

ALLANE SE

Q2 2024 Update

23 August 2024

allane mobility group



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Agenda

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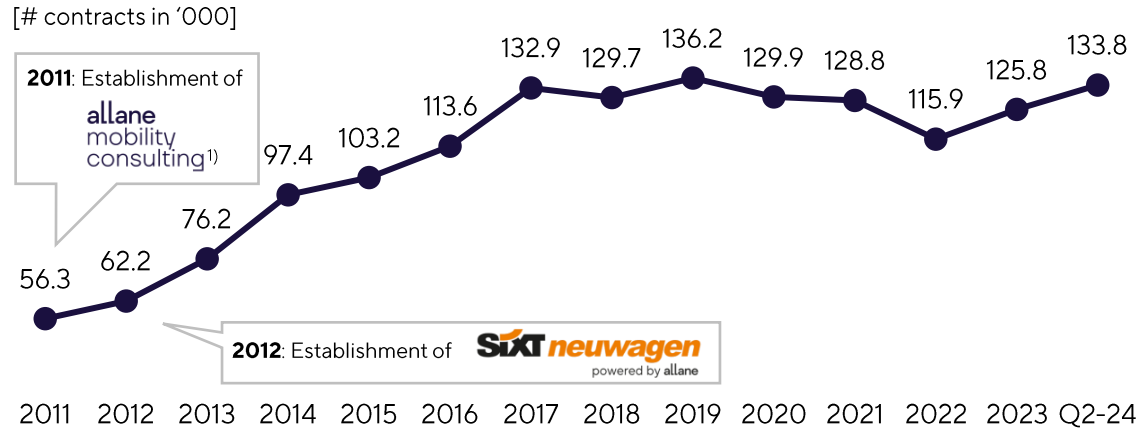


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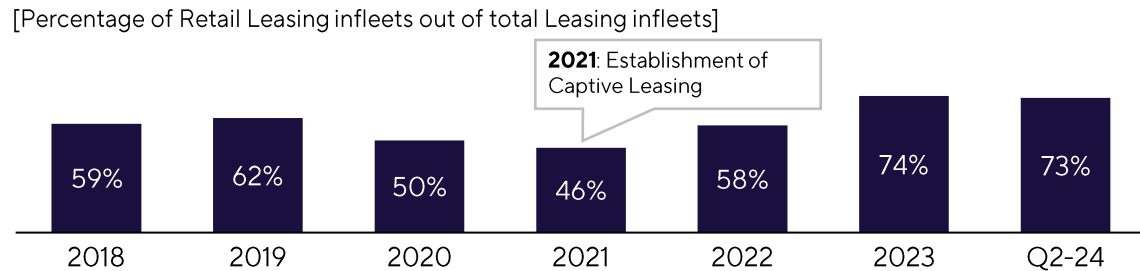
KPIs and Highlights Q2 2024

Group contract portfolio amounted to 133,800 contracts as of 30 June 2024, up 6.0% on the figure as of 31 December 2023 (125,800 contracts)

CONTRACT VOLUME INCREASES

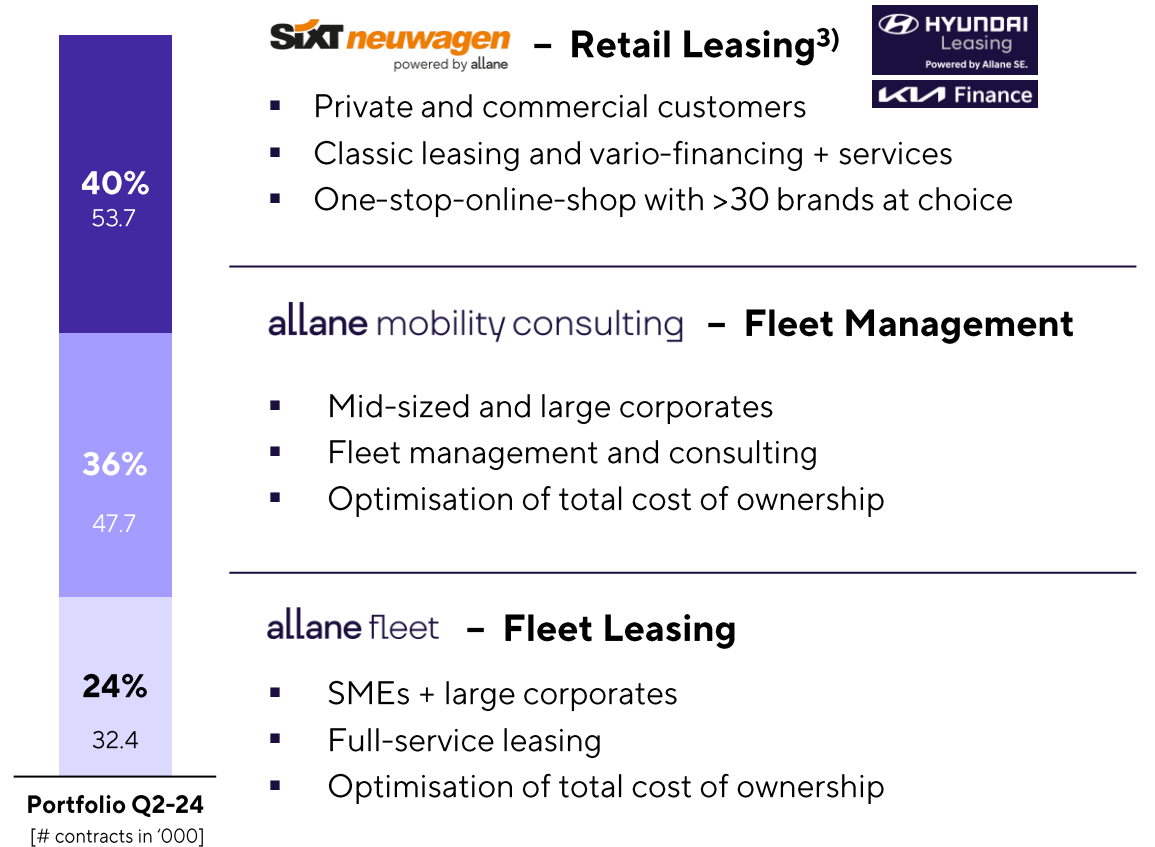


RETAIL LEASING SHARE IN NEW BUSINESS



1) Founded as Sixt Mobility Consulting
 2) Due to rounding it is possible that selected figures do not add up to the overall amount recorded
 3) Retail Leasing includes Online Retail & Captive Leasing

WELL DIVERSIFIED CONTRACT PORTFOLIO²⁾



SIXT neuwagen - Retail Leasing³⁾
powered by allane



- Private and commercial customers
- Classic leasing and vario-financing + services
- One-stop-online-shop with >30 brands at choice

allane mobility consulting - Fleet Management

- Mid-sized and large corporates
- Fleet management and consulting
- Optimisation of total cost of ownership

allane fleet - Fleet Leasing

- SMEs + large corporates
- Full-service leasing
- Optimisation of total cost of ownership

Consolidated operating revenue increased by 17.6% to EUR 359.5m (H1 2023: EUR 305.7m), EBT decreased to EUR -11.4m (H1 2023: EUR 6.9m)

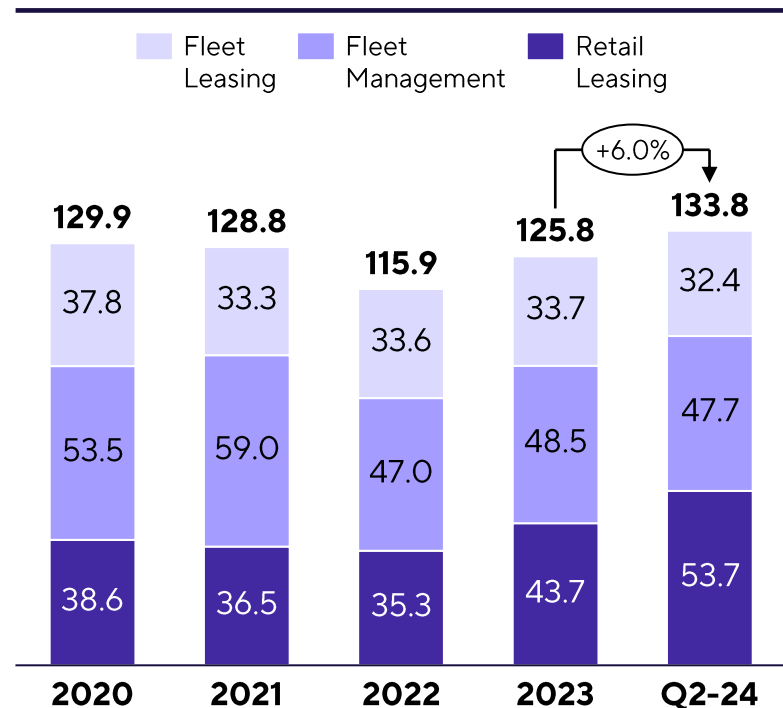
| | Q2 2024 | Q4 2023 | Change (in %) |
|-----------------------------------------------------------|----------------|----------------|----------------------|
| Contract portfolio (incl. order book)¹⁾ | | | |
| Allane Mobility Group | 133,800 | 125,800 | 6.0 |
| Retail Leasing | 53,700 | 43,600 | 23.1 |
| Fleet Leasing | 32,400 | 33,700 | -3.8 |
| Fleet Management | 47,700 | 48,500 | -1.6 |
| Financials (in EUR million) | | | |
| | H1 2024 | H1 2023 | Change (in %) |
| Operating revenue | 359.5 | 305.7 | 17.6 |
| EBITDA | 147.7 | 98.5 | 49.8 |
| EBT | -24.6 | 6.9 | >-100.0 |
| Operating return on revenue (%) | -11.4 | 4.4 | -15.8 points |

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

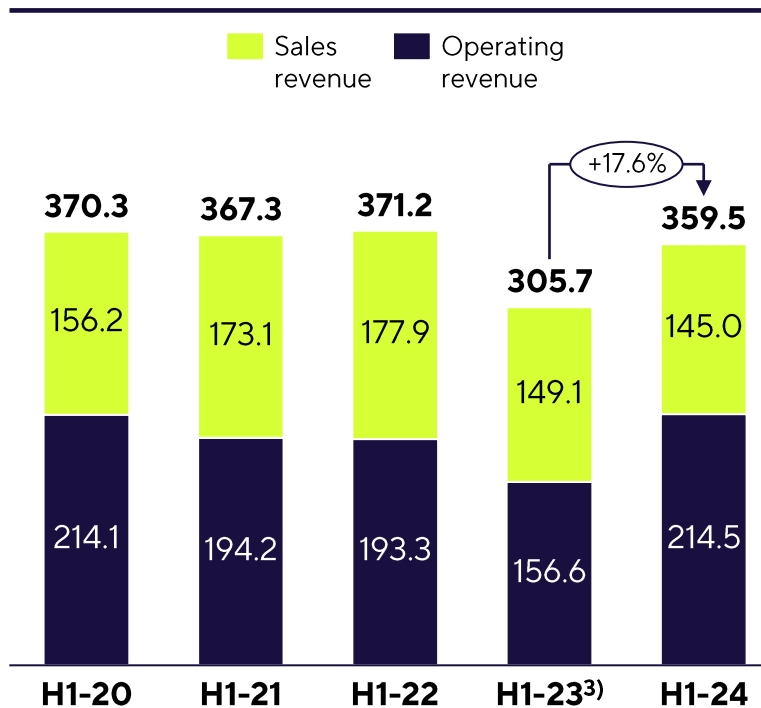
02 Financials H1 2024

EBT decreased to EUR -11.4m (H1 2023: EUR 6.9m), due to extraordinary depreciation on leased assets caused by negative market value developm.

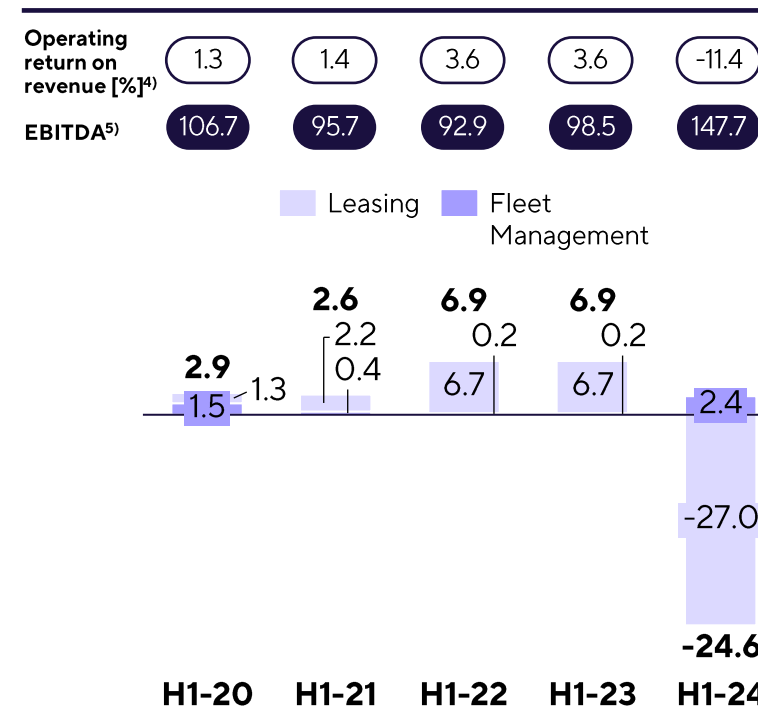
CONTRACT PORTFOLIO [‘000]²⁾



REVENUE [EUR m]



EBT [EUR m]



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. Additionally, in accordance with IFRS 15 revenue recognition changed for some service-components from recognition as a Principal to an Agent (therefore values for H1 2023 were adjusted on a net-basis)

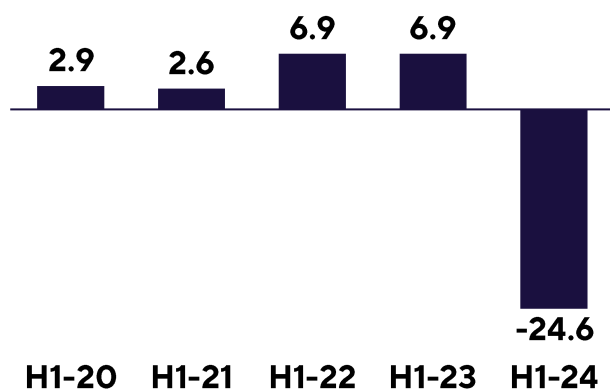
4) Ratio of earnings before taxes (EBT) to operating revenue

5) Earnings before interest, taxes, depreciation and amortization

Group and Leasing-EBT negatively impacted by extraordinary depreciation, Fleet Management >100% above previous year

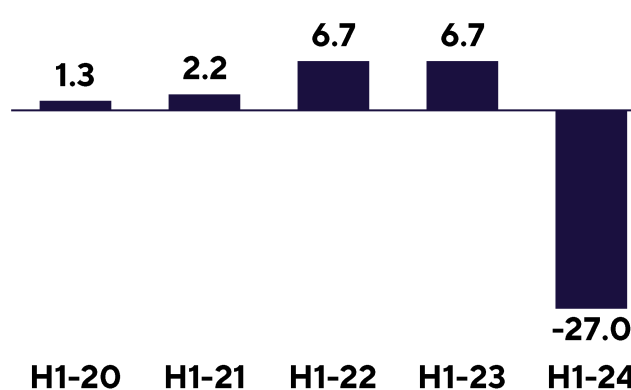
GROUP EBT [EUR m]

| | | | | | |
|-----------------------------------------------|-------|------|------|------|-------|
| Operating return on revenue [%] ²⁾ | 1.3 | 1.4 | 3.6 | 3.6 | -11.4 |
| EBITDA ³⁾ | 106.7 | 95.7 | 92.9 | 98.5 | 147.7 |



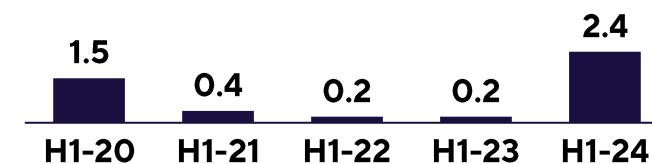
LEASING EBT [EUR m]

| | | | | | |
|---------------------------------|-------|------|------|------|-------|
| Operating return on revenue [%] | 0.7 | 1.3 | 4.1 | 4.0 | -13.3 |
| EBITDA | 105.1 | 95.2 | 92.6 | 98.3 | 145.2 |



FLEET MANAGEMENT EBT [EUR m]

| | | | | | |
|---------------------------------|-----|-----|-----|-----|------|
| Operating return on revenue [%] | 6.4 | 1.7 | 0.6 | 0.9 | 21.7 |
| EBITDA | 1.6 | 0.5 | 0.3 | 0.3 | 2.4 |



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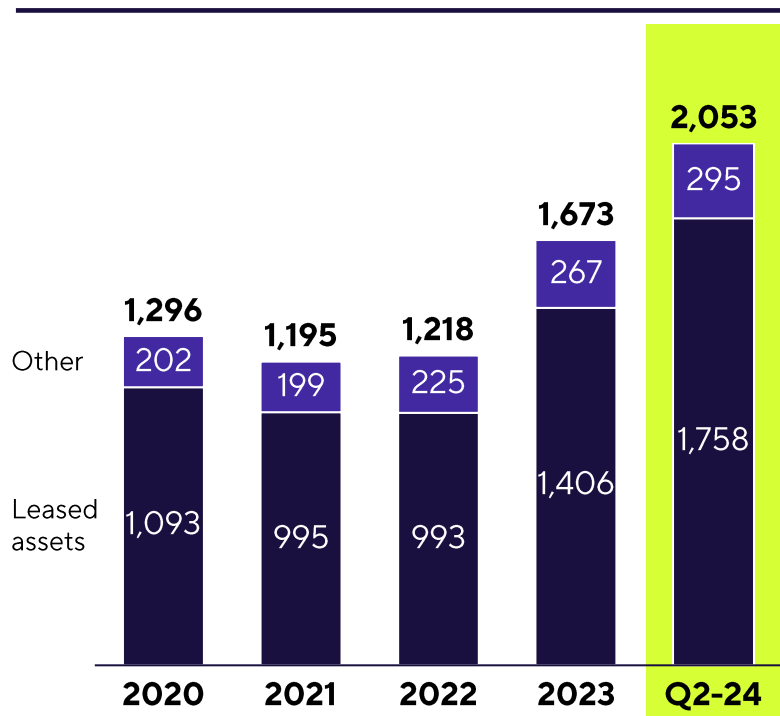
2) Ratio of EBT to operating revenue

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

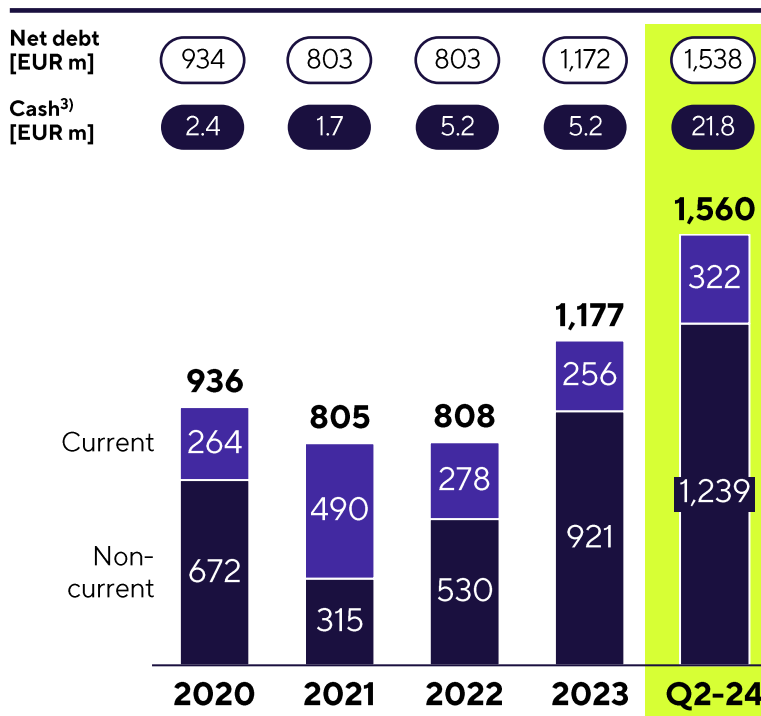
4) According to IFRS 15 in FY 2023 change from revenue recognition as a Principal (gross-basis) to an Agent (net-basis) (adjusted values for Q1 2023)

Leased assets over EUR 1.7bn – Equity decreased by EUR 20.3m or 8.5% compared to FY 2023. Equity ratio fell by 3.6 percentage points to 10.6%

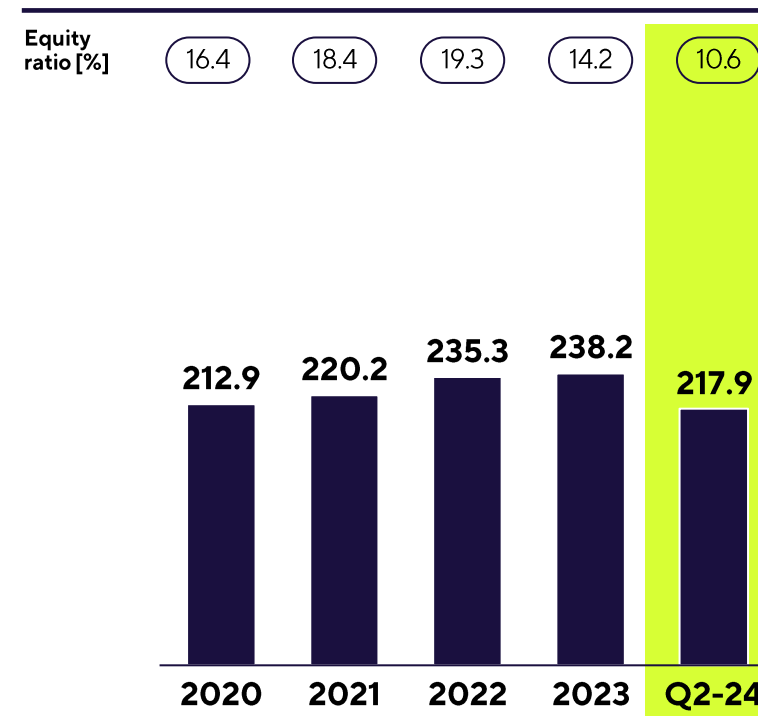
TOTAL ASSETS [EUR m]¹⁾



FINANCIAL LIABILITIES [EUR m]²⁾



EQUITY [EUR m]



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

3) Bank balances / cash

Balanced maturity profile of the financing

| FINANCIAL LIABILITIES | | | | | | |
|------------------------------------------------|-------|-------|-------|-------|-------|----------------|
| (in EUR m) | 2024 | 2025 | 2026 | 2027 | 2028+ | Total |
| Asset backed securities (ABS) programme | 62.9 | 106.4 | 148.1 | 183,7 | 102,4 | 603.5 |
| SCB loans | - | 70.0 | 230.0 | 260.0 | 200.0 | 760.0 |
| Bank loans | 155.0 | - | - | - | - | 155.0 |
| Total | | | | | | 1,518.5 |
| Bank balances | | | | | | 21.4 |
| Net debt | | | | | | 1,497.1 |

KEY FINANCING INSTRUMENTS

ABS:

- The ABS transaction was reactivated in December 2023 and the revolving period runs until November 2024
- Up to EUR 700 million commitment to be adjusted on monthly basis to minimize commitment fees
- Expectation of reaching the maximum commitment of EUR 700 million in August
- The aim is to increase the ABS on the basis of the current price conditions
- Contact initiated with a third bank in addition to the existing banks Commerzbank and LBBW for a possible increase of the ABS transaction by a further EUR 350 million

03 Outlook

Forecast for 2024: Return to the growth path expected with an increase of the contract portfolio up to 130,000 to 150,000 contracts

| | 2024 | 2023 |
|---------------------------------|--------------------------------------------------|-------------------|
| Contract portfolio | | |
| Group | In a range between 130,000 and 150,000 contracts | 125,800 contracts |
| Financials | | |
| Operating revenue ¹⁾ | In a range between EUR 350m and EUR 400m | EUR 342.7m |
| EBT ²⁾ | In a range between EUR -25m and EUR -35m | EUR 12.6m |

- The 2024 financial year will also be subject to major uncertainties. The potential residual value risks, which may arise in particular as a result of the growing captive leasing business with the Hyundai and Kia brands, could have a negative impact on the 2024 financial year.
- In order to return to the growth path despite the uncertain exogenous factors, the Allane Mobility Group is systematically pursuing the “FAST LANE 27” growth strategy presented in 2022. Among other things, the strategy includes the further establishment of partnerships with Hyundai and Kia as one of the key drivers of future growth.
- Based on its solid net assets, financial position and results of operations as well as the aforementioned developments, the Allane Mobility Group is confident about 2024.

04 Appendix

Allane Mobility Group: Revenue and earnings performance H1 2024¹⁾

in EUR million

| | H1 2024 | H1 2023 | Change in % |
|-----------------------------------------------------|--------------|--------------|-------------------|
| Operating revenue | 214.5 | 156,6 | 37,0 |
| Sales revenue | 145.0 | 149.1 | -2.8 |
| Revenue | 359.5 | 305.7 | 17.6 |
| thereof Leasing business unit | 347.9 | 294.1 | 18.3 |
| thereof Fleet Management business unit | 11.6 | 11.6 | -0.6 |
| Expenses for vehicle fleet and leased assets | 174.0 | 167.1 | 6.9 |
| Personnel expenses | 29.7 | 28.2 | 5.6 |
| Other operating profit/expenses | -7.8 | -10.3 | -24.3 |
| EBITDA | 147.7 | 98.5 | 49.8 |
| Depreciation and amortization | 153.5 | 86.9 | 76.6 |
| Financial result | -18.7 | -4.7 | >+100.0 |
| EBT | -24.6 | 6.9 | >-100.0 |
| <i>Operating return on revenue (%)²⁾</i> | -11.4 | 4.4 | -15.8 points |
| Income taxes | -6.1 | 2.5 | >-100.0 |
| Consolidated net income | -18.4 | 4.4 | >-100.0 |
| Earnings per share – basic and diluted (euros) | -0.89 | 0.21 | |

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