

Introduction to AUTO1

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AUTO 1 GROUP

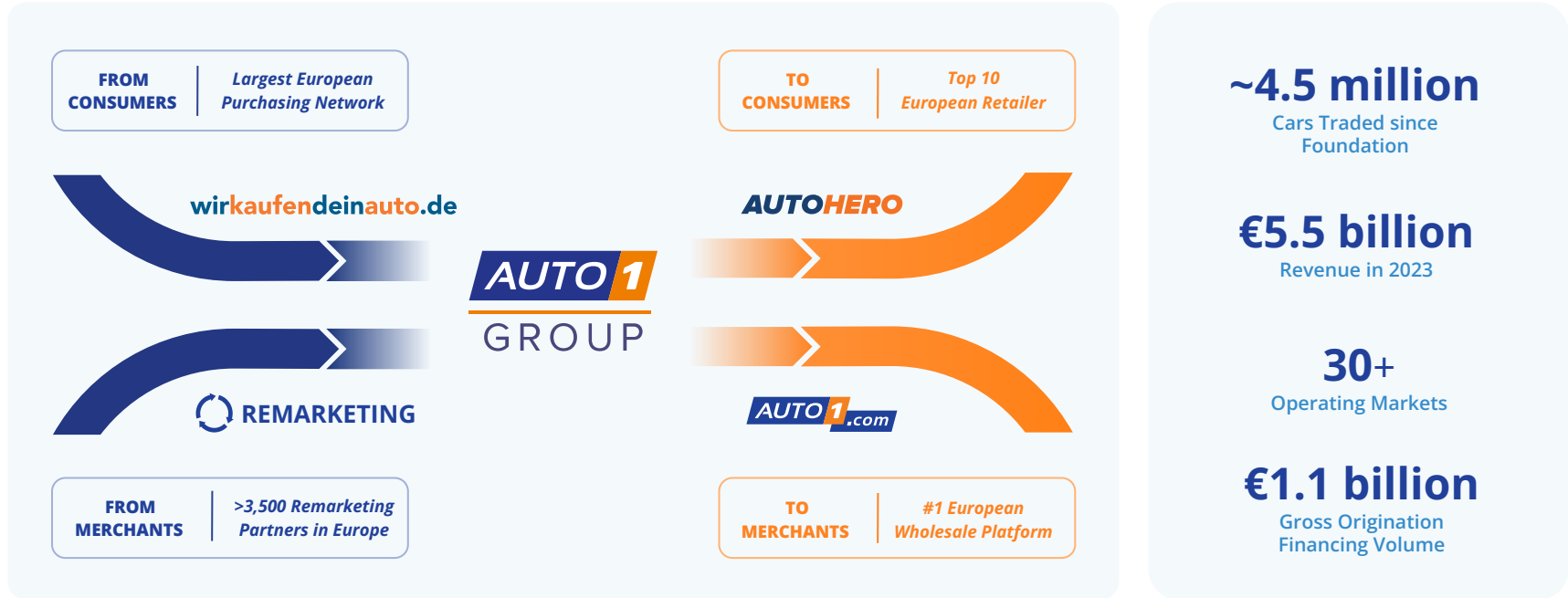
AUTOHERO

Kauf dein Auto einfach online

AUTO 1
GROUP

Europe's Used Car Market
on One Platform

A Data-Driven Platform to Maximize Value for Merchants and Customers in the Used Car Market



AUTO1 is Positioned for Growth and Market Leadership



Vast **Market Opportunity** in a Fragmented, Traditional Market



Innovative Technology Platform Leveraging Strong Brands



Massive **Autohero Opportunity** Supported by the Existing Platform



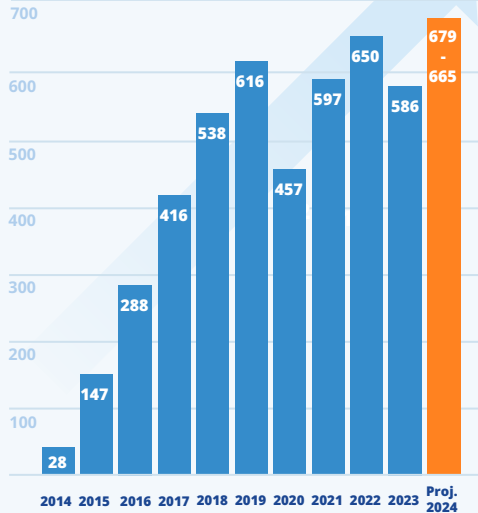
Margin Expansion Potential Through Embedded Digital **Financing Solutions**



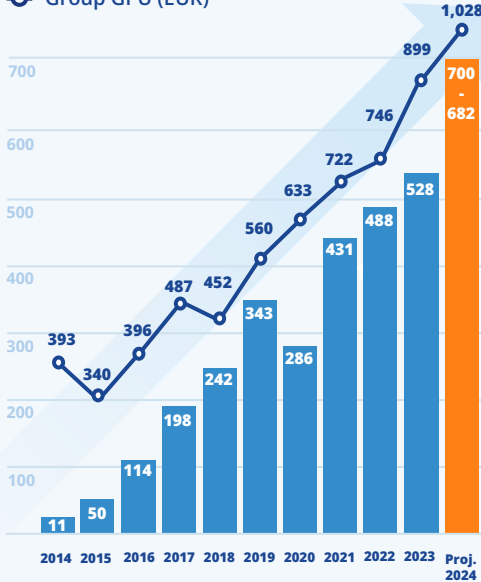
Uniquely Operationally Scaleable to **Gain Market Share** for Years to Come

Strong Execution Since Inception

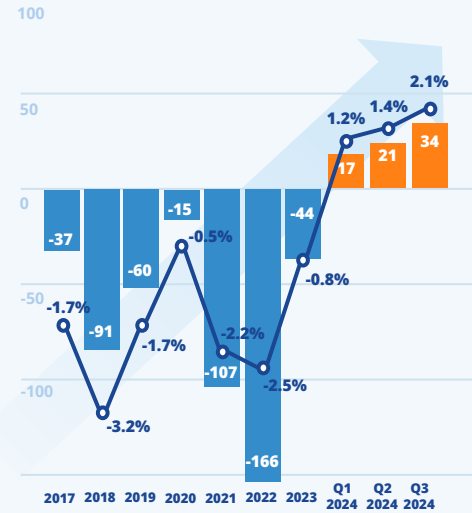
Group Units Sold
k Units



■ Group Gross Profit (EUR Million)
○ Group GPU (EUR)



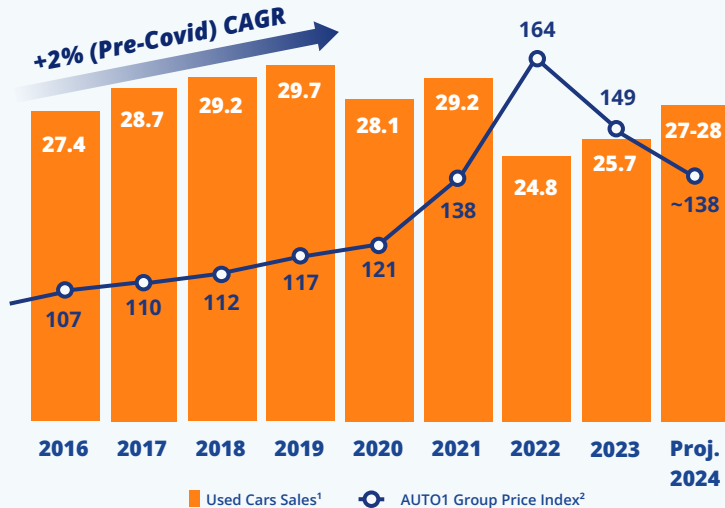
■ Group Adj. EBITDA (EUR Million)
○ Group Adj. EBITDA Margin (%)



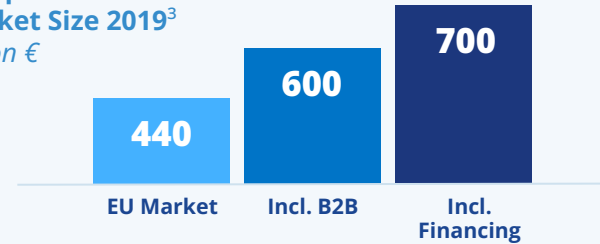
The European Used Car Market

The European Used Car Market is a Massive, Fragmented and Growing Market Still Catching up from Pandemic After-Effects

European Used Car Market Transactions
Million Units

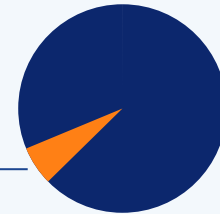


European Used Car Market Size 2019³
Billion €



Over 200,000 Used Car Dealers in Europe

Top 20 Dealers own less than 6% of the market



¹Consolidated Used Car Transactions of following markets: DE, FR, IT, ES, NL, BE, AT, SE, PT, PL, FI, DK, SK, CZ, EE, LT, LV, HR, RO, HU, BG, UA, GR (where Auto1 Group is present)

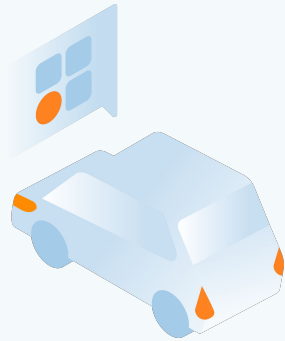
²Auto1 Group Price Index shows the monthly evolution of used car prices across Europe and is published on a monthly basis with a reference index of 100 for the year 2015

³Used Car Market Size and Dealer Statistic Comprises EU27 and Norway, Switzerland, Ukraine, Albania, Bosnia and Herzegovina, North Macedonia, Republic of Moldova (excluding Bulgaria, Iceland, Cyprus, Malta)

Industry-Specific Characteristics Have Historically Constrained Scalability and Inhibited Consolidation



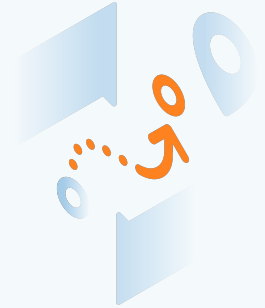
**Price
Intransparency**



**Product
Uniqueness**



**Capital
Intensity**



**Complex
Logistics**

Industry Characteristics have Resulted in a Fragmented and Localized Used Car Ecosystem



A Unique Platform Leveraging Strong Brands

AUTO1's Integrated Platform Combines Pricing, Operational Processes and Capital to Achieve Long-term Scalable Growth



Pricing Data

4.5 Mn.
Cars Traded
since Inception

90 sec to 1st Price
With AI driven Online
Valuation
87% AI-Pricing Share



Instant Inventory

30k Dealer Cars
16k Retail Cars

**Lowest Cost of Capital
And Scalable Balance
Sheet Management**



Scalable Operations

486+ Branches
100+ Logistic Hubs

3 Strong Brands
wirkaufendeinauto.de **AUTOHERO**
AUTO1.com

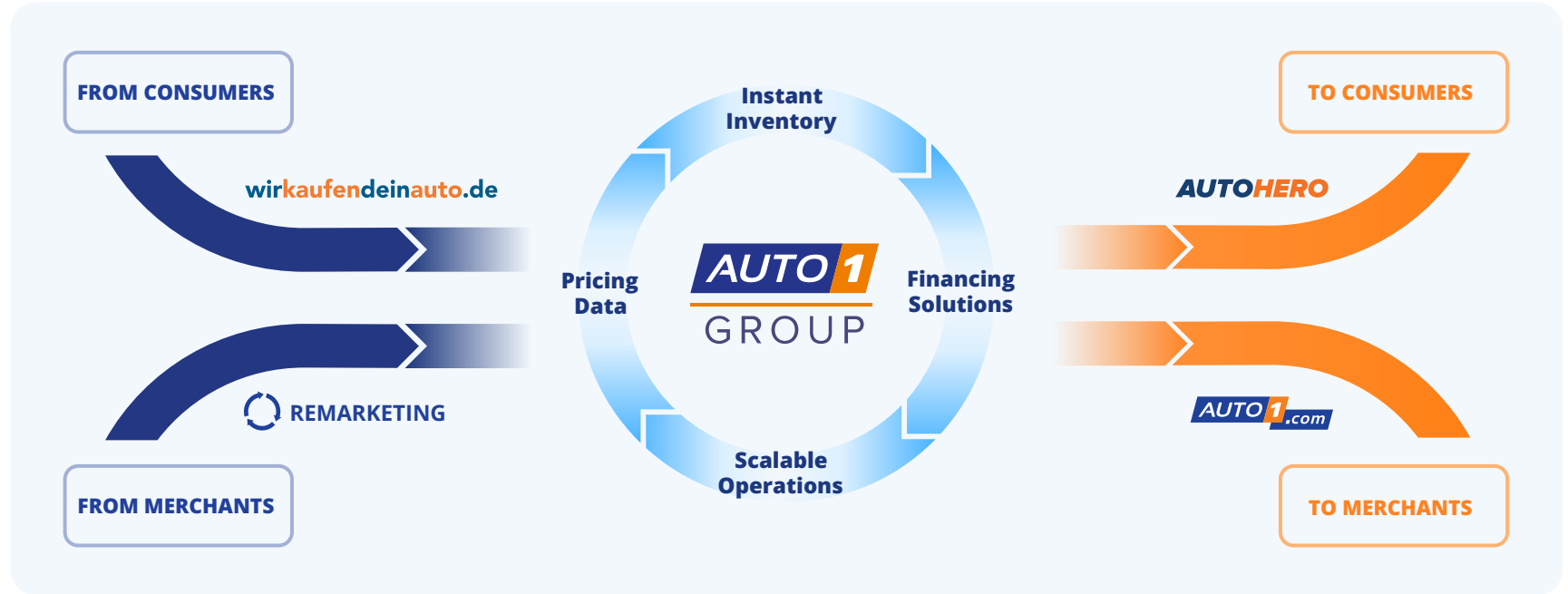


Financing Solutions

<5min
To Complete
Financed
Order

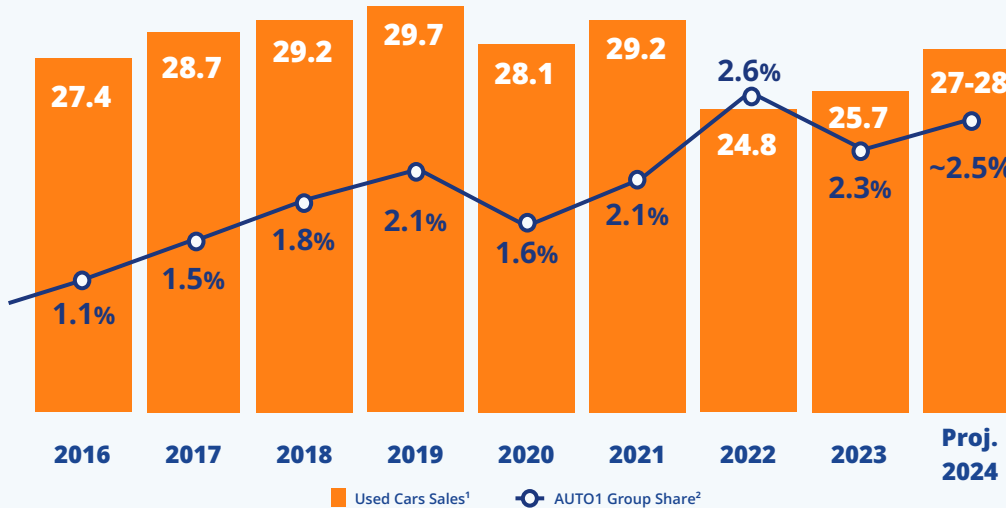
**Integrated
Software, Payments
& Re-Financing**

We Leverage our Unique Vertical Integration to Create the Best Customer & Dealer Solutions



Achieving Consistent Market Share Gains Over Time

European Used Car Market Share
Million Units

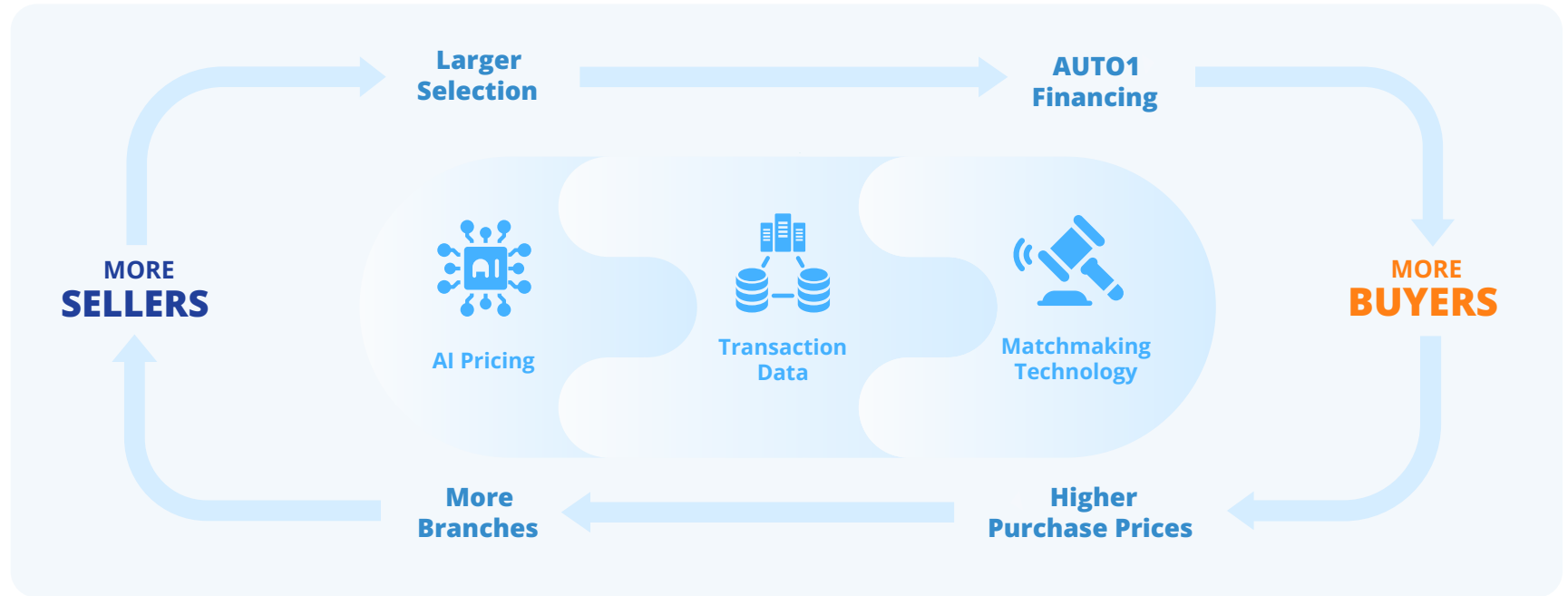


- **Consistent Market Share Gains** in Normalized Market Environment
- **Balance Sheet Management** Plays **Defensively** in Volatile Times

¹Consolidated Used Car Transactions of following markets: DE, FR, IT, ES, NL, BE, AT, SE, PT, PL, FI, DK, SK, CZ, EE, LT, LV, HR, RO, HU, BG, UA, GR (where AUTO1 Group is present)

²Based on AUTO1 Group units sold

Our Data and Technology Create a Virtuous Flywheel to Continue Market Share Gains



Our Platform and its Products Deliver Best-in-Class Solutions to Overcome Frustrating Customer & Dealer Car Buying Experiences



Fair &
Competitive
Used Car Prices



Largest &
Most Diverse
Car Supply



Transparent
Car Quality
Standards



Digital & Swift
Car Buying
Experience



wirkaufendeinauto.de



AUTOHERO

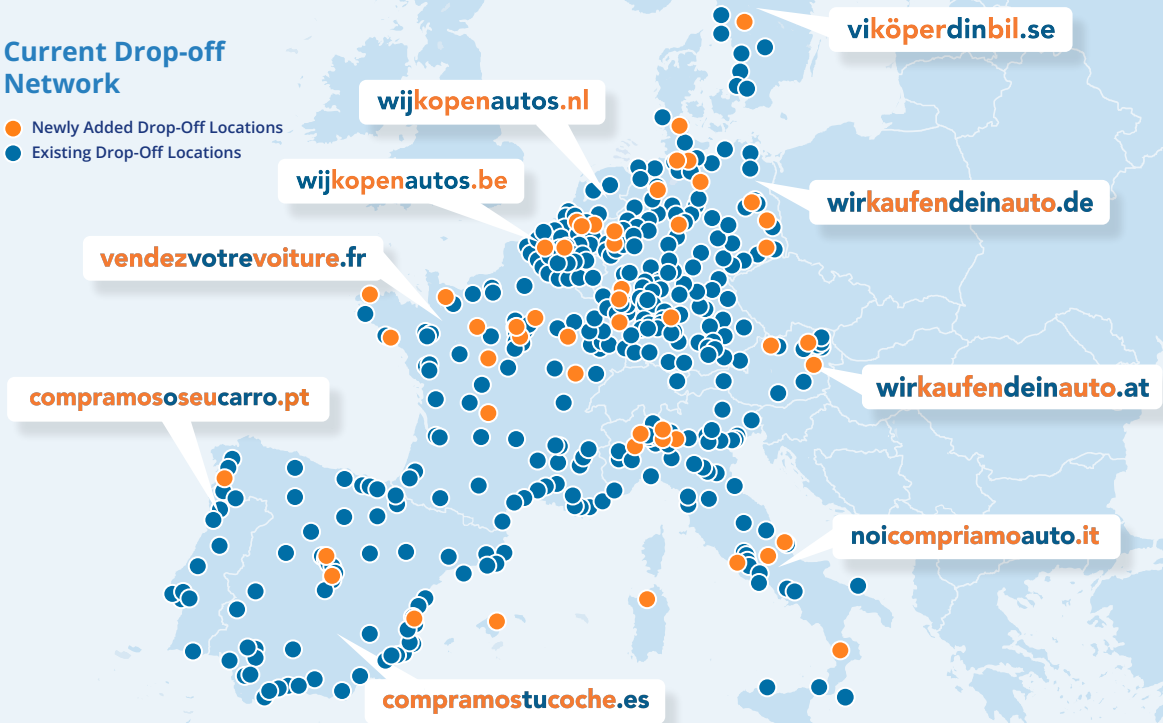


From Consumers - Consumer Buying

Wirkaufendeinauto.de Offers a Seamless, Fast, and Transparent Car Selling Experience for Private Customers

Current Drop-off Network

- Newly Added Drop-Off Locations
- Existing Drop-Off Locations

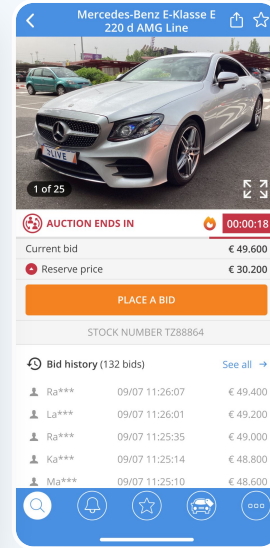
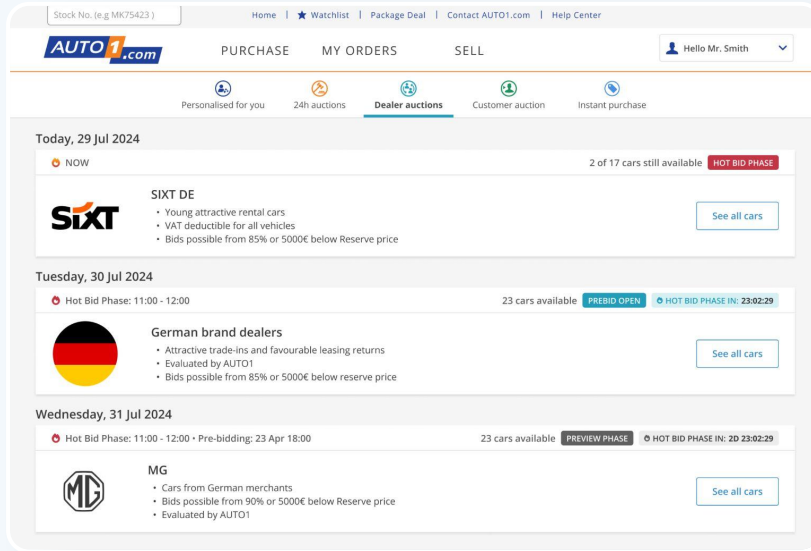


59%
Brand
Recognition
Europe

4.5
Trustpilot
Score
Germany

486
Open
Branches
Europe

Our Remarketing Platform Provides a Unique Pan-European Inventory Sales Solution for Dealers and Corporates



To Merchants - Merchant Selling

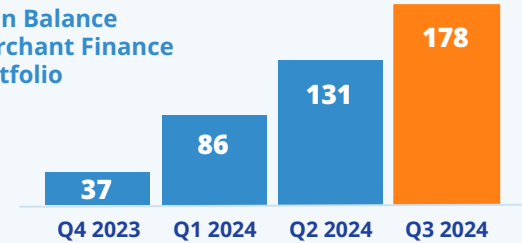
AUTO1.com, our Sales Platform, Enables Car Dealers to Conveniently Access the Broadest Car Selection



Merchant Financing Empowers Partner Dealers and Enables Mutual Growth

- **Reimagined inventory financing to make it the most simple, convenient and transparent solution for dealers**
 - Seamless registration: no action needed from dealers
 - One-click financing
 - 100% financing
 - No upfront cash needed
 - Immediate car availability for pick-up / delivery
- **Growth capital for dealers to grow with AUTO1**
 - EUR 200 million refinancing facility to support up to EUR 250 million of AUTO1 Financing
- **Available in Germany, France, Spain, Austria, Netherlands & Belgium**

Loan Balance
Merchant Finance
Portfolio
€m



>10%

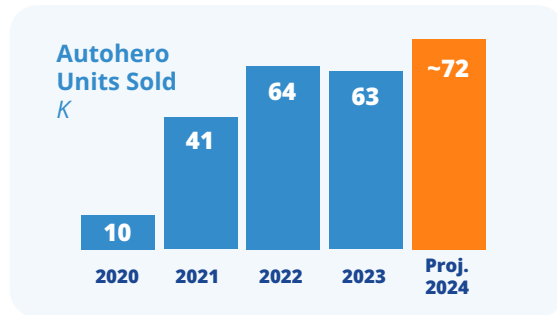
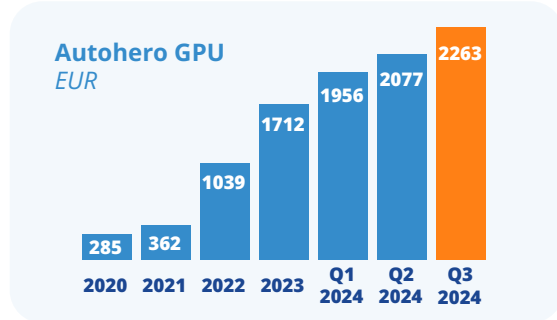
**Interest Rate with
Risk Based Pricing**

>30%

Return on Equity*

*Expected return on equity for current new receivables production, financing via existing Warehouse facility. Opex of 50 bps of AUM and credit charges of 2% per year based on downside case assumptions. Equity defined as 5% horizontal risk retention. Mezzanine notes held by AUTO1 Group SE viewed as market rate instruments.

Autohero is Built for Market Leadership Across Europe, with Strong Brand Recognition from an Unparalleled Consumer Car Buying Experience



*all KPIs as of Q3 2024, Brand Recognition as weighted average of population aged 18-64 in all Autohero markets.

In-House Refurbishment & Fulfillment are Key Drivers for Product Quality & Customer Satisfaction

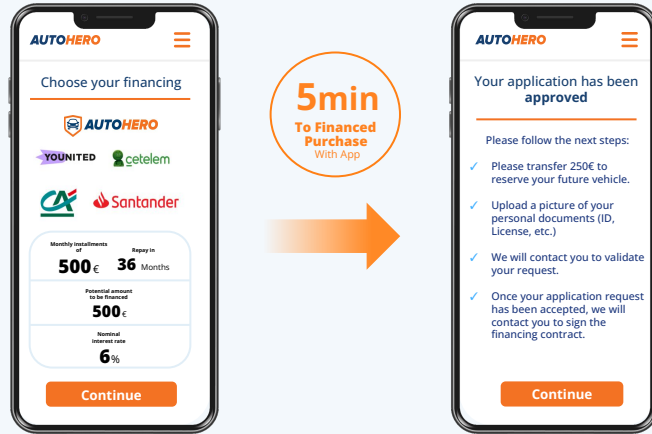


- Full in-house **car refurbishment** ensuring standard car quality & scalability
- **10 refurbishment center** throughout all markets with **yearly nominal capacity of 175,000 cars**



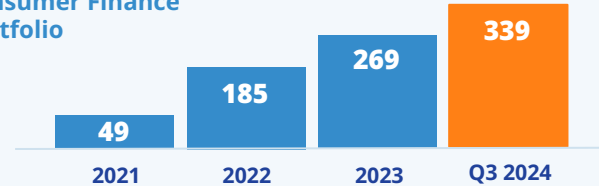
- Offering full in-house last-mile delivery with branded '**Glass Trucks**'
- **220 Glass Trucks** operationally throughout all markets
- **3-Day Express Delivery** available in selected regions

Scaling In-house Used Car Financing in Autohero is a Huge Adjacent Business Opportunity For Us to Grow Profitably



- Offering Fully Integrated & Individual In-House Financing to German & Austrian Customers
- Highest Security and Risk Standards through **Algorithmic Credit Scoring & Underwriting** (incl. PSD2 integration)

Loan Balance Consumer Finance Portfolio €m










Public ABS Refinancing

Since July 2024

~40%
Return on Equity*

*Expected return on equity for current new loan production, initial financing via existing Warehouse facility and assuming re-financing at similar terms to current ABS in July 2025. Opex and credit charges based on current run rates

European Scale, Proprietary Technology and Further Density will Drive Autohero Unit Economics

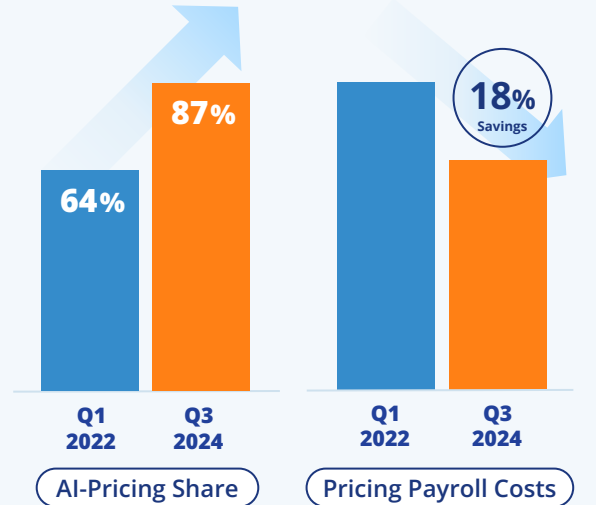
Our Assets	Margin Advantage	Technology Advantage
 Widest Immediately Available Inventory	Central Management of Local Pricing	Largest Used Car Data Set Leads to Superior Inventory System
 Pan-European Purchasing	Arbitrage across Countries	Auto-Pricing Algorithms
 Standardized Refurbishment	Economies of Scale	Recondition Efficiencies with AI-driven Damage Detection
 E-Commerce Purchase Experience	Long-term Marketing Efficiency	Recommendation Algorithms
 Logistics & Fulfillment	Scale and Density Economies	Logistics Network Optimization
 Financing Solutions	Lowest Cost of Capital	Automated Scorecard & Underwriting Technology
 Trusted Brand	Efficient Organic Growth	Personalized Advertisement

Our Integrated Platform, Addressing A Huge Tam, Will Enable Our Growth For Years To Come



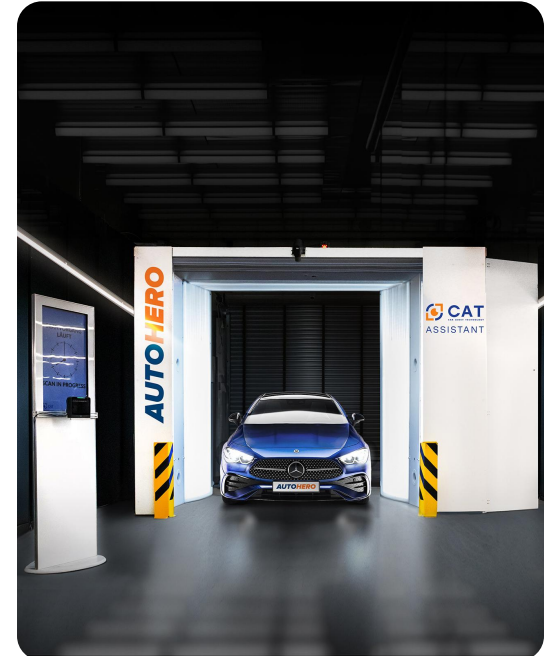
Elevating Efficiency and Customer Satisfaction with Our Unique AI-Driven Digital Infrastructure

Opex Improvements with AI



Further Current AI-driven Developments

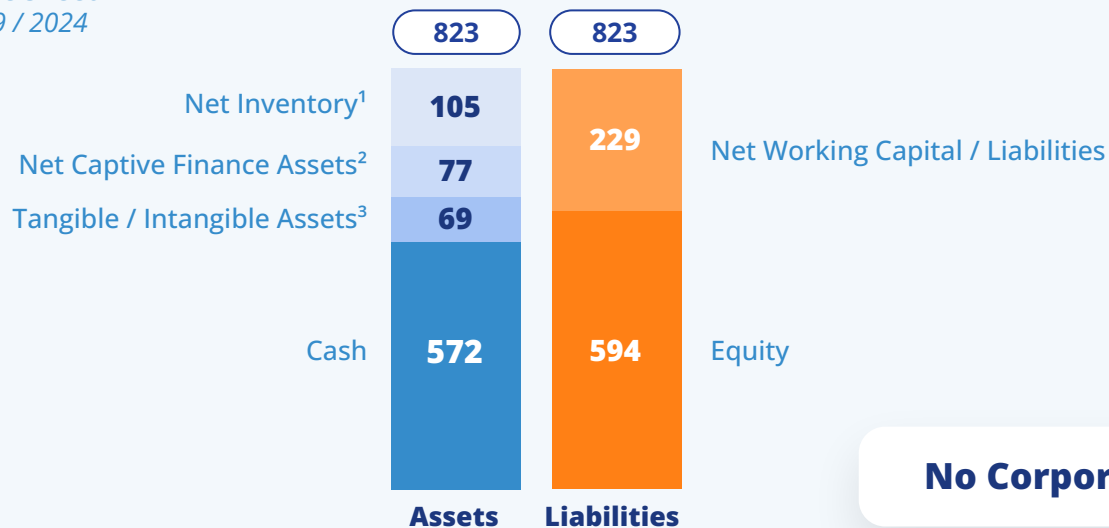
- Recommendation Algorithms
- Damage Detection
- Logistics Planning
- Customer Contact Centers
- Credit Underwriting
- Backoffice Activities



Our Efficient Balance Sheet With no Corporate Debt can Finance our Long-term Growth Plans

Summary Balance sheet

EUR Million, 30 / 09 / 2024



No Corporate Debt

¹ Net Inventory equals Inventory Assets less non-recourse ABS funding against cars in inventory

² Net Captive Finance Assets equals Receivables for Consumer and Merchant Finance less non-recourse ABS funding against these receivables

³ Tangible / Intangible Assets are net off lease liabilities against these assets

On Track for our Long-Term Margin Targets expressed at IPO

	2019	2020	2021	2022	2023	Q3 2024	Long-Term Target
Revenue (€m)	3,476	2,830	4,775	6,534	5,463	1,599	
GPU (€)	556	625	722	746	899	1,059	
<i>Merchant GPU (€)</i>	559	633	749	714	801	914	
<i>Retail GPU (€)</i>	254	285	362	1,039	1,712	2,263	3,000
Gross Margin	9.9%	10.1%	9.0%	7.5%	9.7%	11.7%	12-15%
<i>Payroll & Other Operating Costs</i>	6.8%	6.7%	5.8%	5.8%	6.5%	5.9%	3-5%
<i>Marketing Costs</i>	3.5%	2.8%	4.3%	3.0%	2.5%	2.1%	1-2%
<i>Internal Logistics Costs</i>	1.3%	1.2%	1.2%	1.2%	1.4%	1.4%	1.5%
Adjusted EBITDA Margin	(1.7%)	(0.5%)	(2.2%)	(2.5%)	(0.8%)	2.1%	5-9%

* Note: Margin and cost figures in percentage of revenue. Long-term guidance assumes 2-2.5mn cars sold per annum.

A Unique and Highly Compelling Investment Story



Vast **Market Opportunity** in a Fragmented, Traditional Market



Innovative Technology Platform Leveraging Strong Brands



Massive **Autohero Opportunity** Supported by the Existing Platform



Margin Expansion Potential Through Embedded Digital **Financing Solutions**



Uniquely Operationally Scaleable to **Gain Market Share** for Years to Come