



Q1 2022 Earnings Presentation starts soon...

Earnings Presentation

Q1 2022

11 MAY 2022

Disclaimer

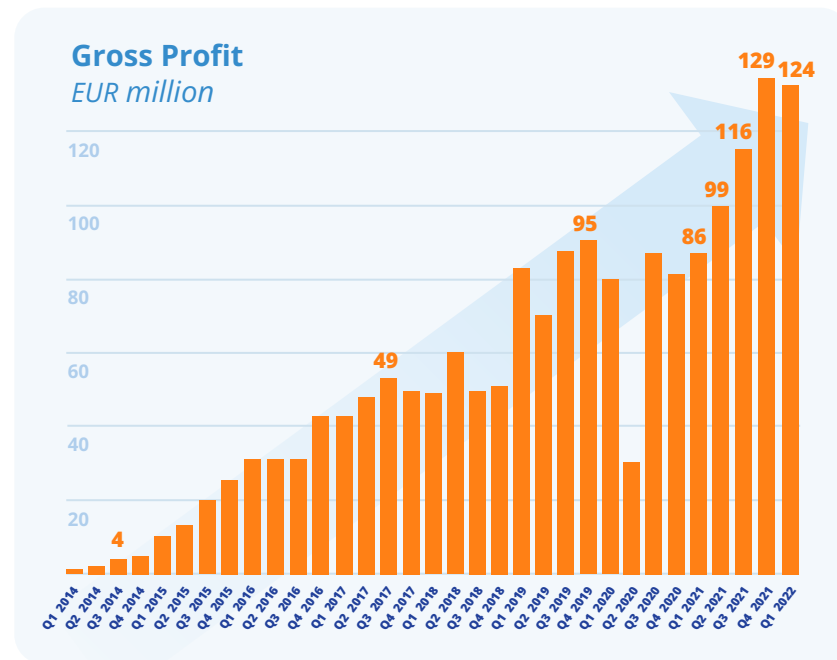
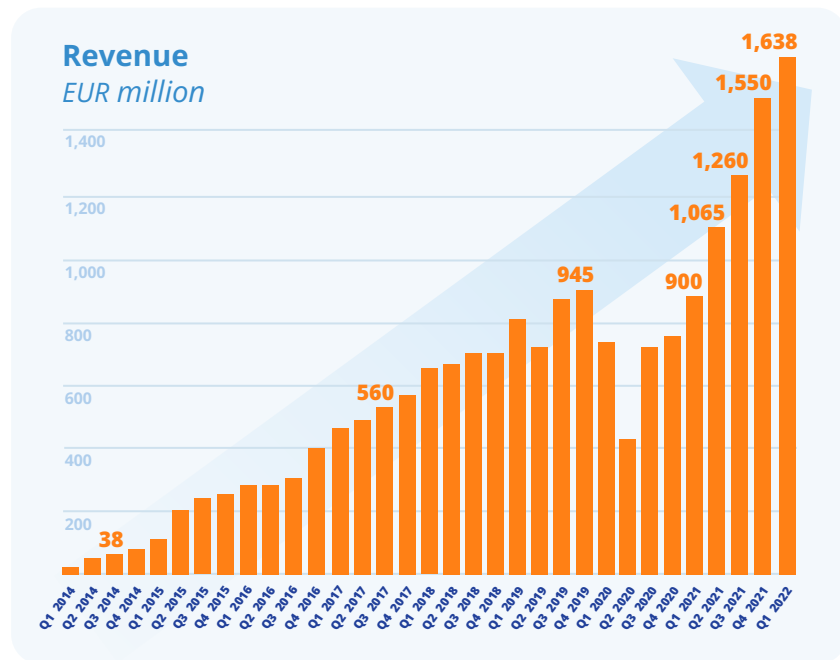
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We Are Building the Largest
and Most Profitable Car Dealer in the EU

Our Q1 Results Reflect Our Long-Term Revenue and Gross Profit Track Record



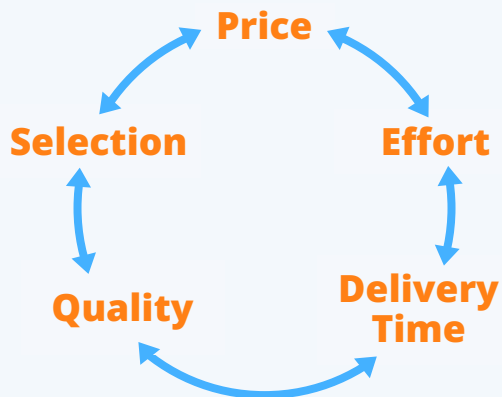
Our Strategic Goals

1. Create Outstanding Customer Experiences
2. Leverage our Platform to Gain Market Share

We are Advancing Net Promoter Scores Towards Our Long-Term Goal of 80

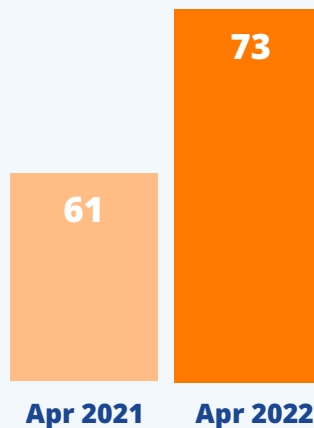
Our Product Experience is Desirable

If We Get 5 Things Right:



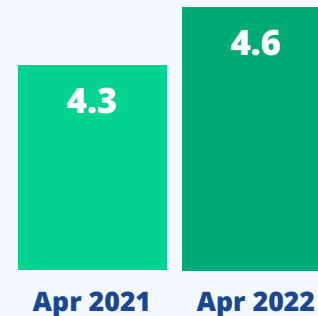
Autohero NPS

All markets



Autohero Trustpilot Score Development

All markets*

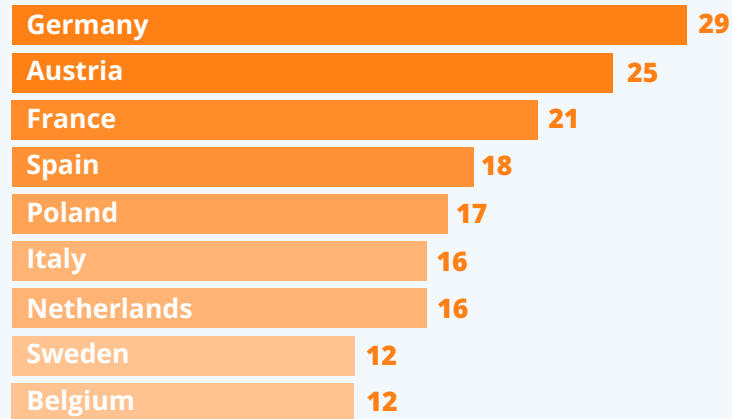


*Weighted Average based on avg. Trustpilot score per market

Autohero is Becoming the Go-To Brand for Online Used Car Buyers

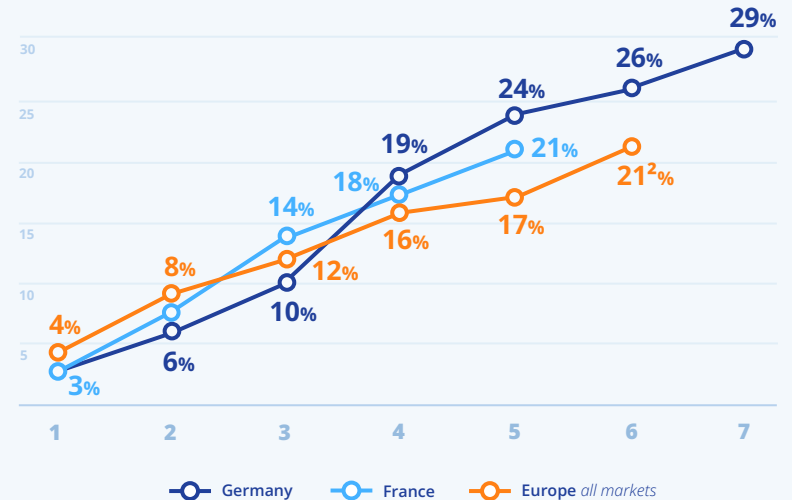
Autohero Brand Awareness

%¹



Autohero Brand Awareness

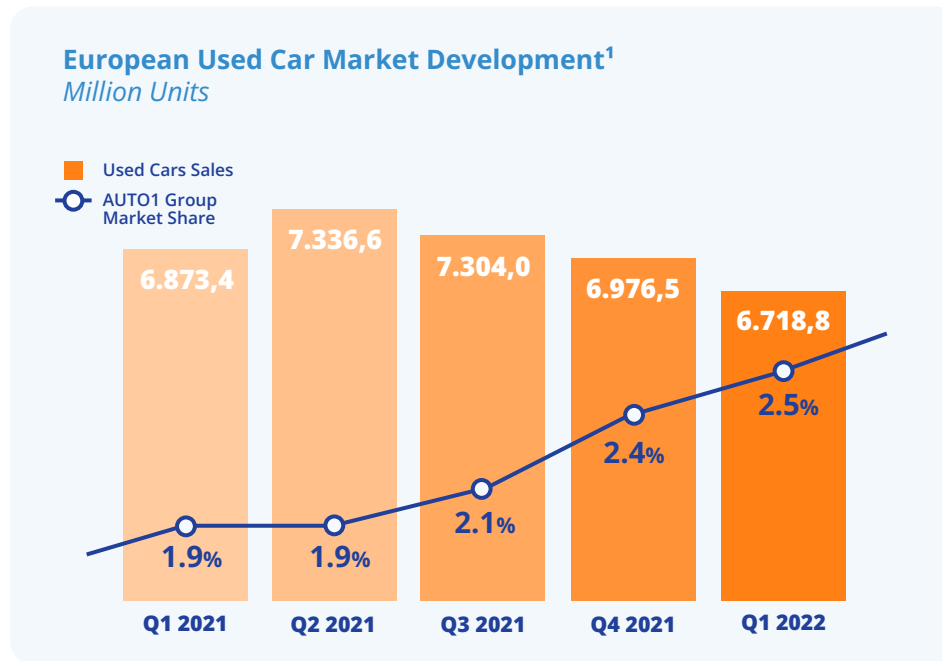
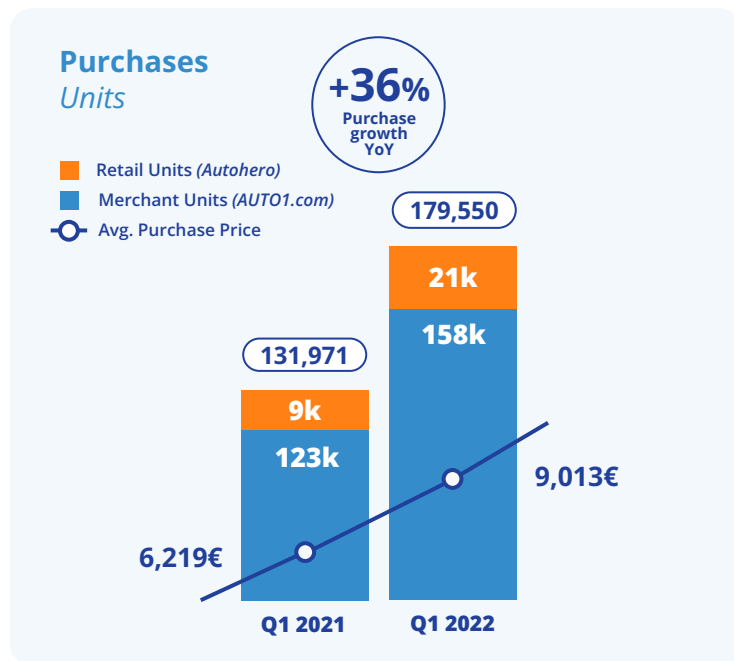
Quarters since launch of brand building¹



¹Source: YouGov, end of Q1 2022, age group 18-64 years

²Average brand awareness of all Autohero markets with at least 6 quarters of brand building (Austria, Germany, Spain, Italy)

We Maintained Car Purchases at Record Levels and Gained Market Share Despite Challenging Market Circumstances

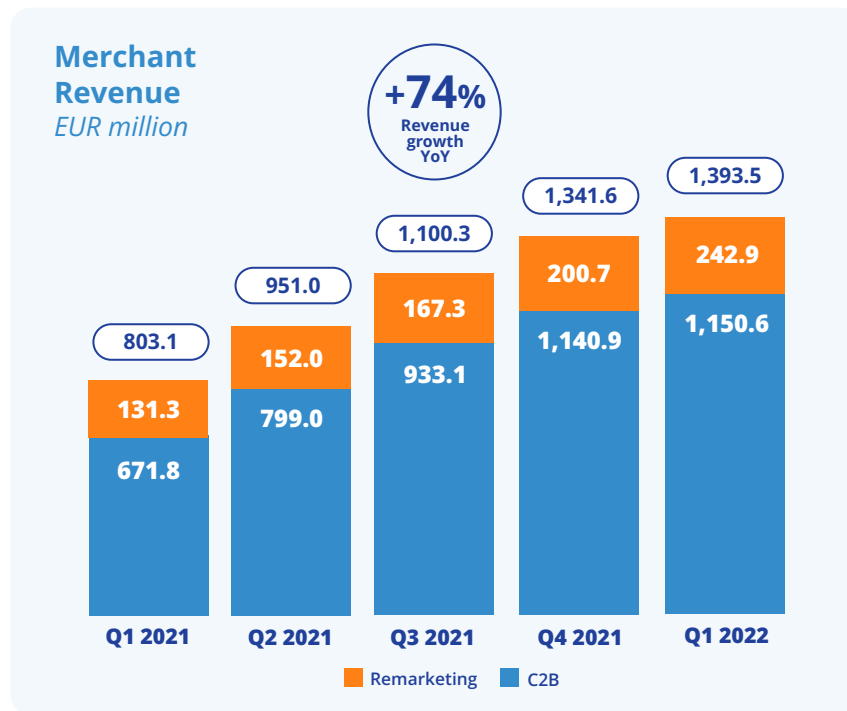
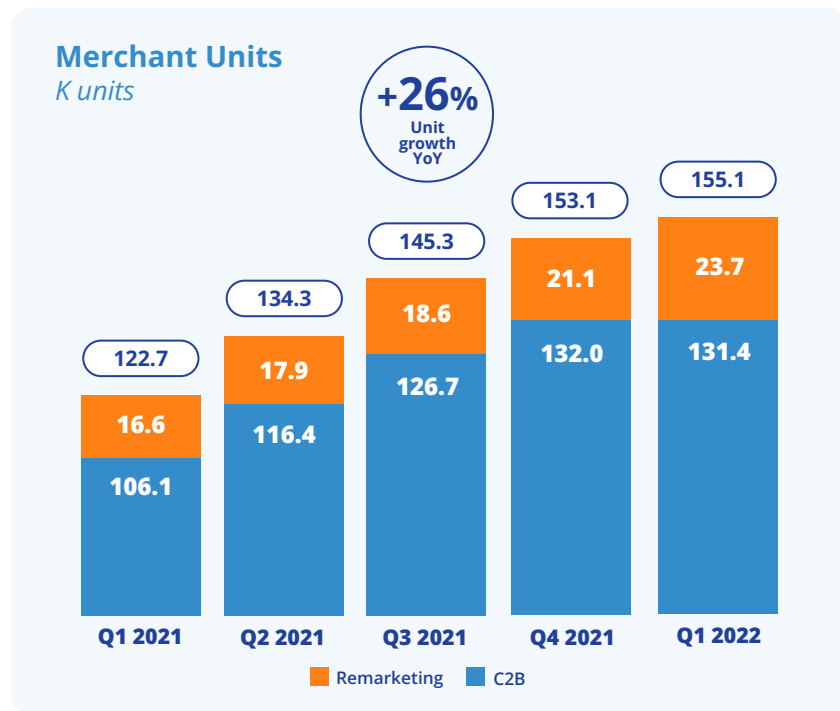


¹Sources: official statistics website (open data + country), national car registration office statistics, statistics released by newspapers, estimations made by used car dealers.

Our Financial Goals

1. Grow Merchant and Retail Units
2. Grow Total Gross Profit
3. Execute Plan to Group Profitability

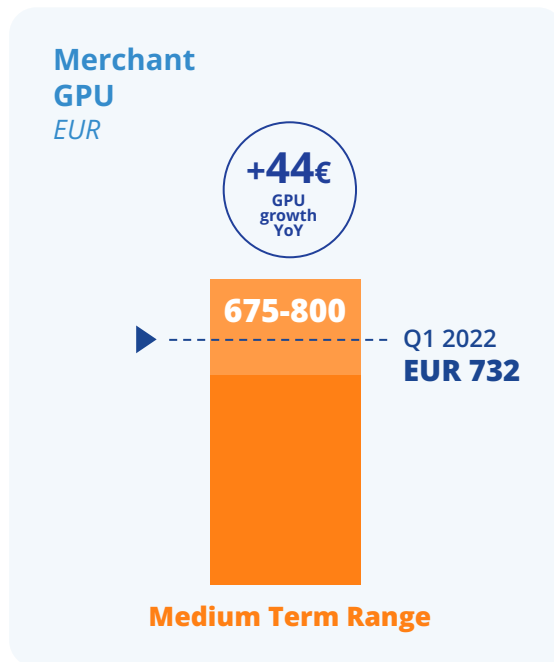
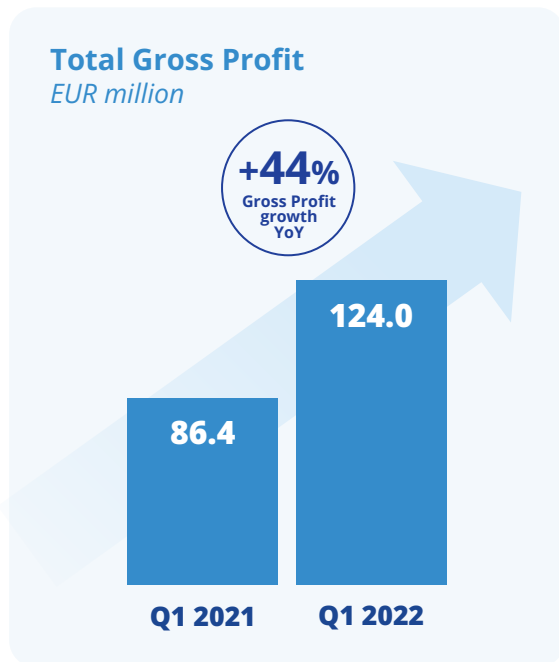
Our Merchant Business Continues to Expand its Market Leadership



Autohero Substantially Improved Gross Profit per Unit While Growing Units Strongly Year Over Year



Group Gross Profit on Track for 2022 Guidance and Medium Term Targets



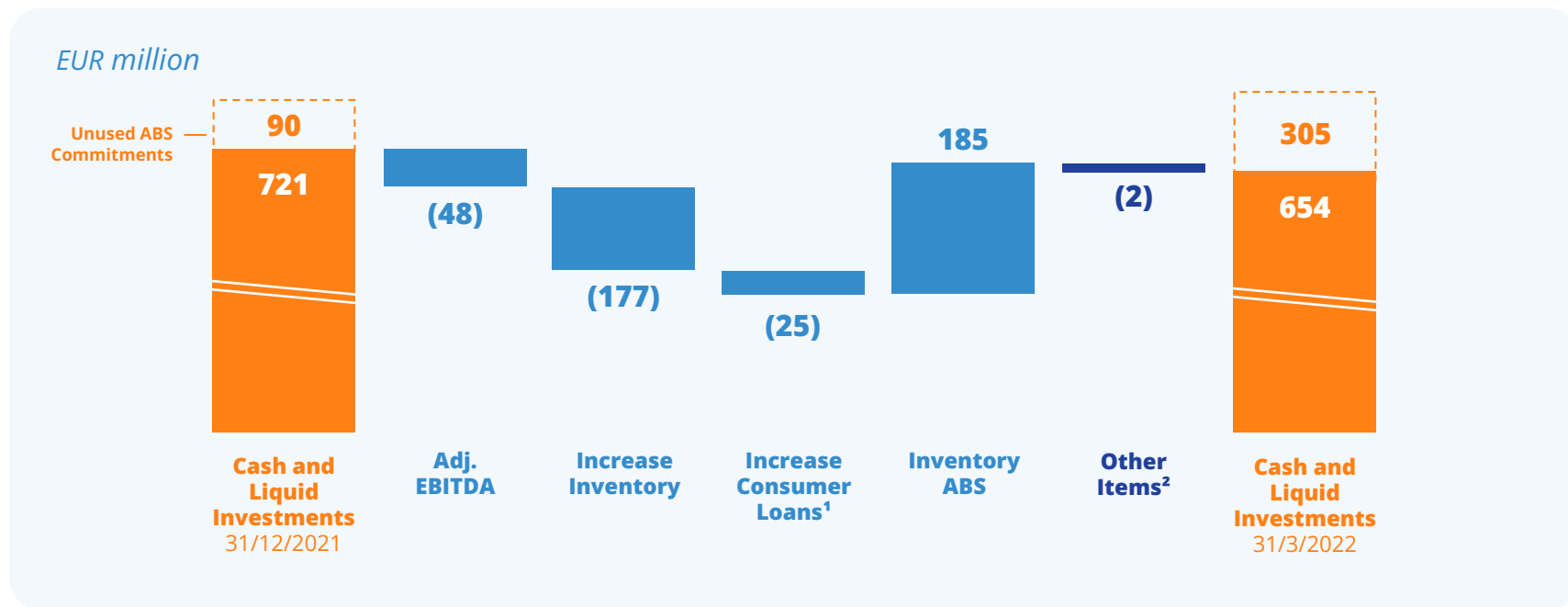
Q1 Demonstrated Strong Top-line Growth and Ongoing Cost Control

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q1 YoY
Cars Sold, #k	131	143	157	167	597	170	29.9%
<i>Merchant: C2B</i>	106	116	127	132	481	131	23.8%
<i>Merchant: Remarketing</i>	17	18	19	21	74	24	42.6%
<i>Retail (Autohero)</i>	7.8	8.4	11.3	13.9	41.4	14.6	86.3%
Revenue (EUR million)	899.5	1,065.1	1,260.2	1,550.2	4,775.0	1,637.9	82.1%
<i>Merchant: C2B</i>	671.8	799.0	933.1	1,140.9	3,544.7	1,150.6	71.3%
<i>Merchant: Remarketing</i>	131.3	152.0	167.3	200.7	651.3	242.9	85.0%
<i>Retail (Autohero)</i>	96.5	114.1	159.8	208.6	579.0	244.4	153.4%
Gross Profit (EUR million)	86.4	99.3	116.3	128.9	430.9	124.0	43.5%
GPU (EUR)	662	695	743	772	-	731	10.4%
<i>Merchant GPU</i>	688	717	772	804	-	732	6.5%
<i>Retail (Autohero) GPU</i>	255	363	365	418	-	718	181.5%
Opex	(101)	(122)	(141)	(174)	(538)	(172)	70.3%
Adjusted EBITDA (EUR million)	(14.3)	(22.9)	(24.7)	(45.2)	(107.1)	(47.6)	231.7%
<i>Adjusted EBITDA Margin</i>	(1.6)%	(2.1)%	(2.0)%	(2.9)%	(2.2)%	(2.9)%	(1.3pp)

Differences may exist due to rounding

OPEX includes employee expenses, other operating expenses less other operating income and less separately disclosed items

Our ABS Financings Allow us to Grow Units While Maintaining Our Strong Cash Position, Without Corporate Debt



¹ABS refinanced consumer loans not included (consumer finance ABS closed in Q2 2022)

²Other Items consist of CAPEX, Lease payments, Change in working capital, Change in interest/income taxes flow

For 2022, We Expect Significant Growth Across all Metrics

Revenue

EUR 5.7-6.8bn

2021: EUR 4.8bn

Gross Profit

EUR 470-580m

2021 EUR 431m

Adj. EBITDA Margin

(2.0%)-(3.0%)

2021: (2.2%)

Units Group

650-770k

2021: 597k

Units Merchant

580-680k

2021: 556k

Units Autohero

70-90k

2021: 41k

Q&A

Thanks

AUTO 1 GROUP



	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q1 YoY
Units Sold	130,537	142,715	156,530	166,949	596,731	169,610	29.9%
Revenue (€m)	899.5	1,065.1	1,260.2	1,550.2	4,775.0	1,637.9	82.1%
ASP (€)	6,891	7,463	8,051	9,285	-	9,657	40.1%
Gross Profit (€m)	86.4	99.3	116.3	128.9	430.9	124.0	43.5%
GPU (€)	662	696	743	772	-	731	10.4%
<i>GP Margin</i>	9.6%	9.3%	9.2%	8.3%	9.0%	7.6%	(2.0pp)
<i>Opex (€m)</i>	(101)	(122)	(141)	(174)	(538)	(172)	70.3%
<i>o/w Employee Costs (€m)</i>	(53.3)	(54.4)	(56.9)	(66.5)	(225.3)	(74.5)	39.9%
<i>o/w Marketing Expenses (€m)</i>	(32.7)	(46.3)	(57.5)	(66.8)	(203.3)	(56.27)	71.9%
<i>o/w Internal Logistics (€m)</i>	(11.3)	(12.6)	(15.5)	(18.5)	(58.0)	(19.6)	73.5%
Adjusted EBITDA (€m)	(14.3)	(22.9)	(24.7)	(45.2)	(107.1)	(47.6)	(231.7%)
<i>Adjusted EBITDA Margin</i>	(1.6)%	(2.1)%	(2.0)%	(2.9)%	(2.2)%	(2.9)%	(1.3pp)

Segment: Merchant

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q1 YoY
Units Sold	122,722	134,300	145,255	153,074	555,351	155,052	26.3%
Thereof C2B	106,140	116,367	126,647	132,036	481,190	131,401	23.8%
Thereof Remarketing	16,582	17,933	18,608	21,038	74,161	23,651	42.6%
Revenue (€m)	803.1	951.0	1,100.3	1,341.6	4,196.0	1,393,509	73.5%
Thereof C2B (€m)	671.8	799.0	933.1	1,140.9	3,544.7	1,150,620	71.3%
Thereof Remarketing (€m)	131.3	152.0	167.3	200.7	651.3	242,889	85.0%
ASP (€)	6,544	7,081	7,575	8,764	-	8,987	37.3%
Thereof C2B (€)	6,329	6,866	7,368	8,641	-	8,757	38.4%
Thereof Remarketing (€)	7,918	8,474	8,990	9,541	-	10,270	29.7%
Gross Profit (€m)	84.4	96.2	112.2	123.1	415.9	113.5	34.5%
GPU (€)	688	717	772	804	-	732	6.5%
<i>GP Margin</i>	<i>10.5%</i>	<i>10.1%</i>	<i>10.2%</i>	<i>9.2%</i>	<i>9.9%</i>	<i>8.1%</i>	<i>(2.4pp)</i>

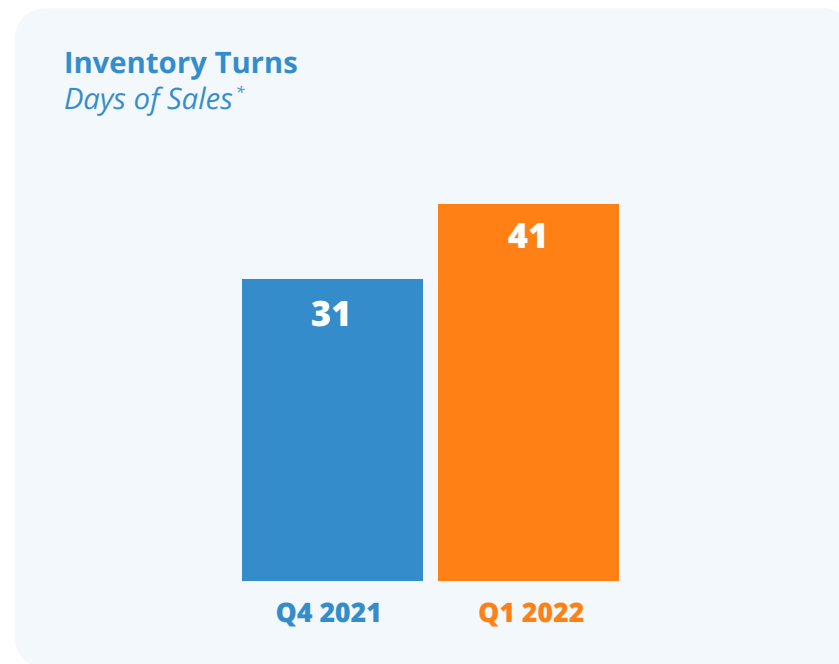
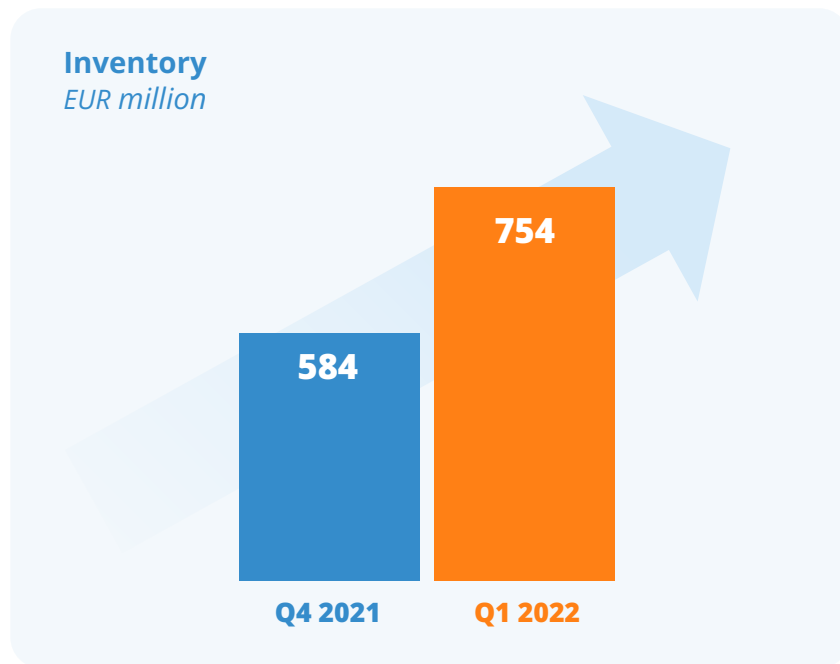
Differences may exist due to rounding

Segment: Retail (Autohero)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	Q1 2022	Q1 YoY
Units Sold	7,815	8,415	11,275	13,875	41,380	14,558	86.3%
Revenue (€m)	96.5	114.1	159.8	208.6	579.0	244.44	153.4%
ASP (€)	12,342	13,565	14,174	15,032	-	16,791	36.0%
Gross Profit (€m)	2.0	3.1	4.1	5.8	15.0	10.45	424.3%
GPU (€)	255	363	365	418	-	718	181.5%
<i>GP Margin</i>	2.1%	2.7%	2.6%	2.8%	2.6%	4.3%	2.2pp

Differences may exist due to rounding

In a Constrained Supply Environment we Efficiently Built up our Inventory to Match our Growth Targets



*Defined as average inventory during the period (calculated using the beginning and ending balance) divided by cost of sold vehicles for the period and multiplied by days per period