

SIXT

Q2 2022

Investor Presentation

PULLACH
10 AUGUST 2022

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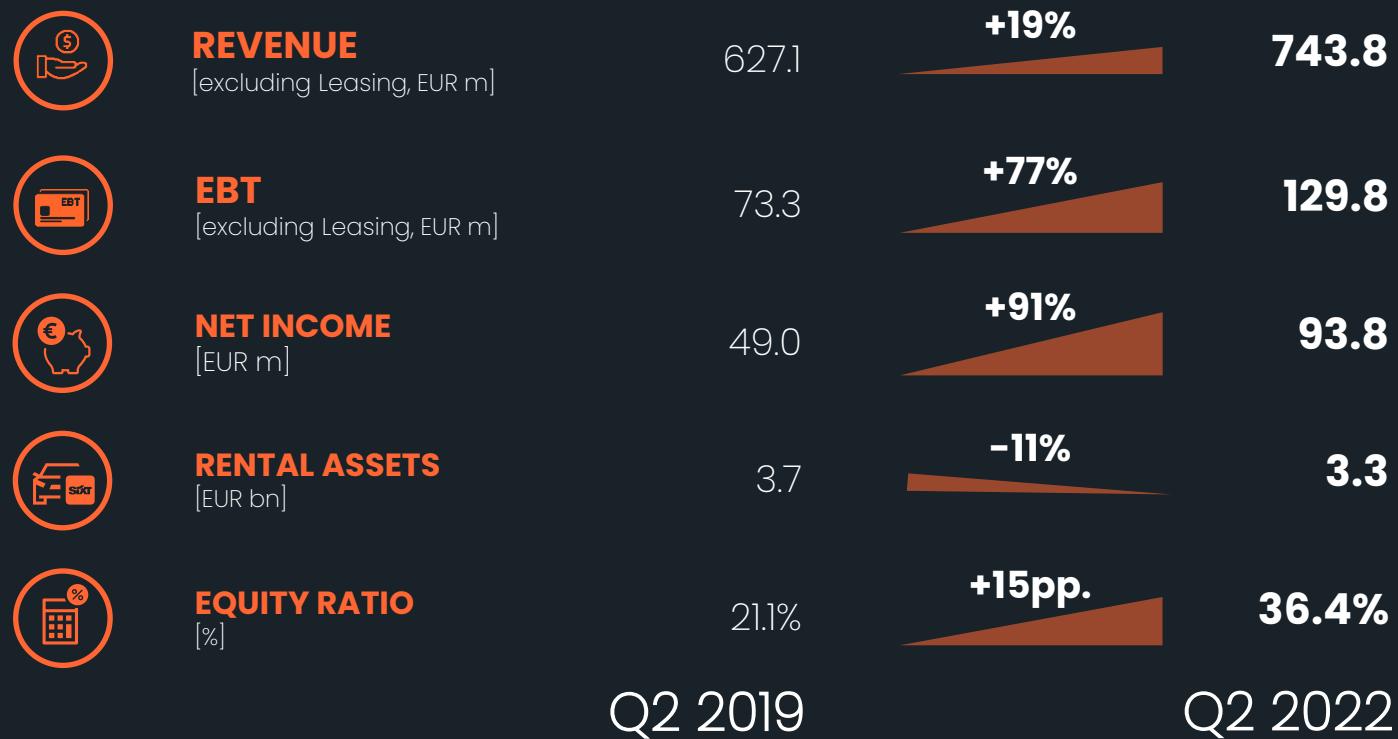
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Q2 2022 HIGHLIGHTS

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Q2 PERFORMANCE VS. PRE-PANDEMIC LEVELS



Q2 EBT +77% VS. 2019 THANKS TO INTERNATIONALISATION, DIGITALISATION, AND COST CONTROL



BEST Q2 RESULT IN THE COMPANY'S HISTORY



FLEET SIZE WELL ABOVE Q2 2021



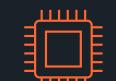
DYNAMIC GROWTH OF INTERNATIONAL – ESP. EUROPEAN – BUSINESS; MARKET ENTRY IN CANADA



FARSEIGHTED PEOPLE MANAGEMENT



STRICT COST MANAGEMENT

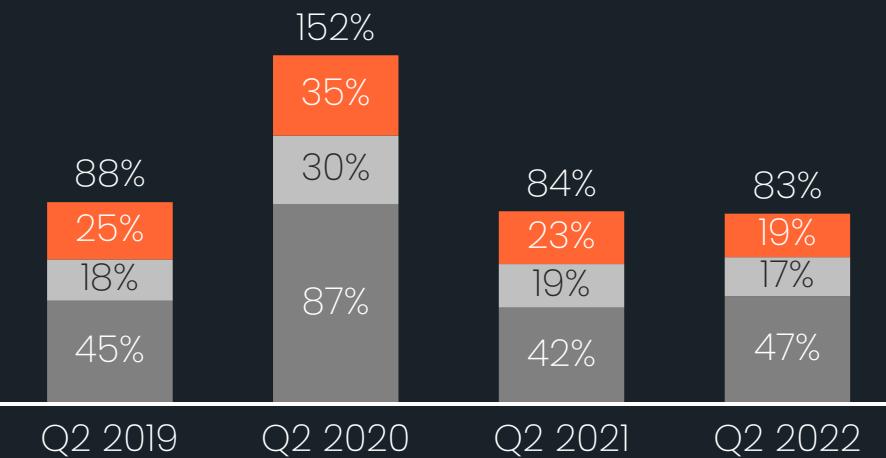


CONTINUOUS DIGITALISATION AND ONGOING HIGH INVESTMENT IN IT

EXPENSE RATIO STILL BELOW PRE-PANDEMIC LEVEL DESPITE RETURN TO GROWTH PATH

COST MANAGEMENT

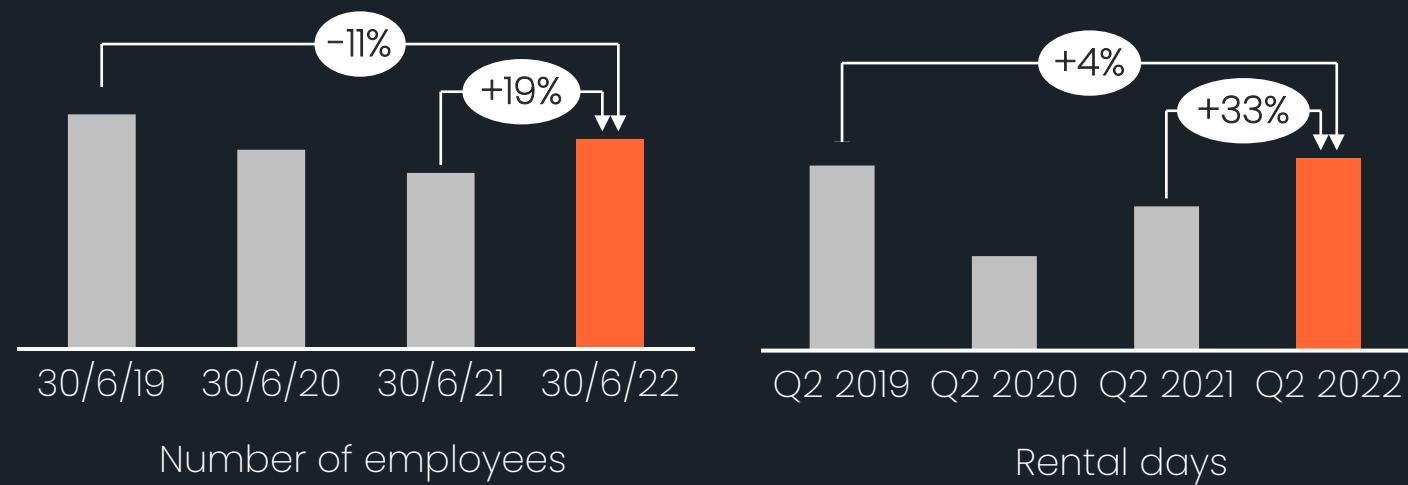
TOTAL EXPENSES RELATIVE TO REVENUE STILL BELOW PRE-COVID-19 LEVEL IN Q2 2022



- Fleet expenses / Revenue
- Personnel expenses / Revenue
- Rest of expenses¹ / Revenue

PERSONNEL MANAGEMENT

NUMBER OF EMPLOYEES STILL BELOW, BUT RENTAL DAYS EVEN ABOVE PRE-COVID-19 LEVEL



STRATEGY & BUSINESS UPDATE

THE WORLD IS OUT OF JOINT...



Severe implications of several shocks

- Inflation gaining momentum, thereby smashing world growth outlook
- War in Ukraine
- COVID-19



Global growth set to slow

- Deep cuts to global growth forecasts
- Euro Crisis 3.0?
- US and Europe on the verge of recession
- Corporate travel budgets at risk



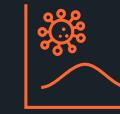
Energy markets

- European dependence on Russia
- Unprecedented rise in energy costs
- Mismatch of projected vehicle electrification and power supply



Persistently high inflation rates

- ... trigger shift towards more aggressive tightening mode
- ... weigh on consumer sentiment and may limit revenge travel as of Q4



Ongoing supply side uncertainties

- New COVID-19 variants might arise
- Global shipping capacities and handling velocity
- Vehicle sourcing

... HOWEVER, SIXT IS WELL PREPARED FOR THE CHALLENGES THAT LIE AHEAD



DIVERSIFICATION

Customer & location mix, regional revenue & profitability split



VARIABILITY

Variable fleet holding costs, hence variable cost base



FLEET

Fleet size well above Q2 2021, still high non-risk ratio



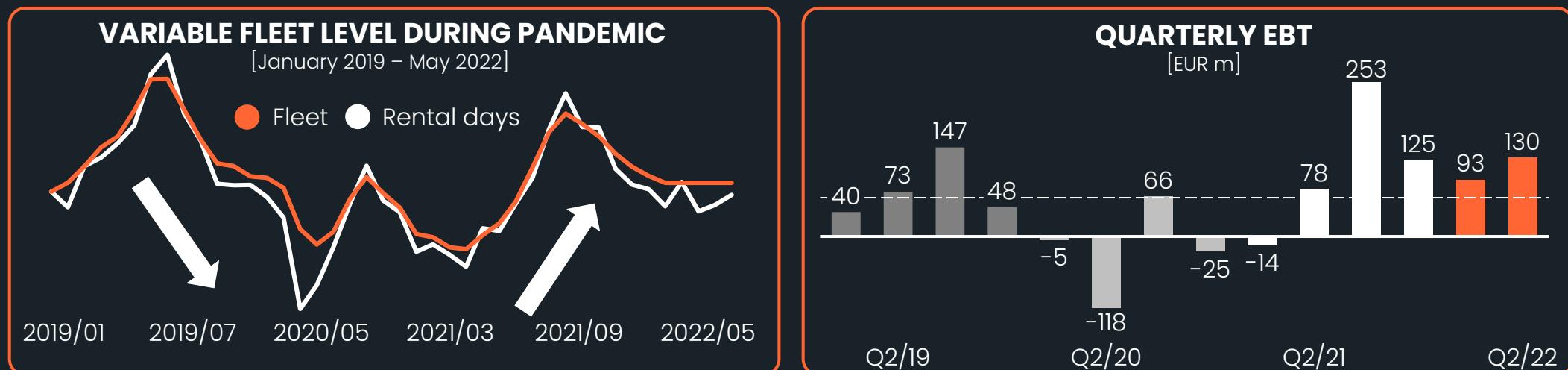
FINANCIAL SOLIDITY

Conservative financing, ample financial headroom for growth

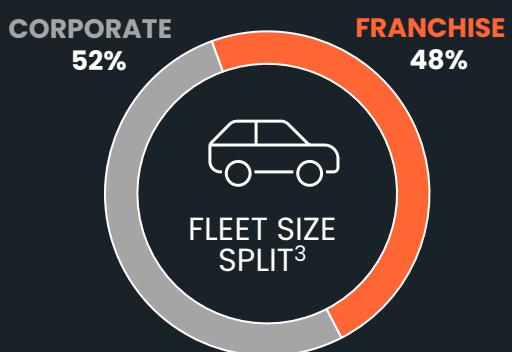
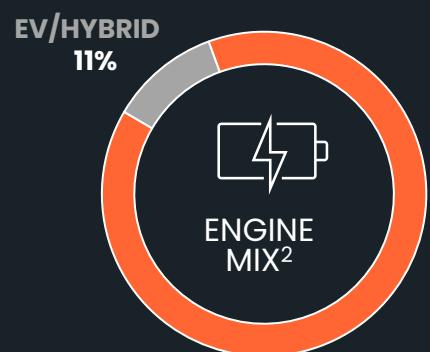
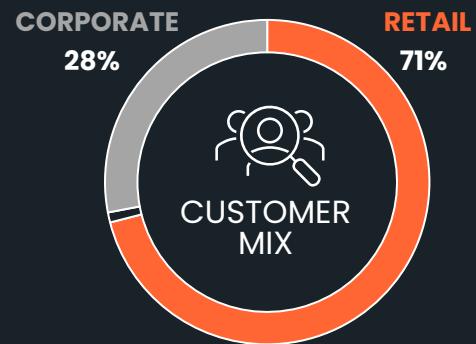
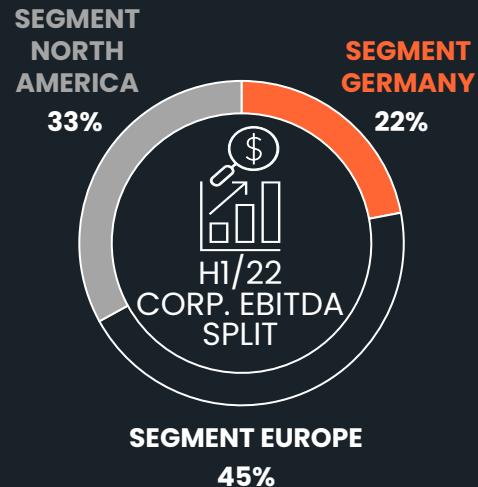
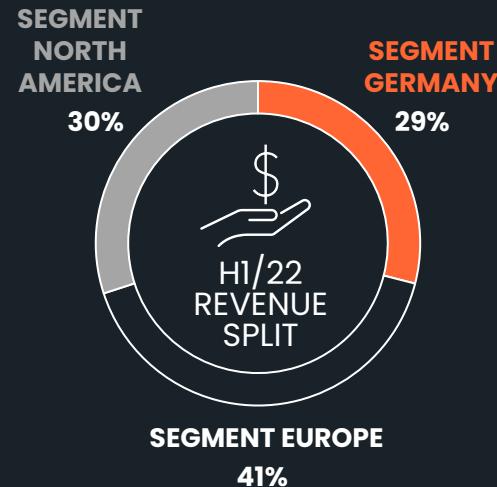


ESG

Roadmap set, short-term improvements in progress



SIXT'S DIVERSIFIED BUSINESS MODEL

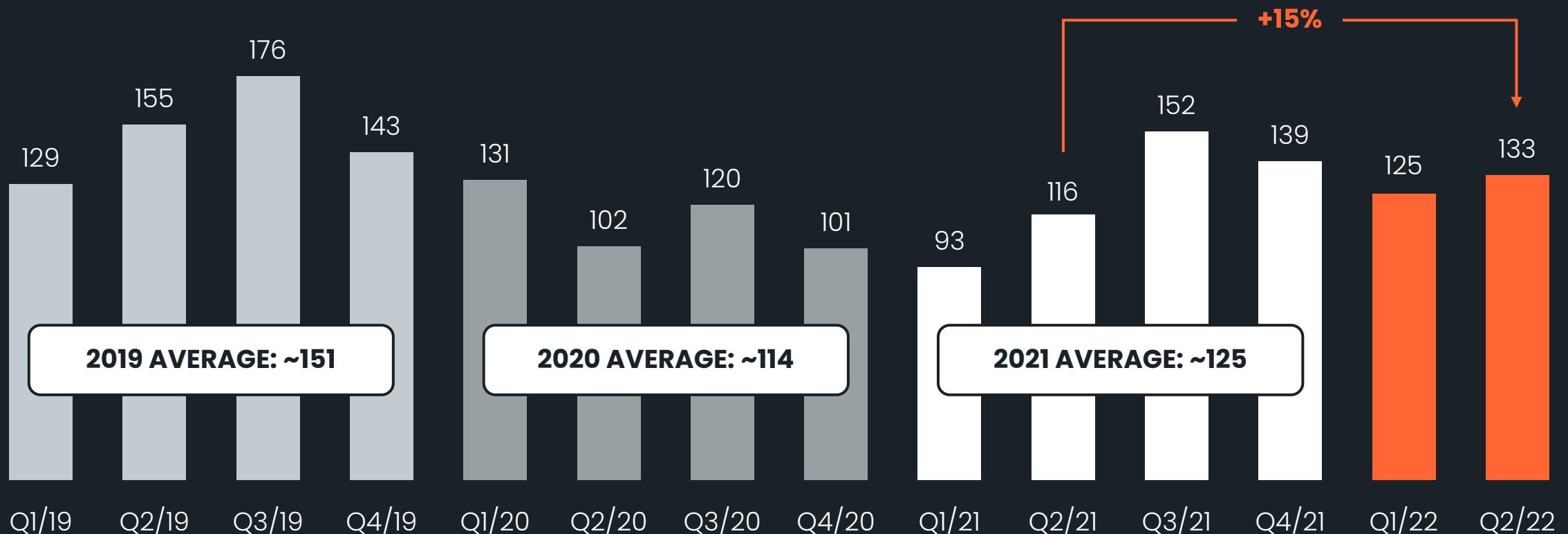


Data as of 30 June 2022; ¹Share of revenue by branch type; ²Engine mix of corporate fleet; ³As of end of 2021 based on average number of vehicles

FLEET SIZE UP QOQ AND YOY THANKS TO FLEXIBLE FLEET MANAGEMENT

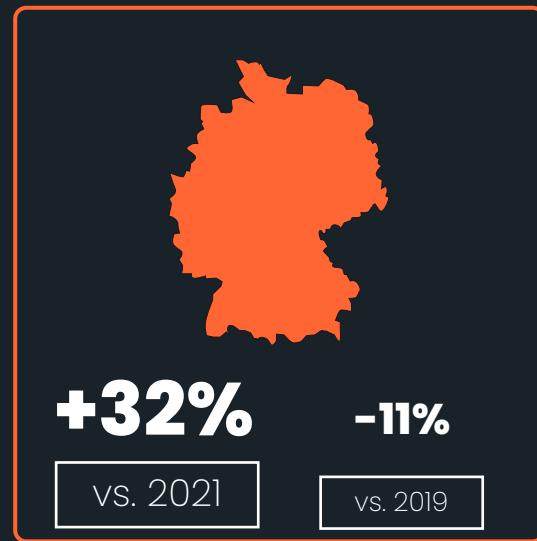
AVERAGE FLEET SIZE IN SIXT CORPORATE COUNTRIES PER QUARTER

[thousands]

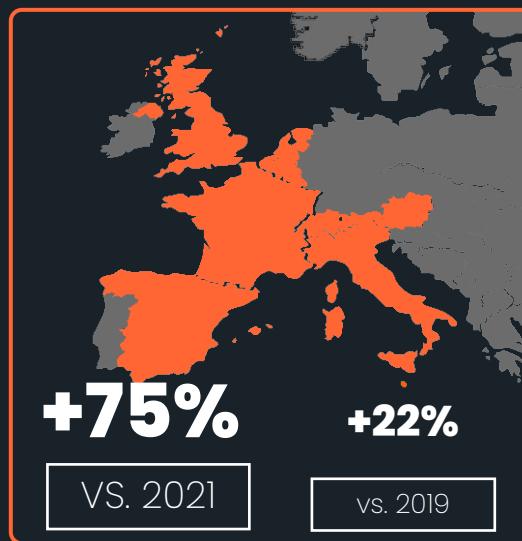


Q2 2022 RESULTS IN DETAIL

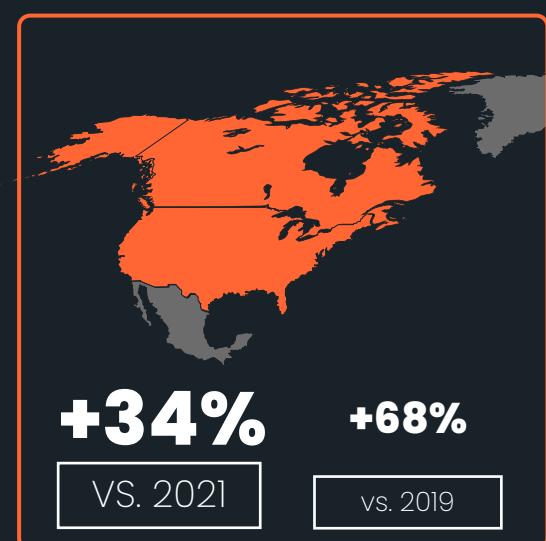
Q2 2022 REVENUE GROWTH – STRONG IMPROVEMENT ACROSS ALL SEGMENTS



GERMANY



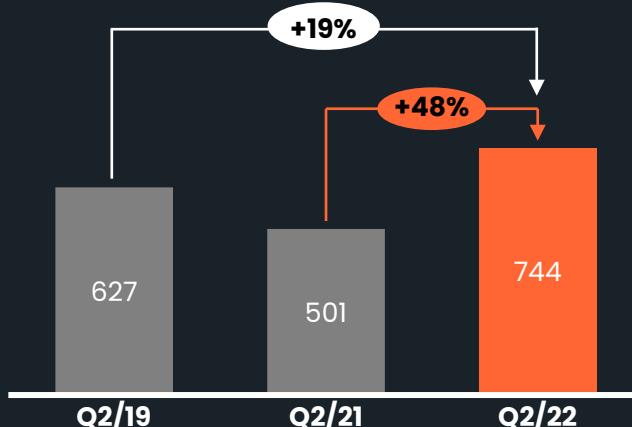
EUROPE



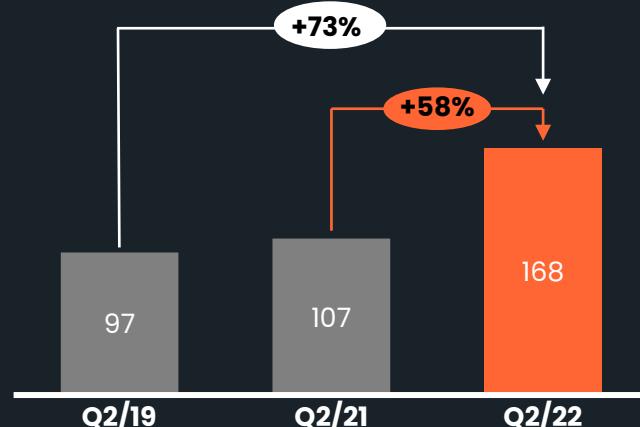
NORTH AMERICA

PROFIT RECOVERY OUTPACES REVENUE RECOVERY SUPPORTED BY GOOD COST CONTROL

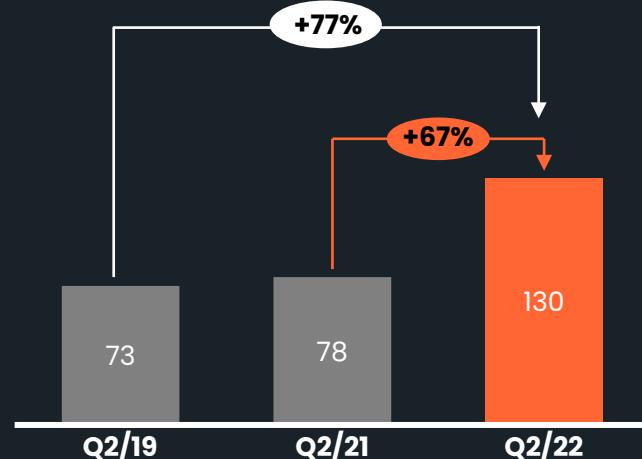
**GROUP
REVENUE** [EUR m]



**CORPORATE
EBITDA MOBILITY¹** [EUR m]

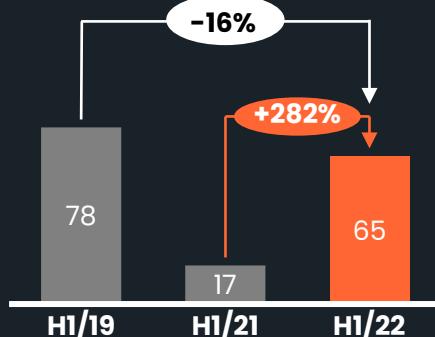
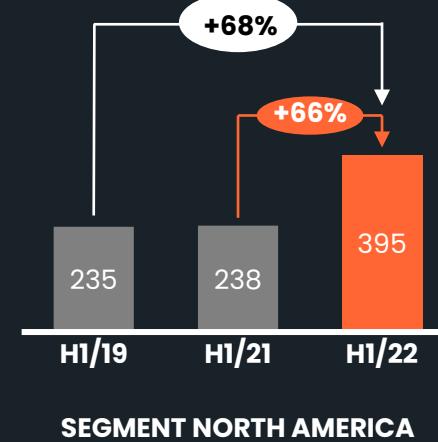
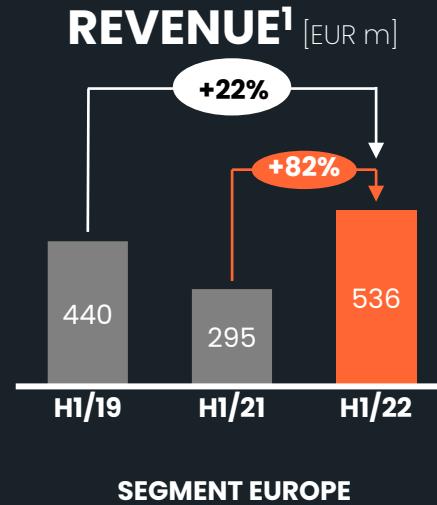


GROUP EBT
[EUR m]

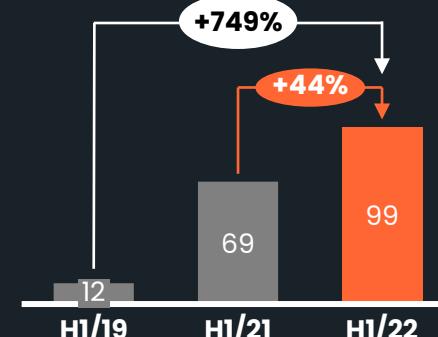
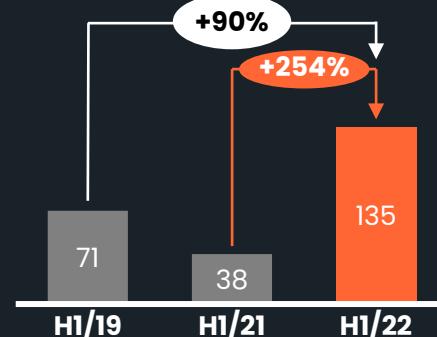


¹Sum of Corporate EBITDA of segments Germany, Europe and North America

H1 2022 SEGMENT UPDATE: REVENUE AND PROFITABILITY ABROAD STRONGLY ABOVE PRE-COVID LEVELS



CORPORATE EBITDA [EUR m]



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

OUTLOOK

BESIDES CURRENT CHALLENGES THERE ARE NUMEROUS STRUCTURAL OPPORTUNITIES

PREMIUM

By creating a premium customer experience, we achieve higher prices vs. competition and thereby generate the highest return in the industry.

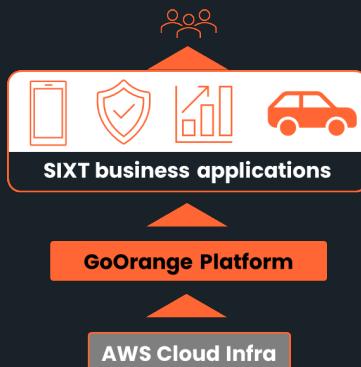


INTERNATIONALISATION

SIXT just launched Canada and is expanding rapidly and profitably in the US with plans to expand to a total of 53 US airports.

SIXT TECH

SIXT IT scales on demand and opportunities in a highly dynamic environment.



SIXT +

SIXT + AUTO ABO **SIXT + FLEX** **SIXT + UNLIMITED**



SIXT PRODUCTS

Rental at its core, supported by high level of innovation.

Flexible new products for corporate customers.

DIGITALISATION

Digitising customer service helps people solve issues quickly.



Huge potential of AI-based pricing & Yield Management.

AI Dynamic Pricing, AI based Fleet Planning & Optimisation, Holistic Cost Model



2022 OUTLOOK

REVENUE SIGNIFICANTLY ABOVE 2021 LEVEL
EBT EXPECTED TOWARDS THE UPPER END OF THE
LAST ANNOUNCED RANGE
(EUR 380 M - 480 M)

SIXT

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