



SIXT SE Q4/FY 2021 RESULTS INVESTOR PRESENTATION

2 MARCH 2022

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A dramatic black and white photograph of a Formula 1 car crashing on a racetrack. The car is tilted on its side, with a large fire erupting from the rear. The background shows a blurred racetrack and grandstands. A semi-transparent black rectangle with a gold border is centered over the image, containing the SIXT logo and the text 'BUSINESS UPDATE'.

SIXT

BUSINESS UPDATE

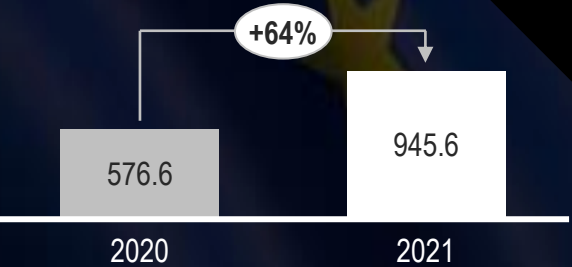
SIXT AT NEW RECORD HIGHS

	2019		2021
 REVENUE [excluding Leasing, EUR bn]	2.5	-9%	2.3
 EXPENSES [EUR bn]	2.2	-16%	1.8
 EBT [EUR m]	308	+43%	442
 MARKET CAP [EUR bn]	3.8	+63%	6.2
 MARKET SHARE US [%]	1.73%	+0.9 ppt. (x1.5)	2.63%
 MARKET SHARE EUROPE [%; SIXT Corporate Countries]	17.5%	+6.3 ppt. (x1.4)	23.8%

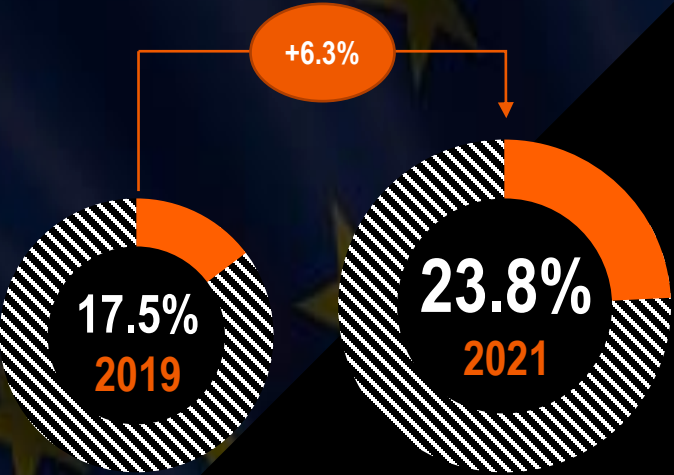
Sources: Annual Report 2019; Preliminary FY results 2021; Bloomberg; Market shares 2019 and 2021 based on Euromonitor International Travel 2022 data and own estimates

ONGOING INTERNATIONALISATION - STRONG REVENUE AND MARKET SHARE GROWTH ABROAD

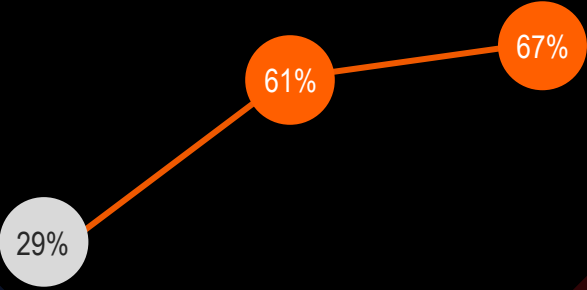
REVENUE DEVELOPMENT EUROPE



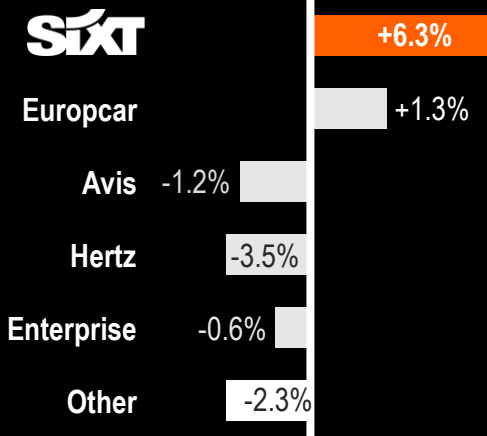
MARKET SHARE EUROPE



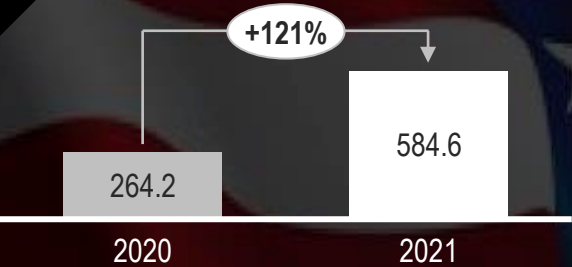
SHARE OF INTERNATIONAL REVENUE 2009, 2019 & 2021



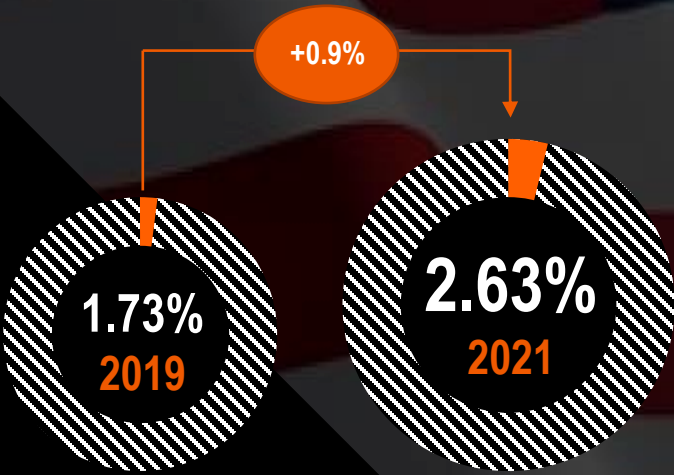
MARKET SHARE DEVELOPMENT EUROPE 2021 vs. 2019^{3,4}



REVENUE DEVELOPMENT USA



MARKET SHARE USA



Sources: Annual Reports 2009 and 2019; Preliminary FY results 2021; Market shares 2019 and 2021 based on Euromonitor International Travel 2022 data and own estimates

COMPANY TRANSFORMATION THROUGHOUT THE CRISIS

- SIXT OPERATES A MOBILITY PLATFORM THAT DIFFERENTIATES AGAINST THE COMPETITION

- CONTINUED INTERNATIONALISATION AND DIGITISATION STRATEGY DURING THE CRISIS HAS PAID OFF
- FULLY INTEGRATED MOBILITY PLATFORM
- BROADER MOBILITY OFFERING, MORE PREMIUM AND TECH THAN TRADITIONAL CAR RENTAL FIRMS
- SUPERIOR PREMIUM SERVICE COMPARED TO OTHER MOBILITY PLATFORMS
- MORE FLEXIBLE RENTING THAN OEMS



SIXT OPERATES A HIGHLY FLEXIBLE BUSINESS MODEL DUE TO ITS SCALABILITY AND VARIABILITY

- 1 ONE PREMIUM DEMAND PLATFORM
- 2 ONE PREMIUM PRODUCT PLATFORM
- 3 ONE PREMIUM SERVICE PLATFORM
- 4 ONE PREMIUM FLEET PLATFORM
- 5 ONE PREMIUM TECH PLATFORM

PLATFORM SCALABILITY



VARIABILITY

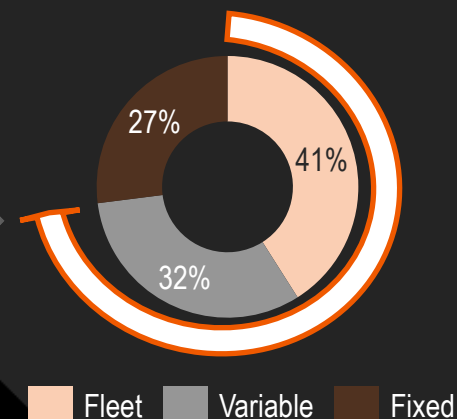
MARGIN PROTECTION THROUGH ABILITY TO PASS ON COST HEADWINDS

6 MONTHS
AVERAGE HOLDING PERIOD

-3 MONTHS

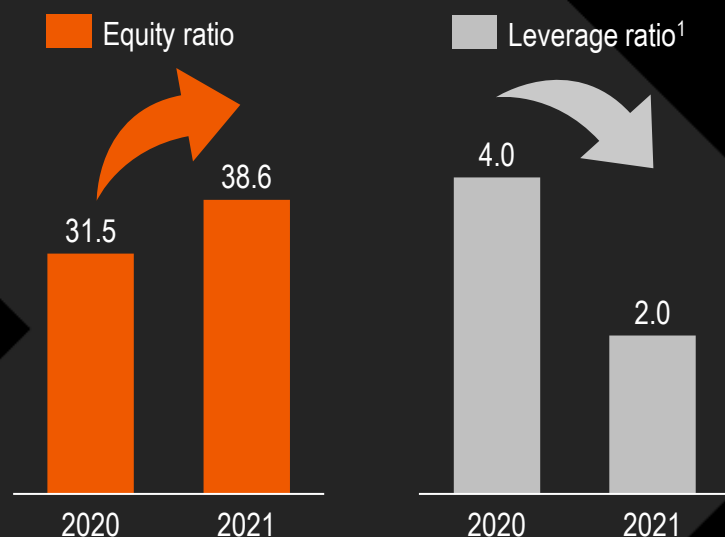
+3 MONTHS

VARIABLE COST BASE



>70% OF OUR COST BASE IS VARIABLE
AS WE CAN EXTEND OR SHORTEN HOLDING PERIODS FOR PART OF OUR FLEET VEHICLES

SIXT'S BUSINESS MODEL IS BALANCING RISKS DELIBERATELY - FINANCIALLY SOLID & WELL DIVERSIFIED



**FINANCIALLY
SOLID**

85% NON-RISK RATIO²

100% NET FINANCIAL DEBT USED FOR FLEET ASSETS

¹Dynamic leverage ratio defined as Net Financial Debt / EBITDA

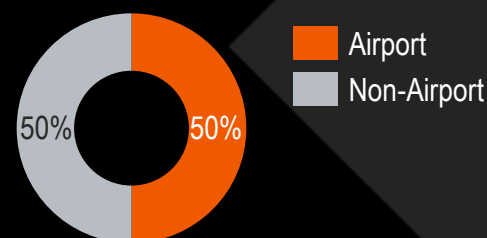
²Share of vehicles (infleeted in 2021) covered by buyback or leasing agreements with OEMs including operating leases;

Non-risk ratio of 79% as at reporting date 31 December 2021

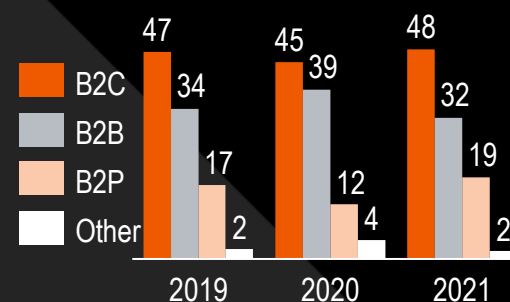
Sources: Preliminary FY results 2021; Company Data

DIVERSIFIED

REVENUE SPLIT [%]



SALES CHANNEL MIX [%]



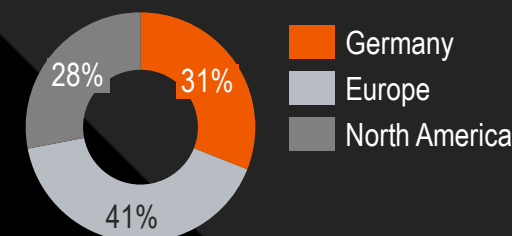
**B2B & B2C/B2P
COMPLEMENTARY**

- ✓ PEAK VS. LOW SEASON
- ✓ UTILISATION THROUGHOUT THE WEEK

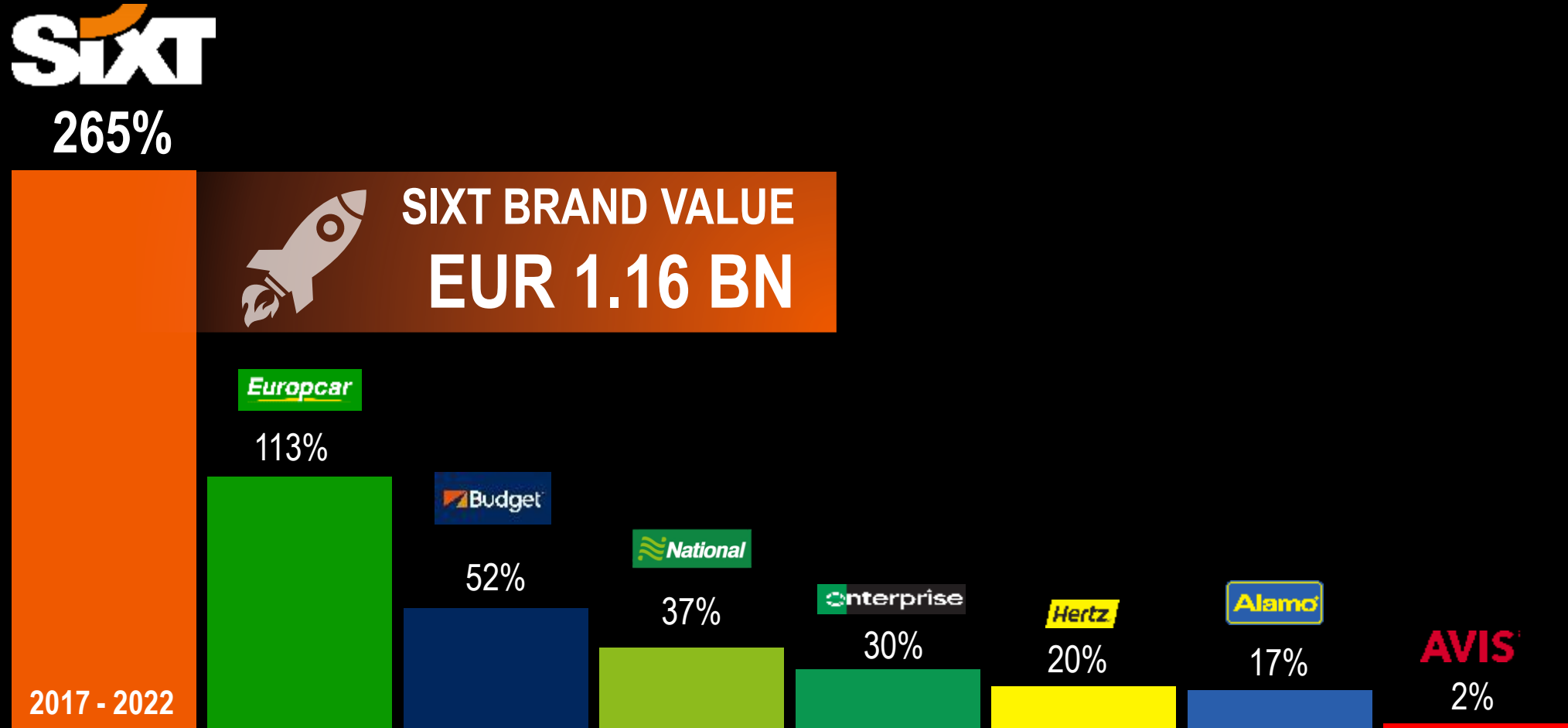
ST & LT

REVENUE SHARES TO BECOME MORE
BALANCED

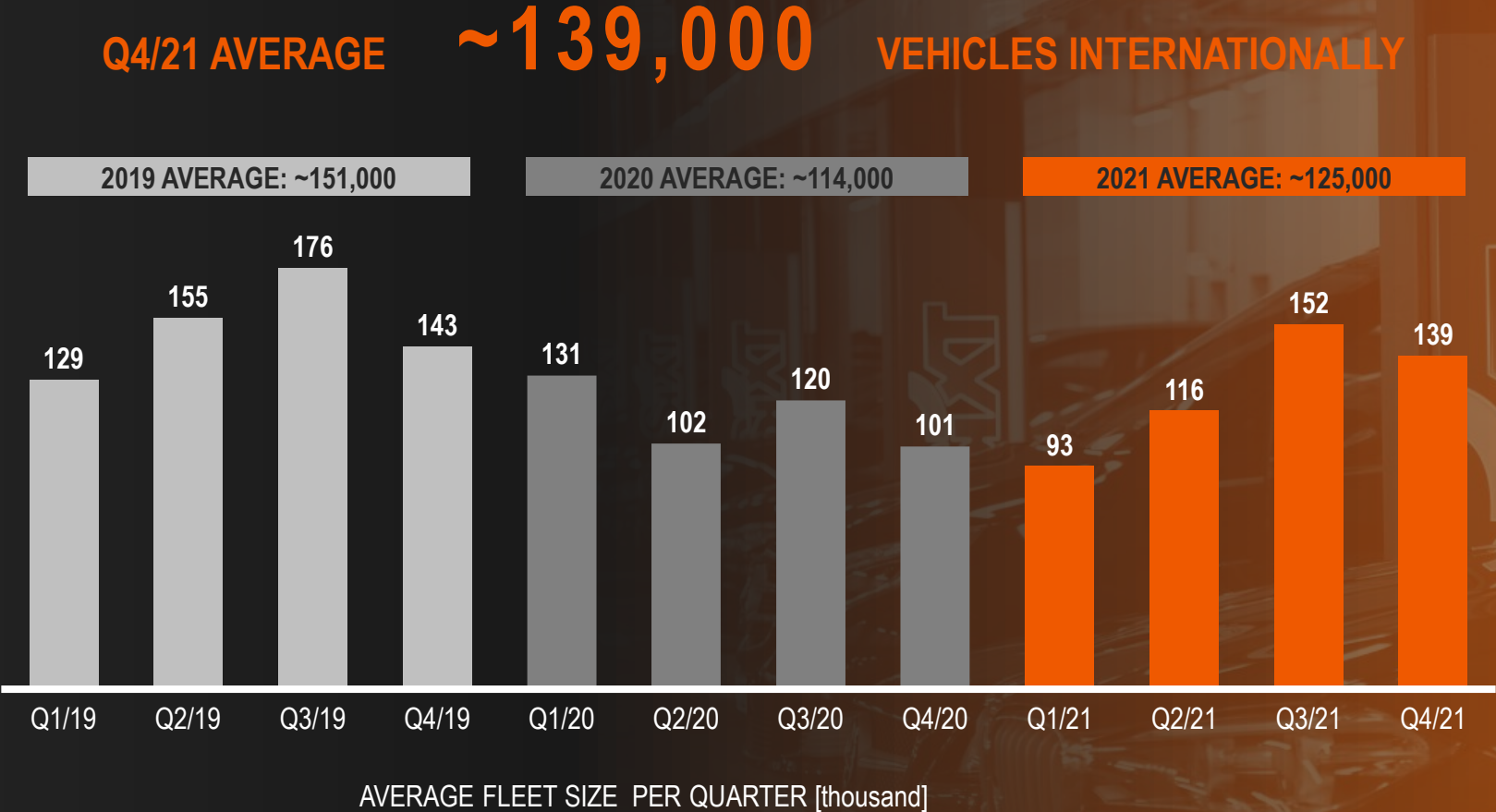
CORPORATE EBITDA SPLIT [%]



SIXT BRAND VALUE STANDS AT EUR 1.16 BN - FASTEST GROWING BRAND IN THE CAR RENTAL INDUSTRY



ENTERING 2022 WITH A RECORD FLEET



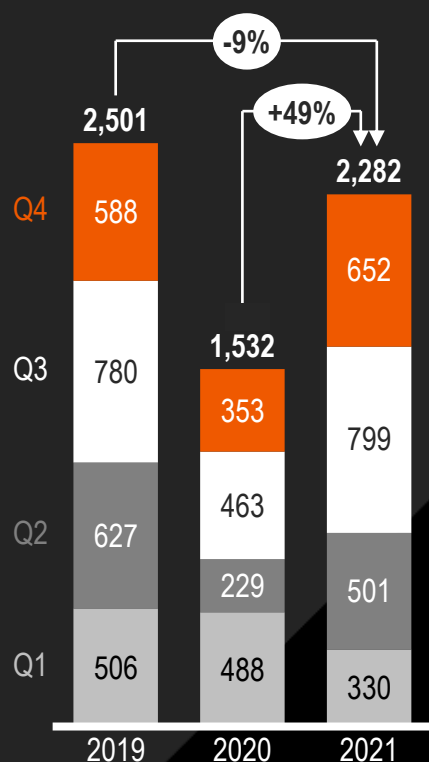


SIXT

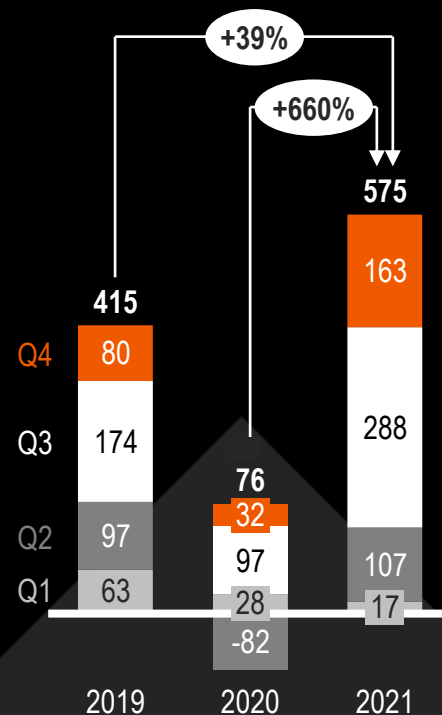
Q4/FY21 RESULTS IN DETAIL

FY 2021 PROFIT SIGNIFICANTLY ABOVE PRE-PANDEMIC LEVELS - DRIVEN BY DEMAND RECOVERY AND GOOD COST DISCIPLINE

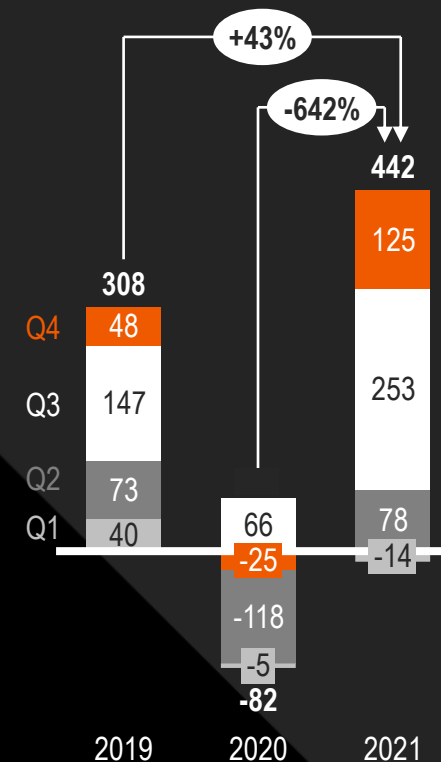
GROUP
REVENUE¹ [EURm]



CORPORATE
EBITDA MOBILITY¹ [EURm]



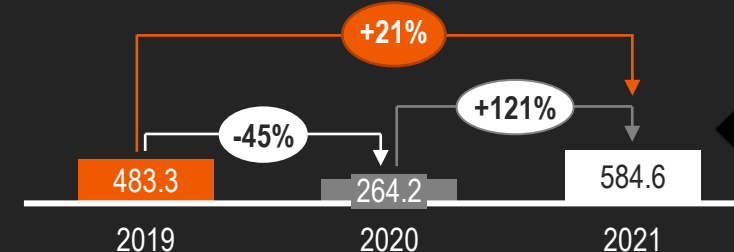
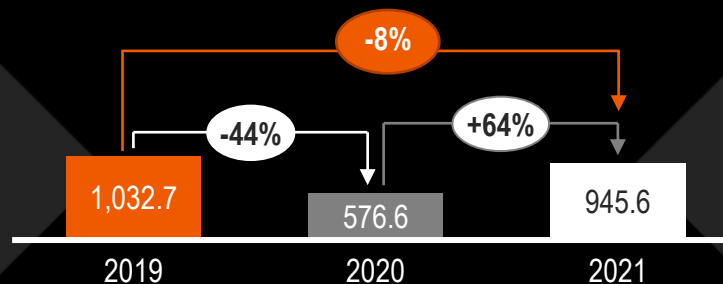
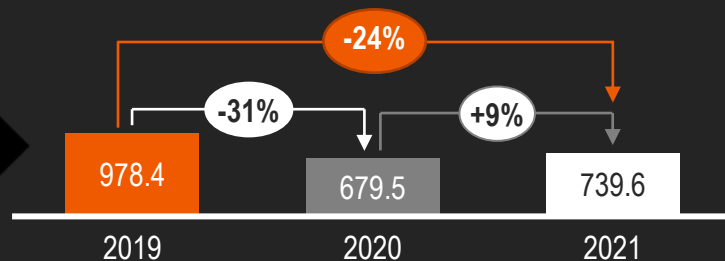
GROUP EBT¹ [EURm]



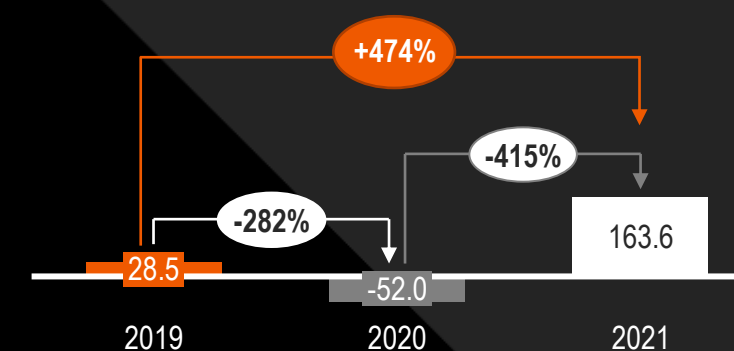
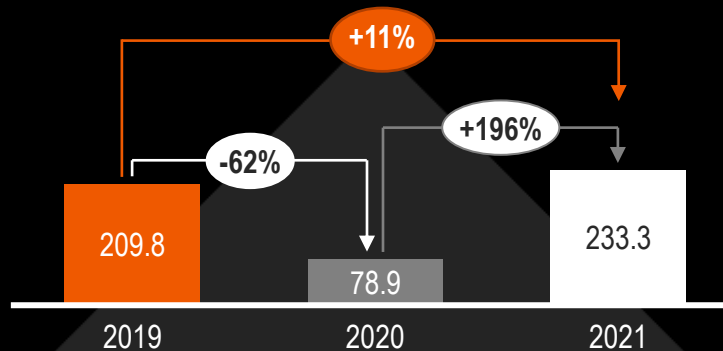
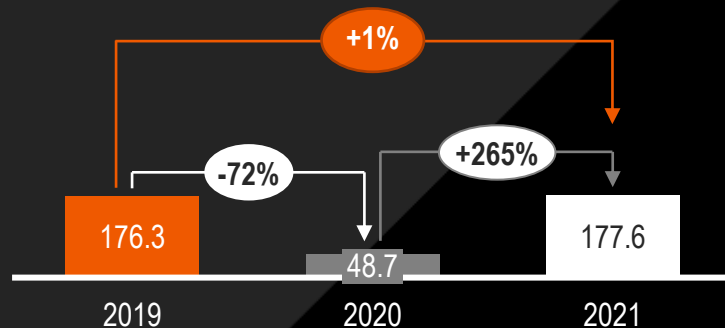
FY 2021 SEGMENT UPDATE: STRONG PROFIT GROWTH IN ALL SEGMENTS



REVENUE^{1,2} [EURm]



CORPORATE EBITDA² [EURm]



¹Share of Group revenue generated in the respective regional segments (Germany, Europe (excl. Germany) and North America); ²FY 2021 Preliminary figures

A low-angle, upward-looking photograph of several tall skyscrapers in a city at dusk or night. The buildings are dark, with some windows illuminated from within, creating a grid of light and shadow. The sky is a deep, dark blue-grey. A bright, textured yellow rectangular frame is superimposed over the center of the image, containing the text.

SIXT

OUTLOOK

GROW MARKET SHARE AND DRIVE COST EFFICIENCY THROUGH **DIGITISATION AND INTERNATIONALISATION**



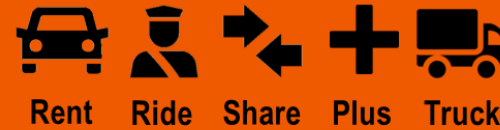
CREATING CUSTOMER EXCITEMENT

- Addressing customers' **emotional needs**
- Addressing customers' **functional needs**
- **Ease** is the new premium
- **Enhancing Flexibility**: mobility whenever, however & wherever



FULLY DIGITAL & CONTACTLESS RENTAL EXPERIENCE

- Lower costs through **digitisation of branches & rental processes**
- **Seamless** digital rental and check-out
- Continuous **improvement of reservation flow**
- **AI based** pricing and fleet management



SCALE OUR PRODUCTS

- Grow **Van & Truck** focusing on core markets DACH, France, and UK
- Grow Sixt+ **Subscription**
- Grow **SIXT share** and launch new cities
- Increase **SIXT ride** offering to additional cities



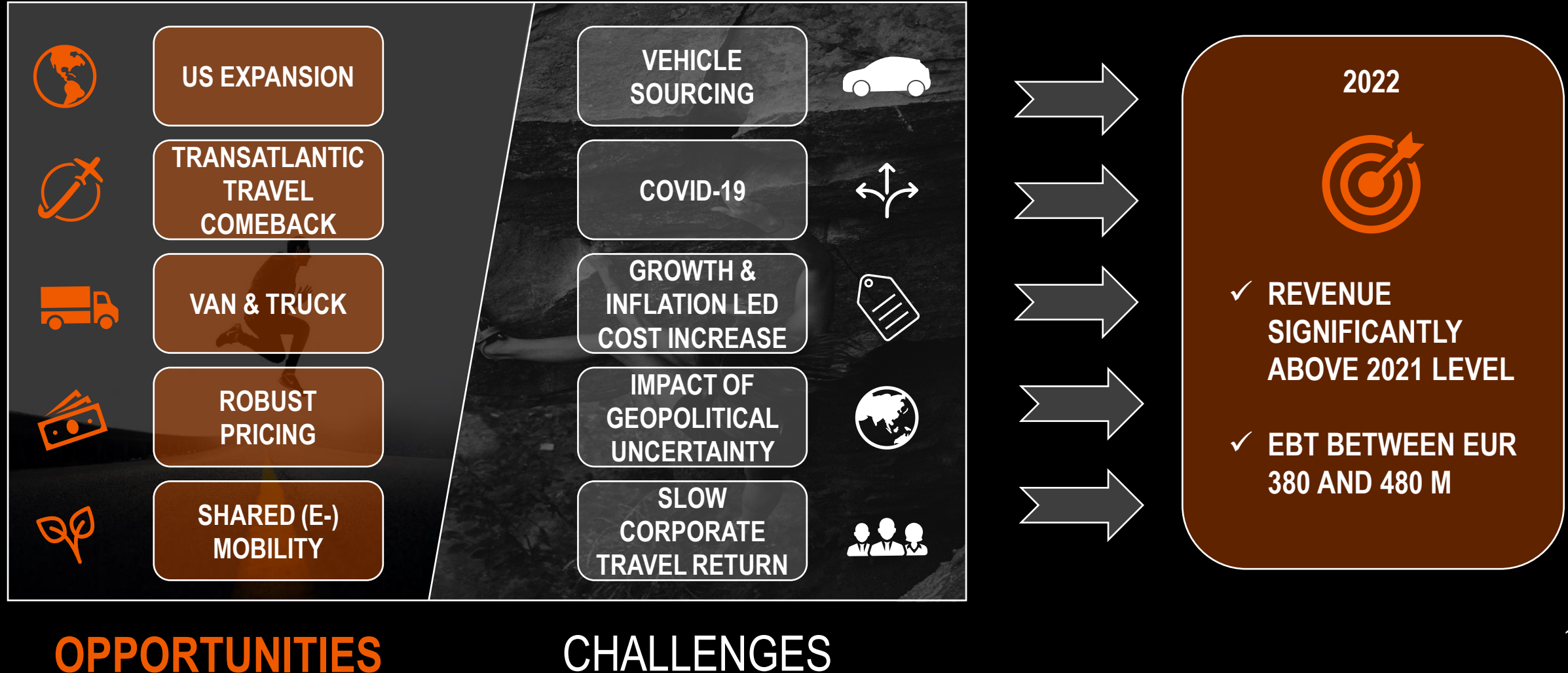
GROW SHARE OF INTERNATIONAL REVENUES

- At least defend the strongly increased **European market share**
- Hit the **USD 1 bn** sales mark
- **Marketing spending** to increase brand awareness
- Further **investments** in IT, infrastructure, and personnel

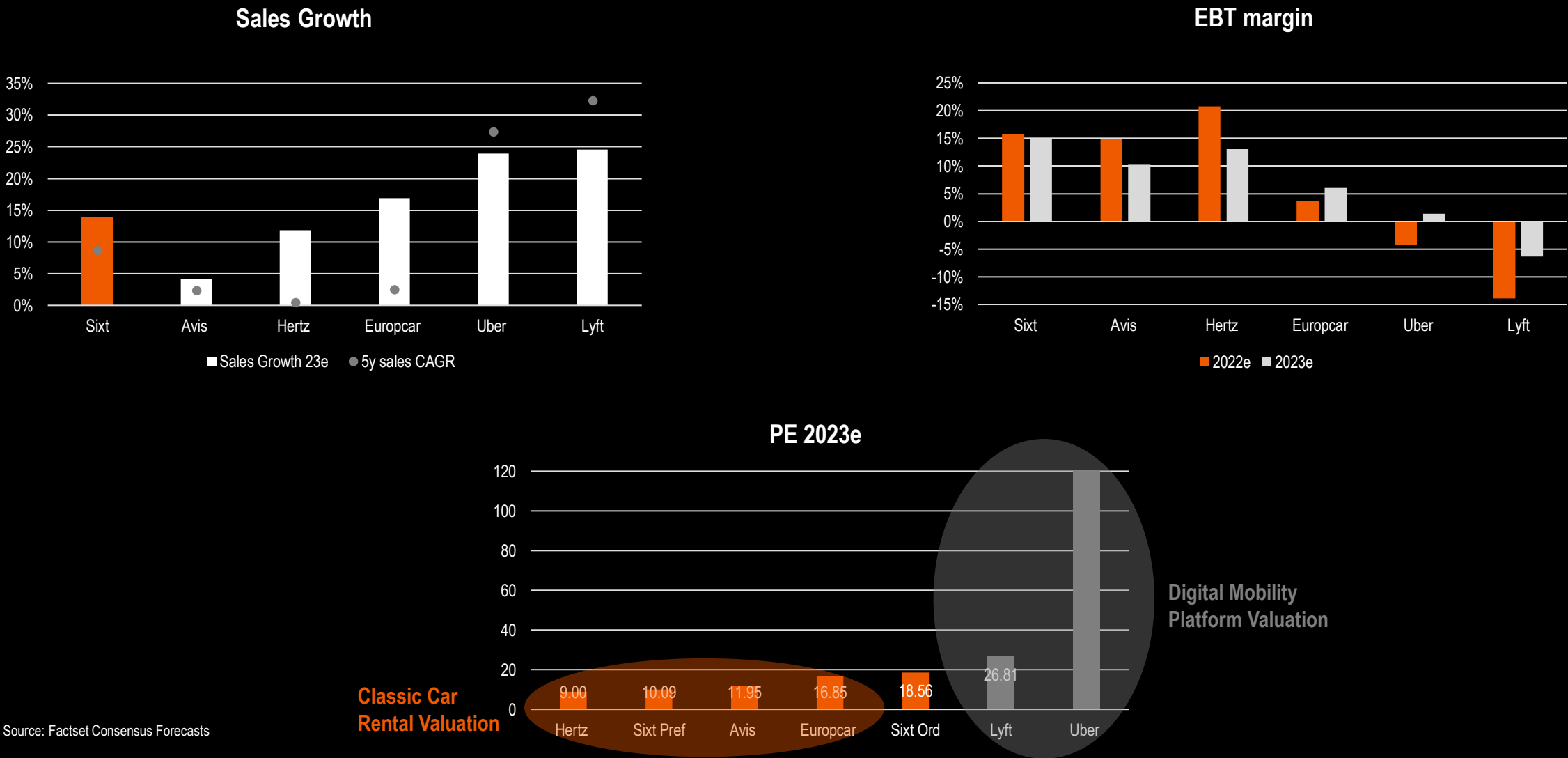
OBJECTIVE

STRATEGIC INITIATIVES

MARKET ENVIRONMENT: STRONG RECOVERY IN DEMAND GIVEN URGE OF PEOPLE TO TRAVEL



HIGHEST MARGIN AND GROWTH RATES IN THE RENTAL SECTOR – DIGITAL PLATFORM STILL NOT FULLY VALUED





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