

# Trading Update

Q1 2025

# Disclaimer

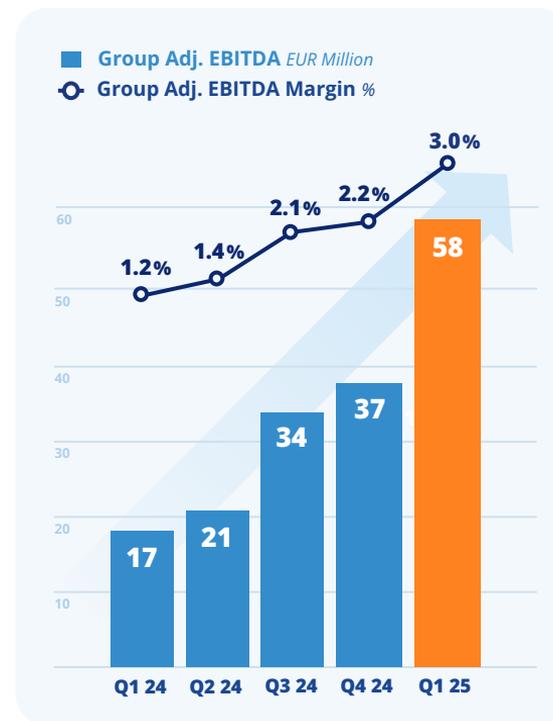
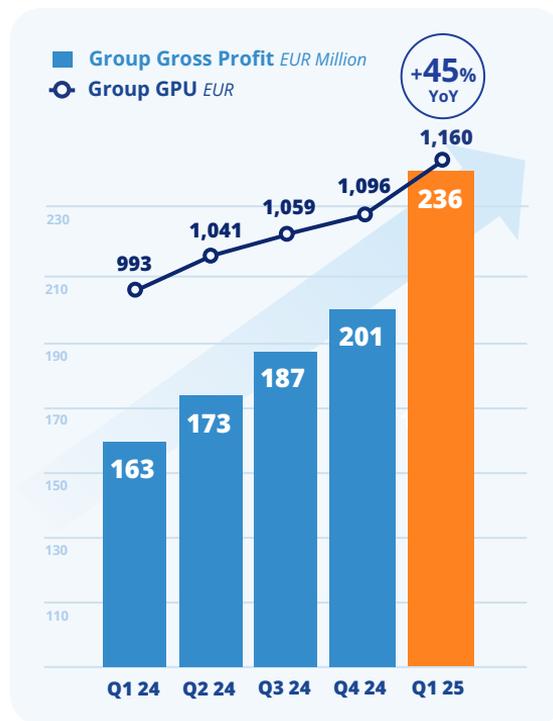
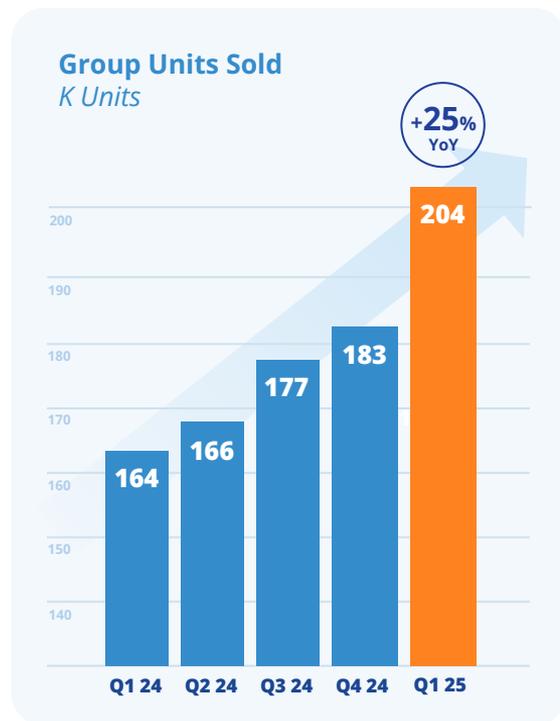
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# Highlights

# AUTO1 Group Turned Strong Demand into Record Results in Q1



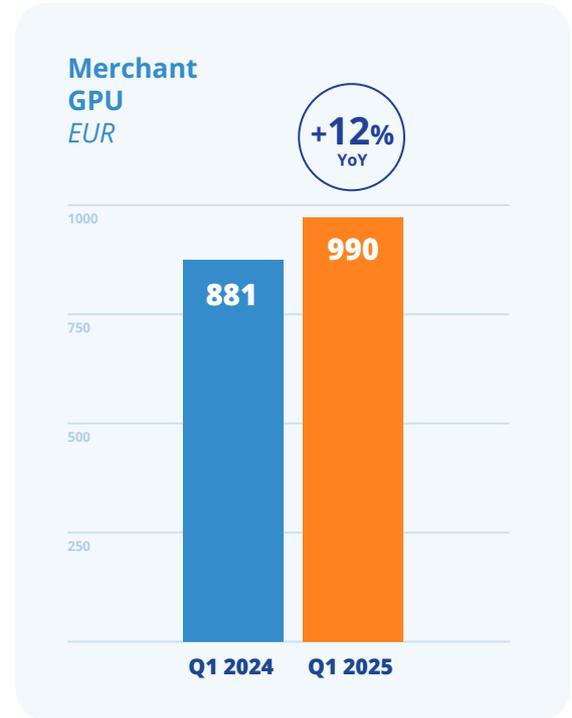
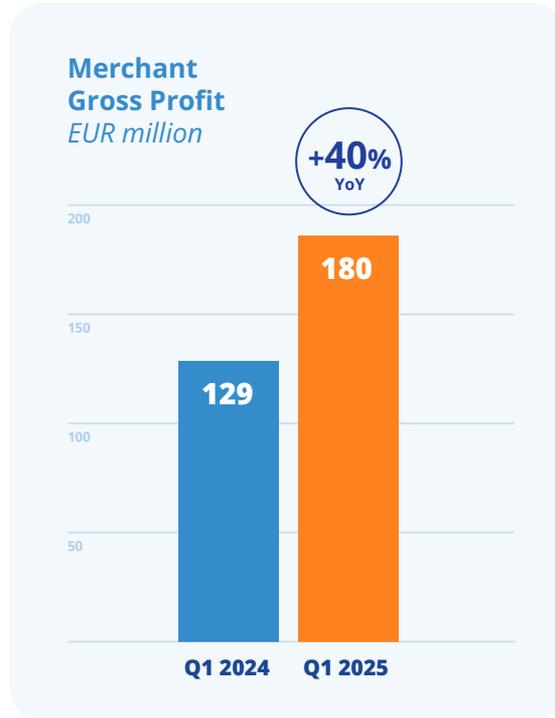
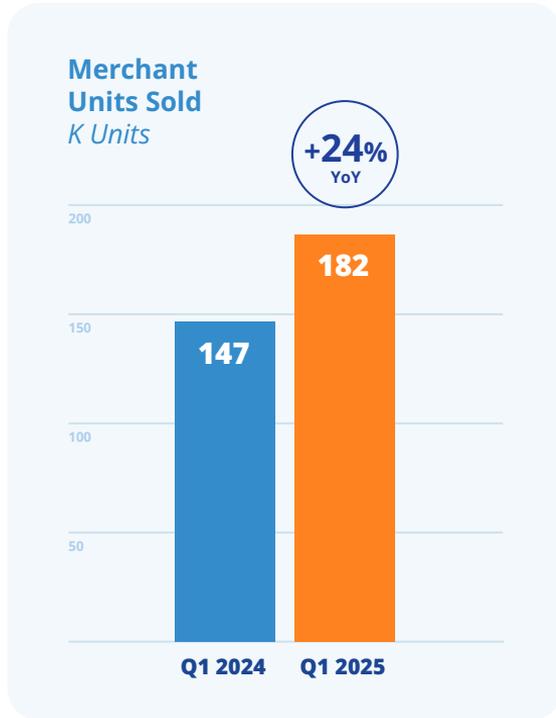
# Our Vertically Integrated Business Model Maximizes Value For Our Customers



# Merchant Update



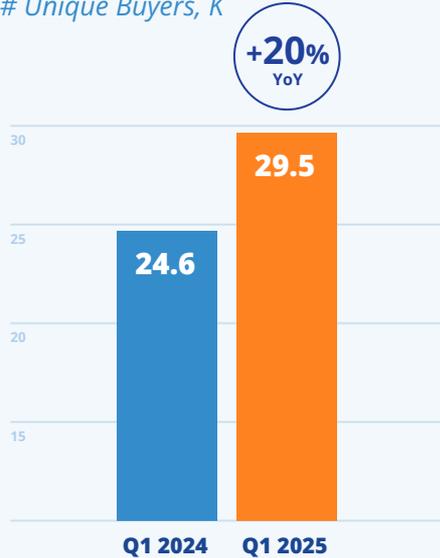
# Our Merchant Business Delivered Outstanding Results



# In Q1 More Dealers Than Ever Purchased From Us

## Buying Merchants on AUTO1.com

# Unique Buyers, K



## Average Basket

# Purchased Cars Per Quarter

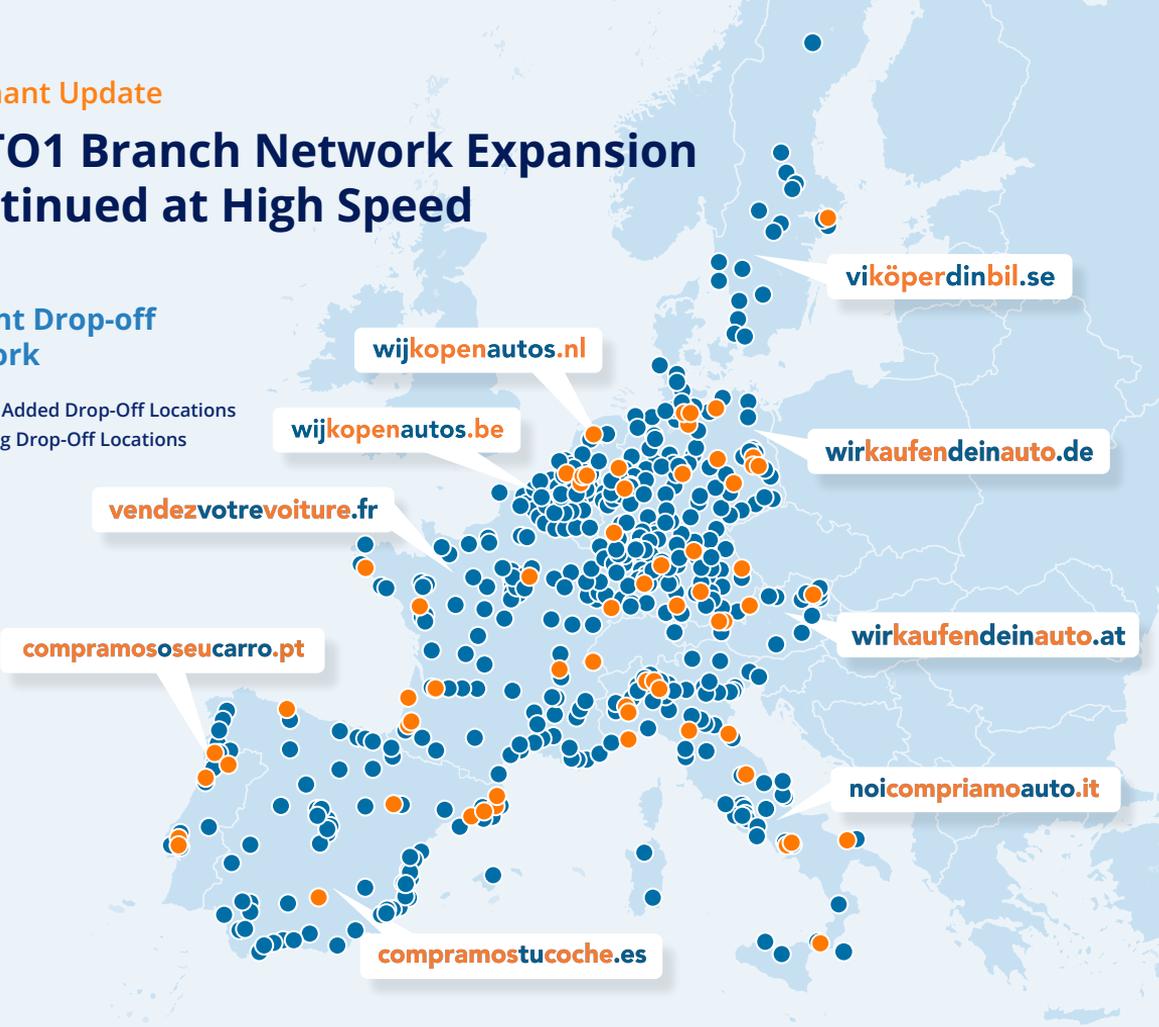


Merchant Update

# AUTO1 Branch Network Expansion Continued at High Speed

## Current Drop-off Network

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

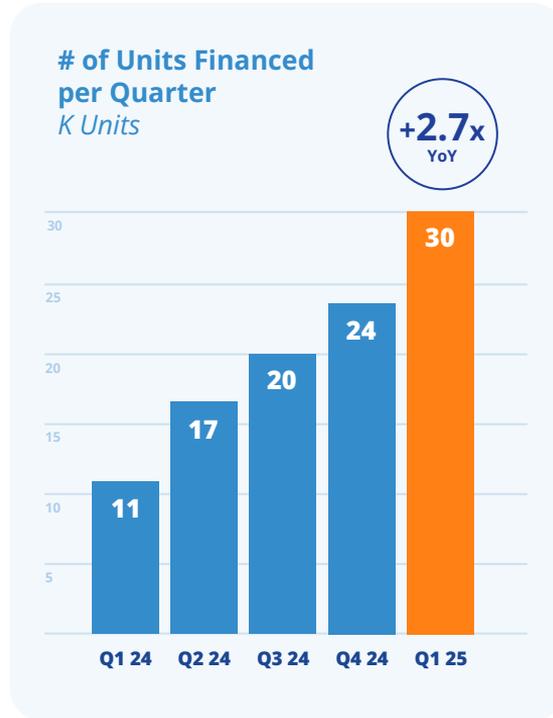
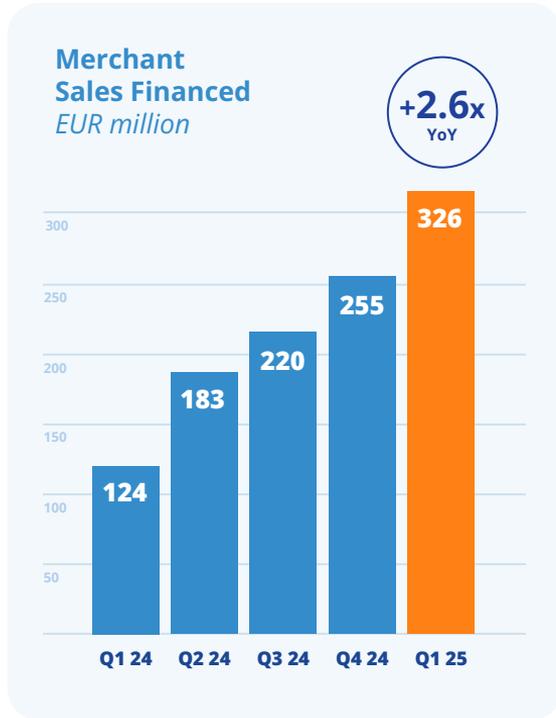


### Number of Branches

Q1 2024	442
Q4 2024	548
Q1 2025	609

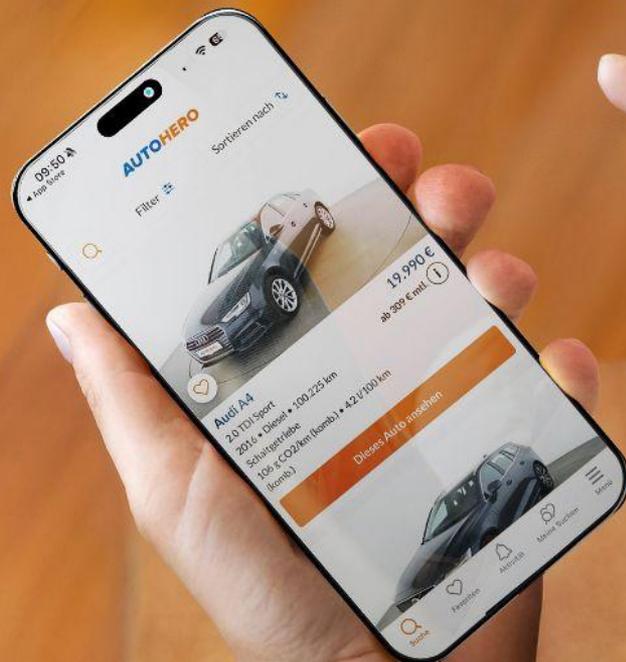
**+61**  
**Branches**  
 Added in Q1 2025

# AUTO1 Financing Empowers Our Partners to Grow Their Businesses

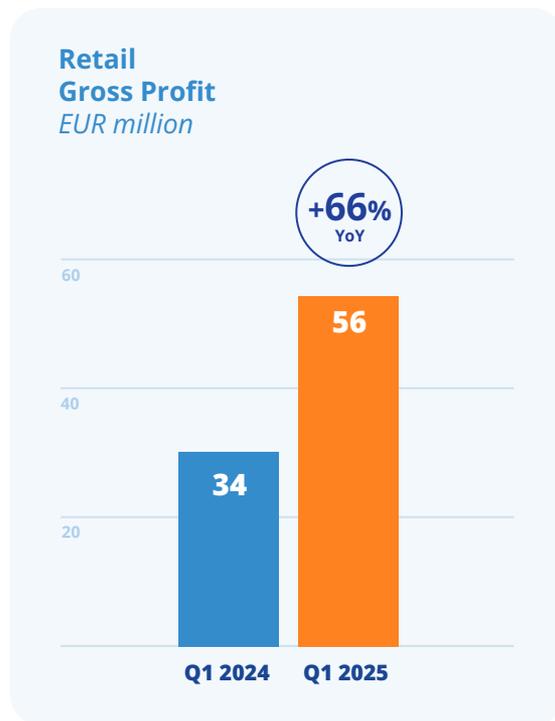
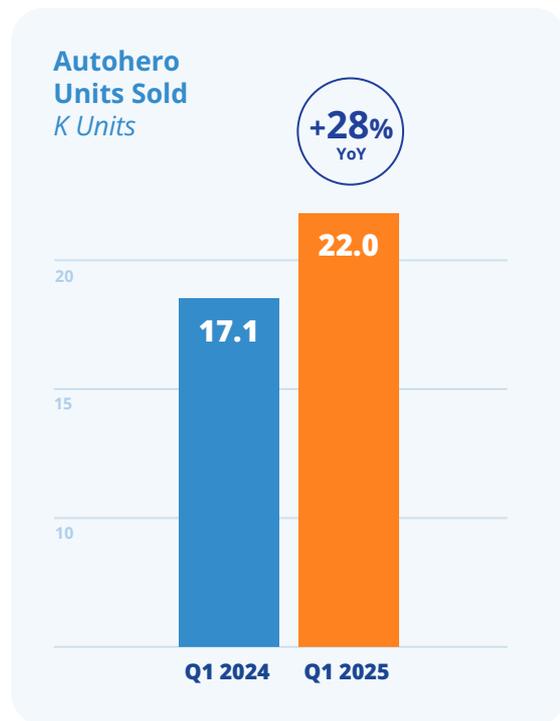


**€258M**  
PORTFOLIO BALANCE

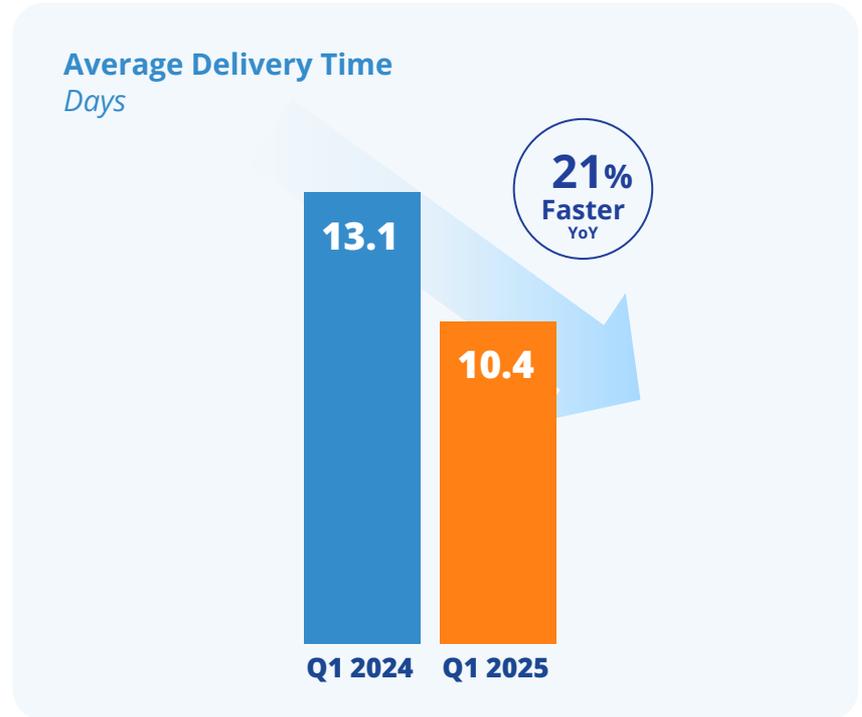
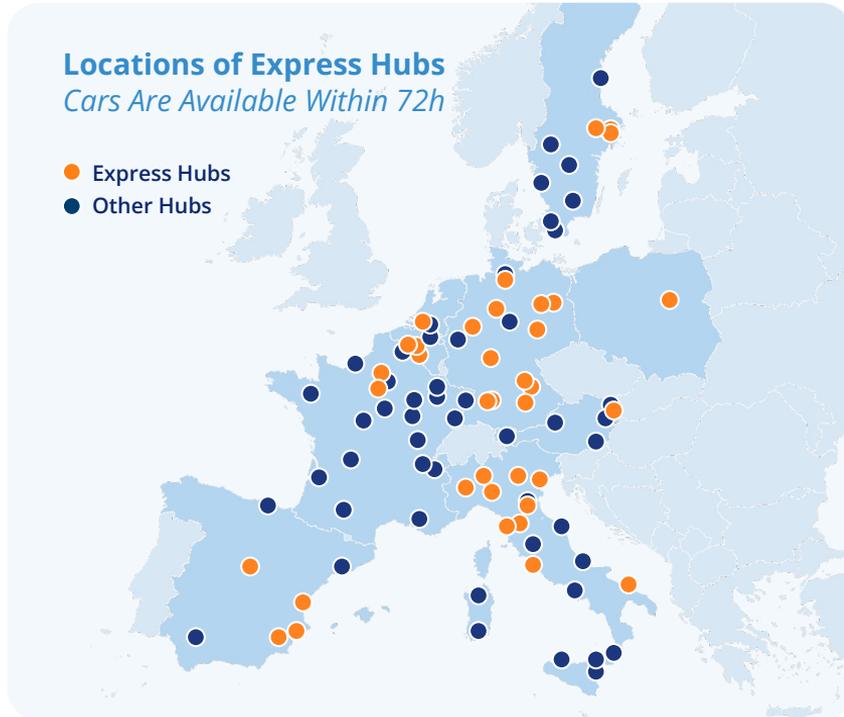
# Retail Update



# Autohero Continued Its Record Performance in Q1



# Our Express Hubs Drive Faster Deliveries and Boost Convenience



Average delivery time refers to the duration between order verification and the handover to the customer

# Our Long Term Goals

# Q1 Was Another Important Step Towards Our Long Term Market Share and Margin Targets

**2.5%**  
AUTO1 Market Share<sup>1</sup>

**10%**  
L-T AUTO1 Market Share Target

**27.7 Million**  
European Used Car Transactions<sup>2</sup>

**€700 Billion**  
European Used Car Market Size<sup>3</sup>



<sup>1</sup> Market share: 2024

<sup>2</sup> Consolidated 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)

<sup>3</sup> Source: OC&C, Finaccord, 2019. Used 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), European Used Car Market Size incl. B2B and Financing Transactions

# Q1 2025 Financial Figures And FY 2025 Guidance

# AUTO1 Group Financial Figures

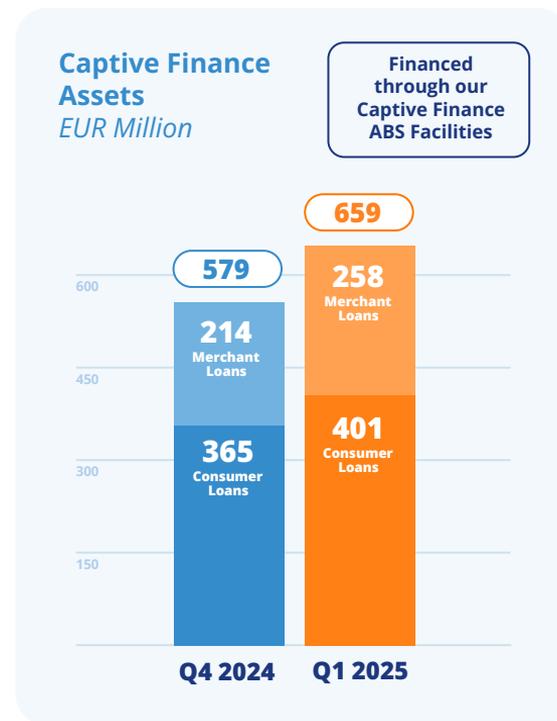
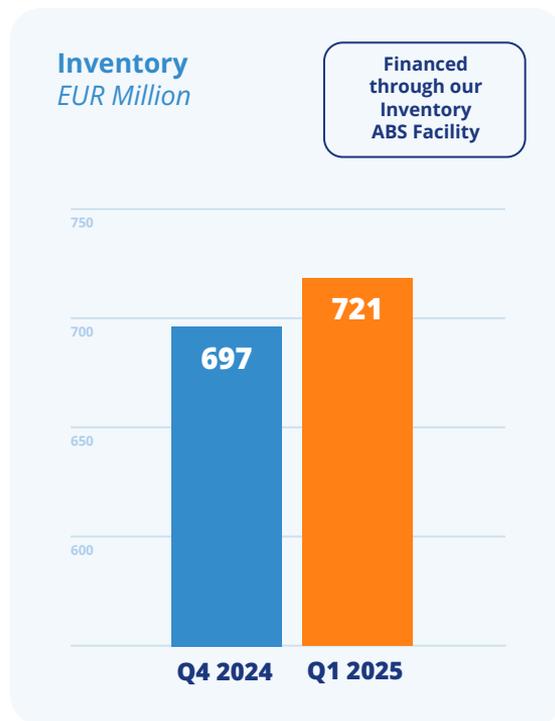
	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q1 YoY
<b>Units Sold</b>	<b>163,766</b>	<b>166,292</b>	<b>176,632</b>	<b>183,083</b>	<b>204,046</b>	<b>24.6%</b>
<b>Revenue (€m)</b>	<b>1,454.3</b>	<b>1,518.2</b>	<b>1,599.4</b>	<b>1,699.9</b>	<b>1,942.9</b>	<b>33.6%</b>
Average Selling Price (€)	8,881	9,130	9,055	9,285	9,522	7.2%
<b>Gross Profit (€m)</b>	<b>162.9</b>	<b>173.3</b>	<b>187.1</b>	<b>201.3</b>	<b>236.4</b>	<b>45.1%</b>
GPU* (€)	993	1,041	1,059	1,096	1,160	16.8%
Opex (€m)	(146.0)	(152.6)	(152.8)	(164.2)	(178.3)	22.1%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(68.7)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(74.7)</i>	<i>(80.8)</i>	17.6%
<i>o/w Marketing Expenses (€m)</i>	<i>(32.8)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(38.0)</i>	<i>(42.0)</i>	27.8%
<i>o/w Internal Logistics (€m)</i>	<i>(21.8)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(22.1)</i>	<i>(24.7)</i>	13.2%
<b>Adjusted EBITDA (€m)</b>	<b>17.0</b>	<b>20.7</b>	<b>34.3</b>	<b>37.2</b>	<b>58.1</b>	<b>241.9%</b>
<i>Adjusted EBITDA Margin</i>	<i>1.2%</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.2%</i>	<i>3.0%</i>	<i>1.8 pp</i>

\*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Differences may exist due to rounding

## Q1 Demonstrates Ongoing Strong Operating Leverage



# Our Strong Balance Sheet Enables Continued Investment in Growth



## Upgraded 2025 Guidance

### Unit Guidance

Units  
Group

**735-795k**

Units  
Merchant

**650-700k**

Units  
Autohero

**85-95k**

### Financial Guidance

Gross Profit

**EUR 845-905m**

Previous: EUR 800-875m

Adj. EBITDA

**EUR 150-180m**

Previous: EUR 135-165m

# Appendix

## Our Investment Case



**Vast Market Opportunity**  
In A Fragmented European  
Used Car Market



Unique Business Model To  
**Gain Market Share**  
And **Drive Margins**



**Leading Technology** And  
**Data Platform**



**Strong Brands** Drive  
**Superior Demand**

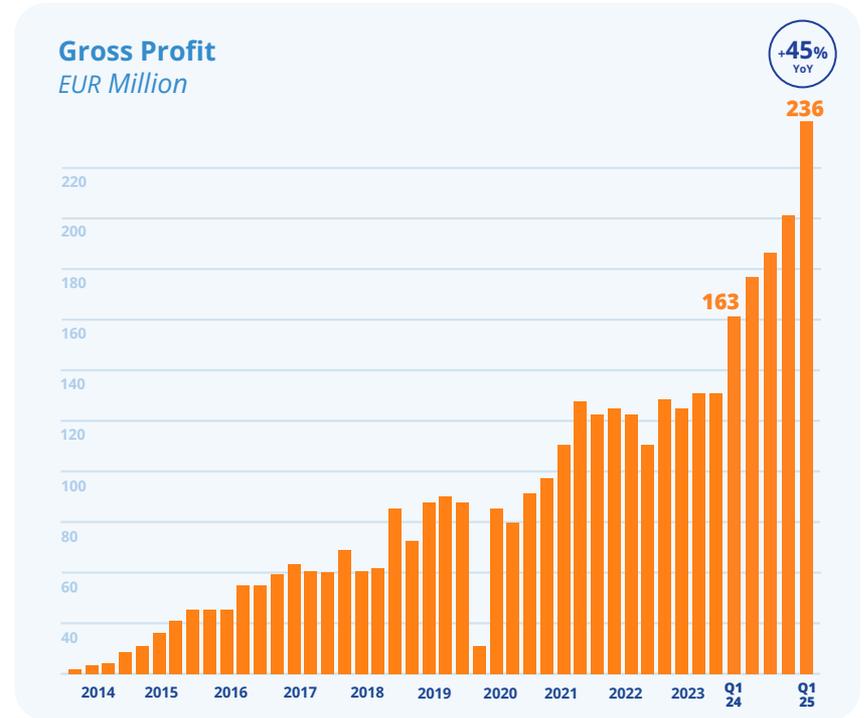
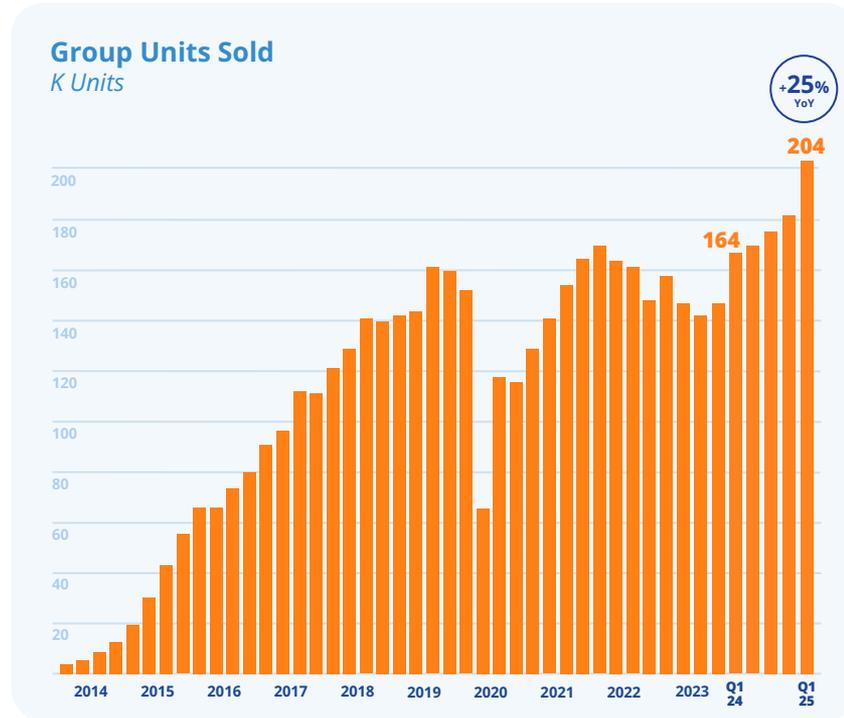


**Autohero**  
Accelerating Towards  
**Market Leadership**



**Merchant** And **Consumer**  
**Financing Reinforce**  
**Growth** And **Profitability**

# Outstanding Growth Trajectory Since Foundation



# Our C2B Products Generate Superior Value For Our Selling Customers

## Our Brand Promises

- Hassle free and fast online car appraisal
- Optimal prices based on Pan-European demand aggregation
- Convenient drop-off locations
- Immediate payment to our customers
- Seamless deregistration

**90%** Of All Cars AI-Priced

## Brand Recognition

*by country*

			Trustpilot Score
<a href="https://www.wirkaufendeinauto.de">wirkaufendeinauto.de</a>		DE	4.4
<a href="https://www.vendezvotrevoiture.fr">vendezvotrevoiture.fr</a>		FR	4.5
<a href="https://www.noicompriamoauto.it">noicompriamoauto.it</a>		IT	4.4
<a href="https://www.compramostucoche.es">compramostucoche.es</a>		ES	4.4
<a href="https://www.wijkopenautos.nl">wijkopenautos.nl</a>		NL	4.0
<a href="https://www.viköperdinbil.se">viköperdinbil.se</a>		SE	4.5
<a href="https://www.wijkopenautos.be">wijkopenautos.be</a>		BE	4.5
<a href="https://www.wirkaufendeinauto.at">wirkaufendeinauto.at</a>		AT	4.6

# AUTO1.com is the Most Compelling Sourcing Channel for Our Partners



## THE #1 PLATFORM FOR DEALERS



### Superb Selection

- >30,000 Cars in Stock
- Cars Immediately Available
- Uniform quality standards
- Most diverse inventory selection
- Pan-European coverage



### Easy Purchasing

- Dedicated sales support
- AI-based Recommendation Tools
- 24/7 Purchasing Experience
- Premium Return Right
- Bidding, Payment and Logistics fully integrated



### End-to-end Fulfillment

- Delivery across Europe at competitive prices
- AUTO1 as Single Counterparty
- Effortless Document and Administration Handling



### Buy Now, Pay Later

- Convenient and Seamless Merchant Financing for up to 180 days
- Financing solution funds 100% of Purchase Price

# Autohero Strengthens Its Footprint Across Europe By Offering An Outstanding Product To Customers

**AUTOHERO****A TRUSTED BRAND****Selection**

- Large Multi Brand Selection of Immediately Available Inventory (>16K cars)
- Detailed and Uniform Car Profiles

**Convenience**

- Highest Transparency Standards backed by In-house Refurbishment
- Standard 1 Year Warranty
- Return Guarantee
- Value-added Services (incl. Premium Warranty, Trade-in, GAP/PPI Insurance, Spare Tires, etc)

**Price**

- Hassle Free Car Pricing
- Pay on Delivery Option
- Convenient and Integrated Consumer Financing

**Delivery**

- Convenient pick-up Locations
- Delivery from 48 h for Selected Inventory
- Unique Last-mile Delivery Experience Option

# Our Flywheel Is In Full Effect And Continues To Drive Future Growth



## Segment: Merchant (AUTO1.com)

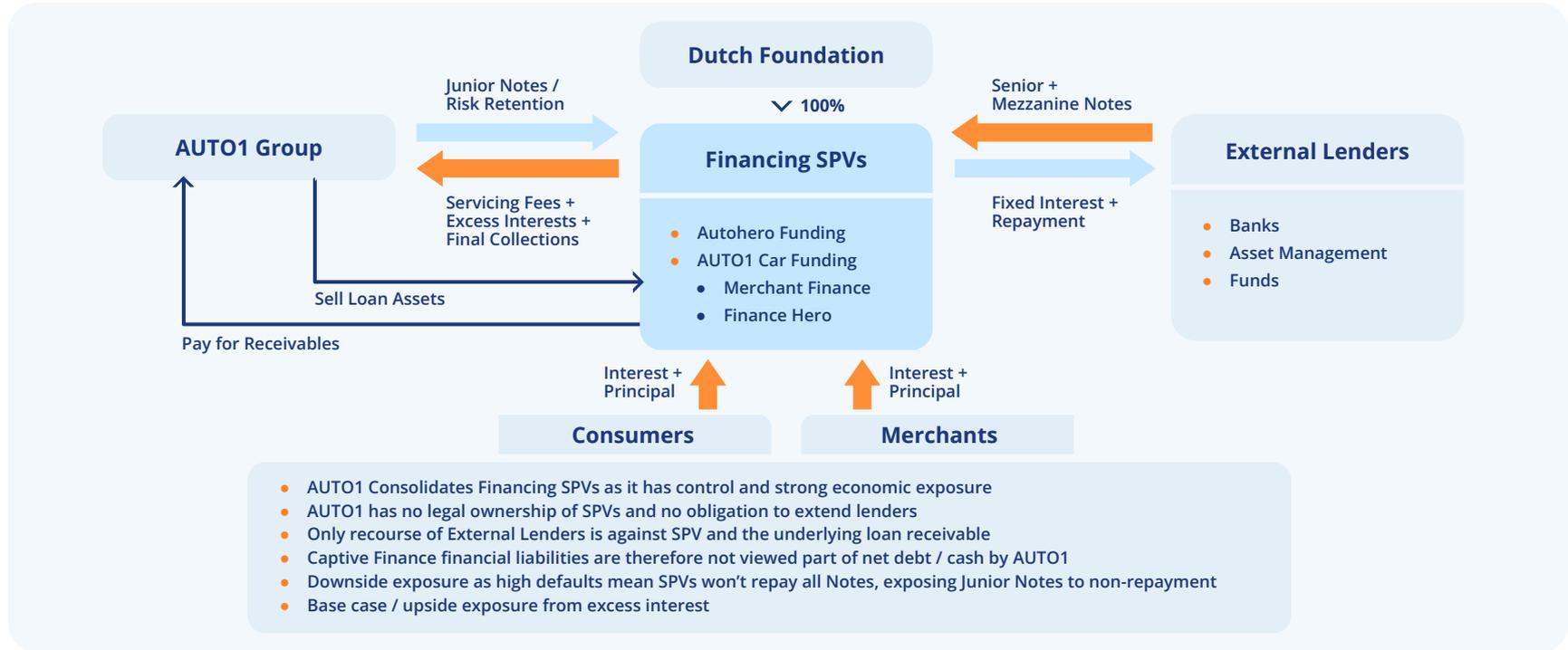
	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q1 YoY	Q1 QoQ
<b>Units Sold</b>	146,625	148,598	157,582	162,530	182,062	24.2%	12.0%
<b>Revenue (€m)</b>	1,177.9	1,228.2	1,284.2	1,347.5	1,560.5	32.5%	15.8%
Average Selling Price (€)	8,034	8,265	8,150	8,290	8,571	6.7%	3.4%
<b>Gross Profit (€m)</b>	129.1	136.4	144.0	153.1	180.3	39.6%	17.8%
GPU (€)	881	918	914	942	990	12.5%	5.1%

## Segment: Retail (Autohero)

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q1 YoY	Q1 QoQ
<b>Units Sold</b>	17,141	17,694	19,050	20,553	21,984	28.3%	7.0%
<b>Revenue (€m)</b>	276.4	290.0	315.2	352.5	382.4	38.4%	8.5%
Average Selling Price (€)	16,125	16,392	16,545	17,150	17,395	7.9%	1.4%
<b>Gross Profit (€m)</b>	33.8	36.9	43.1	48.2	56.1	65.8%	16.2%
GPU* (€)	1,956	2,077	2,263	2,318	2,569	31.3%	10.8%

\*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials. Differences may exist due to rounding

# Captive Finance Non-Recourse Funding



## Investor Relations Contact



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