

Trading Update

Q2 2025

30 July 2025

Disclaimer

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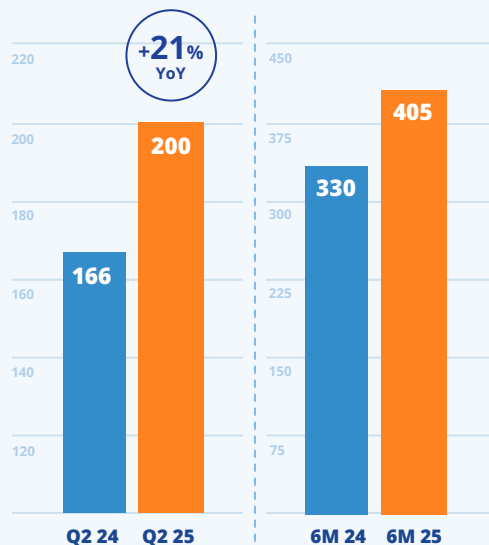
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Highlights

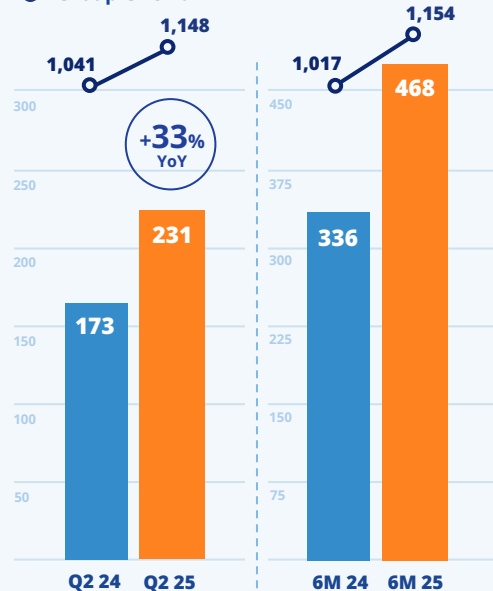
We Continue to Deliver Strong Growth Across All Key Metrics

Group Units Sold
K Units



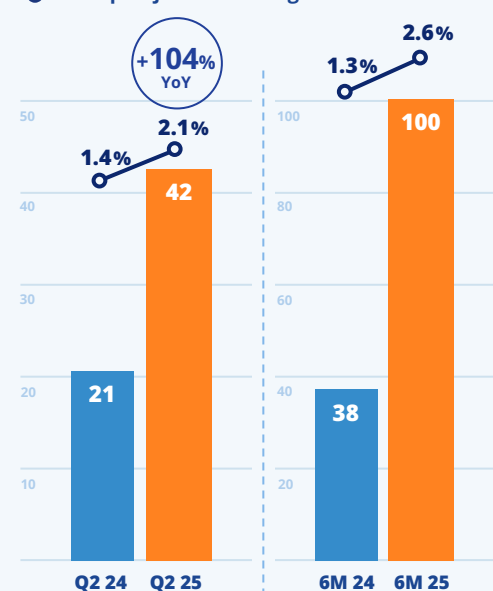
Group Gross Profit *EUR Million*

Group GPU *EUR*



Group Adj. EBITDA *EUR Million*

Group Adj. EBITDA Margin %



Our Vertically Integrated Business Model Maximizes Value For Our Customers

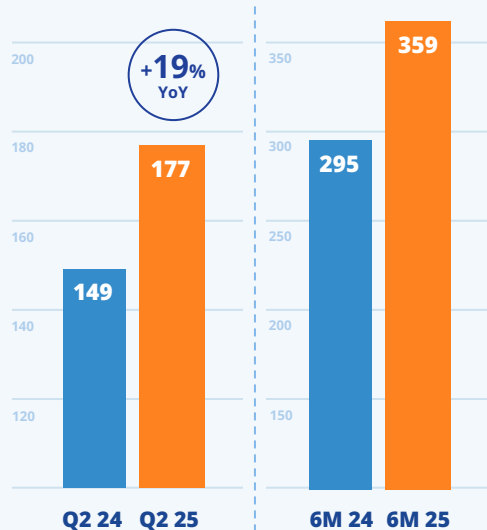


Merchant Update

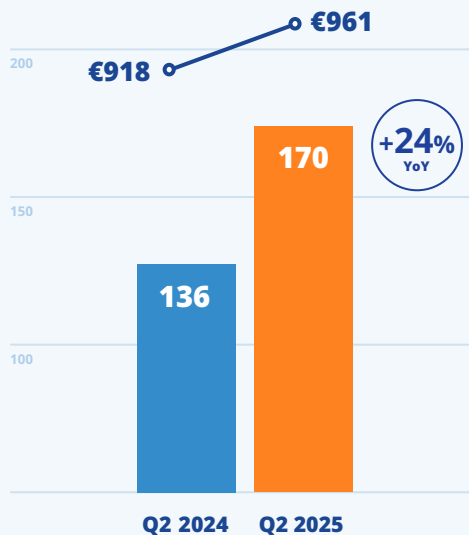


Our Merchant Business Continues to Deliver Very Strong Growth

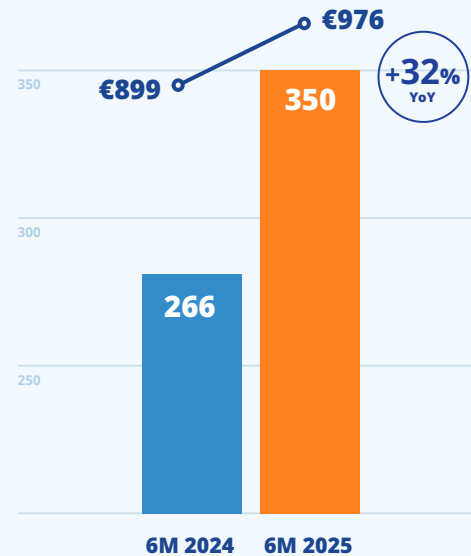
Merchant Units Sold *K Units*



Merchant Gross Profit (EUR Million) Merchant GPU (EUR)

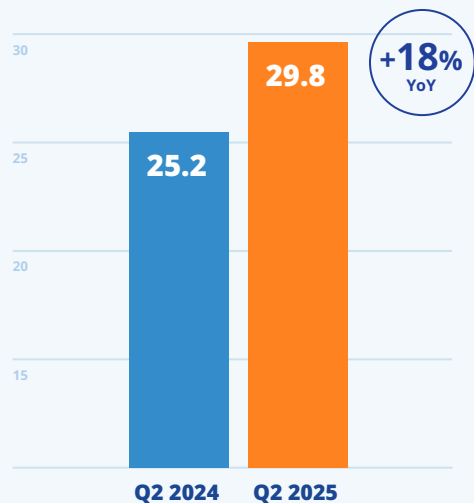


Merchant Gross Profit (EUR Million) Merchant GPU (EUR)

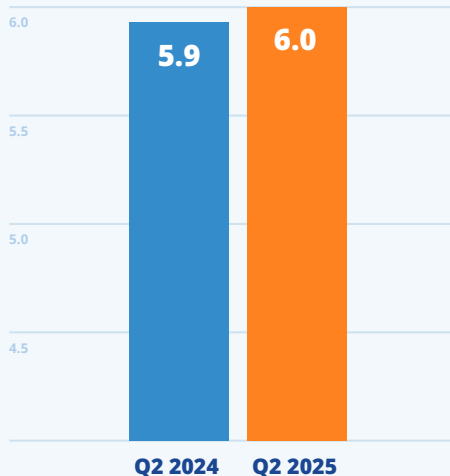


We Reached a New Record Number of Active Buying Merchants

**Buying Merchants
on AUTO1.com**
Unique Buyers, K



Average Basket
Purchased Cars
Per Quarter



Dealers Clubs:
Driving Innovation and Dealer
Loyalty Through Tailored Events



Tailored events to enhance
loyalty and trust as well as
gather client feedback

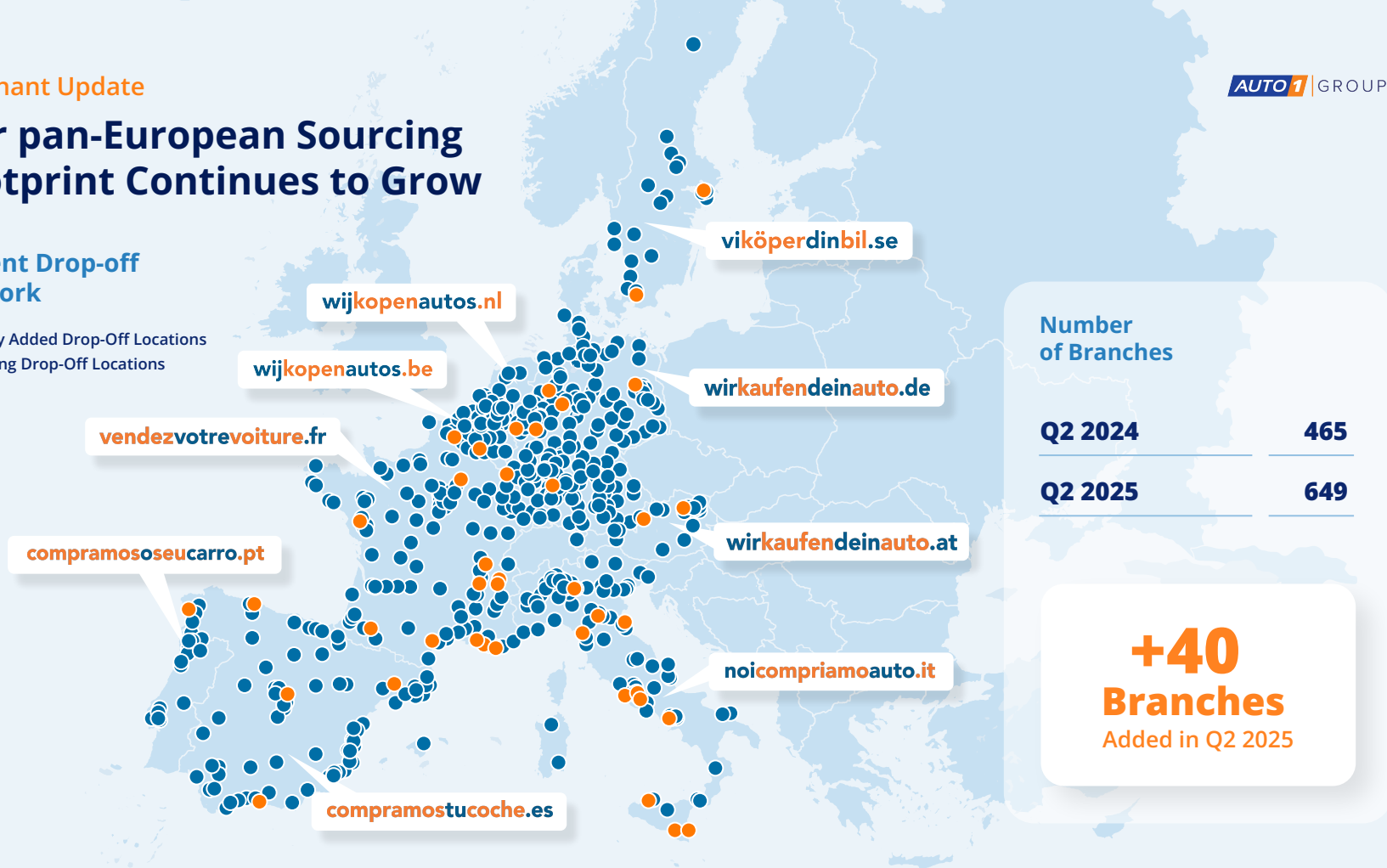
Merchant Update

AUTO 1 GROUP

Our pan-European Sourcing Footprint Continues to Grow

Current Drop-off Network

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



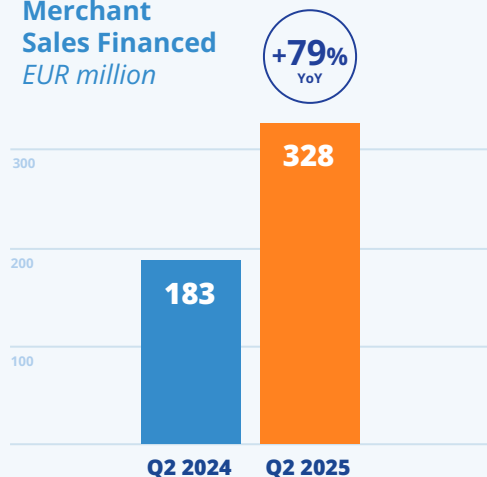
Number of Branches

Q2 2024	465
Q2 2025	649

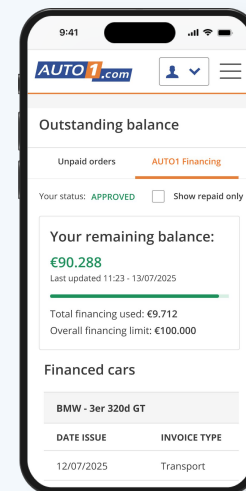
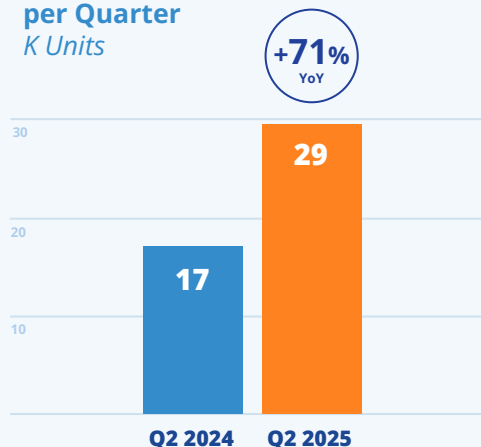
+40
Branches
Added in Q2 2025

Our Merchant Partners Continue to Grow Their Business with AUTO1 Financing

Merchant
Sales Financed
EUR million



of Units Financed
per Quarter
K Units



PORTFOLIO BALANCE: **€264 m**

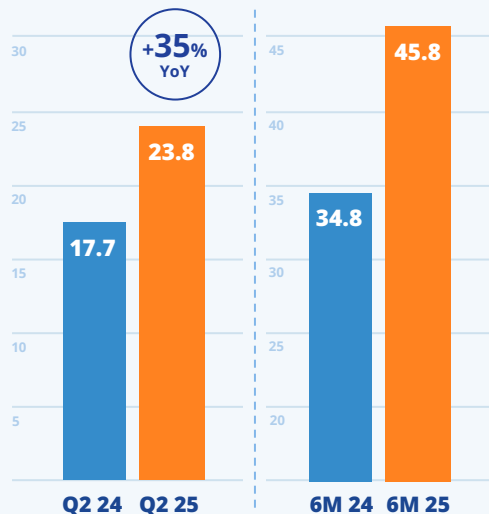
Retail Update



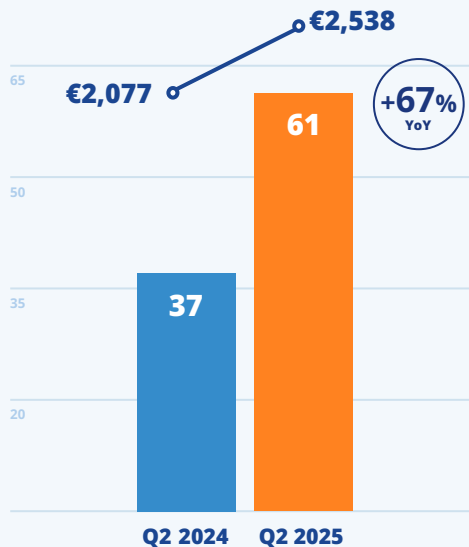
Autohero Accelerated Y-o-Y Unit Sales and Delivered Record Gross Profit

Autohero Units Sold

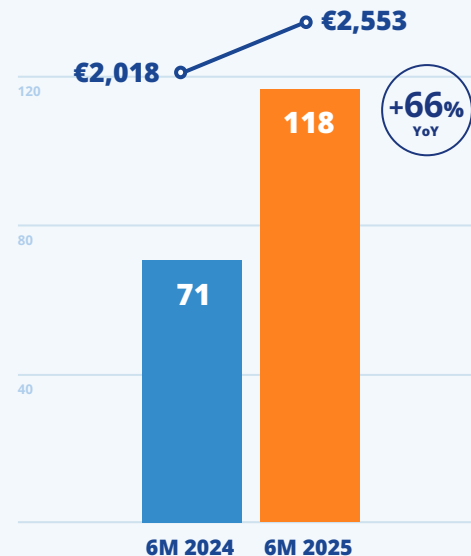
K Units



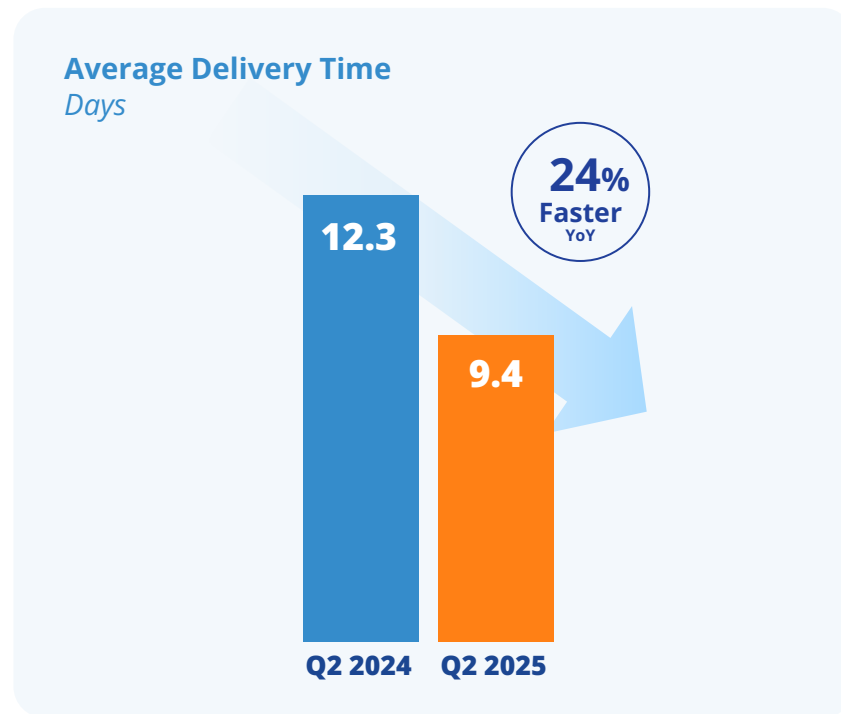
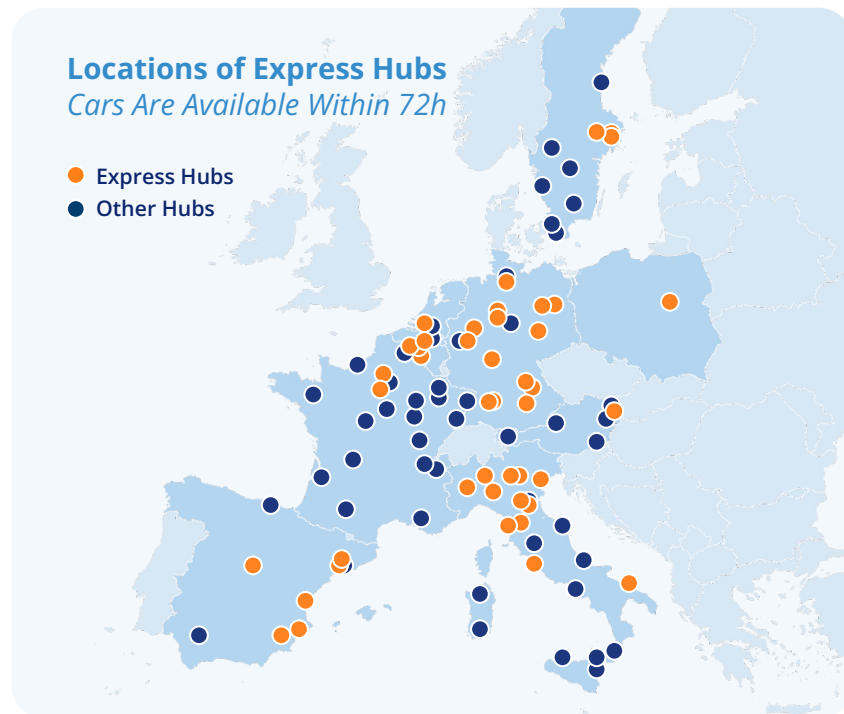
■ Retail Gross Profit (EUR Million)
○ Retail GPU (EUR)



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

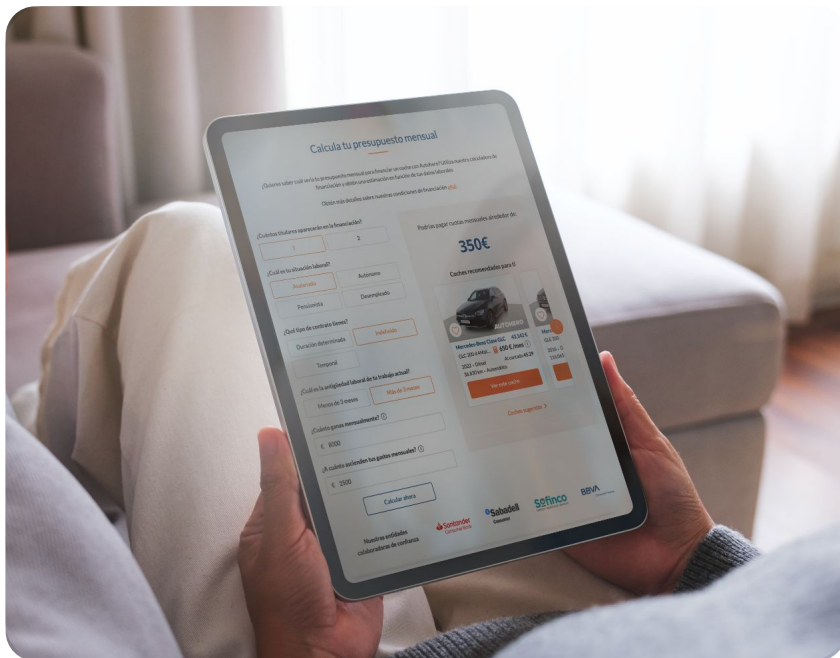


Our Express Hubs Enable Delivery in Record Speed



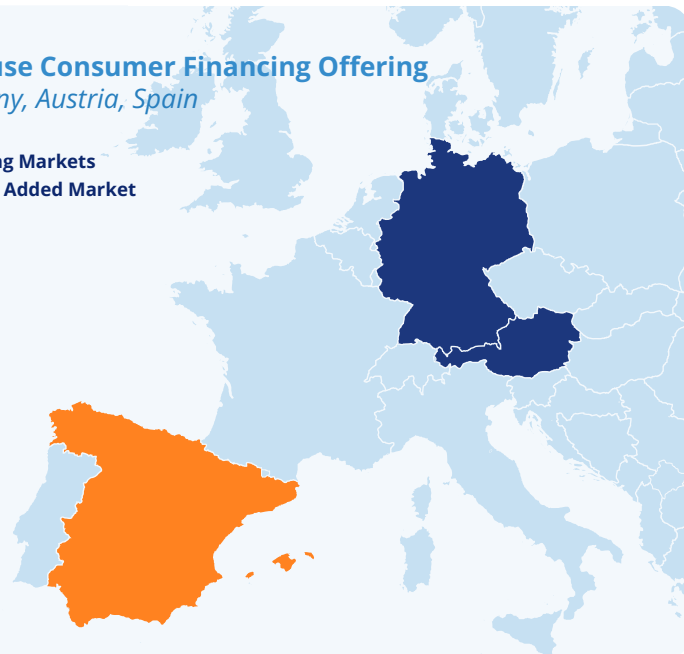
Average delivery time refers to the duration between order verification and the handover to the customer

We Launched Our Best-in-Class In-House Consumer Financing Offering in Spain



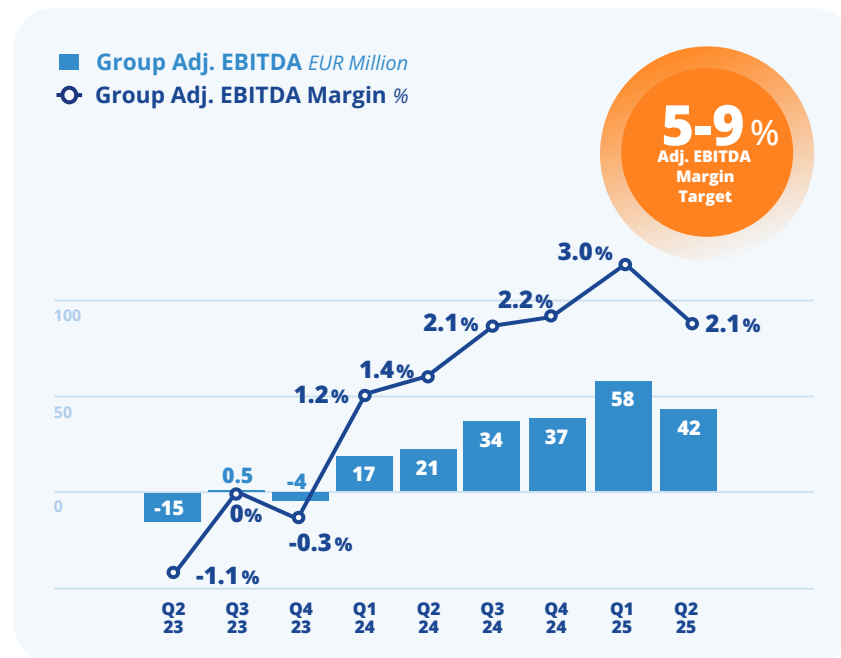
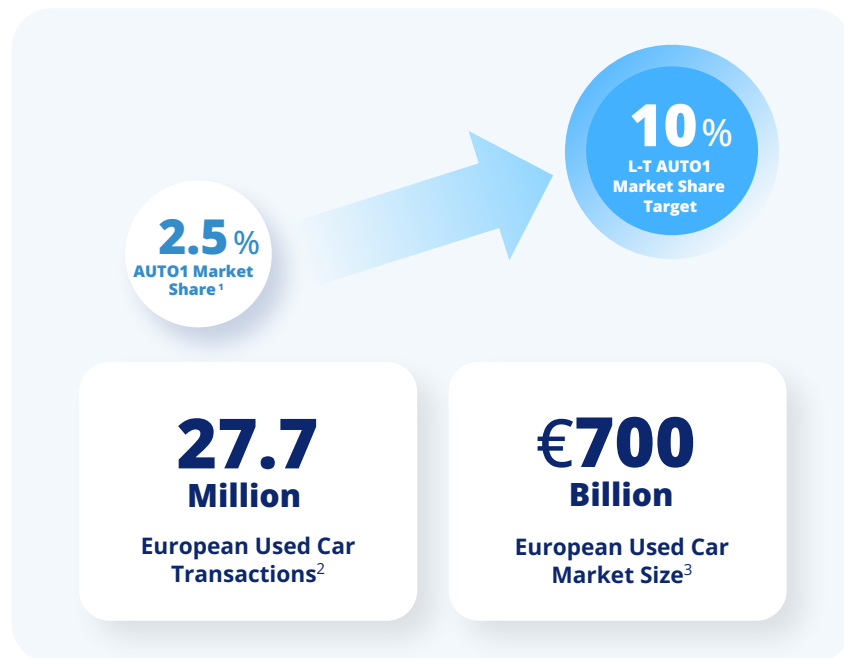
In-House Consumer Financing Offering *Germany, Austria, Spain*

- Existing Markets
- Newly Added Market



Our Long Term Goals

We Are Progressing Towards Our Long Term Market Share and Margin Targets



¹ Market share: 2024 (based on transactions in markets that are relevant to AUTO1 Group).

² Consolidated Used Car Transactions in the 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).

³ 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.

Q2 2025 Financial Figures And FY 2025 Guidance

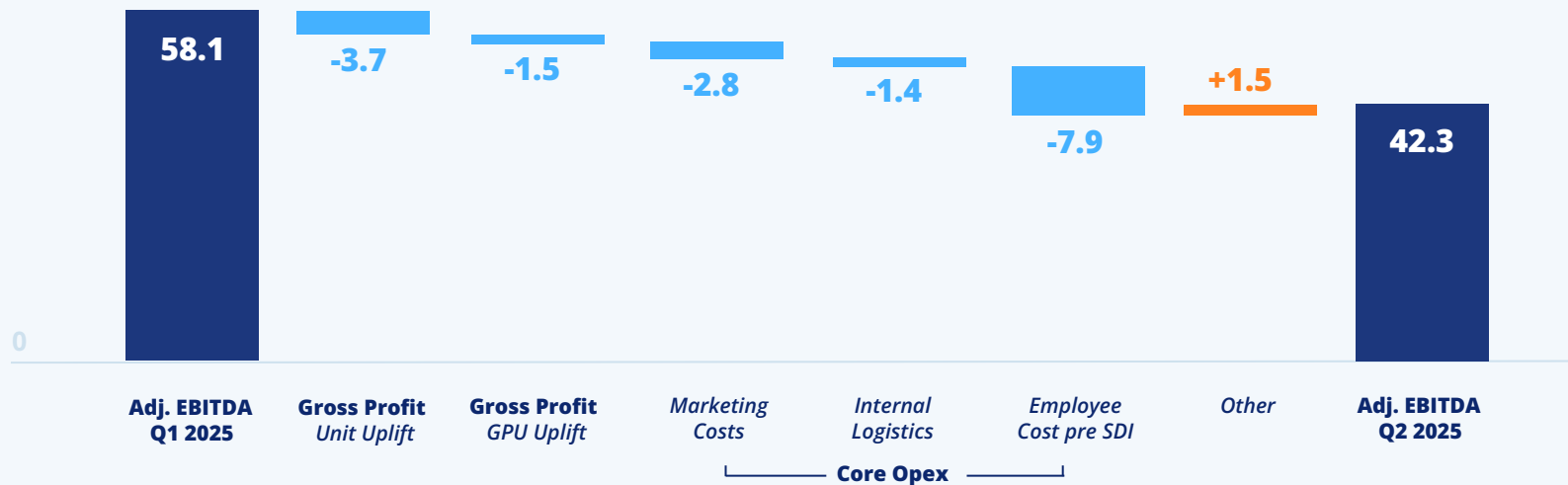
Q2 2025 Financial Figures

	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q2 YoY
Units Sold	166,292	176,632	183,083	204,046	200,498	20.6%
Revenue (€m)	1,518.2	1,599.4	1,699.9	1,942.9	1,970.6	29.8%
Average Selling Price (€)	9,130	9,055	9,285	9,522	9,828	7.7%
Gross Profit (€m)	173.3	187.1	201.3	236.4	231.2	33.4%
GPU* (€)	1,041	1,059	1,096	1,160	1,148	10.3%
Opex pre SDI (€m)	(152.6)	(152.8)	(164.2)	(178.3)	(188.8)	23.8%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(74.7)</i>	<i>(80.8)</i>	<i>(88.8)</i>	23.3%
<i>o/w Marketing Expenses (€m)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(38.0)</i>	<i>(42.0)</i>	<i>(44.7)</i>	25.2%
<i>o/w Internal Logistics (€m)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(22.1)</i>	<i>(24.7)</i>	<i>(26.1)</i>	18.3%
Adjusted EBITDA (€m)	20.7	34.3	37.2	58.1	42.3	104.1%
<i>Adjusted EBITDA Margin</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.2%</i>	<i>3.0%</i>	<i>2.1%</i>	<i>0.7 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

Our Strong Results Enable Us to Invest in our Future Growth

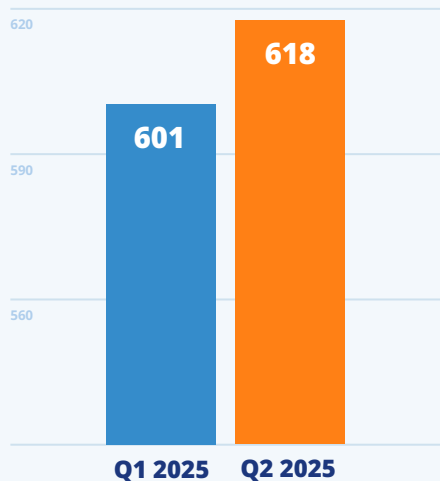
EUR Million



We Maintain a Strong Balance Sheet

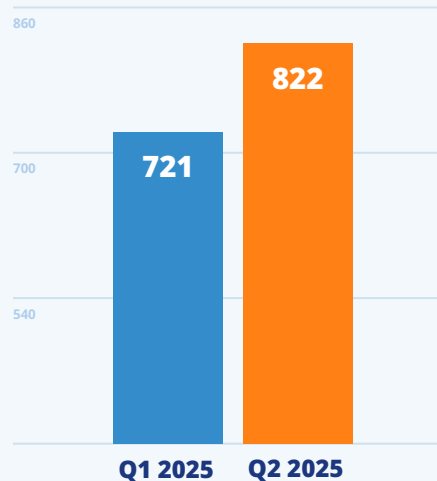
Total Cash EUR Million

No Corporate
Debt



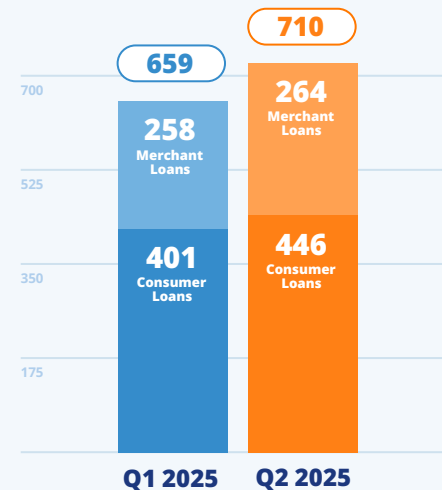
Inventory EUR Million

Financed
through our
Inventory
ABS Facility



Captive Finance Assets EUR Million

Financed
through our
Captive Finance
ABS Facilities



Upgraded 2025 Guidance

Unit Guidance

**Units
Group**

772-817k

Up from: 735-795k

**Units
Merchant**

680-720k

Up from: 650-700k

**Units
Autohero**

92-97k

Up from: 85-95k

Financial Guidance

Gross Profit

EUR 890-940m

Up from: EUR 845-905m

Adj. EBITDA

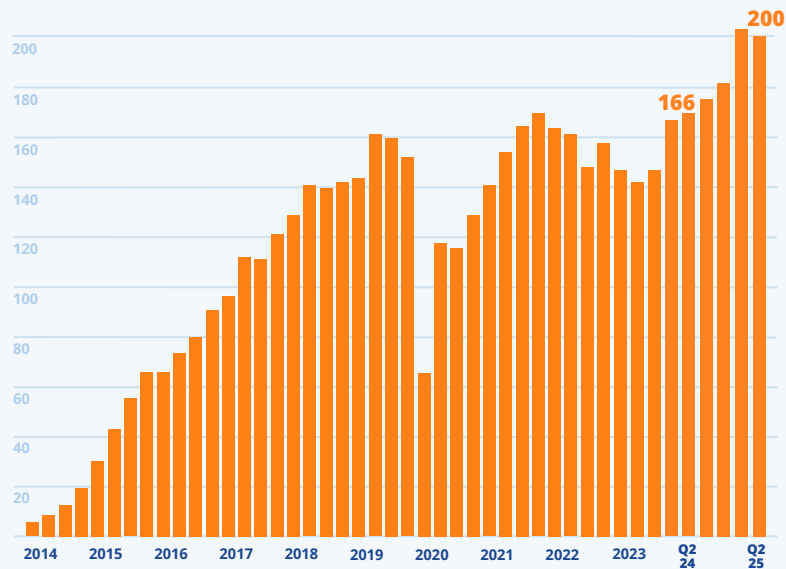
EUR 160-190m

Up from: EUR 150-180m

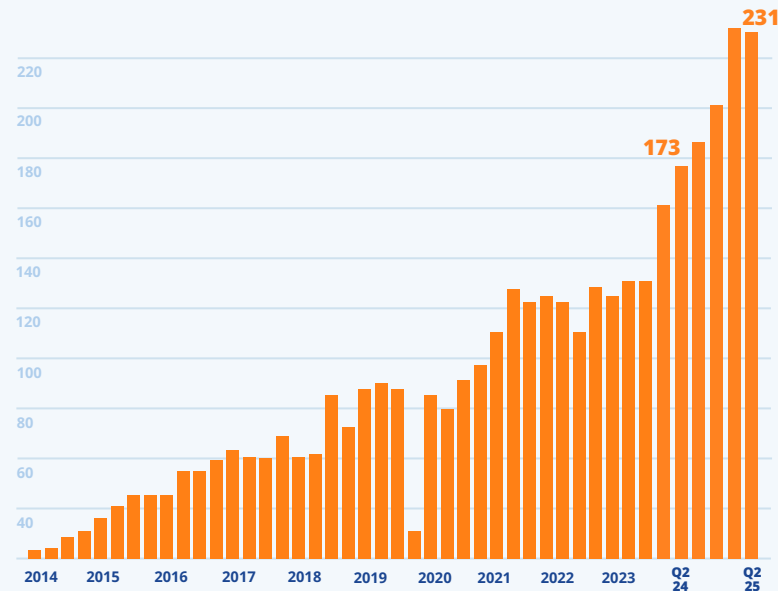
Appendix

Outstanding Growth Trajectory Since Foundation

Group Units Sold
K Units



Gross Profit
EUR Million



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*

			Brand Awareness	Trustpilot Score
wirkaufendeinauto.de		DE	66%	4.4
vendezvotrevoiture.fr		FR	51%	4.3
noicompriamoauto.it		IT	68%	4.5
compramostucoche.es		ES	63%	4.3
wijkopenautos.nl		NL	53%	3.8
viköperdinbil.se		SE	58%	4.4
wijkopenautos.be		BE	53%	4.3
wirkaufendeinauto.at		AT	57%	4.5

Data source:

- Nielsen Brand Tracker, Q2 2025 (DE/ES/FR/IT: Sample size 3,000 per market, NatRep 18-64 age. NL/SE/BE/AT: Sample size 1,000 per market, NatRep 18-64 age. Data for the Portugal market is not available).
- Trustpilot, 23.07.2025

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)

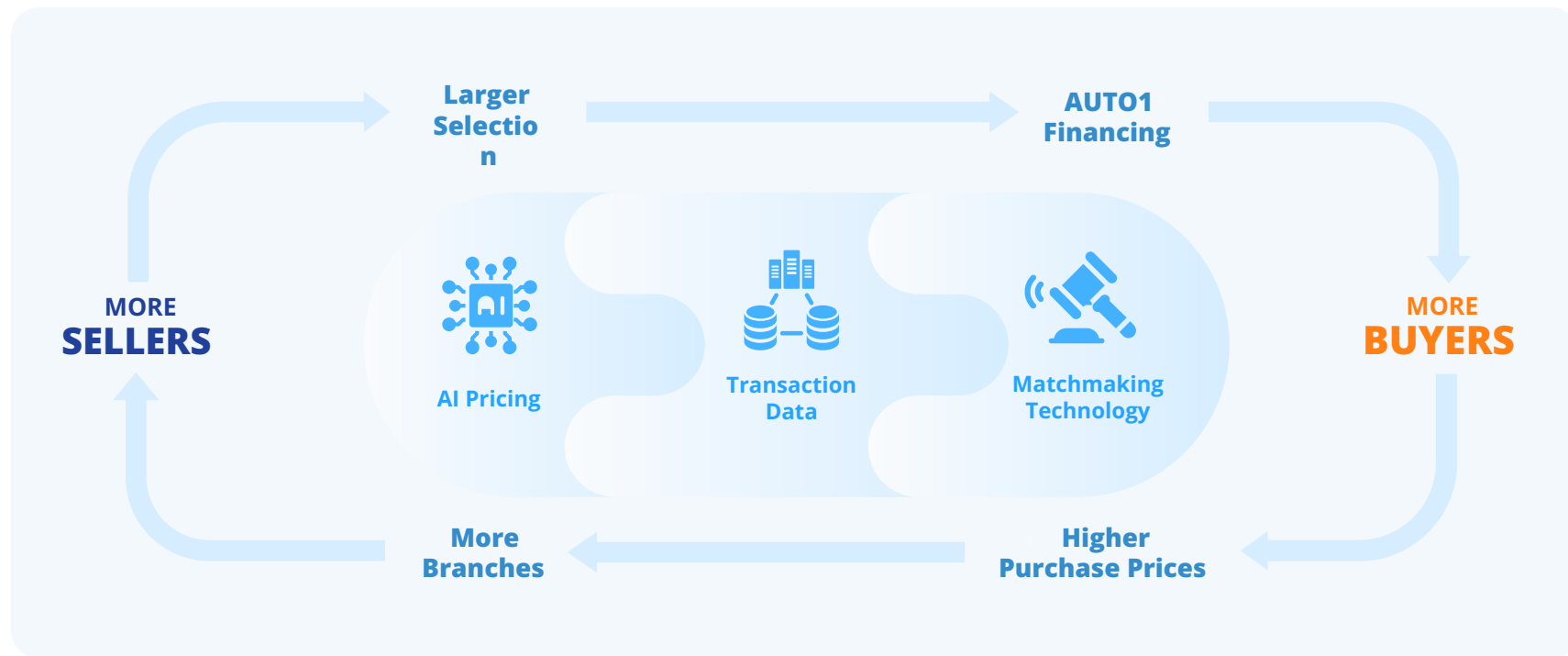
**Price**

- 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)

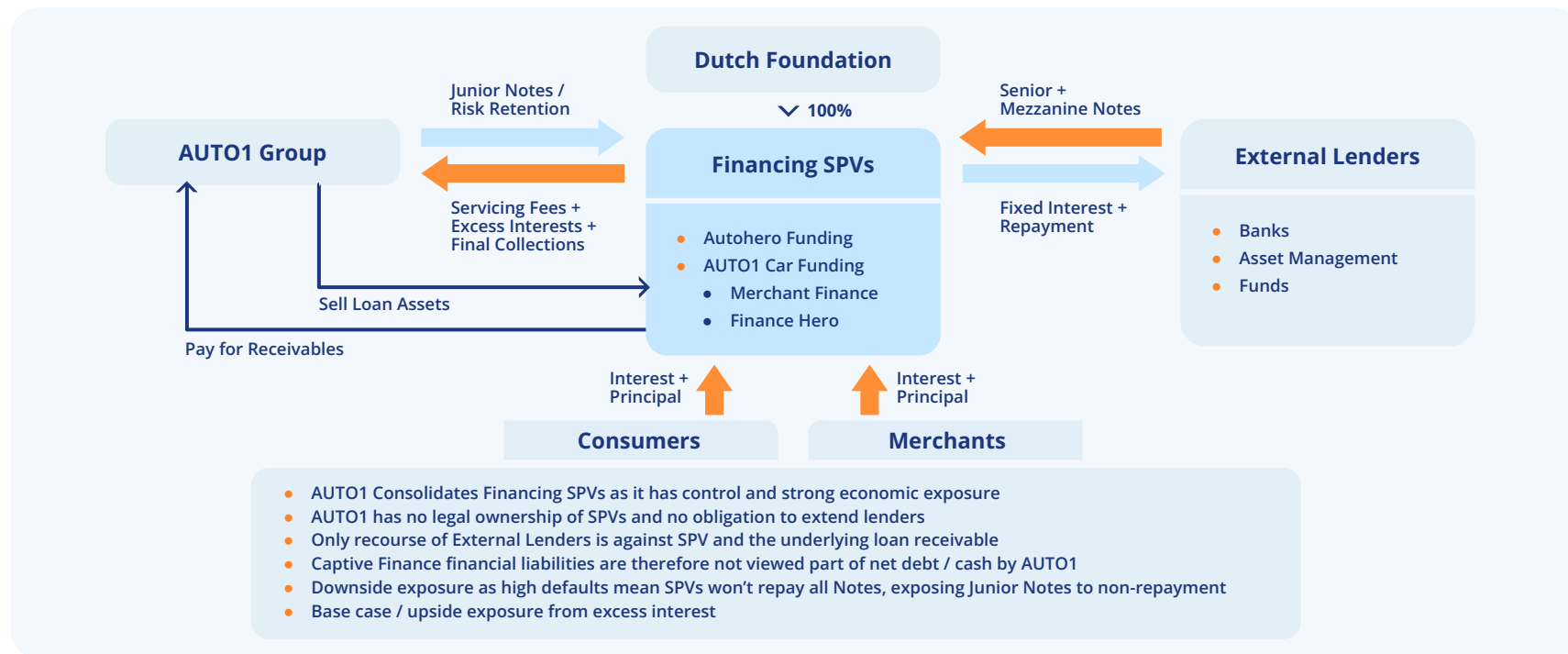
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q2 YoY
Units Sold	148,598	157,582	162,530	182,062	176,674	18.9%
Revenue (€m)	1,228.2	1,284.2	1,347.5	1,560.5	1,555.2	26.6%
Average Selling Price (€)	8,265	8,150	8,290	8,571	8,803	6.5%
Gross Profit (€m)	136.4	144.0	153.1	180.3	169.7	24.4%
GPU (€)	918	914	942	990	961	4.6%

Segment: Retail (Autohero)

	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q2 YoY
Units Sold	17,694	19,050	20,553	21,984	23,824	34.6%
Revenue (€m)	290.0	315.2	352.5	382.4	415.3	43.2%
Average Selling Price (€)	16,392	16,545	17,150	17,395	17,433	6.4%
Gross Profit (€m)	36.9	43.1	48.2	56.1	61.5	66.6%
GPU* (€)	2,077	2,263	2,318	2,569	2,538	22.2%

*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



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