

Allane SE

Q2 2021 Update

allane mobility group

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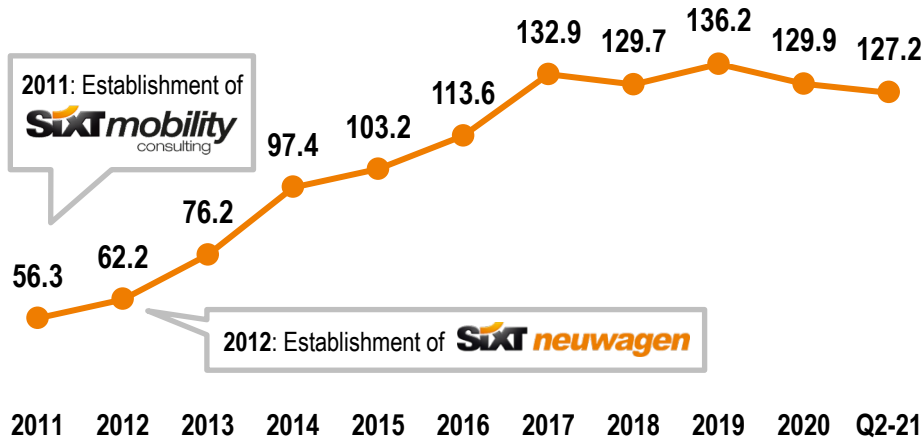
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Allane Mobility Group's contract portfolio as of Q2 2021 with 127,200 contracts 2.1% below end of 2020 especially due to Covid-19 effects

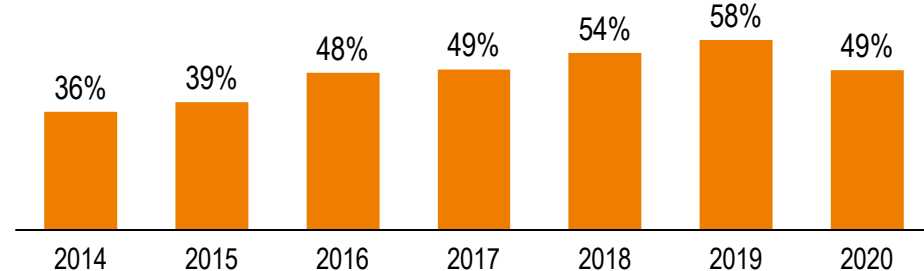
STRONG CONTRACT GROWTH SINCE 2011

[# contracts in '000]



INCREASING ONLINE SHARE IN NEW BUSINESS

[Percentage of Online Retail new contracts out of total Leasing new contracts]¹⁾

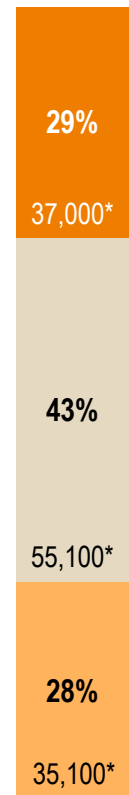


1) Excluding 1&1/Peugeot campaign in 2017

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

WELL DIVERSIFIED CONTRACT PORTFOLIO²⁾

100%



Portfolio Q2 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 H1 2021 in line with expectations – Contract portfolio, operating revenue and EBT below previous year

	Q2 2021	Q4 2020	Change vs. Q4 2020
Group contract portfolio¹⁾	127,200	129,900	-2.1%
▪ Online Retail	37,000	38,600	-4.3%
▪ Fleet Management	55,100	53,500	3.1%
▪ Fleet Leasing	35,100	37,800	-7.1%
Financials	H1 2021	H1 2020	Change vs. H1 2020
Operating revenue	EUR 194.2 m	EUR 214.1 m	-9.3%
EBITDA	EUR 95.7 m	EUR 106.7 m	-10.3%
EBT	EUR 2.6 m	EUR 2.9 m	-8.3%
Operating return on revenue	1.4%	1.3%	-0.1pp
Equity ratio	17.1%	16.4%	0.7pp

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

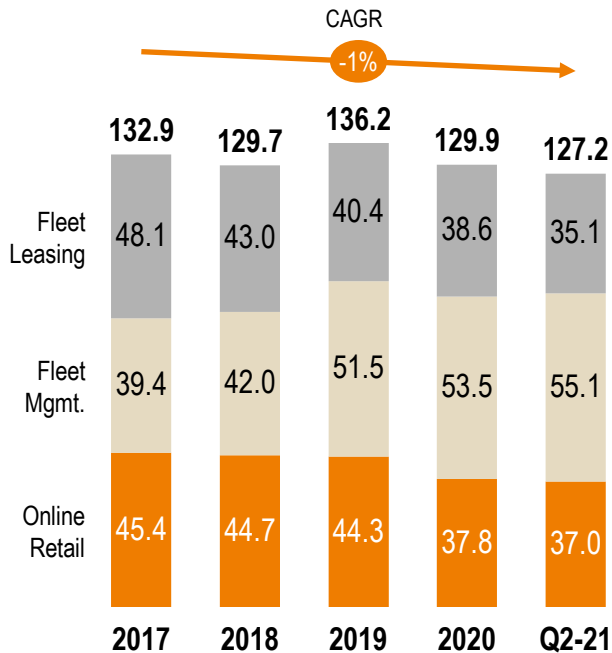
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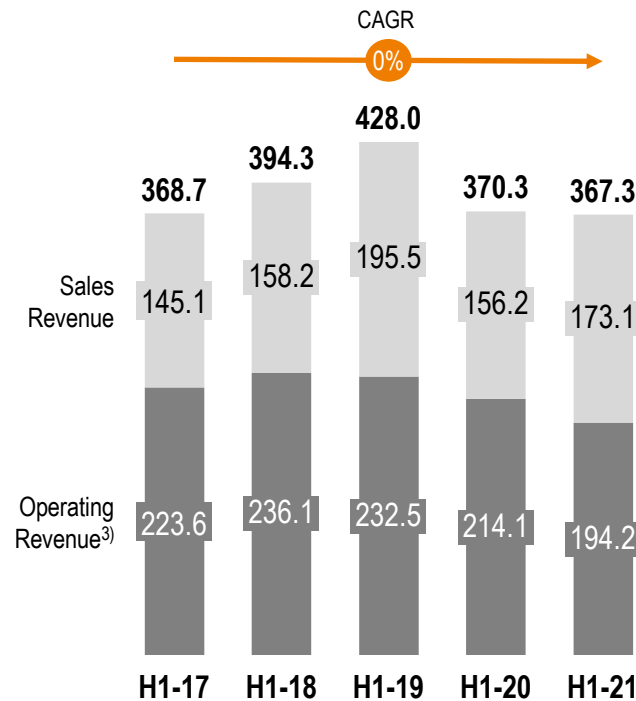
EBT H1 2021 slightly below H1 2020 besides effects from Covid-19 mainly due to transaction-related costs

Allane Mobility Group – Key performance indicators 2017 – Q2/H1 2021¹⁾

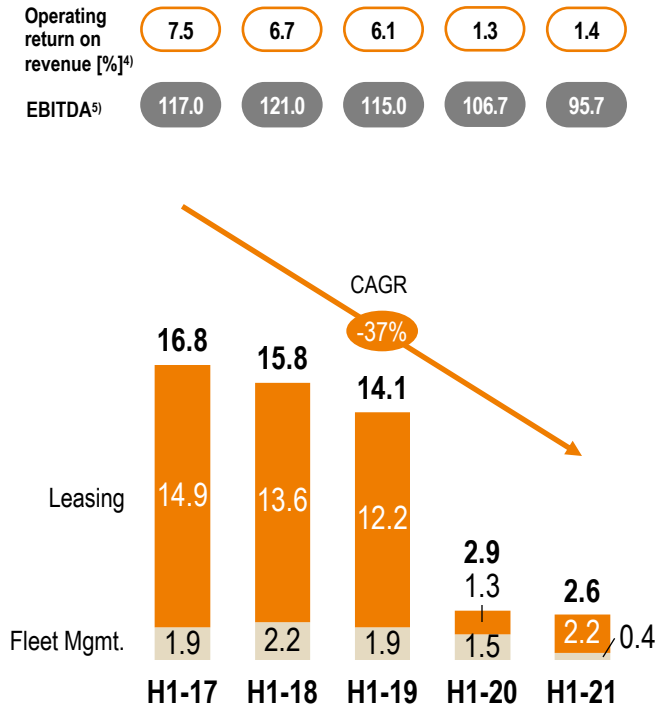
CONTRACT PORTFOLIO ['000]²⁾



REVENUE [EUR m]



EBT [EUR m]



Operating return on revenue [%] ⁴⁾	EBITDA ⁵⁾
7.5	117.0
6.7	121.0
6.1	115.0
1.3	106.7
1.4	95.7

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

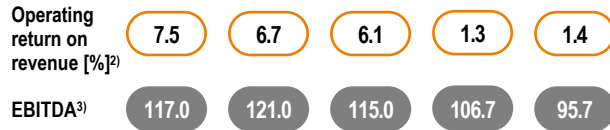
4) The ratio of earnings before taxes (EBT) to operating revenue

5) Earnings before interest, taxes, depreciation and amortisation

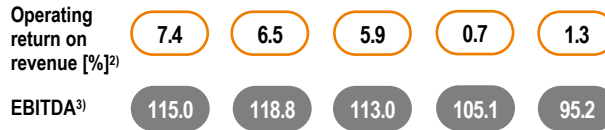
EBT decrease on Group level in H1 2021 compared to H1 2020 mainly due to lower EBT in Fleet Management business unit

Allane Mobility Group – Development of EBT and business units H1 2017 – H1 2021¹⁾

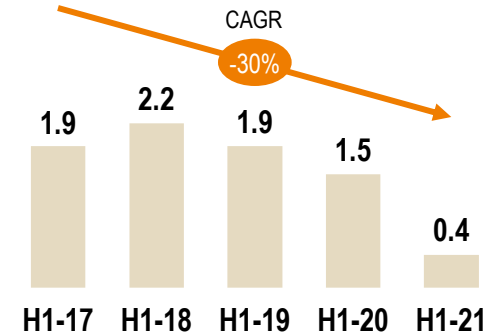
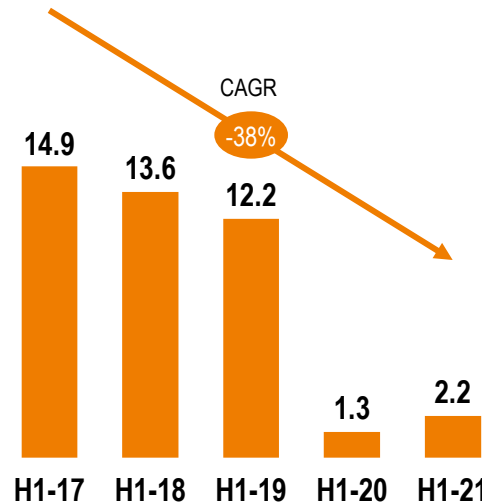
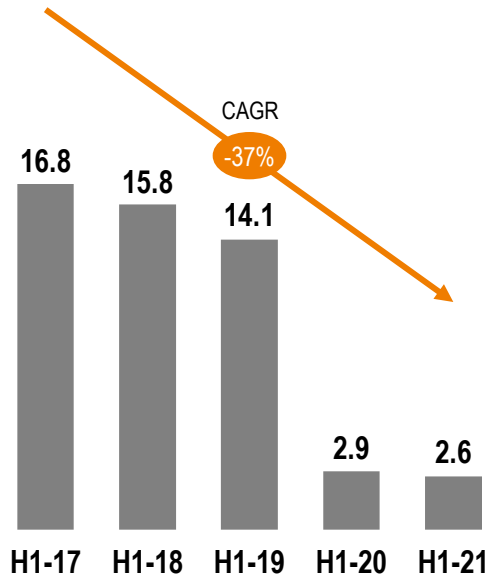
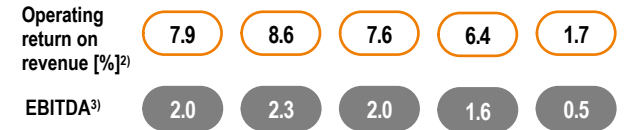
GROUP [EUR m]



LEASING [EUR m]



FLEET MANAGEMENT [EUR m]



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

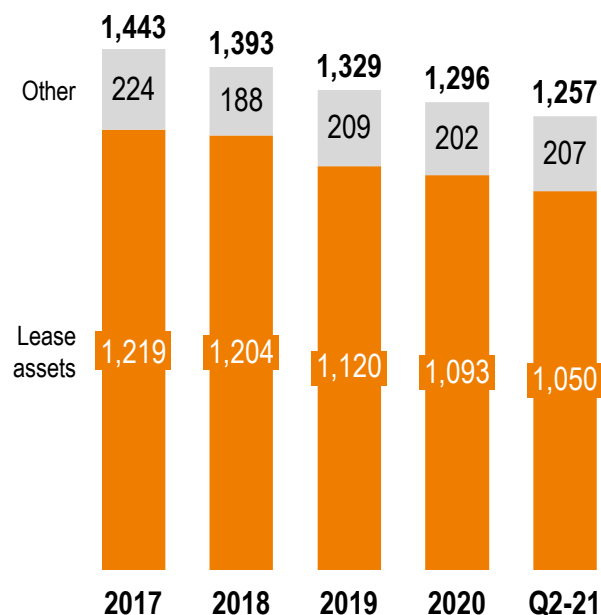
2) Ratio of EBT to operating revenue

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

Lease assets of approx. EUR 1.1 bn as of Q2 2021 – Equity ratio up 0.7 ppts due to higher equity and lower total assets

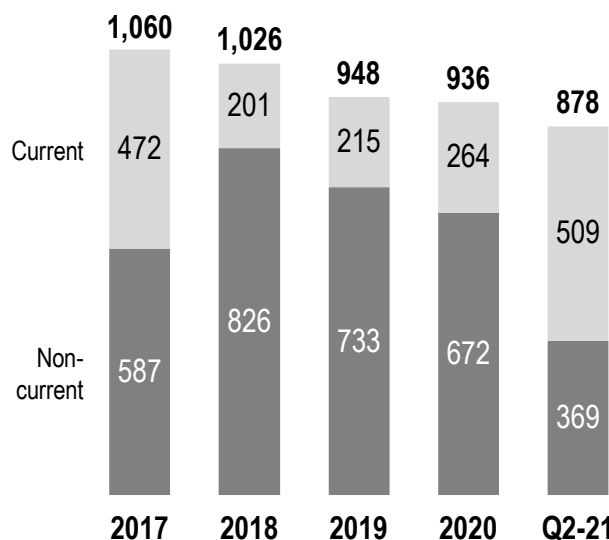
Allane Mobility Group – Development of key balance sheet figures 2016 – Q2 2021

TOTAL ASSETS [EUR m]¹⁾



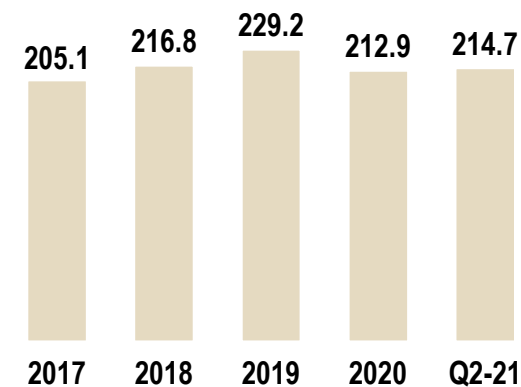
FINANCIAL LIABILITIES [EUR m]²⁾

Net debt [EUR m]	2017	2018	2019	2020	Q2-21
Net debt [EUR m]	1,054	1,020	946	934	872
Cash ³⁾ [EUR m]	6.0	6.2	2.6	2.4	6.2



EQUITY [EUR m]

Equity ratio [%]	2017	2018	2019	2020	Q2-21
Equity ratio [%]	14.2	15.6	17.2	16.4	17.1



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 June 2021 [EUR m]

FINANCIAL LIABILITIES ¹⁾	2021	2022	2023	2024	2025+	Total
Asset backed securities (ABS) programme	91.9	160.1	131.3	74.6	17.2	475.1
SCB loans	30.0	50.0	20.0	30.0	-	130.0
Bank loans	-	-	-	-	-	0.0
Bonds ²⁾	-	250.0	-	-	-	250.0
Finance leases and others	4.6	2.3	2.1	1.8	11.6	22.4
Total	126.5	362.4	153.4	106.4	28.8	877.5
Bank balances						6.2
Net debt						871.3

KEY FINANCING INSTRUMENTS

- EUR 500 m ABS programme
- ~ EUR 190 m bilateral credit lines from 3rd 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
Contract portfolio		
Group	Slight increase	129,900 contracts
Financials		
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, but expects business development to recover in the second half of 2021
- In addition, consolidated earnings will also be burdened in the 2021 financial year by transaction-related costs in connection with the takeover of the company by HCBE

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Allane Mobility Group: Revenue and earnings performance H1 2021¹⁾

<i>in EUR million</i>	H1 2021	H1 2020	Change in %
Operating revenue	194.2	214.1	-9.3
Sales revenue	173.1	156.2	10.8
Consolidated revenue	367.3	370.3	-0.8
thereof Leasing business unit	313.7	318.4	-1.5
thereof Fleet Management business unit	53.6	51.8	3.4
Fleet expenses and cost of lease assets	234.6	233.1	0.6
Personnel expenses	24.7	21.1	17.3
Net other operating income/expense	-12.2	-9.4	-30.5
EBITDA	95.7	106.7	-10.3
Depreciation and amortisation	89.6	98.3	-8.9
Net finance costs	-3.5	-5.5	36.6
EBT	2.6	2.9	-8.3
<i>Operating return on revenue²⁾</i>	1.4%	1.3%	0.1 points
Income tax	0.8	1.1	-32.2
Consolidated profit	1.9	1.7	7.0
Earnings per share (in EUR)	0.09	0.08	-

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 June 2021 and H1 2021¹⁾

	30 Jun 2021	31 Dec 2020	Change in %
Group contract portfolio	127,200	129,900	-2.1
thereof Online Retail	37,000	38,600	-4.3
thereof Fleet Leasing	35,100	37,800	-7.1
thereof Fleet Management	55,100	53,500	3.1
<i>in EUR million</i>			
Total equity and liabilities	1,256.9	1,295.6	-3.0
Lease assets	1,050.2	1,092.5	-3.9
Bank balances	6.2	2.4	162.4
Financial liabilities	878.1	935.9	-6.2
Equity	214.7	212.9	0.9
Equity ratio (%)	17.1	16.4	+0.7 points
	H1 2021	H1 2020	
Gross cash flow	77.7	97.3	-20.1
Investments in lease assets	177.3	207.5	-14.5

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