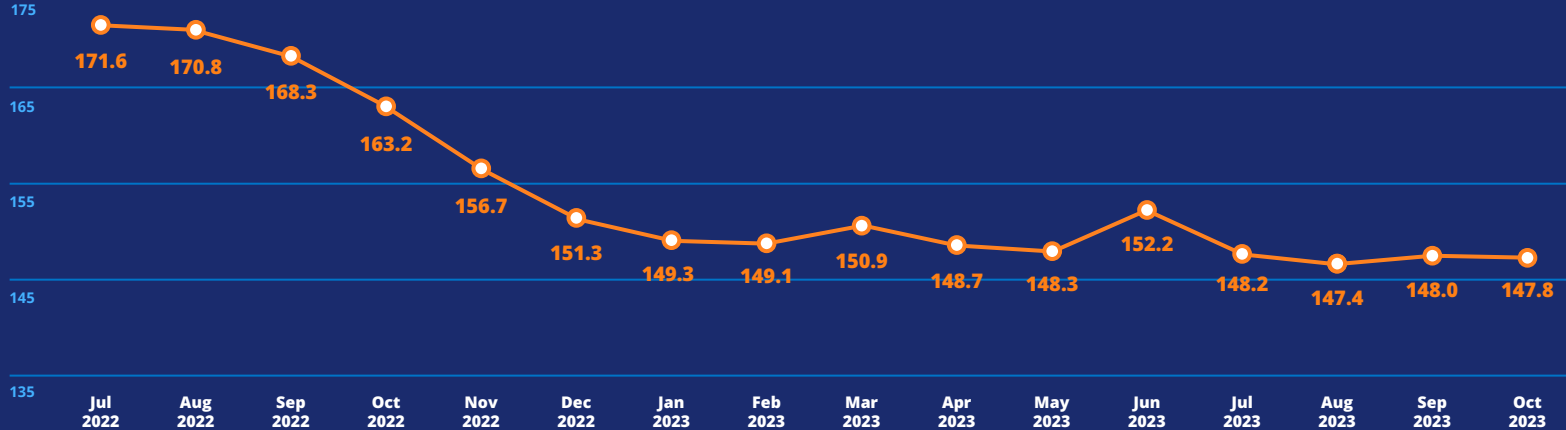
FINANCING

>EUR 249m (+70% YoY)
German and Austrian
Portfolio (Sep 2023)

Used Car Market Conditions Remain Stable Overall

October 2023

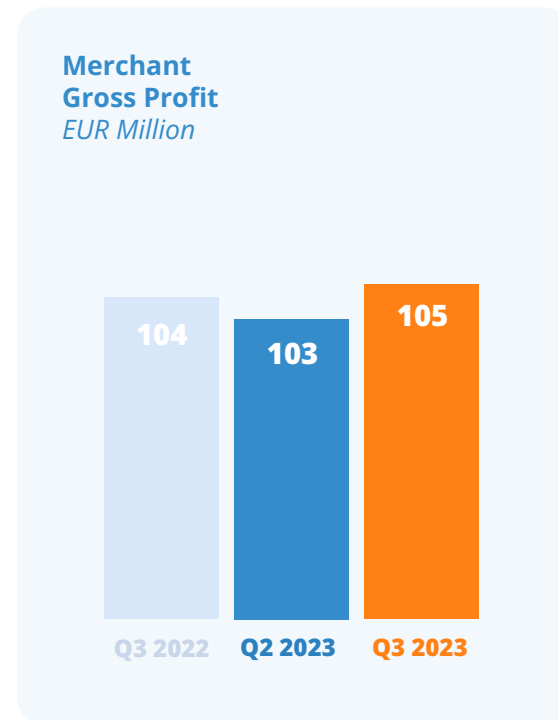
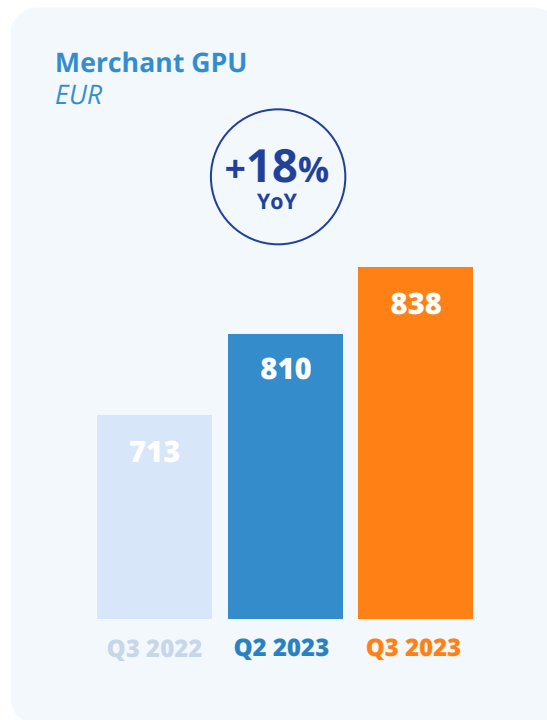
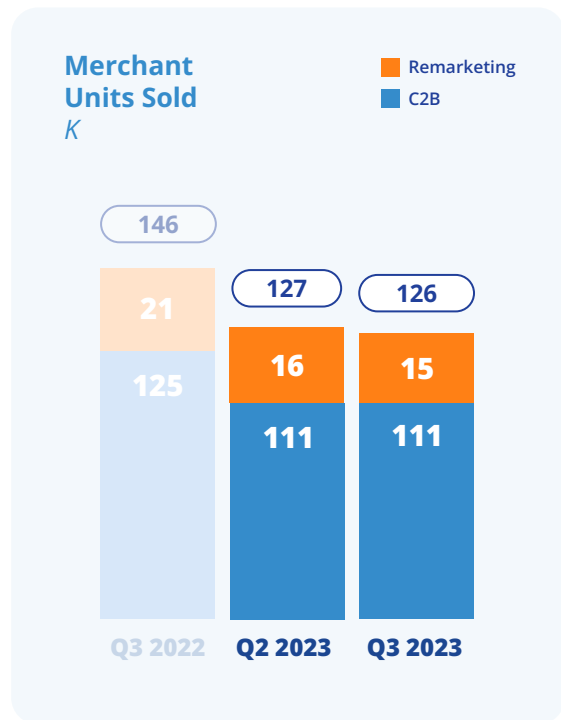
AUTO1 Group Price Index



Merchant Update Positioned For Unit Growth



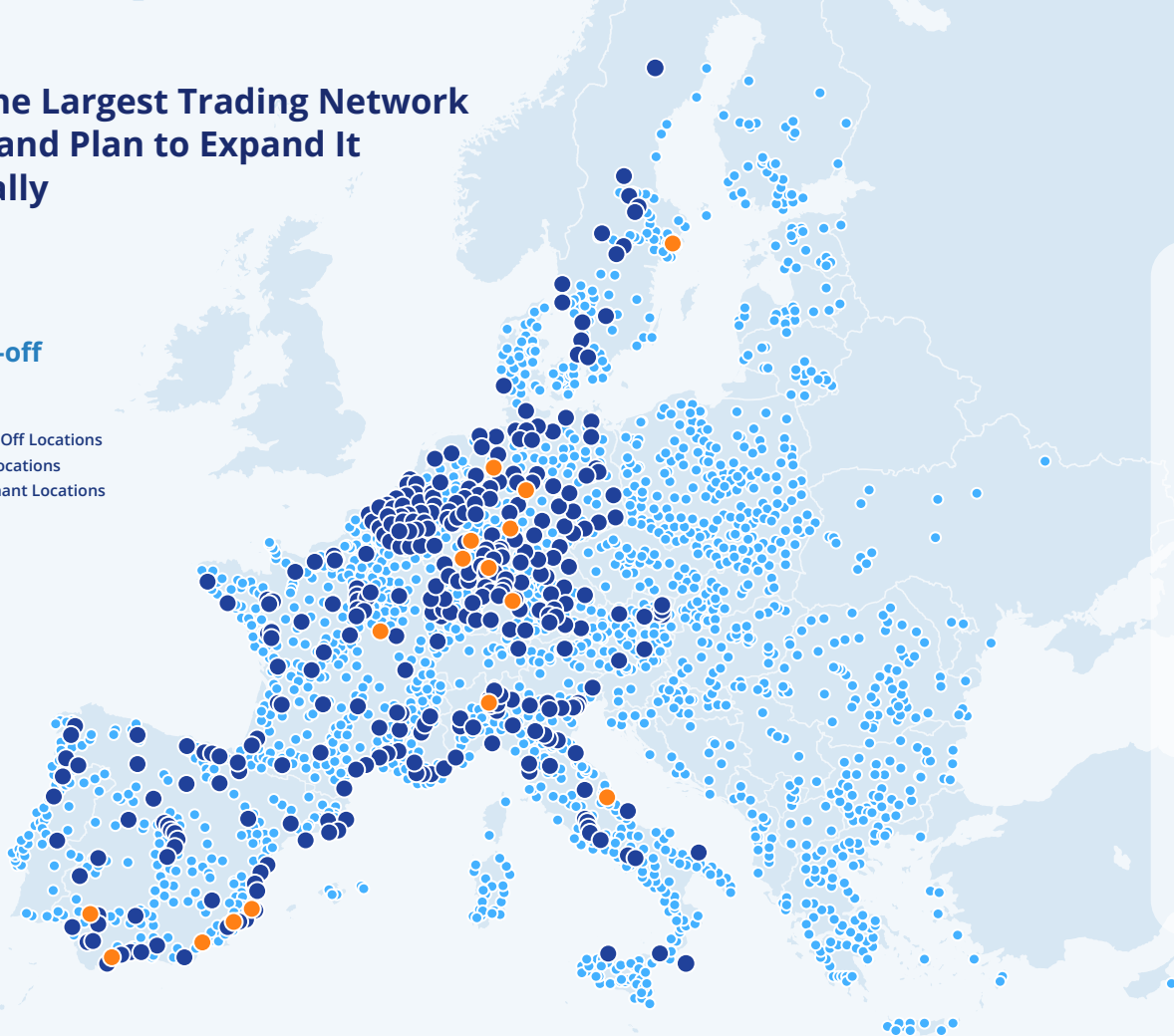
Merchant GPU Has Reached a Record Level With Stable Units



We Own the Largest Trading Network in Europe and Plan to Expand It Substantially

Current Drop-off Network

- Newly Added Drop-Off Locations
- Existing Drop-Off Locations
- 2023 Sample Merchant Locations



- Installation of additional Micro Branches in convenient locations for the customer
- QoQ Increase of 16 Branches as of 30 September 2023
- EU wide potential for the Micro Branches >1,000 additional locations
- Efficient CapEx and OpEx spending



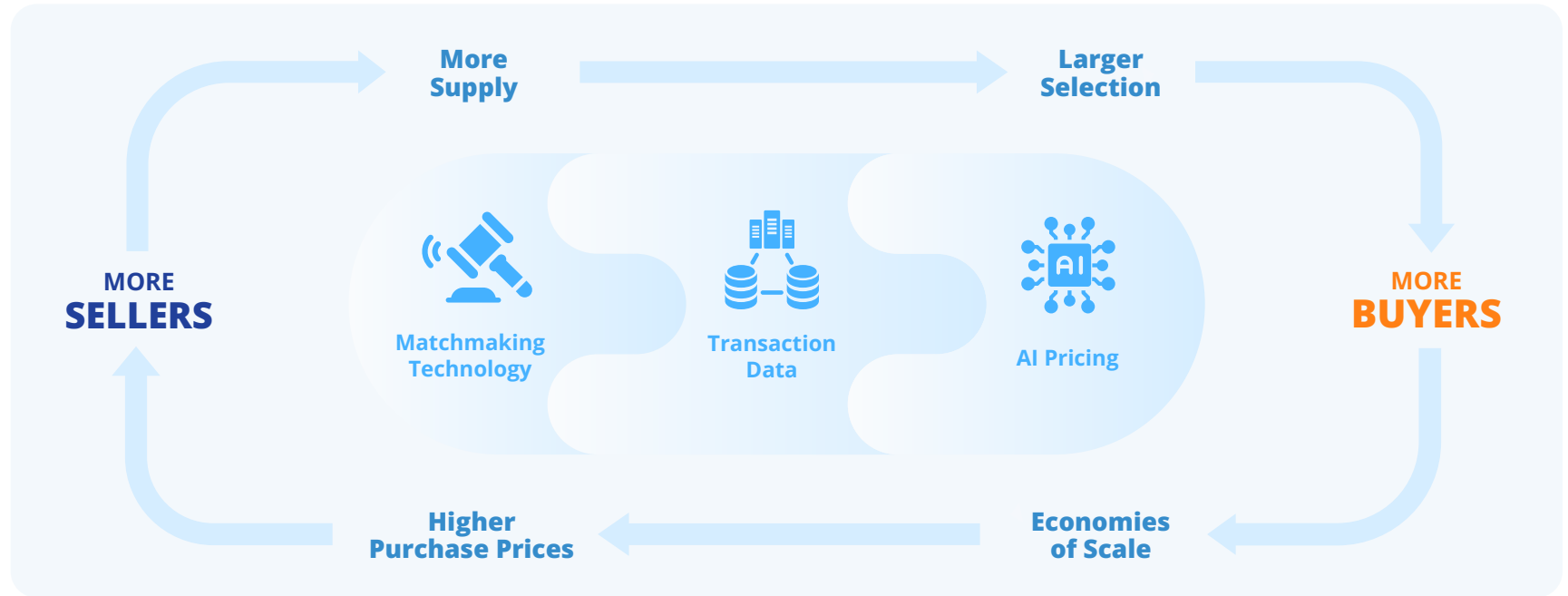
WKDA European
Brand Awareness

52%*

* WKDA EU weighted average among people between
18 and 64 (Q3 2023). Source: YouGov

Brand Ambassador Ralf Schumacher @ WKDA Purchase Branch

Our Data and Technology Enable the Strongest Platform Effects in the Industry

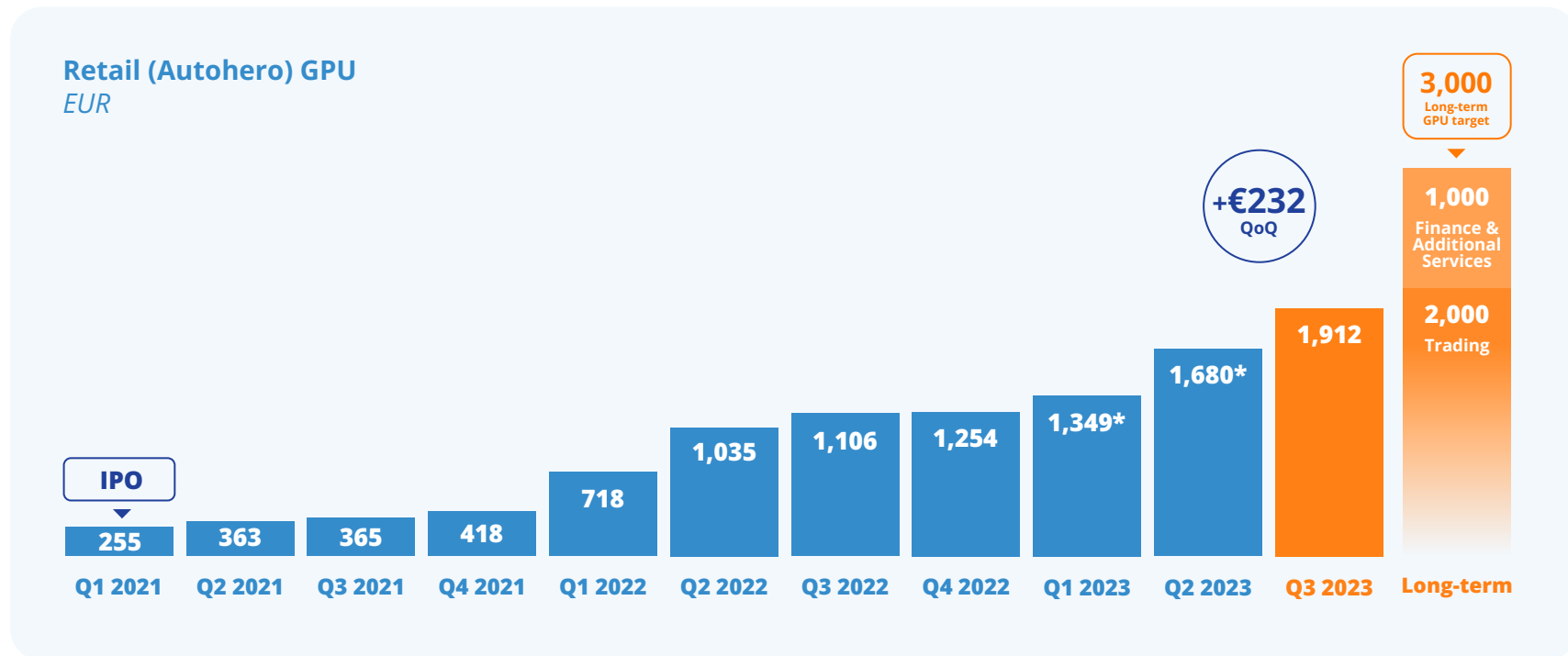


Retail Update

Re-Focus on Growth

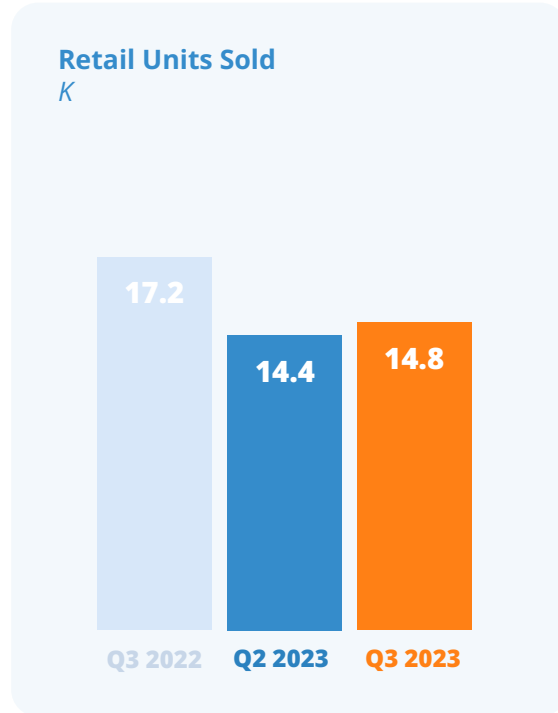
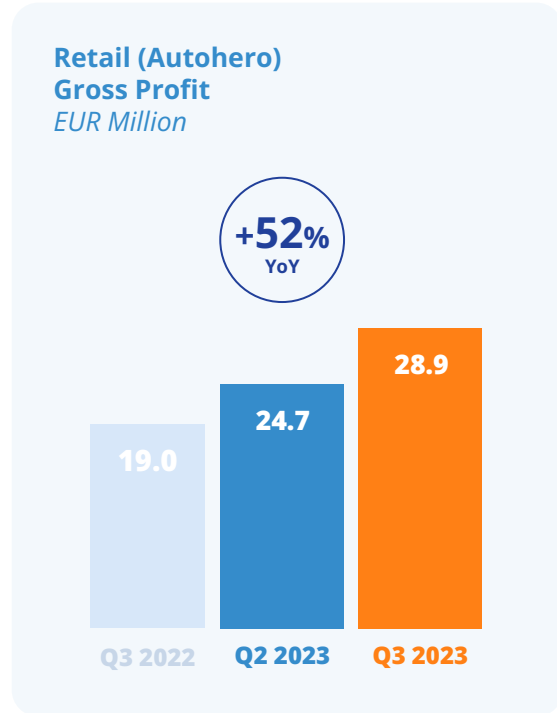


We Continue to Beat Our GPU Targets for Autohero

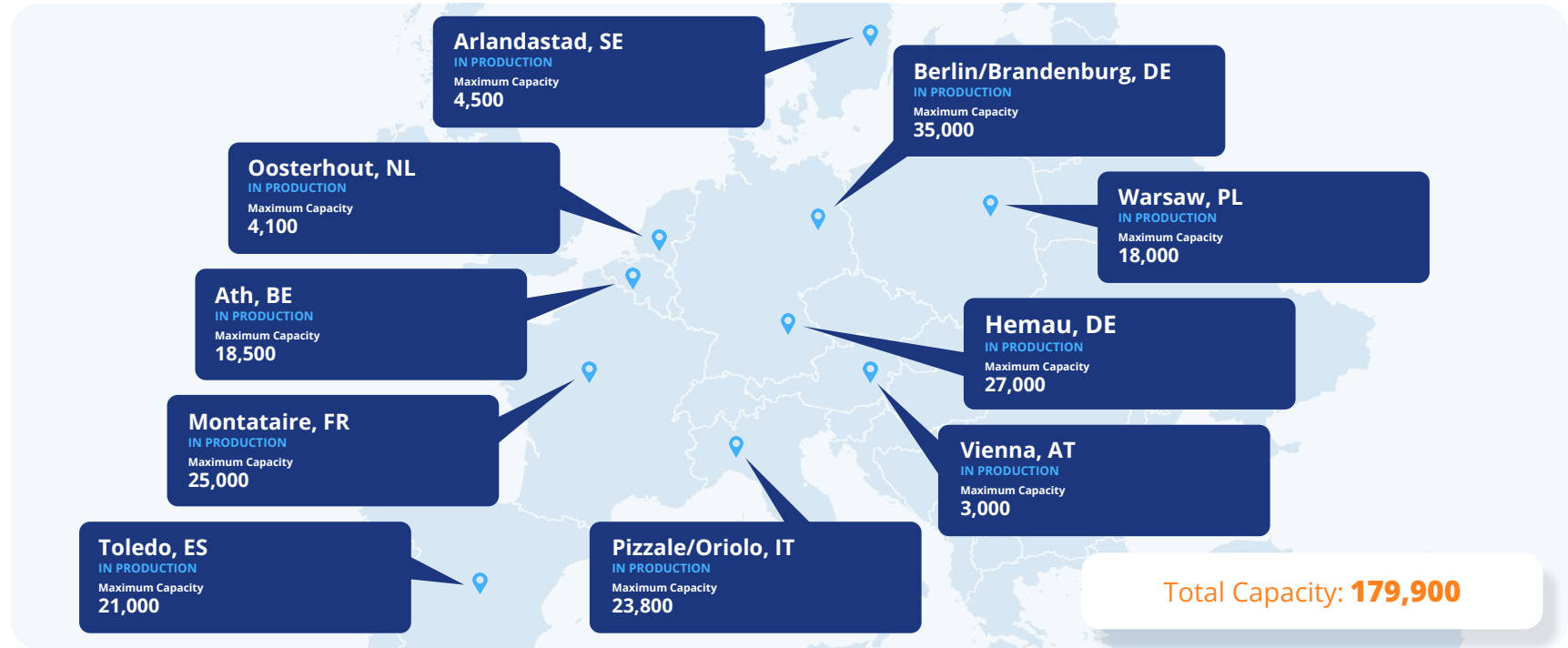


*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials.

Very Strong GPU Development Led to a 52% YoY Increase in Gross Profit



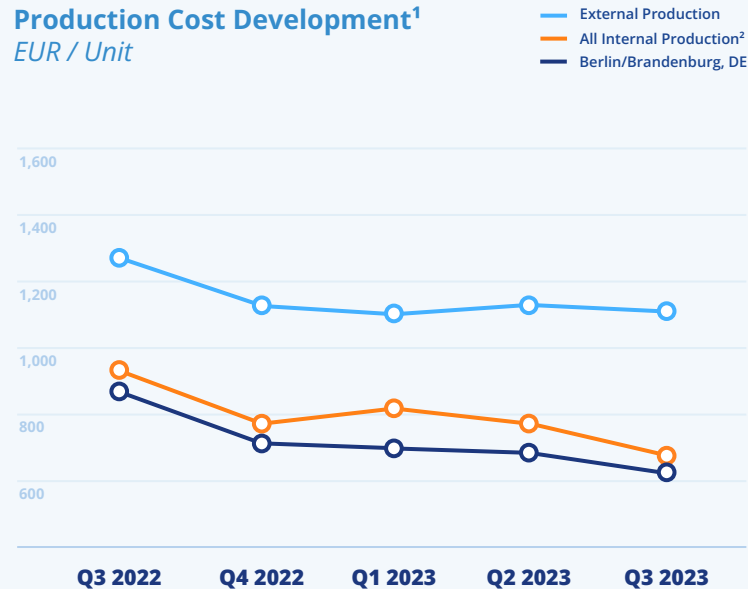
We Completed the Initial Phase of Our Refurbishment Roll Out



We Have Reached Our Internal Production Target for Q4 2023

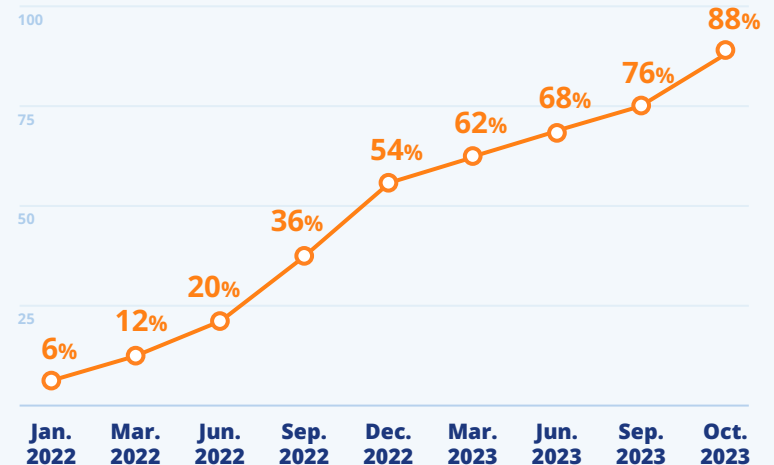
Production Cost Development¹

EUR / Unit



Share of Inhouse Used Car Production

%



¹Includes COGS + Onsite Payroll

²Announced Internal Production Centers with at least three quarters of operation (Berlin/Brandenburg, Hemau, Warsaw, Toledo, Ath, Oriolo, Oosterhout)

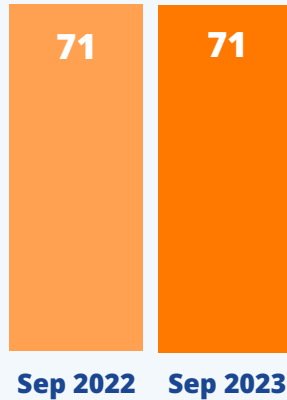
Marketing Cost Achieved Our Year End Target of EUR 500 per Car Already in Q3

Retail Marketing Cost
per Car Delivered
KEUR



Customers Love our Product: Strong Customer Satisfaction While Driving Unit Economics

Autohero NPS
All markets



Autohero Trustpilot Score
All markets*



Google Reviews
All markets*

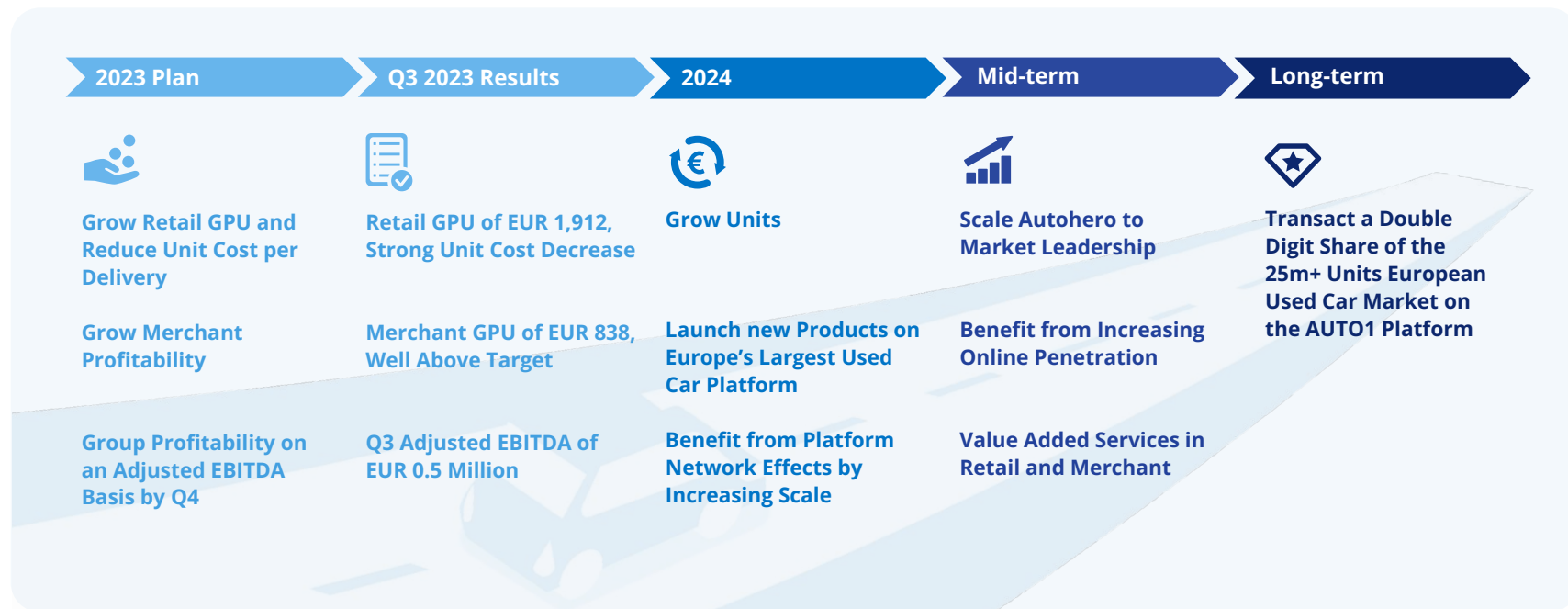


*Weighted Average based on avg. Trustpilot score and Google review per market



Q3 Summary & Outlook

Our Q3 Results Confirm Our Profitability Strategy as Well as Our Ambition for High and Profitable Growth



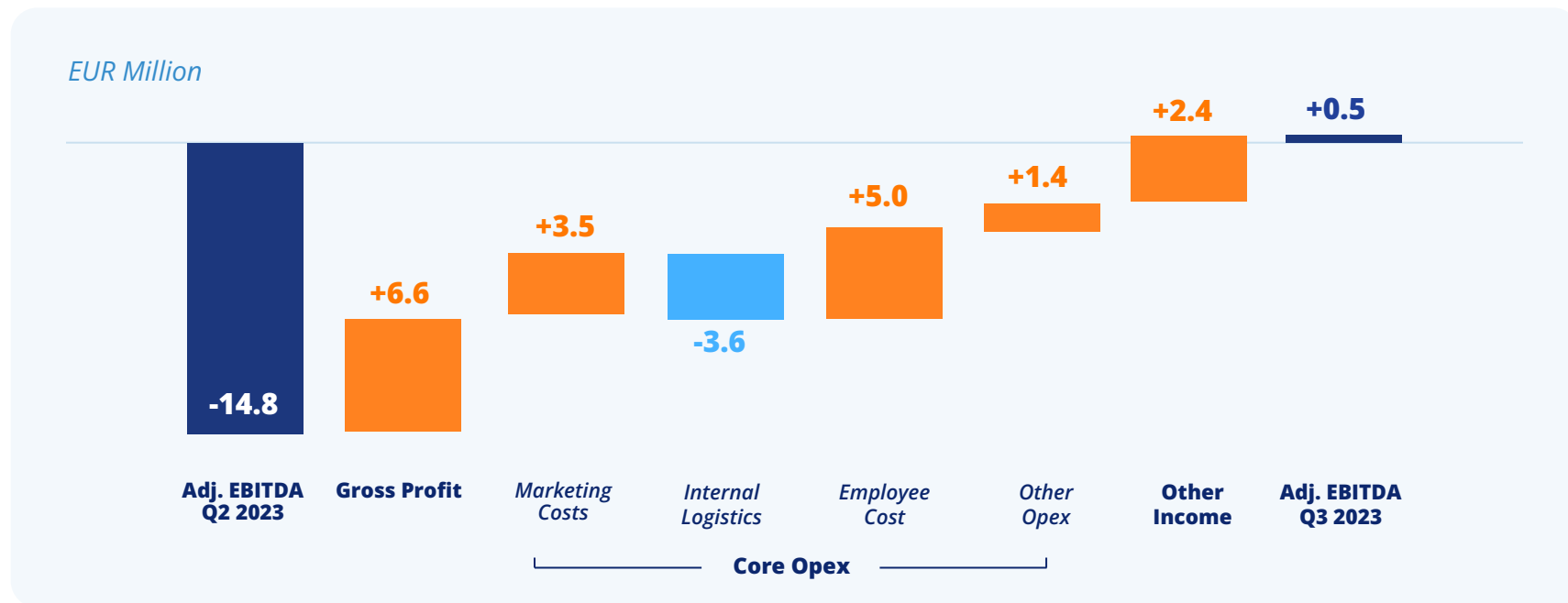
Q3 2023 Financial Figures And 2023 Full Year Guidance Update

Financial Overview

	FY 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q3 YoY	Q3 QoQ
Units Sold	649,709	163,561	150,391	157,106	141,682	140,630	(14.0%)	(0.7%)
Revenue (€m)	6,534.1	1,711.7	1,447.3	1,505.9	1,340.5	1,292.6	(24.5%)	(3.6%)
ASP (€)	10,057	10,465	9,624	9,585	9,462	9,192	(12.2%)	(2.9%)
Gross Profit (€m)	488.2	123.4	114.5	132.0	127.8	134.4	8.9%	5.2%
GPU* (€)	746	755	737	836	898	952	26.1%	5.9%
Opex (€m)	(654)	(159)	(150)	(157)	(143)	(134)	15.6%	6.1%
<i>o/w Employee Costs after SDI (€m)</i>	<i>(293.0)</i>	<i>(72.6)</i>	<i>(69.2)</i>	<i>(69.3)</i>	<i>(66.3)</i>	<i>(61.3)</i>	15.6%	7.6%
<i>o/w Marketing Expenses (€m)</i>	<i>(193.2)</i>	<i>(42.3)</i>	<i>(40.9)</i>	<i>(35.0)</i>	<i>(37.0)</i>	<i>(33.5)</i>	20.8%	9.4%
<i>o/w Internal Logistics (€m)</i>	<i>(80.0)</i>	<i>(22.0)</i>	<i>(19.4)</i>	<i>(18.0)</i>	<i>(18.1)</i>	<i>(21.7)</i>	1.4%	(20.0%)
Adjusted EBITDA (€m)	(165.6)	(35.2)	(36.0)	(25.1)	(14.8)	0.5	n.m.	n.m.
<i>Adjusted EBITDA Margin</i>	<i>(2.5%)</i>	<i>(2.1%)</i>	<i>(2.5%)</i>	<i>(1.7%)</i>	<i>(1.1%)</i>	<i>0.0%</i>	+2.1pp	+1.1pp

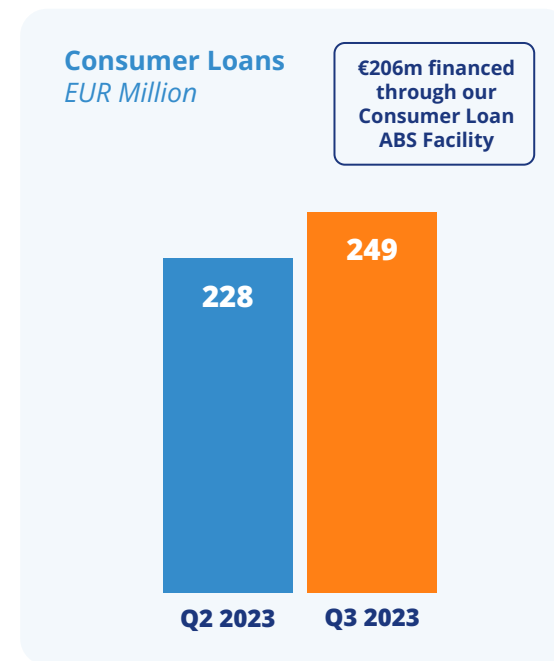
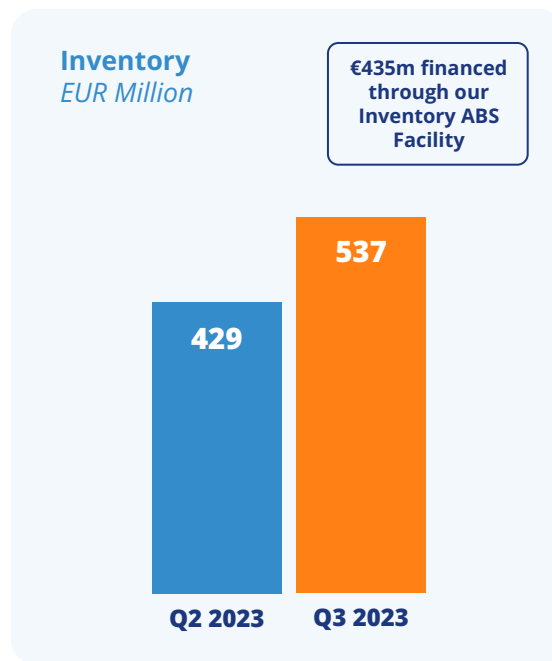
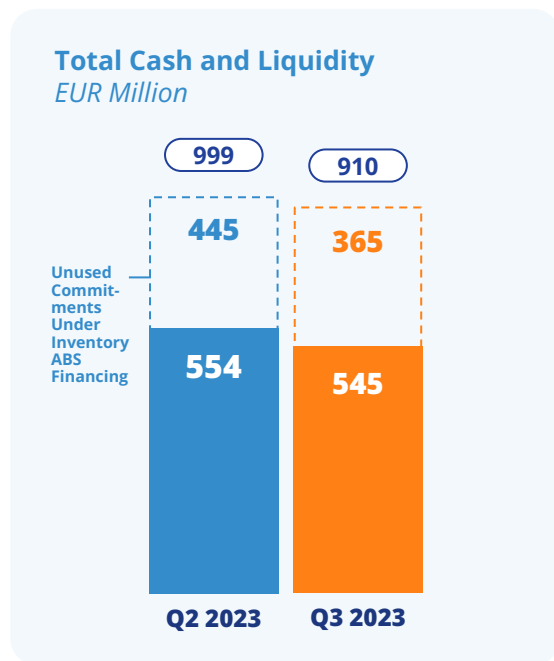
*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Differences may exist due to rounding

We Achieved a Positive Adjusted EBITDA Through Both Gross Profit Growth and Ongoing Opex Improvements



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We Maintain High Levels of Liquidity Through Disciplined Balance Sheet Management



Updated FY 2023 Guidance

Unit Guidance

Units Group **625k +/-5%**
Unchanged vs. Q2 2023

Units Merchant **560k +/-5%**
Unchanged vs. Q2 2023

Units Autohero **65k +/-5%**
Unchanged vs. Q2 2023

Financial Guidance

Gross Profit **EUR 500-550m**
Unchanged vs. Q2 2023

Adj. EBITDA **EUR (39)-(49)m**
Q2 2023 Guidance: EUR (50)-(70)m

Q&A

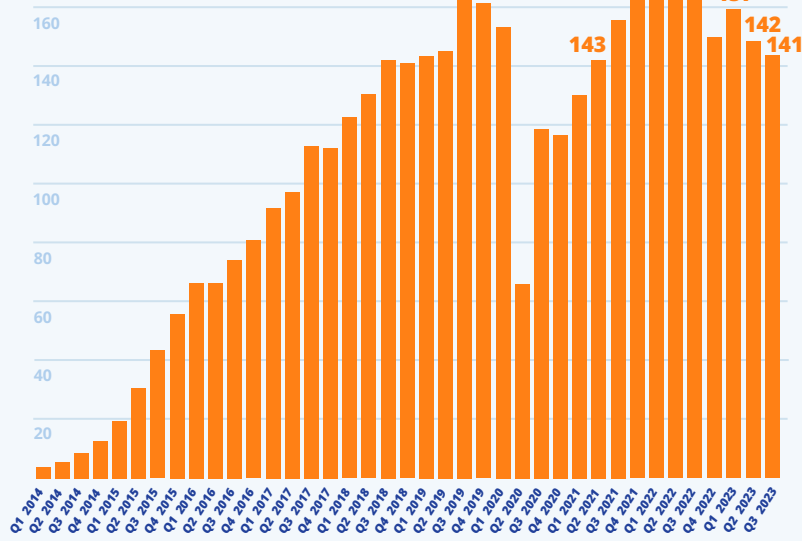
Thanks

AUTOHERO

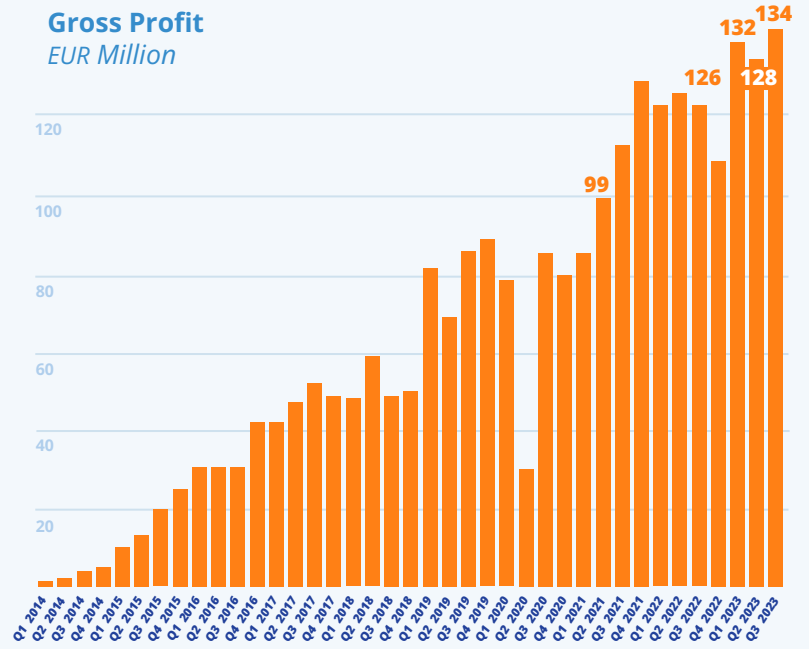
Appendix

Focus on Profitability Drives GPU to Record Level

Group Units Sold
K Units



Gross Profit
EUR Million



Our Operating Platform for the European Used Car Market



Segment: Merchant

	FY 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q3 YoY	Q3 QoQ
Units Sold	585,545	146,372	133,744	139,027	127,285	125,785	(14.1%)	(1.2%)
<i>Thereof C2B</i>	497,254	124,953	113,766	120,307	110,703	110,983	(11.2%)	0.3%
<i>Thereof Remarketing</i>	88,291	21,419	19,978	18,720	16,582	14,802	(30.9%)	(10.7%)
Revenue (€m)	5,477.6	1,434.5	1,182.3	1,221.5	1,114.5	1,058.2	(26.2%)	(5.1%)
<i>Thereof C2B (€m)</i>	4,599.2	1,216.6	983.8	1,037.8	960.7	918.9	(24.5%)	(4.3%)
<i>Thereof Remarketing (€m)</i>	878.4	217.9	198.5	183.7	153.8	139.3	(36.1%)	(9.5%)
ASP (€)	9,355	9,800	8,840	8,786	8,756	8,413	(14.2%)	(3.9%)
<i>Thereof C2B (€)</i>	9,249	9,736	8,648	8,626	8,678	8,280	(15.0%)	(4.6%)
<i>Thereof Remarketing (€)</i>	9,949	10,174	9,935	9,814	9,277	9,409	(7.5%)	1.4%
Gross Profit (€m)	418.0	104.4	90.0	107.0	103.1	105.4	1.0%	2.3%
GPU (€)	714	713	673	769	810	838	17.5%	3.5%

Differences may exist due to rounding

Segment: Retail (Autohero)

	FY 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q3 YoY	Q3 QoQ
Units Sold	64,164	17,189	16,647	18,079	14,397	14,845	(13.6%)	3.1%
Revenue (€m)	1,056.5	277.2	265.0	284.4	226.0	234.5	(15.4%)	3.7%
ASP (€)	16,466	16,126	15,920	15,732	15,701	15,794	(2.1%)	0.6%
Gross Profit (€m)	70.2	19.0	24.4	25.0	24.7	28.9	52.1%	17.3%
GPU* (€)	1,039	1,106	1,254	1,349	1,680	1,912	72.9%	13.8%

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Pictures and Charts

wirkaufendeinauto.de

Was ist
dein Auto
wert?



Genauer Preis

Schn

wirkaufendeinauto.de

WKDA Nano Branch @ Brandenburg





Remarketing: Mobile Evaluation



Used Car Production Center, Ketzin

QUALITY CHECK AREA

AUTOHERO

Used Car Production Center, Toledo (ES)



Real Madrid Basketball Sponsorship



DTM 2023
AUTOHERO
Dein Online-Shop für Autos
Jetzt Auto finden

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ADAC

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