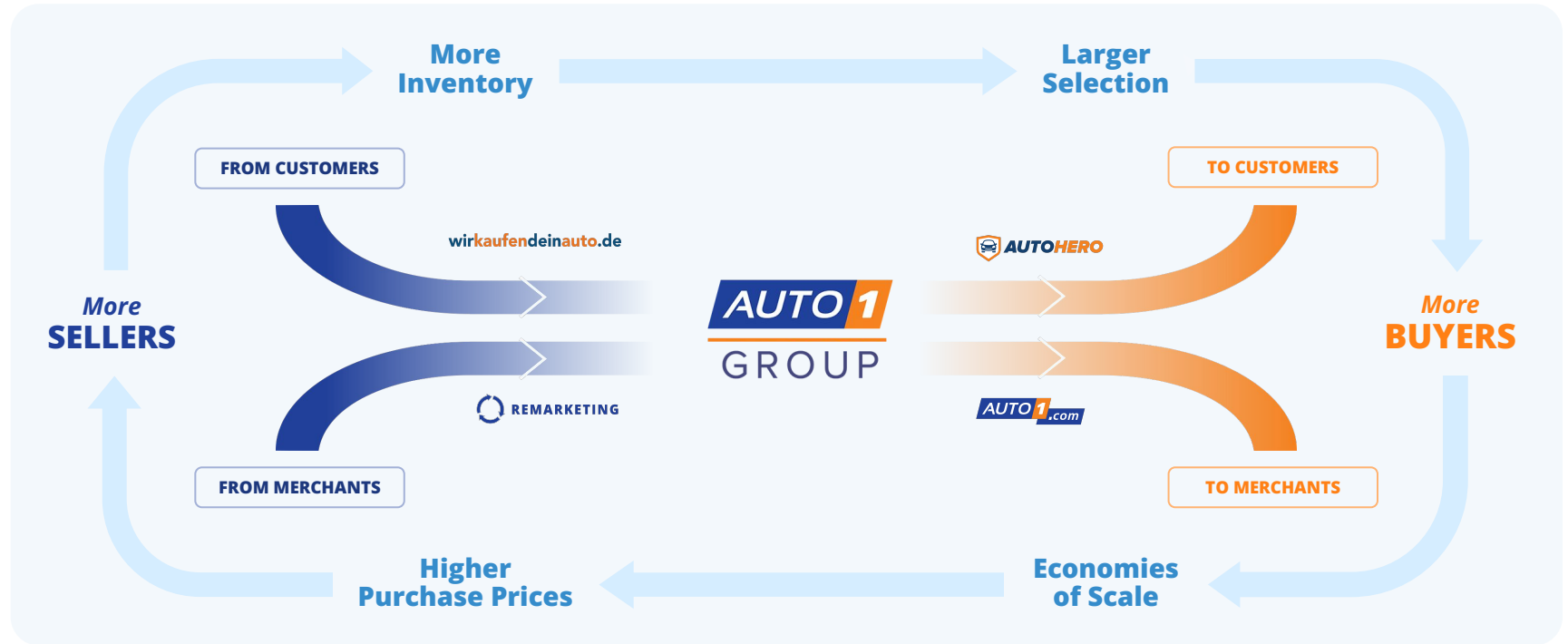


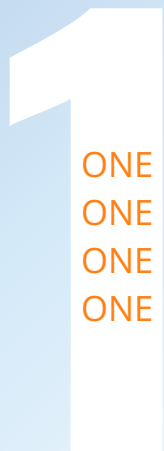
Wells Fargo TMT Summit

Building the Best Way to Buy and Sell Cars Online

Four Trading Channels That Makes Us The European Market Leader



We Trade 600,000 Cars Annually, Making us the Industry Leader in a Massive Market



ONE COMPANY
ONE PLATFORM
ONE TECHNOLOGY
ONE PHILOSOPHY



Fastest Growing
Online Seller
in EU



Largest Buyer
from Private
Consumers



Digital
Aggregator
Across Europe



Leading
Automotive
Dataset



Fully Controlled
Used Car
Production



Integrated
Consumer
Financing



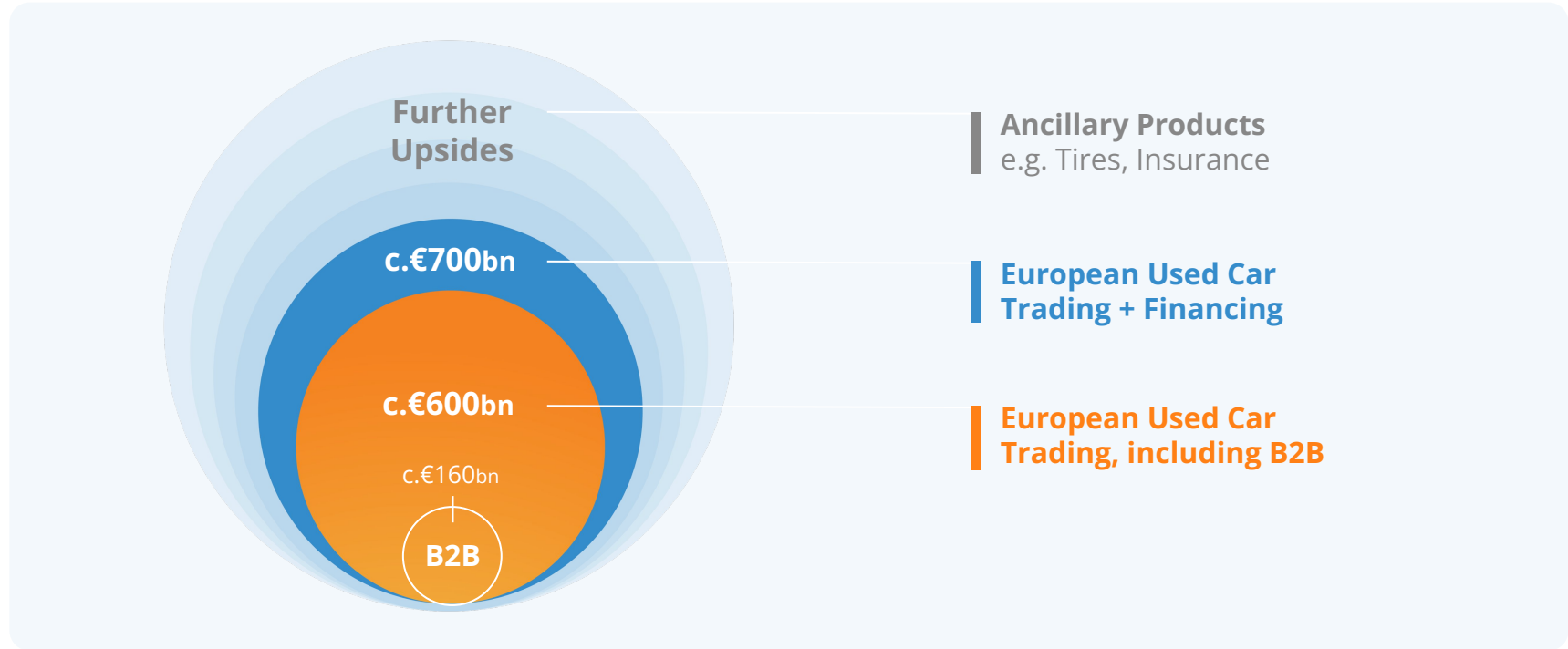
Scalable
Inventory
Financing



Proven
Management
Team

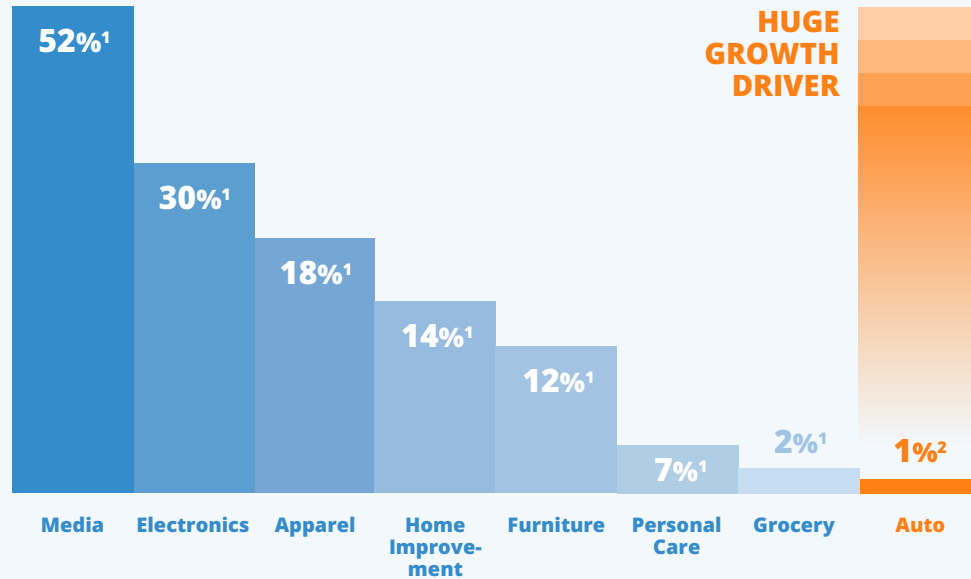
2. Market Overview

The European Used Car Market is huge



Source: OC&C, Finaccord. Note: Comprises EU27 and Norway, Switzerland, Ukraine, Albania, Bosnia, Herzegovina, North Macedonia, Republic of Moldova. Includes B2B transactions. Financing includes markets covered by Finaccord: Germany, France, Spain, Italy, Sweden, Poland, Netherlands, Belgium, Austria, Czechia, Denmark, Hungary, Ireland, Norway, Portugal, Switzerland.

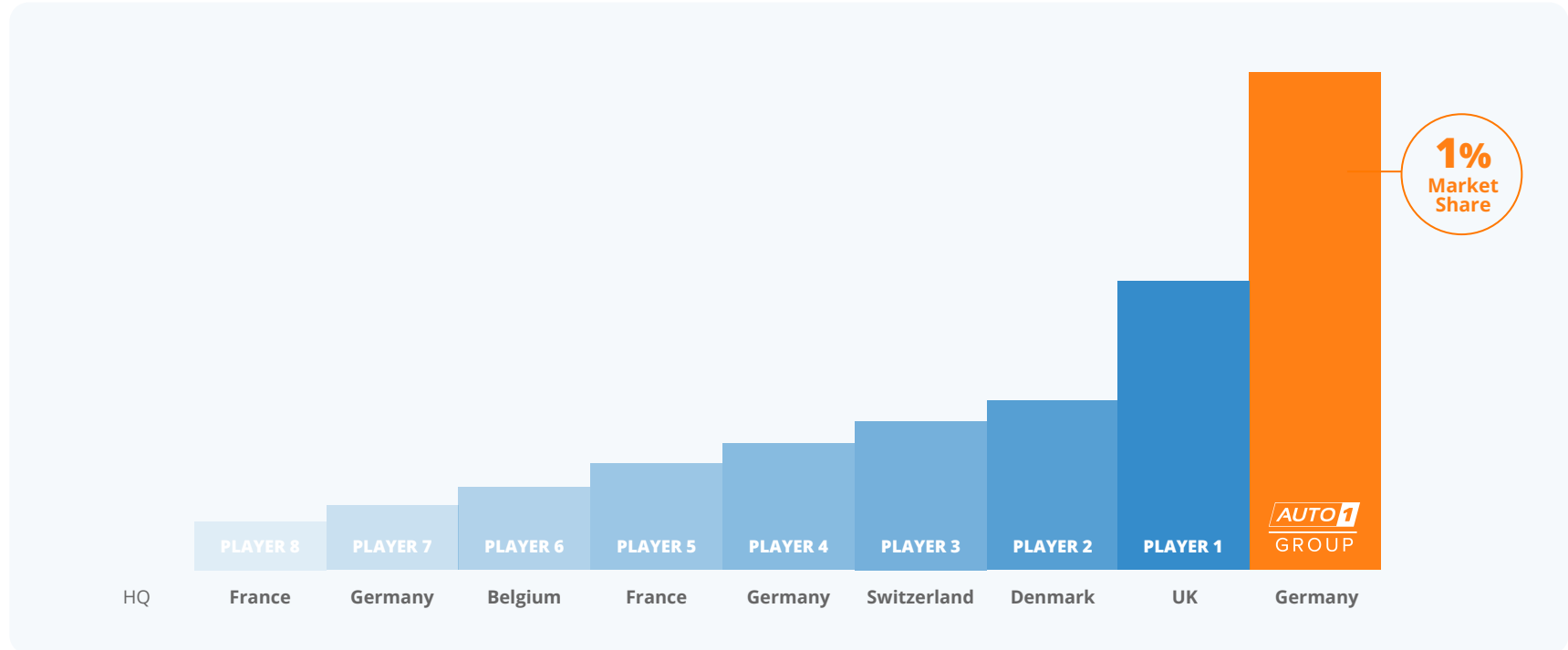
The European Used Car Market has the Lowest Online Penetration of any Consumer Category



€600bn

Used Auto is a **Huge** Commerce Vertical

We Are the Clear Leader in an Extremely Fragmented Market



Source: OC&C. Notes: 1. Company estimate. 2. Based on latest available sales of used cars (for dealerships in 2018, intermediaries in 2019), including LCVs and Passenger Cars, transacted in Europe from top 14 European dealers and intermediaries; excludes OEM-owned dealer groups (e.g. Porsche Holding Salzburg) and dealers focused on the UK, Russia, Ukraine, Belarus and Turkey. 3. Based on used cars sold by AUTO1 in 2019.

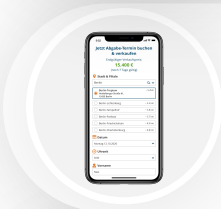
3. Sourcing

We Offer Maximum Convenience for Consumers to Sell Their Cars



Maximum Convenience

- **Fully digital** evaluation process
- **Convenient** drop-off locations & process



Fair Prices

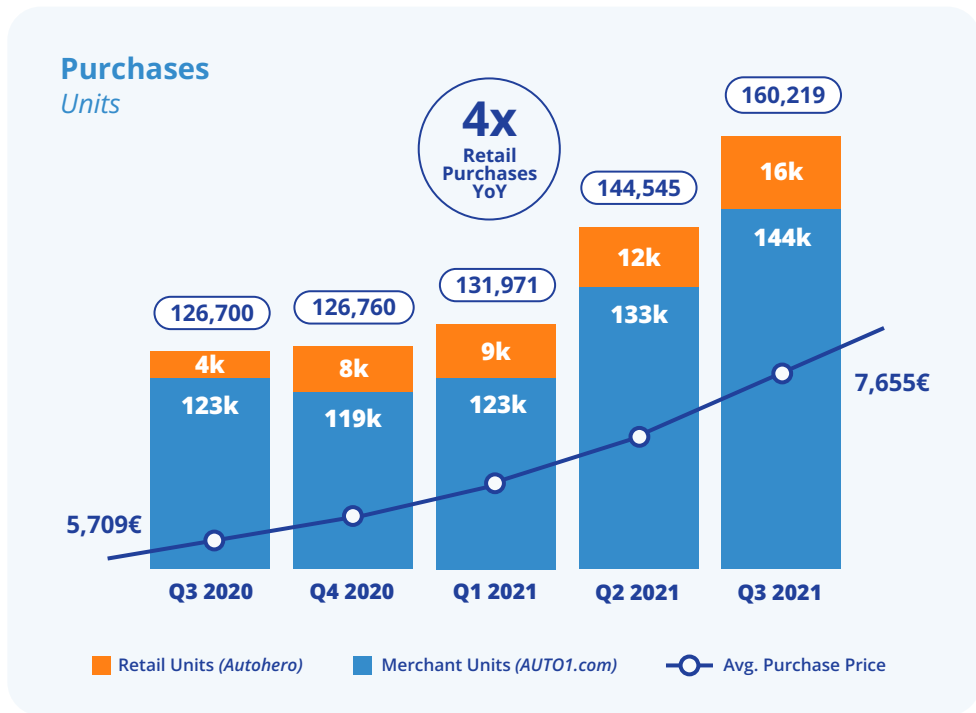
- **Instant and reliable** price quote online
- Purchase of **all relevant brands & models**



Instant Liquidity

- **Secure & fast** money transfer
- **Hassle-free** sale in 24h

With >160,000 Units in Q3 We Bought More Cars than Ever

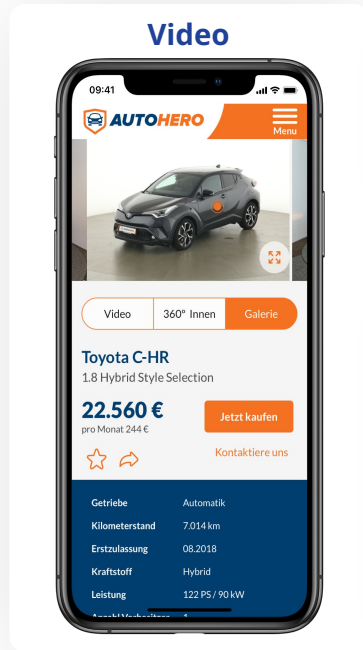


4. Our Business: Autohero and Merchant

We Are Building the Best Online-Only Used Car Dealer in Europe

	Customer Benefits	Autohero Benefits
 Broadest Inventory Online	No Need to Travel	Maximise Demand
 Easy Online Transaction	Haggle-Free	Efficient Processes
 Fully Controlled Production	High Quality Cars	Economies of Scale
 Home Delivery	Maximum Comfort	Brand Building without Showrooms
 Money-Back Guarantee	Maximum Safety	Maximum Consumer Trust
 Seamless Trade-in	Only Net Payment Required	Maximise Conversion

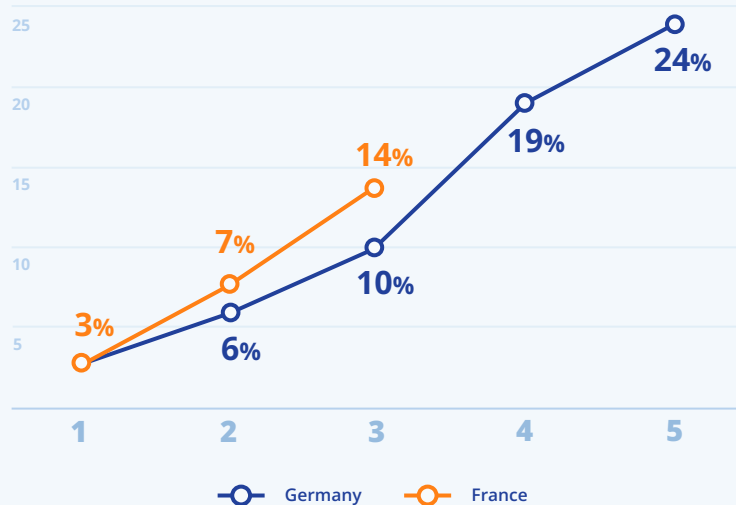
Our Online Experience Is Fully Immersive and Transparent



Our Marketing Investments are Building Material Brand Awareness Across Europe

Brand Awareness

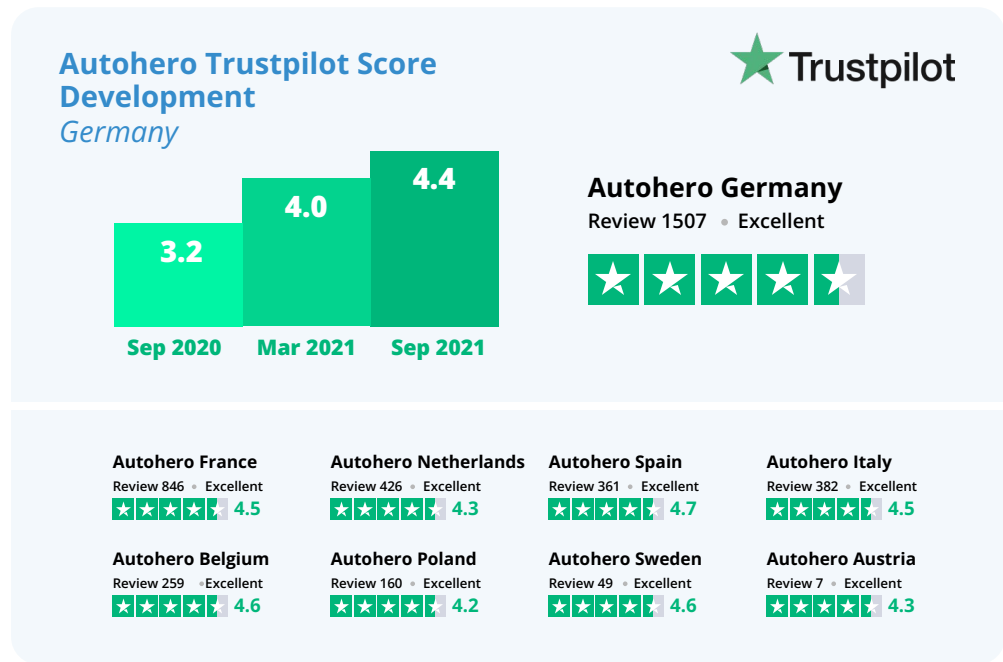
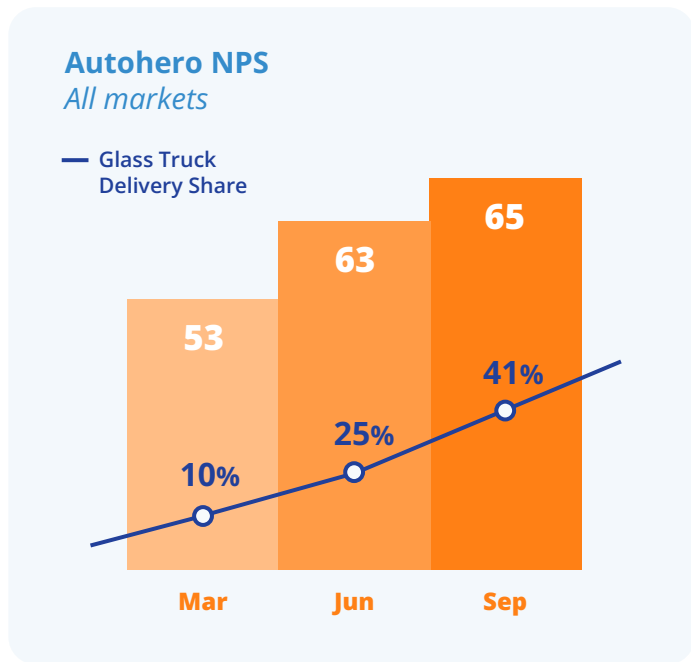
Quarters since launch of brand building¹



1. Source: YouGov, end of Q3 2021, age group 18-64 years



Our Relentless Consumer Focus Drives Industry-leading NPS and Excellent Trustpilot Scores

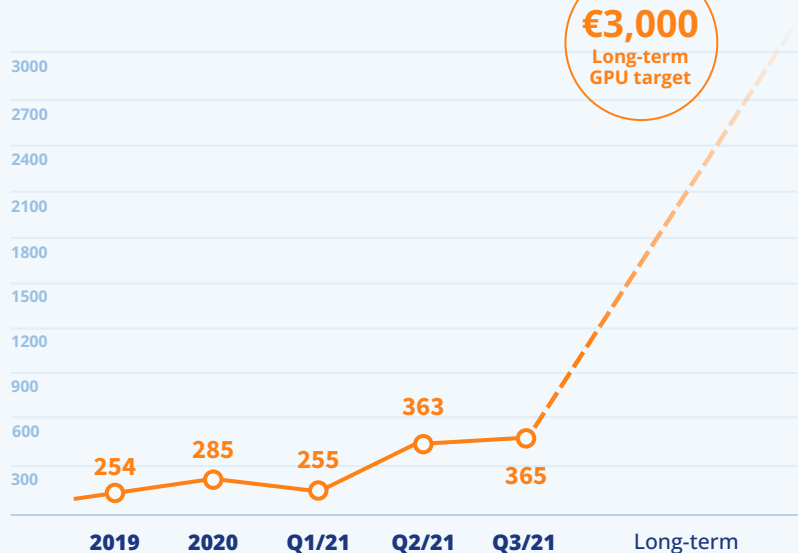


Source: Trustpilot (02 Nov 2021)

We Have a Clear Roadmap to Our Long-Term GPU of EUR 3,000

Retail GPU

EUR



Long-Term Driver of GPU Expansion

Potential Impact
EUR

Reduce average days to sale and cross border selling	500 - 700
Smart pricing for purchasing	400 - 600
Cost of sales efficiencies	50 - 100
Increase in-house production	500 - 700
In-house financing	800 - 1,000
Increase conversion of additional products and services	100 - 200

Our Key Focus is Quality and Best-in-Class Car Presentation



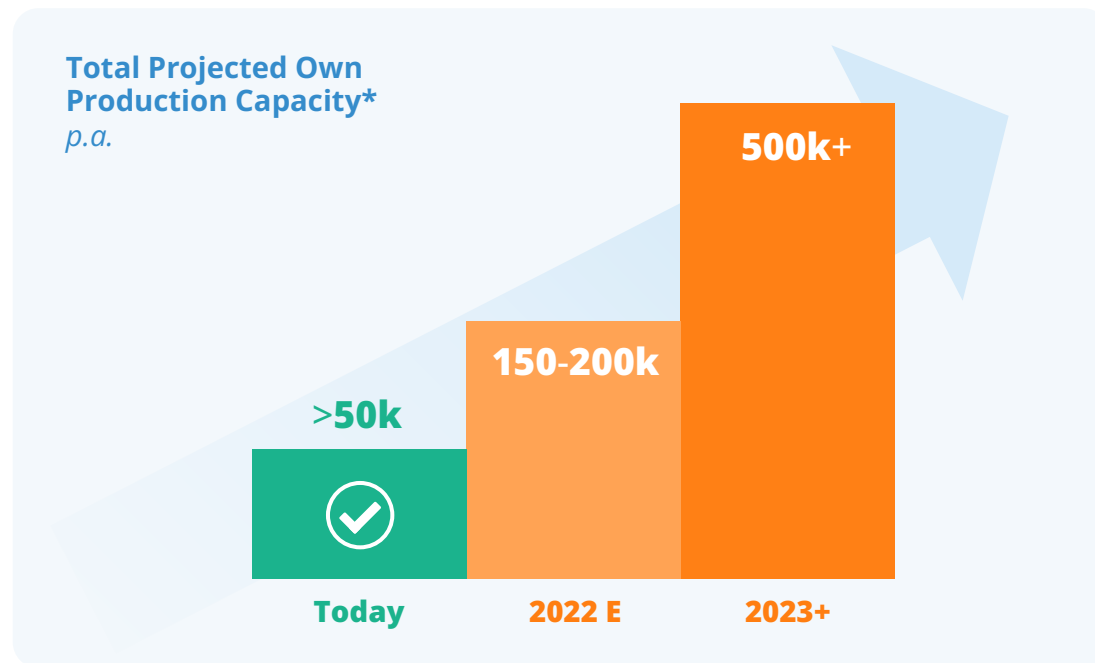
FOCUS ON QUALITY

- | Industry leading quality standard
- | Quality gates along the entire value chain
- | 22 refurbishment centers across Europe

BEST-IN-CLASS PRESENTATION

- | In-house process of taking pictures and videos
- | Unique experience of buying a car online
- | Standardised Photobooth solution

We Secured our 2021 Used Car Production Capacity Target and are on Track for Further Rollout



552

Total Number of Employees
in Used Car Production

*Full capacity at maximum utilization

AUTO1.com is the largest wholesale platform in Continental Europe!

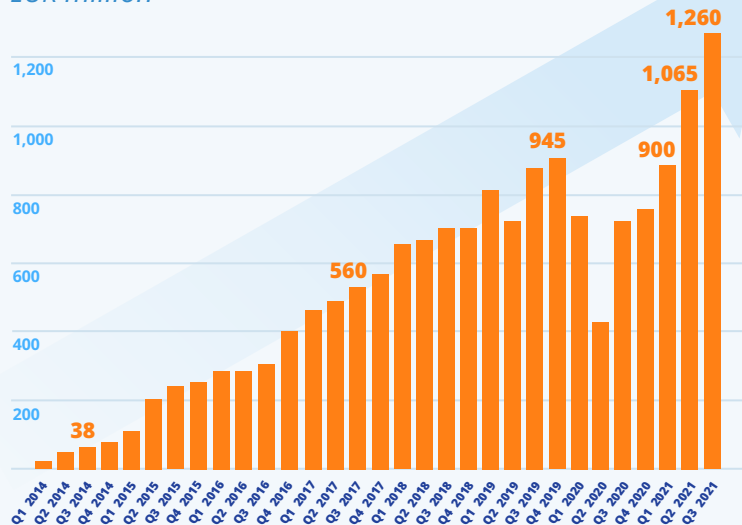


5. Current Trading (Q3 2021)

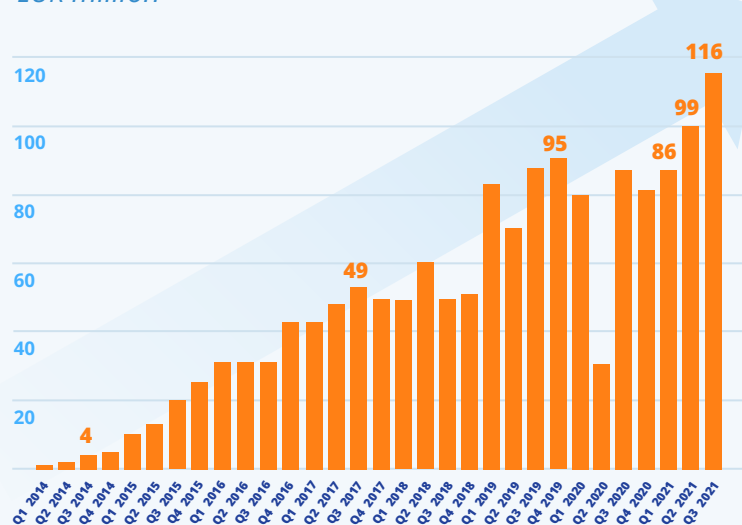
We Are Building the Largest and
Most Profitable Car Dealer in the EU

Our Q3 Results Reflect Our long-term Revenue and Gross Profit Track Record

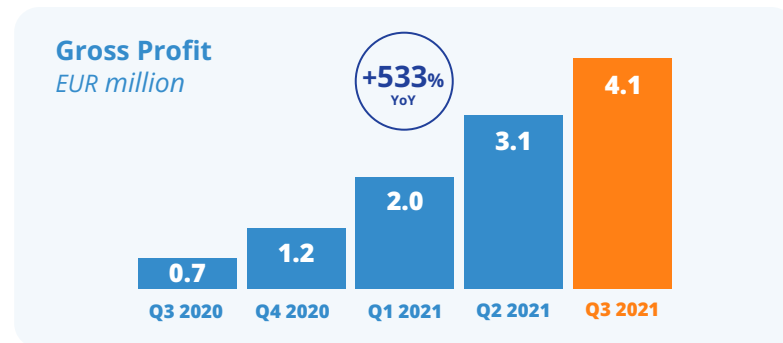
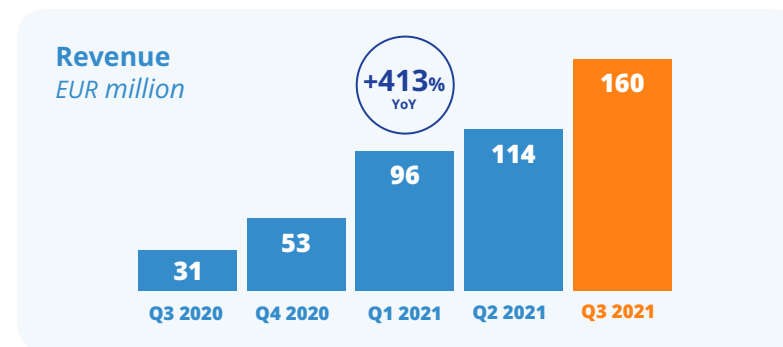
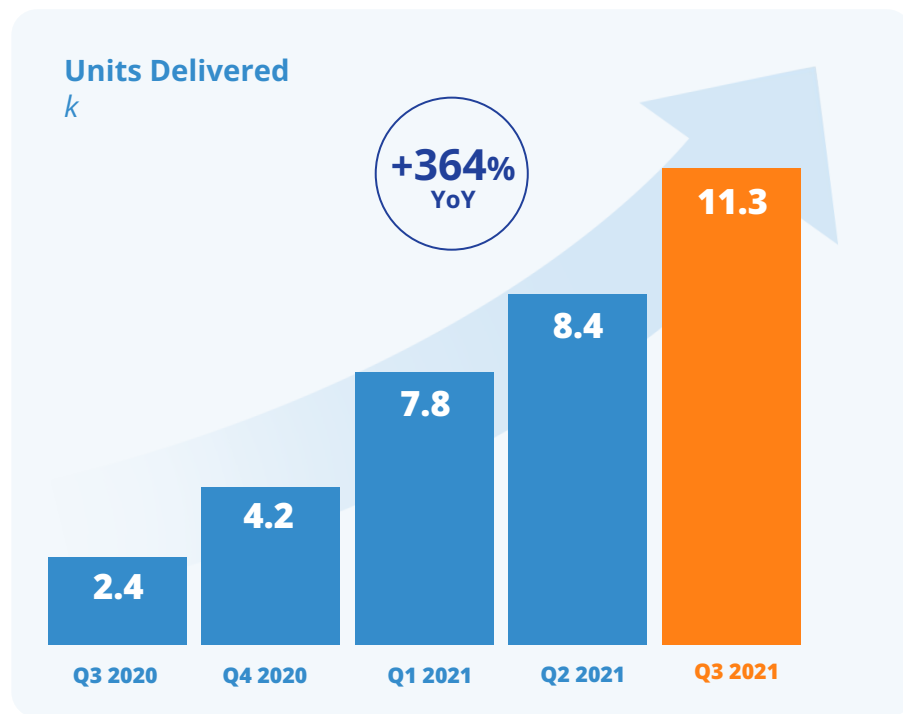
Revenue
EUR million



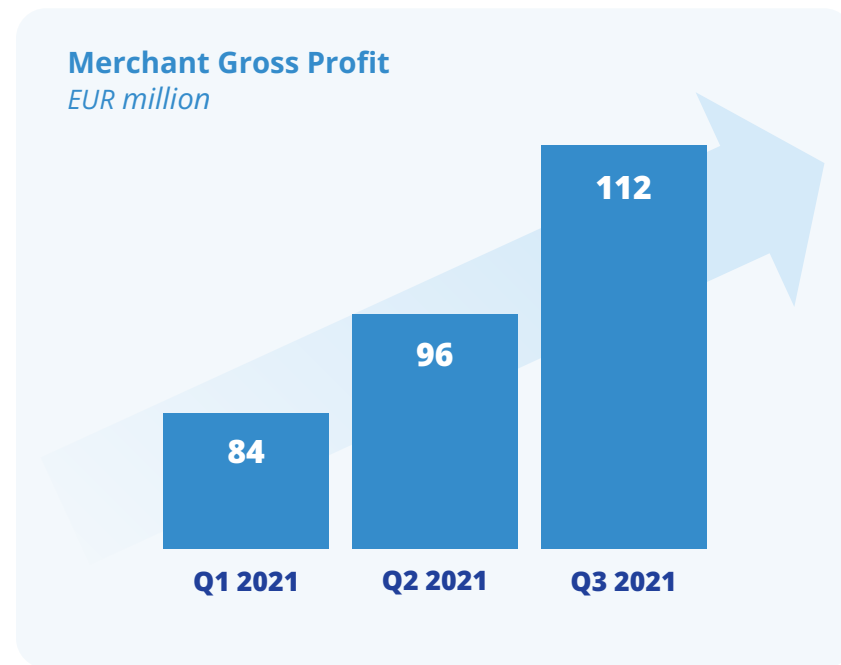
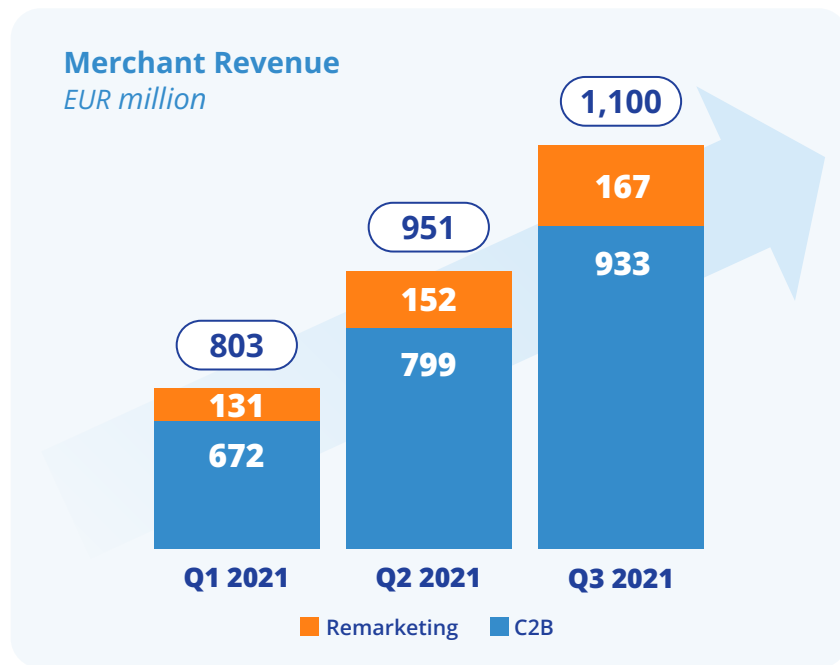
Gross Profit
EUR million



Autohero Delivers a Record Quarter on Units, Revenue and Gross Profit

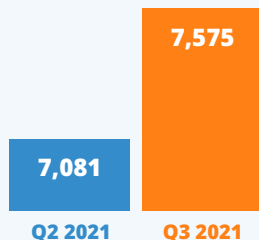


Our Merchant Business Alone Achieved More Than EUR 1 Billion Revenue and More than EUR 100 Million Gross Profit in Q3

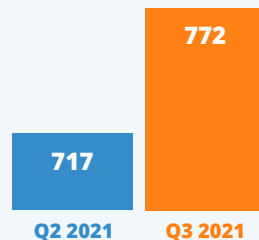


Our Merchant Business Continues to Deliver Record Quarters

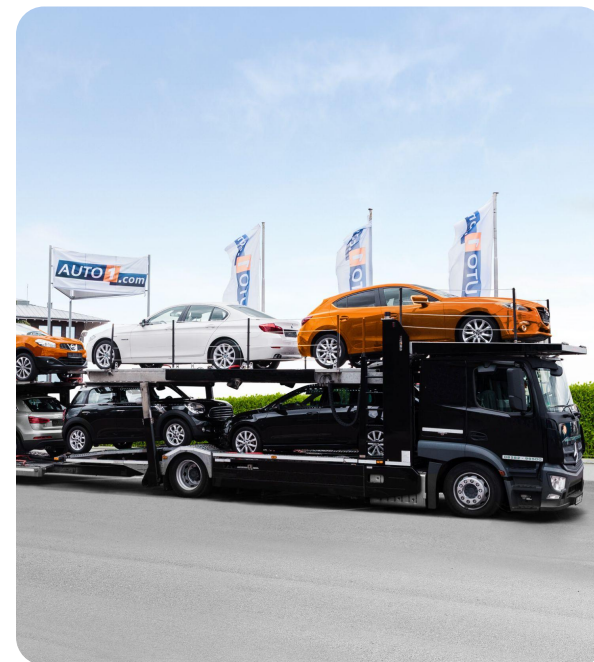
Merchant ASP
EUR



Merchant GPU
EUR



- Strategic OEM sourcing partnerships, as well as our award-winning price indicator tool, demonstrate the strength of our sourcing technology and processes
- Our powerful Merchant network creates demand to enable AUTO1 to source the widest depth and breadth of used cars across all channels



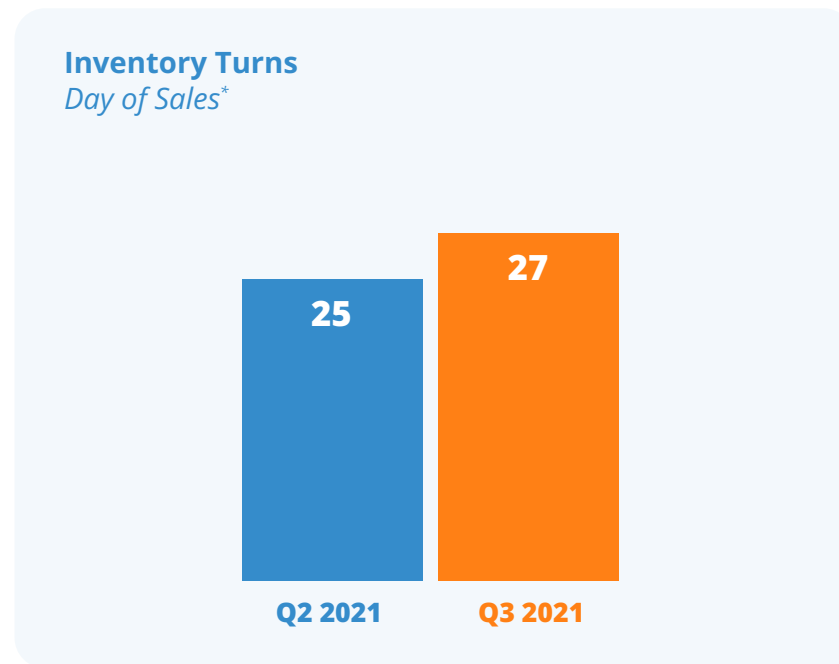
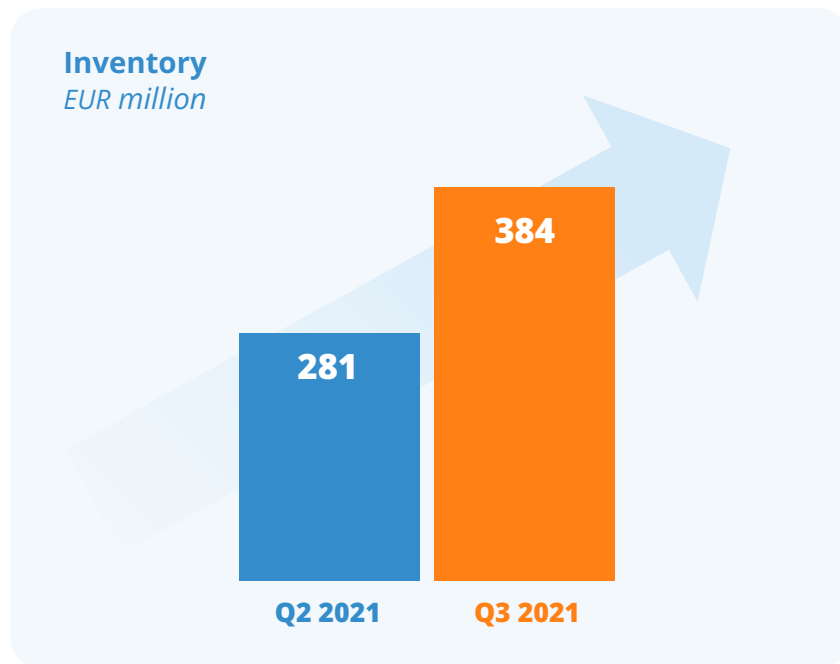
We Achieved a Record Quarter in Q3 2021 on all Metrics

<i>EUR million</i>	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Cars Sold, #k	120	117	131	143	157
<i>Merchant: C2B</i>	100	98	106	116	127
<i>Merchant: Remarketing</i>	17	15	17	18	18
<i>Retail (Autohero)</i>	2.4	4.2	7.8	8.4	11.3
Revenue	769.4	779.1	899.5	1,065.1	1,260.2
<i>Merchant: C2B</i>	629.7	609.5	671.8	799.0	933.1
<i>Merchant: Remarketing</i>	108.5	116.9	131.3	152.0	167.2
<i>Retail (Autohero)</i>	31.2	52.7	96.4	114.1	159.8
Gross Profit	86.7	82.8	86.4	99.3	116.3
GPU (€)	725	706	662	695	743
<i>Merchant GPU</i>	734	721	688	717	772
<i>Retail (Autohero) GPU</i>	268	290	255	363	365
Opex	(71)	(105)	(101)	(122)	(141)
Adjusted EBITDA	16.0	(22.1)	(14.3)	(22.9)	(24.7)
<i>Adjusted EBITDA Margin</i>	2.1%	(2.8)%	(1.6)%	(2.1)%	(2.0)%

Differences may exist due to rounding

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

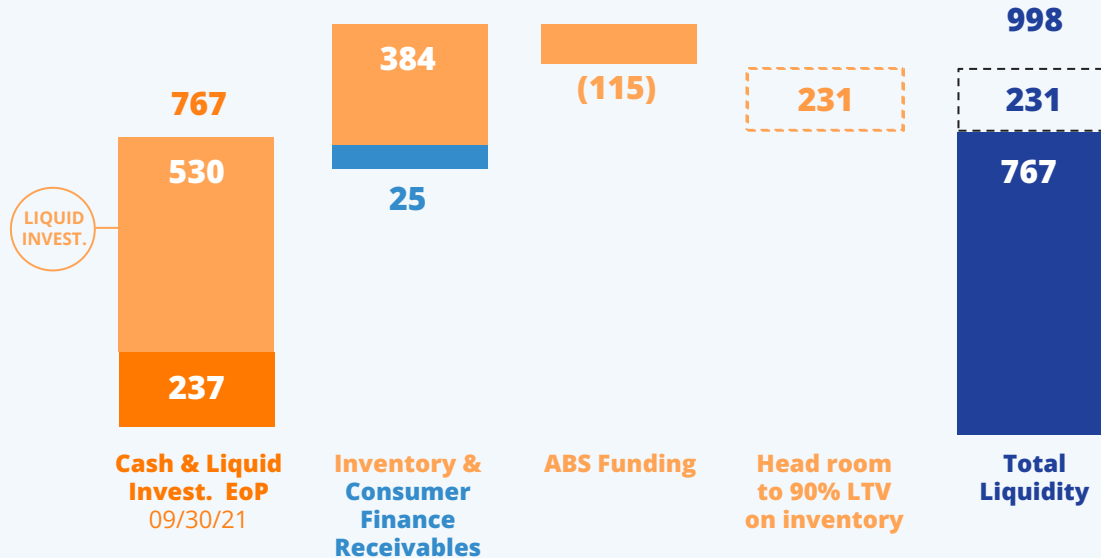
In a Constrained Supply Environment We Efficiently Built up our Inventory to Match our Growth Targets



*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

We Have ca. €1 Billion of Available Liquidity to Build Europe's Largest and Most Profitable Car Retailer

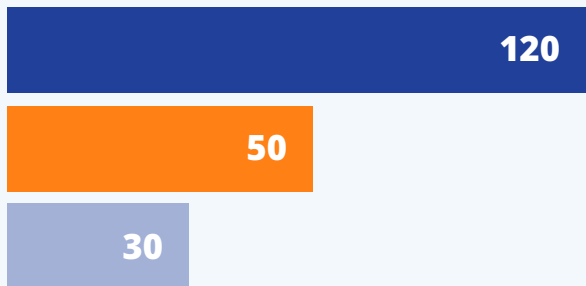
EUR million



Headroom based on 90% of Inventory less drawn ABS Funding

We are Pulling Forward Capex Investments to Match Tremendous Customer Demand

Q4 2021 - YE 2023 CapEx
EUR million



■ Production Centers ■ Autohero Delivery Fleet ■ Others



Production Centers

- Assumes ~400,000 Cars Annual Capacity by YE 2023
- Most facilities rented, projecting ~€2mn/quarter by Q4 2023



We Are Increasing our Revenue and Gross Profit Guidance

Revenue

€4.5-4.6b

Previously €4.0-4.4b

Gross Profit

€415-425m

Previously €380-410m

Adj. EBITDA Margin

~-2.5%

Previously -2.5% to -3.0%

Units Group

~600k

Previously 592 - 623k

Units Merchant

~560k

Previously 554 - 580k

Units Autohero

40-42k

Previously 38-43k

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