

Analyst consensus

per: 29.01.2024

| Units sold Q4 2023 | Group | Δ % (yoy) | Merchant | Δ % (yoy) | Autohero (= Retail) | Δ % (yoy) |
|-------------------------------|--------------|------------------|-----------------|------------------|--------------------------------|------------------|
| Number of estimates | 12 | 12 | 12 | 12 | 12 | 12 |
| Min | 138,7 | -7,8% | 123,1 | -8,0% | 14,7 | -11,8% |
| Max | 159,8 | 6,2% | 142,9 | 6,8% | 17,0 | 2,1% |
| Mean consensus | 148,8 | -1,0% | 132,8 | -0,7% | 16,0 | -3,8% |
| Median | 148,6 | -1,2% | 132,3 | -1,1% | 15,7 | -5,6% |

in Mio. EUR

GPU (in EUR)

| P&L Q4 2023 | Group revenue | Gross profit | Group | Merchant | Autohero (= Retail) | adj. EBITDA | Net profit | Free Cashflow |
|----------------------------|--------------------------|---------------------|--------------|-----------------|--------------------------------|--------------------|-------------------|----------------------|
| Number of estimates | 12 | 12 | 12 | 12 | 12 | 11 | 8 | 0 |
| Min | 1.251,8 | 119,6 | 819 | 693 | 1.868 | -10,0 | -31,0 | |
| Max | 1.486,7 | 150,3 | 941 | 825 | 2.003 | -1,0 | -16,6 | |
| Mean consensus | 1.377,0 | 135,0 | 906 | 780 | 1.946 | -7,7 | -23,5 | |
| Median | 1.381,2 | 135,2 | 914 | 786 | 1.946 | -9,0 | -22,3 | |

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| Units sold FY 2023 | Group | Δ % (yoy) | Merchant | Δ % (yoy) | Autohero (= Retail) | Δ % (yoy) |
|----------------------------|--------------|--------------|--------------|---------------|------------------------|--------------|
| Number of estimates | 13 | 13 | 12 | 12 | 12 | 12 |
| Min | 578,1 | -11,0% | 515,2 | -12,0% | 62,0 | -3,4% |
| Max | 600,0 | -7,7% | 535,0 | -8,6% | 64,3 | 0,1% |
| Mean consensus | 589,2 | -9,3% | 524,9 | -10,3% | 63,3 | -1,3% |
| Median | 588,0 | -9,5% | 524,4 | -10,4% | 63,0 | -1,8% |

in Mio. EUR

GPU (in EUR)

| P&L FY 2023 | Group revenue | Gross profit | Group | Merchant | Autohero (= Retail) | adj. EBITDA | Net profit | Free Cashflow |
|----------------------------|------------------|--------------|------------|------------|------------------------|--------------|---------------|---------------|
| Number of estimates | 13 | 13 | 11 | 12 | 12 | 13 | 12 | 11 |
| Min | 5.390,9 | 505,7 | 876 | 775 | 1.670 | -58,4 | -134,0 | -268,4 |
| Max | 5.625,9 | 544,4 | 909 | 810 | 1.751 | -40,4 | -96,2 | -20,5 |
| Mean consensus | 5.524,0 | 527,3 | 899 | 799 | 1.726 | -48,3 | -115,3 | -84,4 |
| Median | 5.530,5 | 529,1 | 900 | 800 | 1.731 | -48,6 | -115,6 | -50,6 |

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per: 29.01.2024

| Units sold FY 2024 | Group | Δ % (yoy) | Merchant | Δ % (yoy) | Autohero (= Retail) | Δ % (yoy) |
|----------------------------|--------------|-------------|--------------|-------------|------------------------|--------------|
| Number of estimates | 13 | 13 | 12 | 12 | 12 | 12 |
| Min | 585,9 | 1,3% | 520,6 | 1,1% | 65,3 | 3,7% |
| Max | 680,5 | 15,6% | 608,0 | 15,6% | 78,6 | 24,8% |
| Mean consensus | 642,7 | 9,1% | 570,6 | 8,7% | 73,7 | 16,3% |
| Median | 645,0 | 9,6% | 570,8 | 8,9% | 73,3 | 16,4% |

in Mio. EUR

GPU (in EUR)

| P&L FY 2024 | Group revenue | Gross profit | Group | Merchant | Autohero (= Retail) | adj. EBITDA | Net profit | Free Cashflow |
|----------------------------|------------------|--------------|------------|------------|------------------------|-------------|--------------|---------------|
| Number of estimates | 13 | 13 | 11 | 12 | 12 | 13 | 12 | 11 |
| Min | 5.300,7 | 534,9 | 906 | 770 | 1.876 | -54,8 | -119,8 | -171,8 |
| Max | 6.509,7 | 642,9 | 957 | 820 | 2.150 | 70,8 | -6,0 | 1,5 |
| Mean consensus | 6.014,8 | 607,5 | 937 | 800 | 2.006 | 21,0 | -45,0 | -54,6 |
| Median | 6.026,9 | 617,6 | 937 | 800 | 1.995 | 27,4 | -43,6 | -47,3 |



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in '000

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| Units sold FY 2025 | Group | Δ % (yoy) | Merchant | Δ % (yoy) | Autohero (= Retail) | Δ % (yoy) |
|----------------------------|--------------|-------------|--------------|-------------|------------------------|--------------|
| Number of estimates | 13 | 13 | 12 | 12 | 12 | 12 |
| Min | 627,7 | 4,8% | 554,8 | 4,1% | 72,9 | 9,6% |
| Max | 752,2 | 12,7% | 645,0 | 9,3% | 107,2 | 38,9% |
| Mean consensus | 698,5 | 8,7% | 610,1 | 6,9% | 89,6 | 21,5% |
| Median | 696,3 | 8,4% | 614,8 | 7,0% | 90,4 | 22,3% |

in Mio. EUR

GPU (in EUR)

| P&L FY 2025 | Group revenue | Gross profit | Group | Merchant | Autohero (= Retail) | adj. EBITDA | Net profit | Free Cashflow |
|----------------------------|------------------|--------------|------------|------------|------------------------|-------------|------------|---------------|
| Number of estimates | 13 | 13 | 11 | 12 | 12 | 13 | 12 | 11 |
| Min | 5.702,5 | 581,1 | 922 | 770 | 1.953 | -53,0 | -121,1 | -190,0 |
| Max | 7.687,3 | 771,4 | 1.032 | 880 | 2.350 | 150,0 | 52,0 | 55,7 |
| Mean consensus | 6.680,9 | 694,7 | 980 | 813 | 2.142 | 71,4 | 2,5 | -17,2 |
| Median | 6.594,0 | 696,7 | 990 | 810 | 2.121 | 79,6 | 11,2 | 1,3 |