



# SIXT SE Q2 RESULTS INVESTOR PRESENTATION

21 OCTOBER 2021

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A hand holding a heart-shaped medal against a starry background. The hand is positioned in the upper center, with the thumb and index finger gripping the top of the medal. The medal is heart-shaped and appears to be made of a dark metal, possibly bronze or silver, with some inscriptions that are not clearly legible. The hand is wearing a red and white striped sleeve. The background is a warm, golden-yellow gradient with numerous small, white, star-like specks scattered throughout, creating a sense of depth and light. A gold-colored rectangular frame is centered over the image, containing the text elements.

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# QUARTERLY HIGHLIGHTS

Q 2 / 2 1

# Q2/21 RESULTS: BACK ON RECORD LEVELS



## EBT

EUR 77.9m (-166% vs. Q2/20; +6% vs. Q2/19)



## GROUP REVENUE

EUR 501.2m (+119% vs. Q2/20; -20% vs. Q2/19)



## MOBILITY BUSINESS UNIT CORPORATE EBITDA

EUR 106.7m (-231% vs. Q2/20; +10% vs. Q2/19)



## NET INCOME

EUR 62.7m (-160% vs. Q2/20; +28% vs. Q2/19)



## RENTAL ASSETS

EUR 3.2bn (+45% vs. Q4/20)



## EQUITY RATIO

30.8% (-1pp vs. Q4/20)





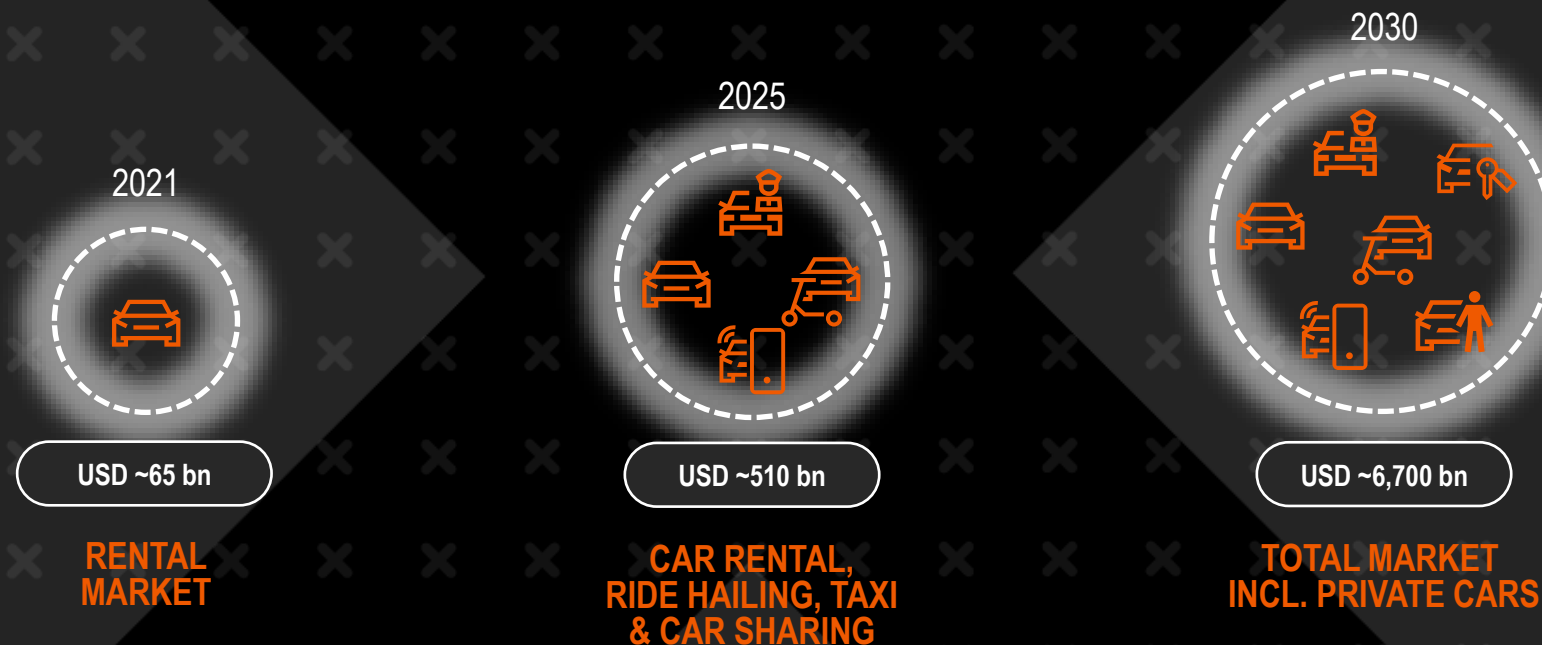
A dramatic scene of a Formula 1 car, primarily orange and black, crashing onto its side on a racetrack. The car is engulfed in bright orange and yellow flames, particularly concentrated around the rear wheel and engine area. The background is heavily blurred, showing a city street with buildings and other vehicles, suggesting high speed. The entire scene is framed by a thick, textured gold border.

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# BUSINESS UPDATE

# OUR VISION: EXCITE OUR CUSTOMERS WITH THE FREEDOM OF GLOBAL MOBILITY WITHOUT OWNING A CAR

SHIFT AWAY FROM CAR OWNERSHIP LIKELY TO PUSH RENTAL AND SUBSCRIPTION BUSINESS – FLEXIBILITY AS KEY DRIVER



UNLIMITED SCALABILITY IN A USD 6,700 BN MARKET

# SIXT'S BUSINESS MODEL: SCALABLE, VARIABLE, FINANCIALLY SOLID, DIVERSIFIED

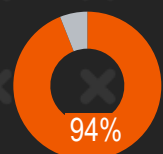
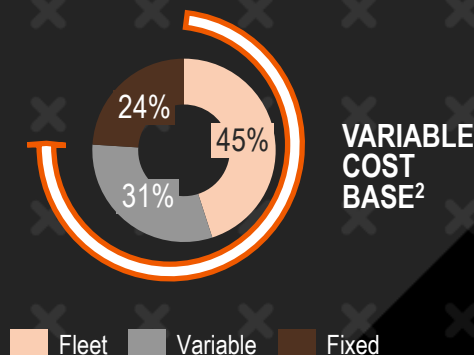


## PLATFORM SCALABILITY

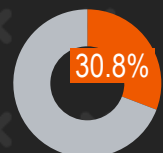


~80% of our cost base is variable as we can extend or shorten holding periods for part of our fleet vehicles

## VARIABILITY



Buyback ratio<sup>1</sup>



Equity ratio<sup>2</sup>

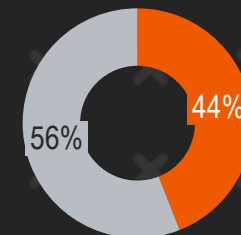


Net Financial Debt used for fleet assets<sup>2</sup>

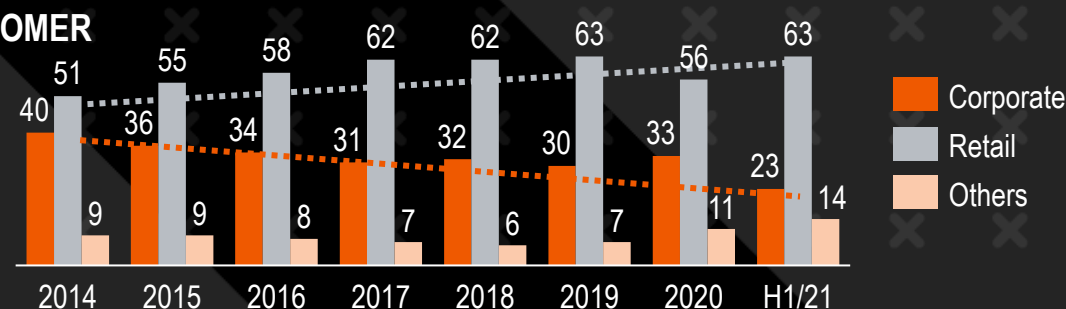
## FINANCIALLY SOLID

## DIVERSIFIED

H1/21 REVENUE SPLIT [%]



CUSTOMER MIX [%]



<sup>1</sup>Share of Buyback agreements with OEMs including operating leases as of 31 December 2020; <sup>2</sup>As of 30 June 2021  
Sources: Group Interim Report as at 30 June 2021, Annual Report 2020 and previous years, Company Data



# MARKET CONDITIONS ARE FAVOURABLE GIVEN URGE OF PEOPLE TO TRAVEL – OUTWEIGHING EXISTING CHALLENGES

## OPPORTUNITIES

Current car rental price environment



Catch-up effects on travel demand



Increasing vaccination rates



Easing of lockdowns  
Transatlantic flights to resume



US business development



Subscription / SIXT+



## CHALLENGES



Business customer demand recovering at slower speed



Ongoing semiconductor and thus vehicle shortage



More infectious COVID-19 mutations





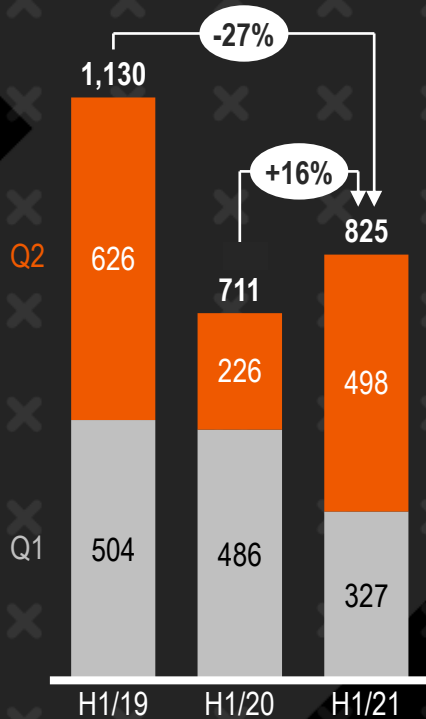


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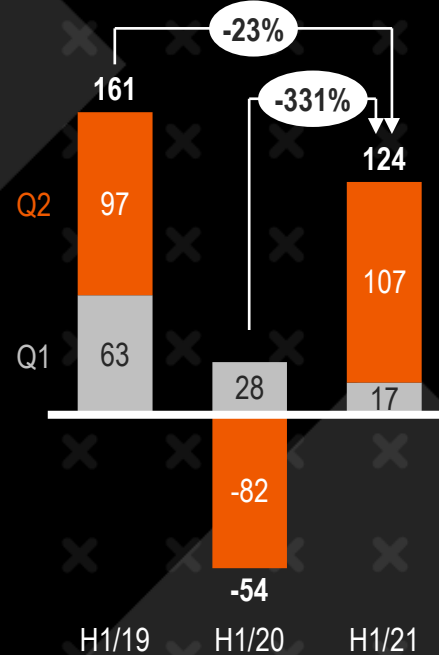
Q2/21 RESULTS IN DETAIL

# Q2/21 & H1/21 UPDATE: RECOVERY FUELLED BY MARKET CONDITIONS

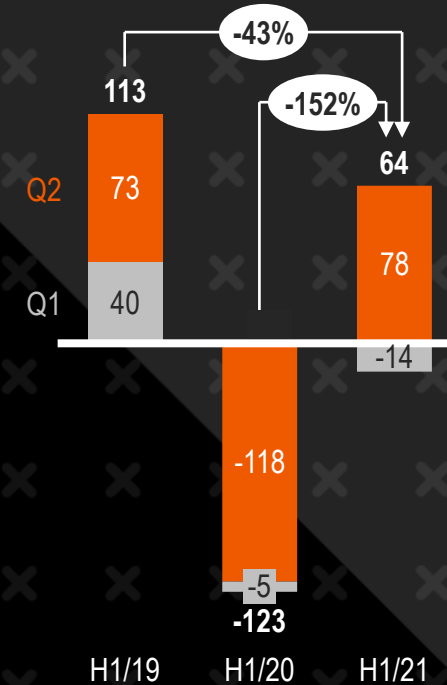
## OPERATING REVENUE [EUR m]



## MOBILITY BUS. UNIT CORPORATE EBITDA [EUR m]



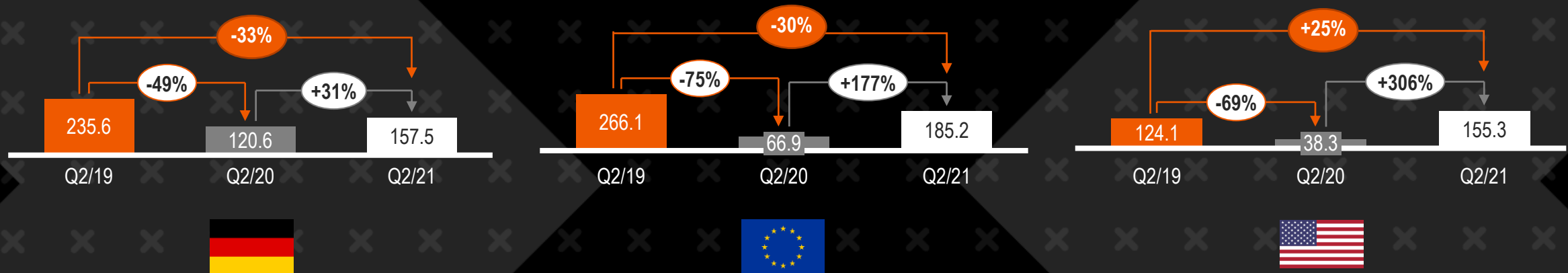
## GROUP EBT [EUR m]



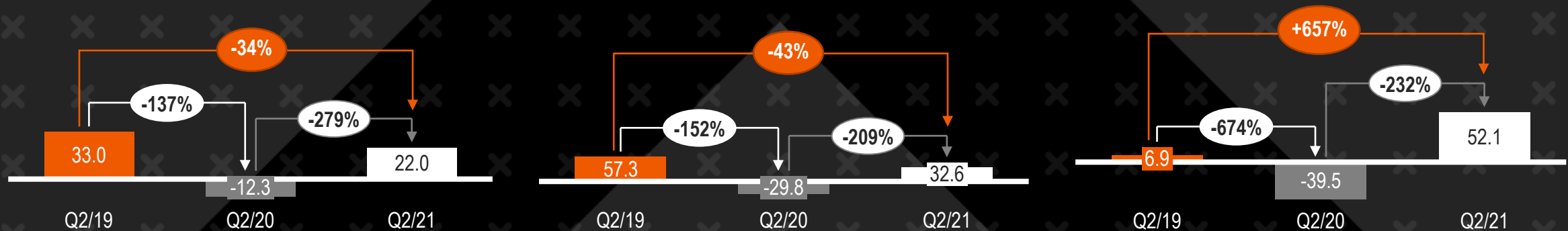


# Q2/21 SEGMENT UPDATE: US DRIVE OUTPERFORMANCE VERSUS MARKET EXPECTATIONS AND COME IN EVEN BETTER THAN PRE-CORONA

## OPERATING REVENUE<sup>1</sup> [EUR m]



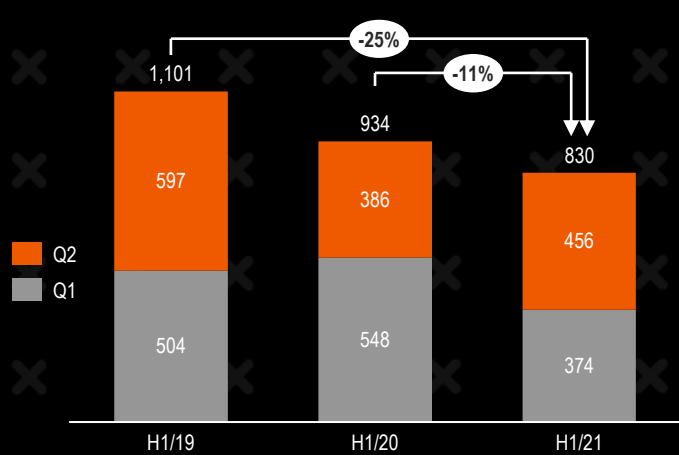
## CORPORATE EBITDA [EUR m]



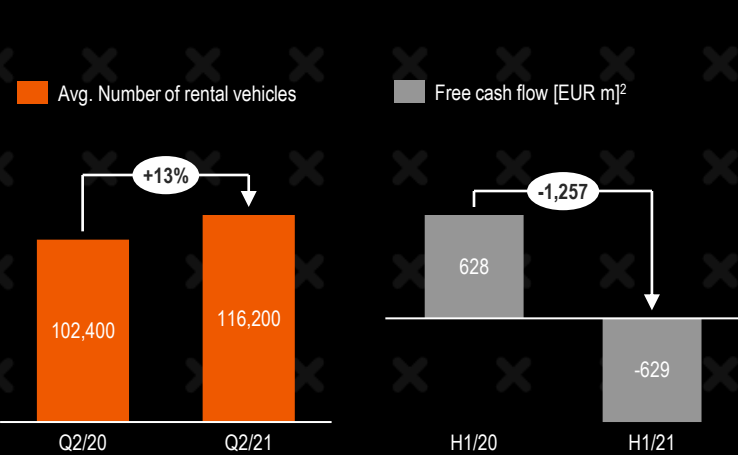
<sup>1</sup>Share of Group operating revenue generated in the respective regional segments (Germany, Europe (excl. Germany) and North America)

# SYNCHRONISATION OF DEMAND AND COSTS; Q2 & H1 TOTAL EXPENSES STILL C. 25% BELOW PRE-PANDEMIC LEVEL

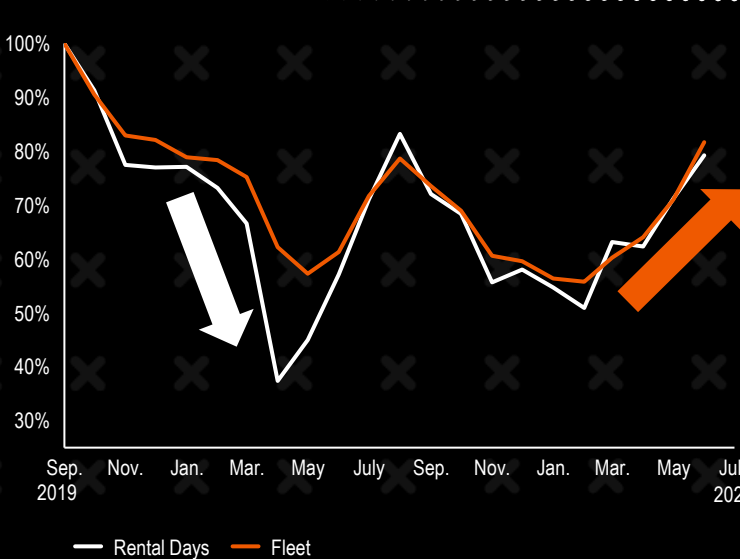
TOTAL EXPENSES<sup>1</sup> [EUR m]



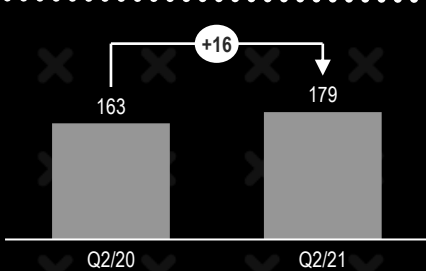
FLEET



FLEET LEVEL DURING CORONA PANDEMIC 2019-2021 [indexed]



FLEET COSTS<sup>3</sup> [EUR m]



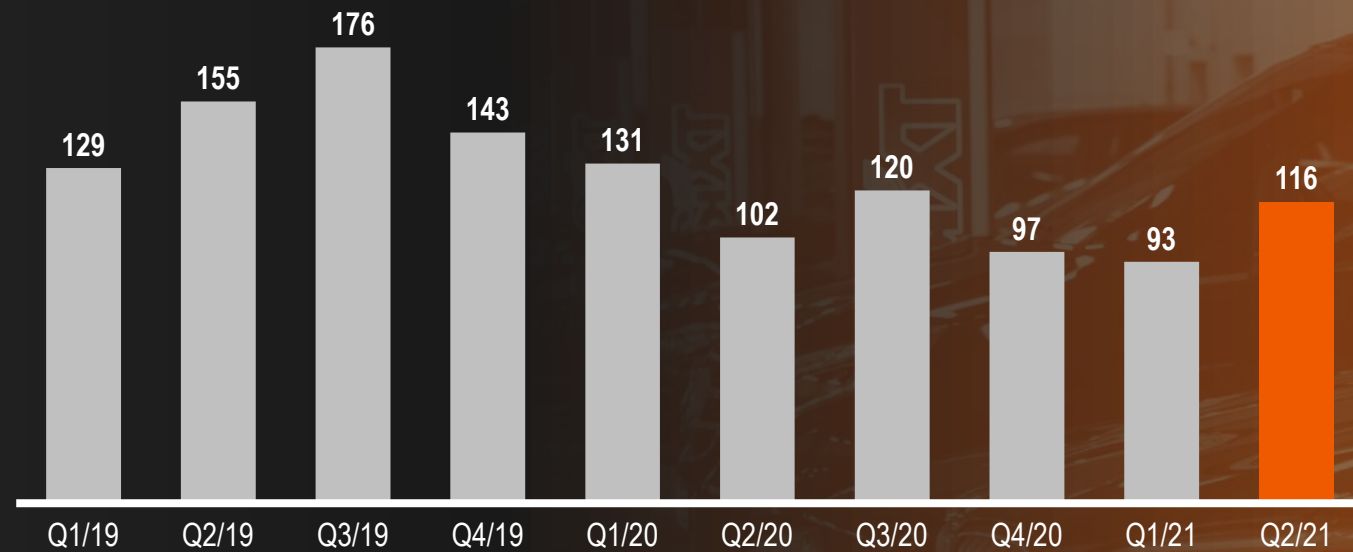
<sup>1</sup>Total expenses including financial result, excluding other operating income; <sup>2</sup>Cash flows from continuing operations; <sup>3</sup>Fleet costs including depreciation on rental vehicles



# SUCCESSFUL FLEET ADJUSTMENT DESPITE CHALLENGES DUE TO SHORTAGE OF NEW VEHICLES

Q 2 / 2 1 AVERAGE **~116,000** VEHICLES INTERNATIONALLY

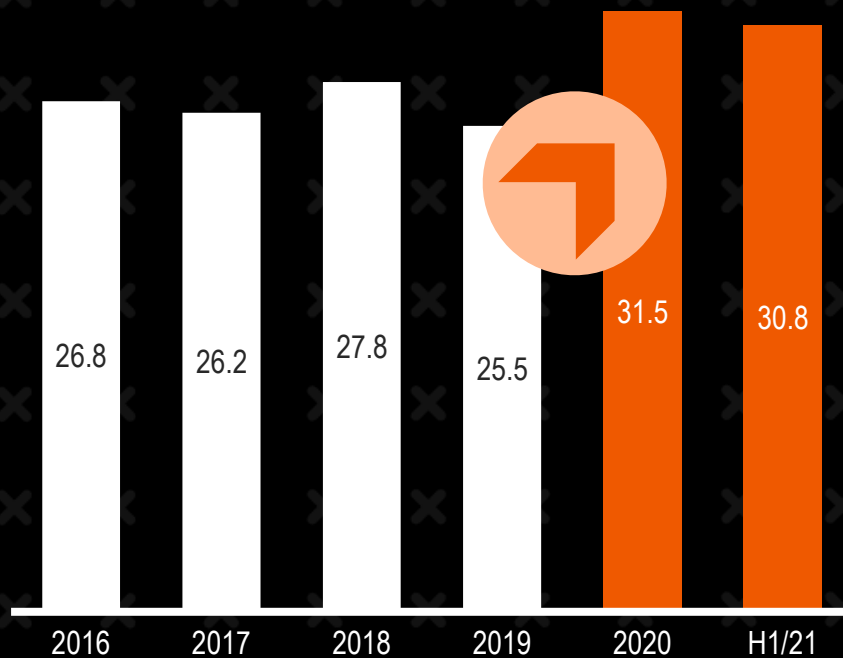
End of Q 2 / 2 1 **~146,000** VEHICLES INTERNATIONALLY



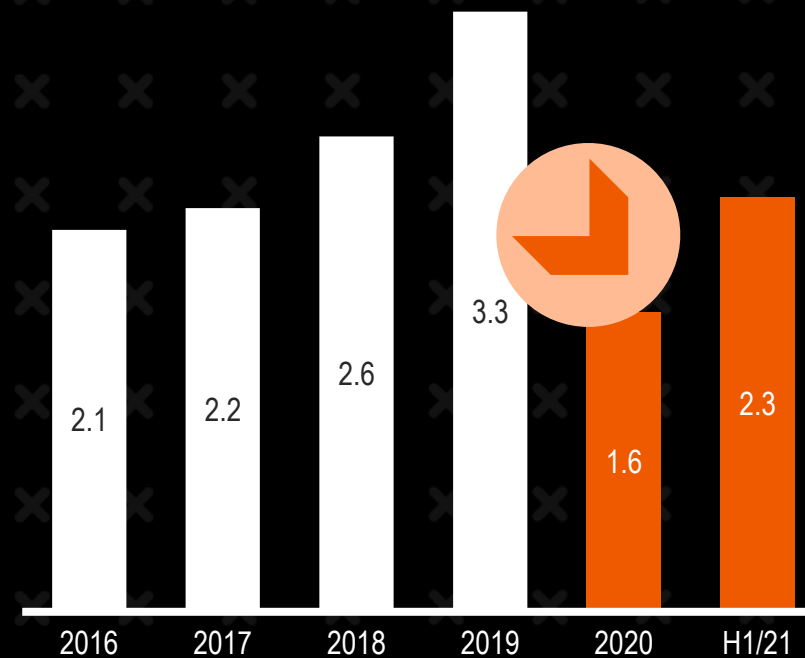
AVERAGE FLEET SIZE PER QUARTER [thousand]

# HIGH EQUITY RATIO AND LOW NET FINANCIAL DEBT

EQUITY RATIO<sup>1</sup> [%]



NET FINANCIAL DEBT<sup>1</sup> [EUR bn]







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**OUTLOOK**

# OUTLOOK 2021: REAPING THE BENEFITS OF OUR INTERNATIONALISATION STRATEGY - RECORD PROFIT AHEAD

## FY 2021 FORECAST<sup>1</sup>

CONSOLIDATED  
OPERATING REVENUE

EUR 2.10 – 2.30 bn

GROUP EBT

EUR 390 – 450 m

## CAVEAT

- Volatile market environment, difficult to predict how demand will develop
- Uncertainty regarding extent and duration of supply bottlenecks and the resulting impact on vehicle availability as well as market price developments

<sup>1</sup>Issued on 20 October 2021; previous forecast from 20 September was at EUR 2.00-2.20 bn for consolidated operating revenue and at EUR 300-330 m for EBT; the original forecast from 20 July 2021 was at EUR 1.95-2.10 bn for consolidated operating revenue and at EUR 190-220 m for EBT.



# BUSINESS STRATEGY: CONTINUED COMMITMENT TO GROWTH AREAS

BUSINESS  
STRATEGY  
EXCITED  
CUSTOMER



CULTURE  
EXCITED  
PEOPLE



## DIGITAL RENTAL

Fully digital and contactless rental experience

## USA

Further airport and downtown expansion, entering corporate segment

## VAN & TRUCK

Significant market potential in a highly fragmented USD > 10 bn market

## SUBSCRIPTION

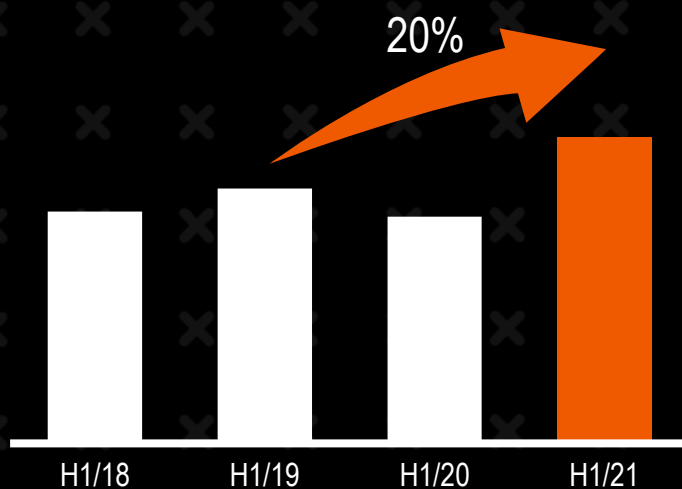
Expansion to additional customer groups

# SUBSCRIPTION AND VAN & TRUCK: STRONG GROWTH DRIVEN BY SHIFT IN CONSUMER BEHAVIOUR

## V&T REVENUE DEVELOPMENT GERMANY [EUR m]



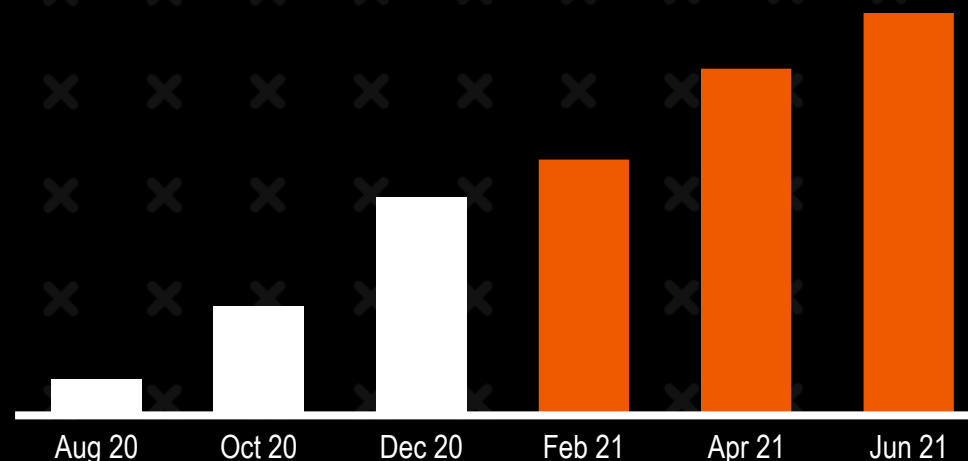
H1/21 revenue  
significantly above  
H1-3-year-average



## SUBSCRIPTION DEVELOPMENT [Active contracts]

**SIXT+**

> 10,000 active  
contracts





## CONTACT DETAILS

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