



Q3 2024 Trading Update starts soon...

# Trading Update

Q3 2024

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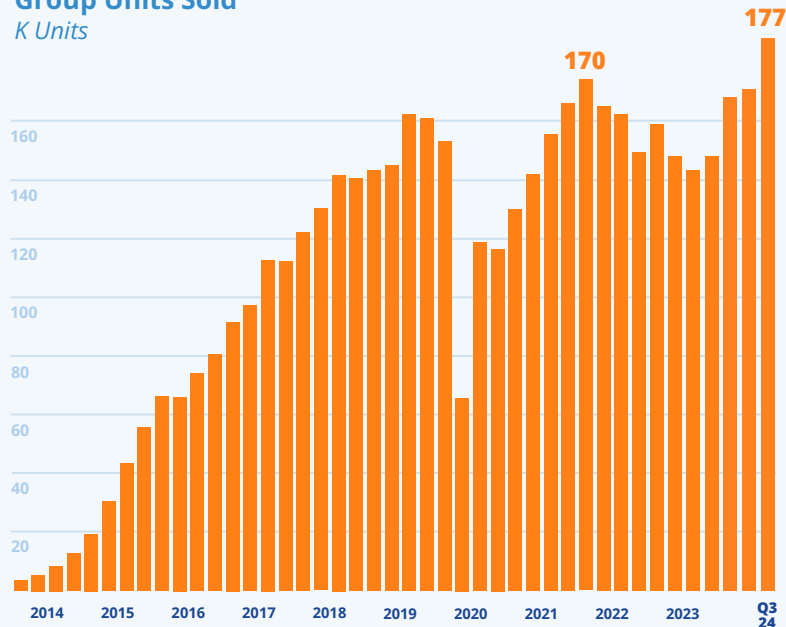
# Europe's Used Car Market On One Platform



## Q3 2024 Highlights

- ✓ Highest ever number of cars sold
- ✓ 26% Y-o-Y Unit growth
- ✓ Highest ever Gross Profit
- ✓ Highest ever Adjusted EBITDA
- ✓ Increased 2024 Guidance

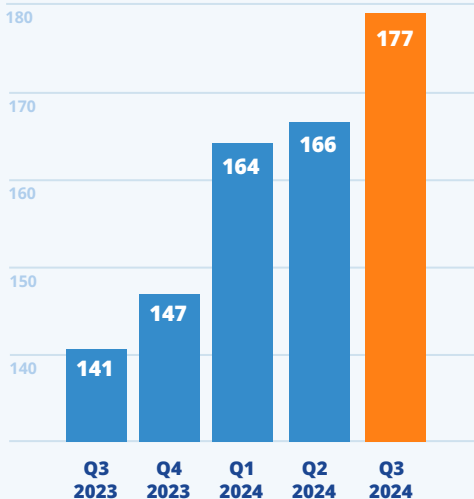
Group Units Sold  
*K Units*



# AUTO1 Group Achieved Highest Ever Units and Profit in Q3 2024

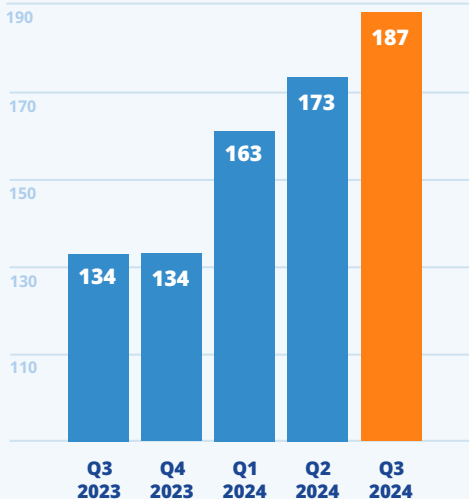
Group Units Sold  
K Units

+26%  
YoY

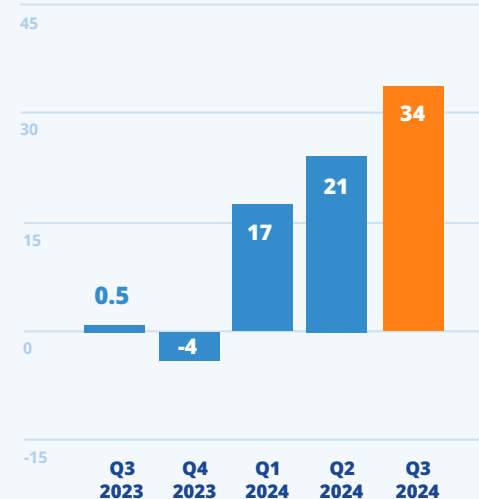


Gross Profit  
EUR Million

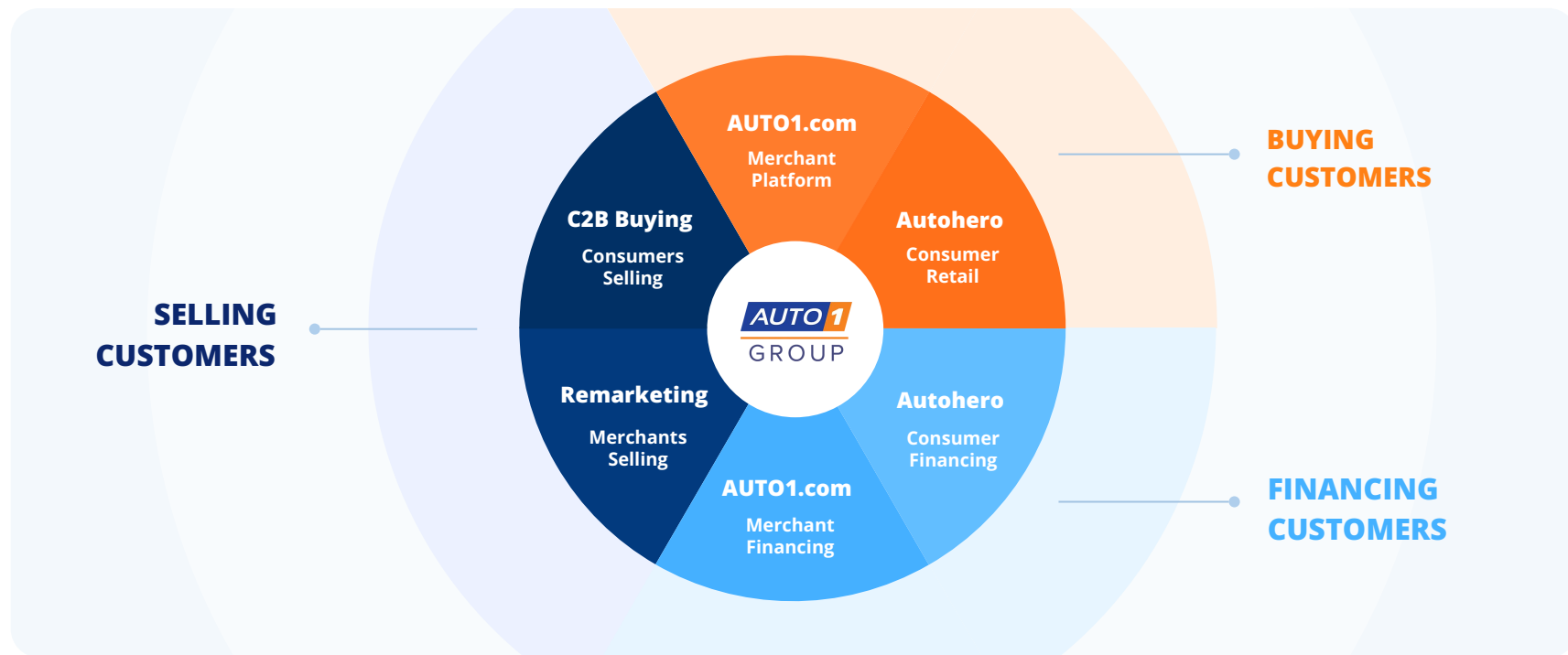
+39%  
YoY



Adjusted EBITDA  
EUR Million



## AUTO1's Platform Gaining Traction Across All Products



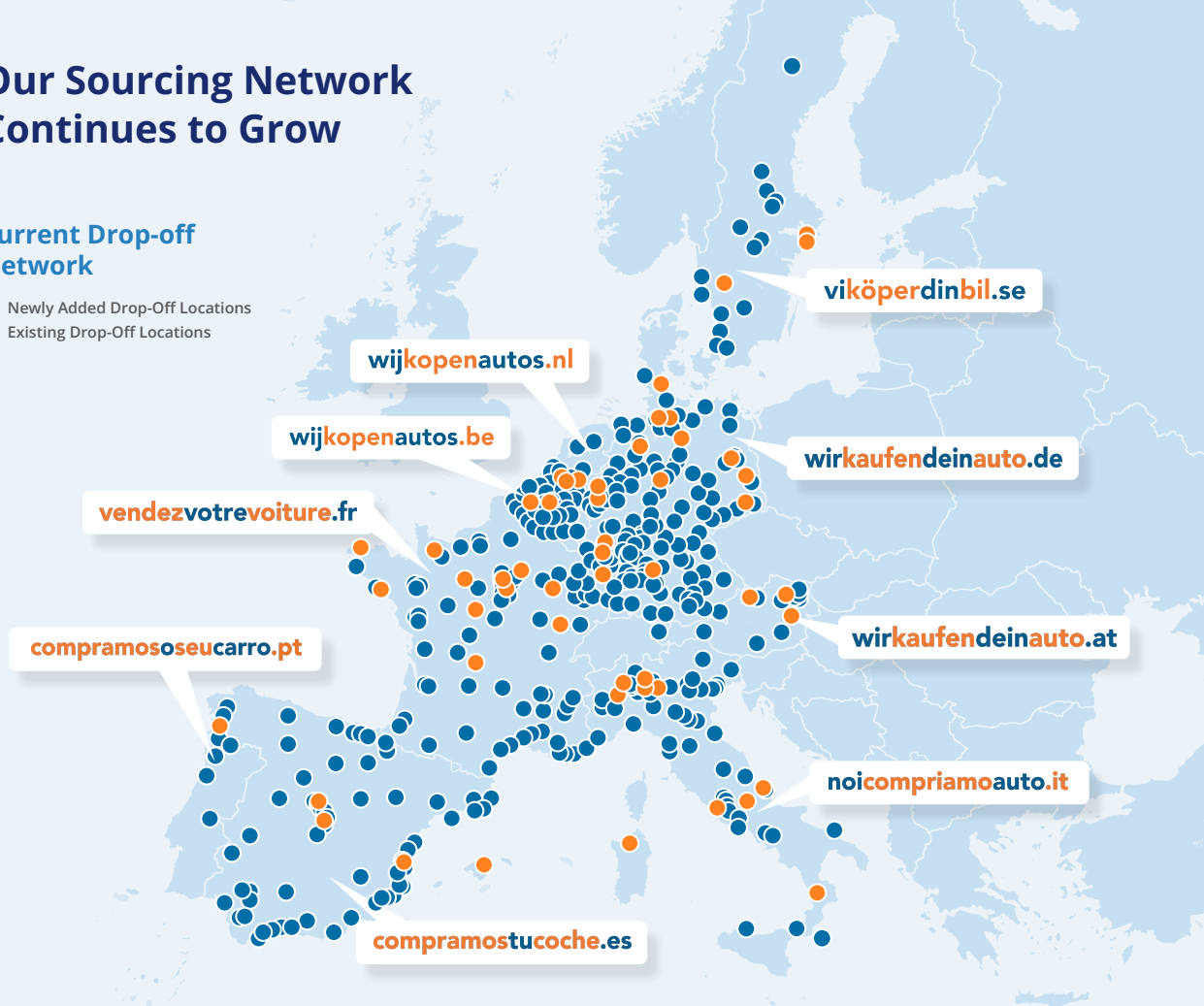
## Purchasing Update



# Our Sourcing Network Continues to Grow

## Current Drop-off Network

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



## Numbers of Branches

Q3 2023	421
Q4 2023	434
Q1 2024	442
Q2 2024	465
Q3 2024	486

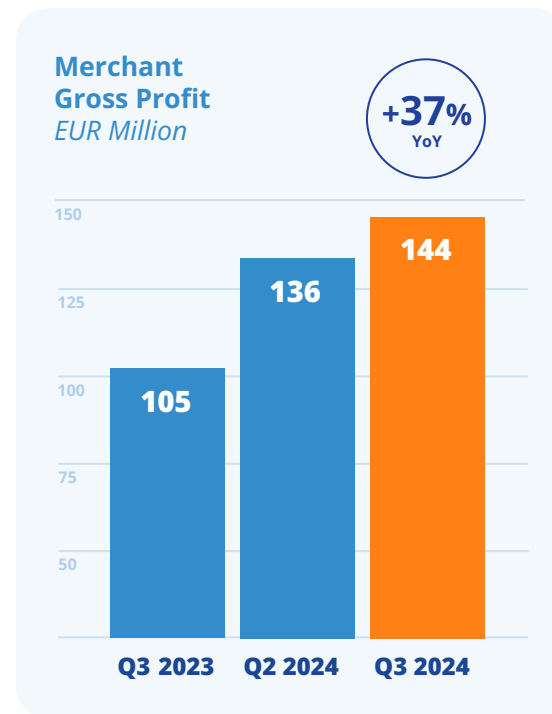
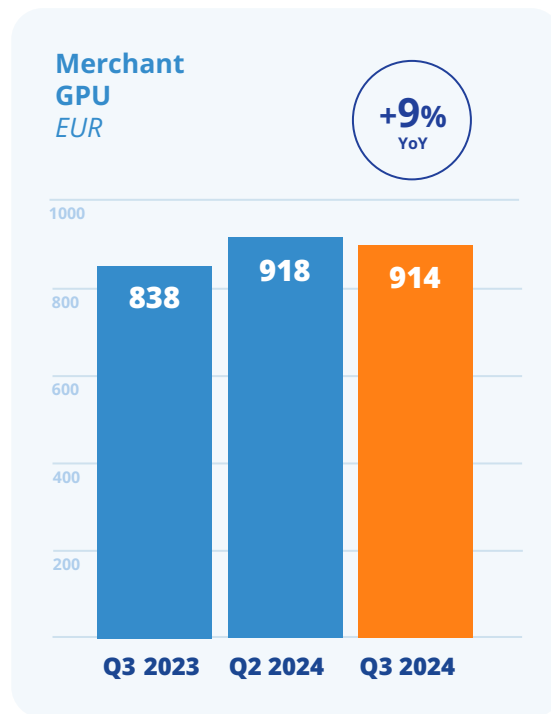
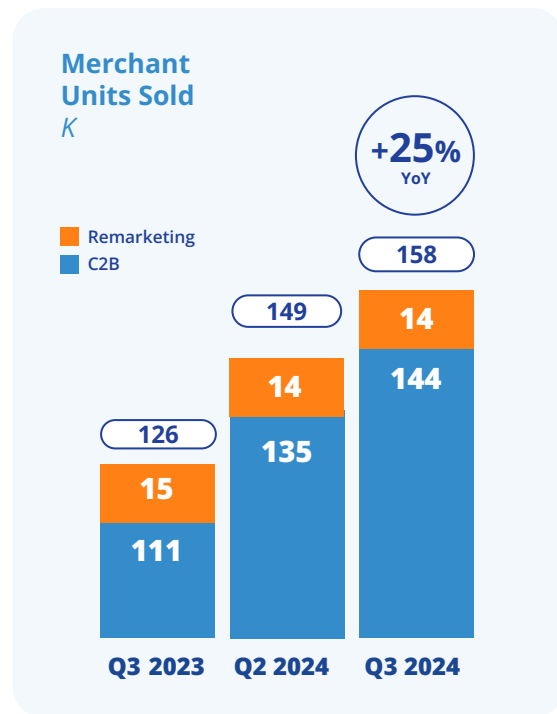
**Strong Focus On  
Network Expansion  
Plan in 2025**



## Merchant Update

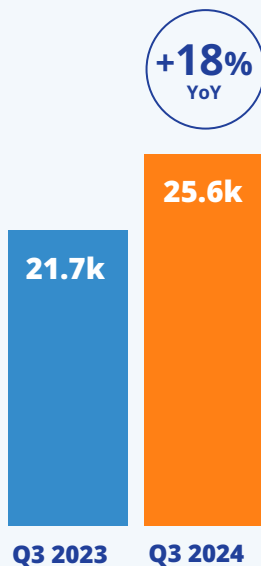


## Merchant Segment Achieves Best Ever Gross Profit While Growing Strongly

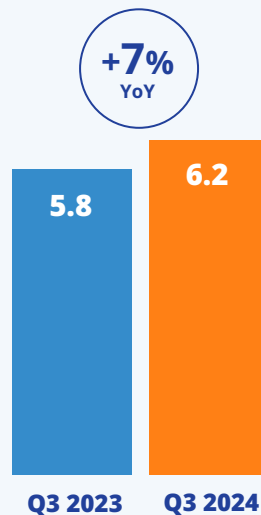


## Our Merchant Products Generated Strong Demand In Q3

### Buying Merchants on AUTO1.com # Unique Buyers



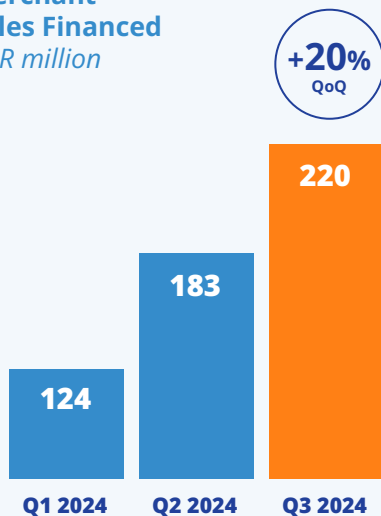
### Average Basket # Purchased Cars per Quarter



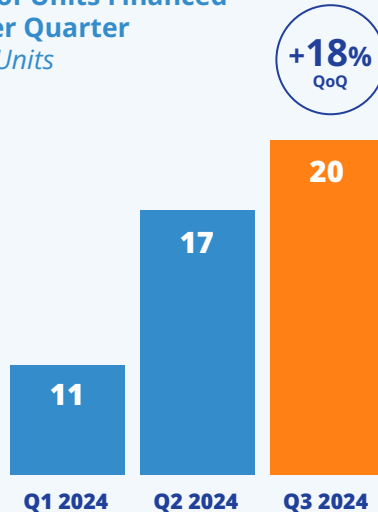


# AUTO1 Finance Continues to Grow Strongly And Adds New Markets

Merchant  
Sales Financed  
EUR million

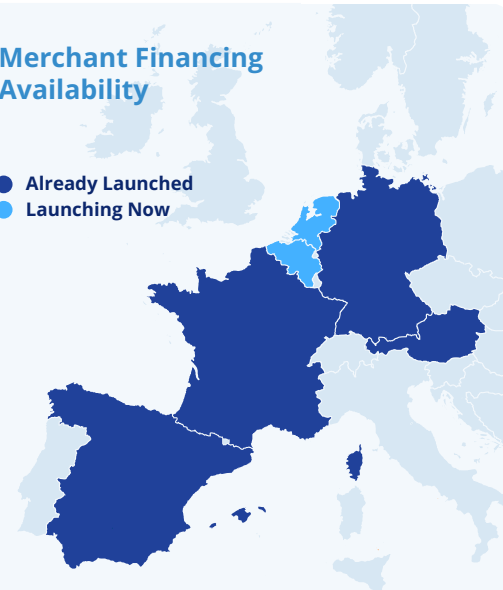


# of Units Financed  
per Quarter  
K Units



Merchant Financing  
Availability

- Already Launched
- Launching Now

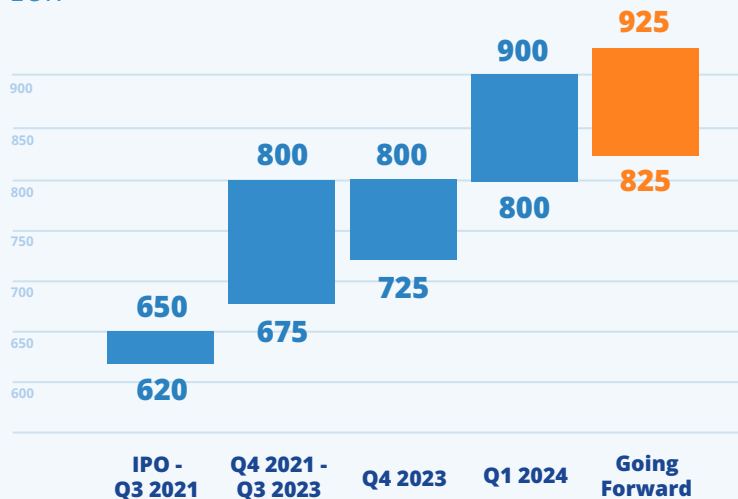


PORTFOLIO BALANCE: **€178m**

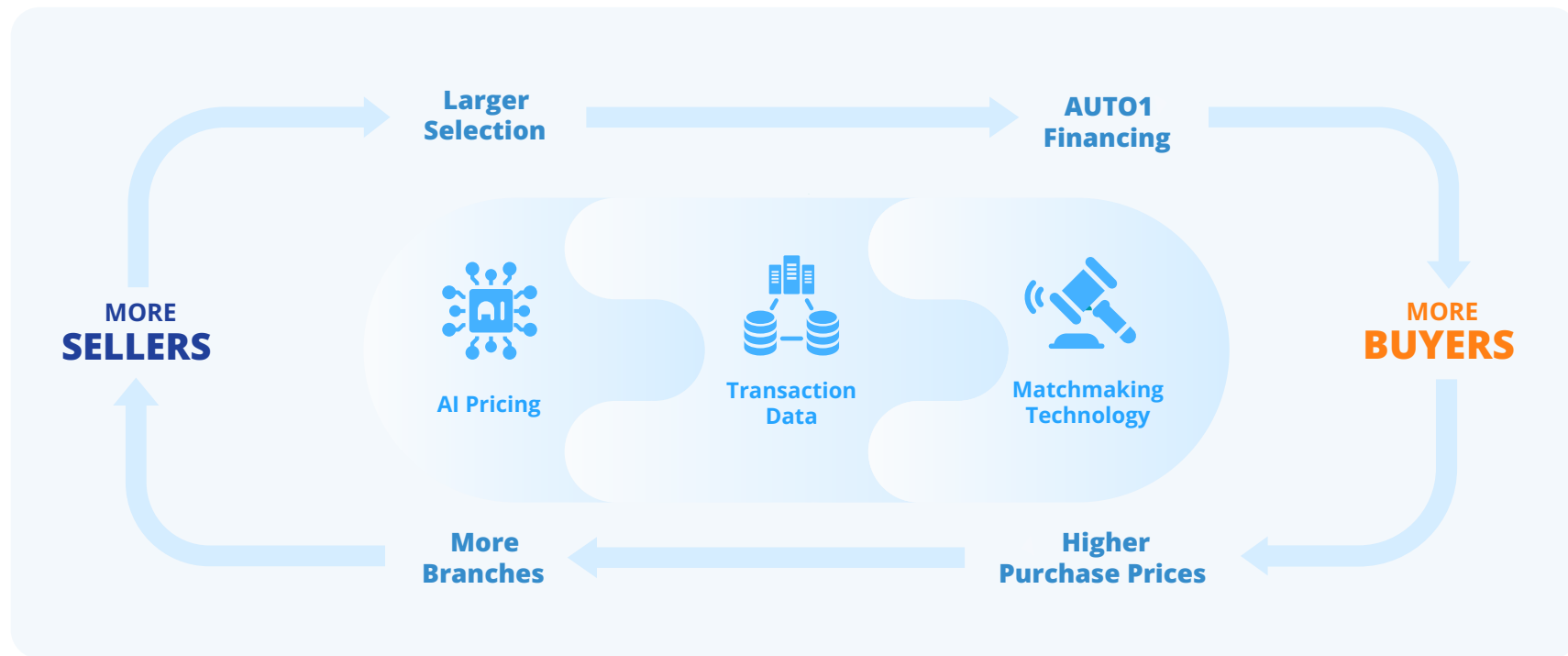
## We Are Confident That We Will Maintain GPU Levels in the EUR 825-925 Range Going Forward

### GPU Range Guidance

EUR



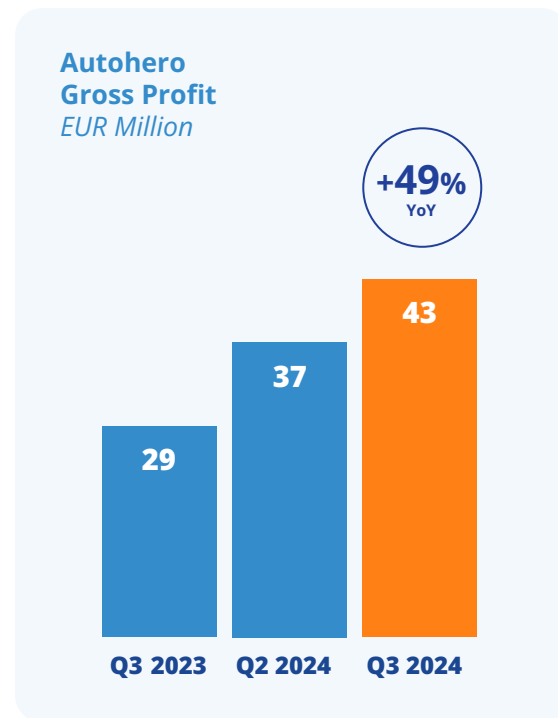
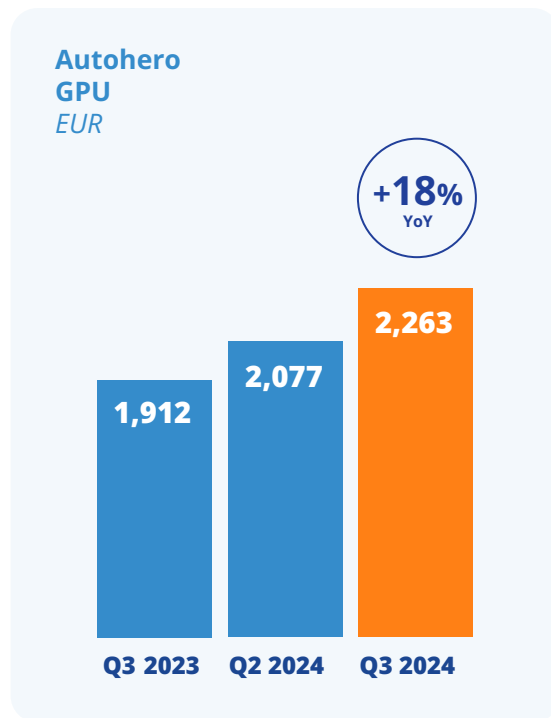
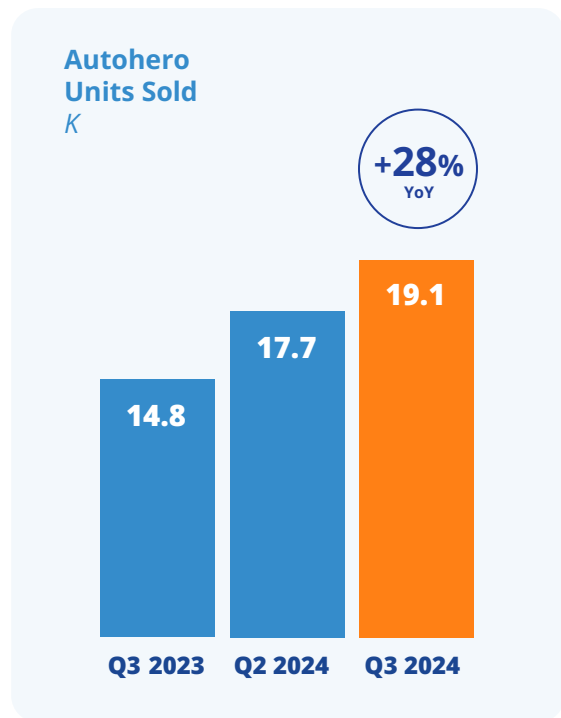
## Our Flywheel Is In Full Effect And Continues To Drive Future Growth



# Retail Update



## Autohero Delivers Best Ever Unit Performance And GPU

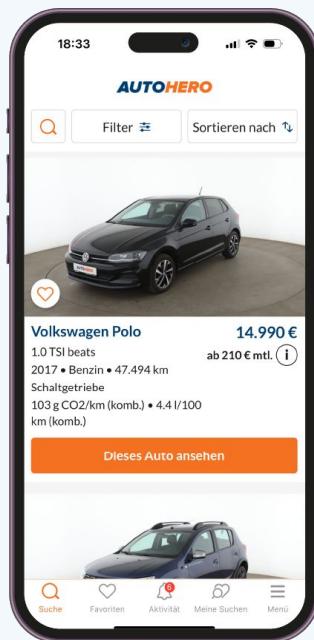
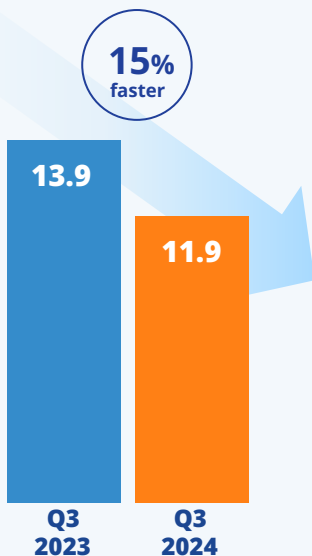




## We Continue to Invest into the Best Customer Experience

### Faster Delivery

*Delivery Time in Days*



### AI Damage Detection



# Q3 2024 Financial Figures And FY 2024 Guidance Update

# Q3 2024 Financial Figures

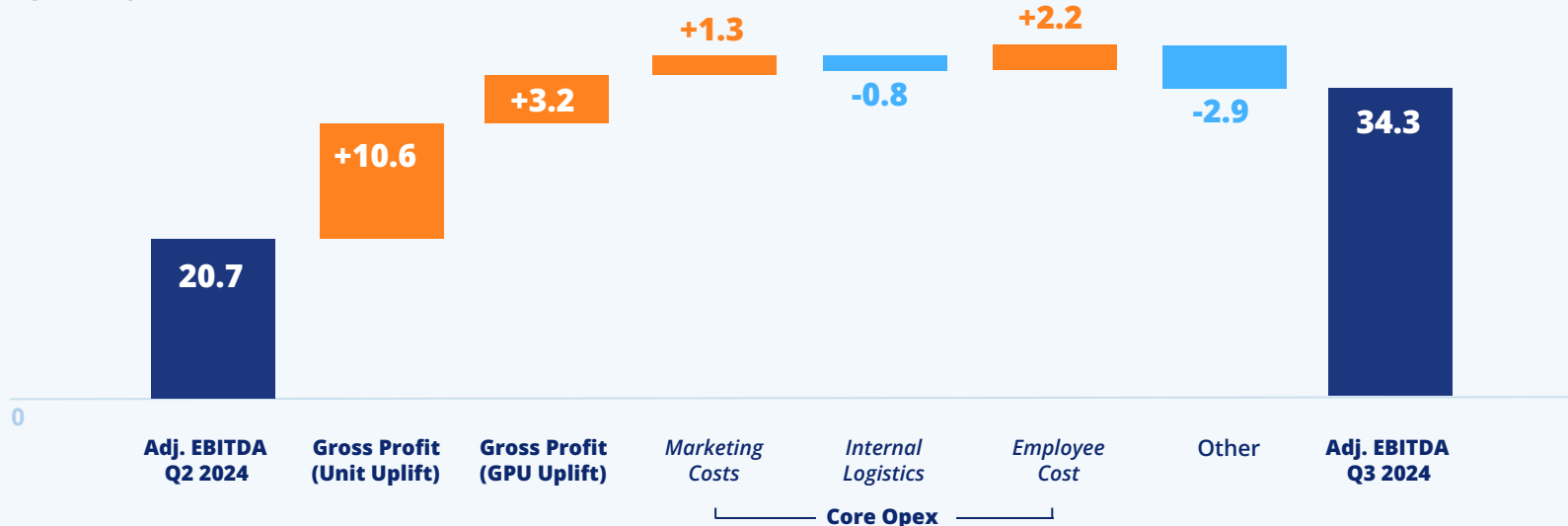
	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY
<b>Units Sold</b>	<b>586,085</b>	<b>140,630</b>	<b>146,667</b>	<b>163,766</b>	<b>166,292</b>	<b>176,632</b>	<b>25.6%</b>
<b>Revenue (€m)</b>	<b>5,462.8</b>	<b>1,292.6</b>	<b>1,323.7</b>	<b>1,454.3</b>	<b>1,518.2</b>	<b>1,599.4</b>	<b>23.7%</b>
ASP (€)	9,321	9,192	9,025	8,881	9,130	9,055	(1.5%)
<b>Gross Profit (€m)</b>	<b>527.9</b>	<b>134.4</b>	<b>133.8</b>	<b>162.9</b>	<b>173.3</b>	<b>187.1</b>	<b>39.3%</b>
GPU* (€)	899	952	918	993	1,041	1,059	11.3%
Opex (€m)	(572)	(134)	(138)	(146)	(153)	(153)	(14.1%)
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(264.4)</i>	<i>(61.3)</i>	<i>(67.6)</i>	<i>(68.7)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(13.9%)</i>
<i>o/w Marketing Expenses (€m)</i>	<i>(137.1)</i>	<i>(33.5)</i>	<i>(31.5)</i>	<i>(32.8)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(2.7%)</i>
<i>o/w Internal Logistics (€m)</i>	<i>(78.0)</i>	<i>(21.7)</i>	<i>(20.2)</i>	<i>(21.8)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(4.9%)</i>
<b>Adjusted EBITDA (€m)</b>	<b>(43.9)</b>	<b>0.5</b>	<b>(4.5)</b>	<b>17.0</b>	<b>20.7</b>	<b>34.3</b>	<b>6,830%</b>
<i>Adjusted EBITDA Margin</i>	<i>(0.8%)</i>	<i>(0.0%)</i>	<i>(0.3%)</i>	<i>1.2%</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.1pp</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



## We Achieved Our Best Ever Profitability Demonstrating Strong Operating Leverage

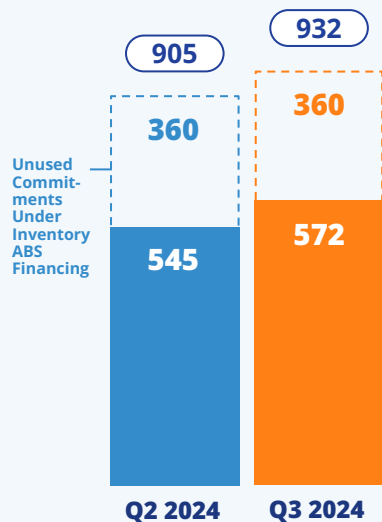
EUR Million



## We Retain a Strong Balance Sheet with no Corporate Debt

### Total Cash and Liquidity

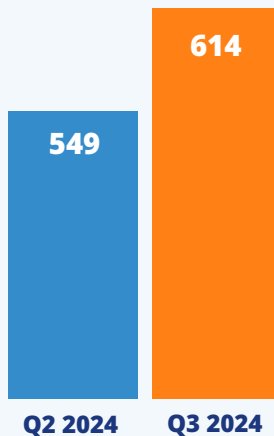
EUR Million



### Inventory

EUR Million

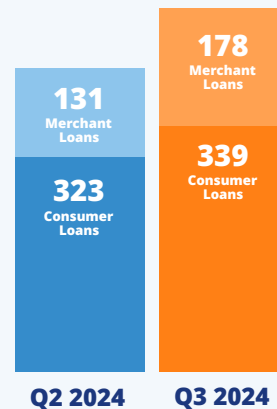
Financed through our Inventory ABS Facility



### Captive Finance Assets

EUR Million

Financed through our Captive Finance ABS Facilities



## We Upgrade FY 2024 Guidance Reflecting Q3 Performance And Strong Momentum

### Unit Guidance

#### Units Group

**665 - 679k**

Last Guidance: 620 - 665k

#### Units Merchant

**593 - 607k**

Last Guidance: 550 - 595k

#### Units Autohero

**72k**

Last Guidance: ~70k

### Financial Guidance

#### Gross Profit

**EUR 682 - 700m**

Last Guidance: EUR 610 - 680m

#### Adj. EBITDA

**EUR 72 - 84m**

Last Guidance: EUR 45 - 65m

Q&A

Thanks

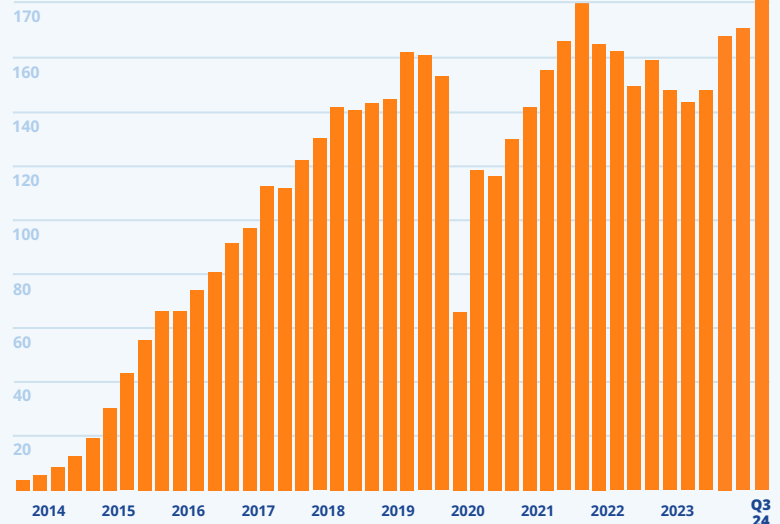
**AUTO**HERO

# Appendix

## In Q3 2024 We Demonstrated How to Combine Growth And Best Ever Profitability

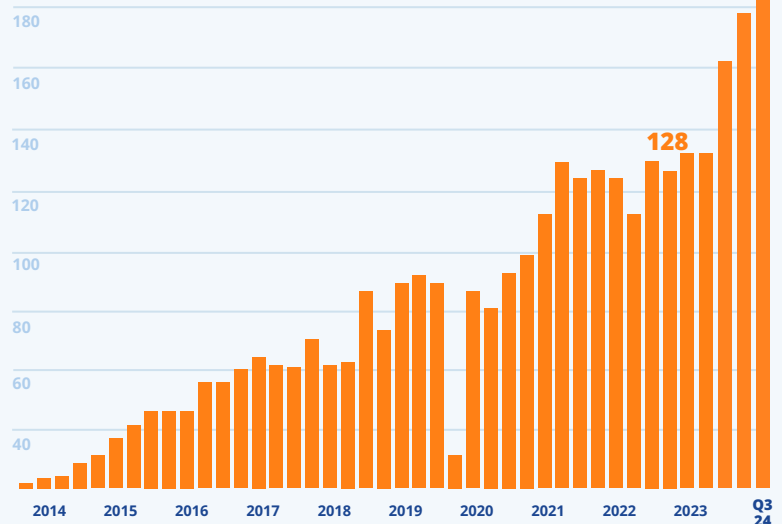
Group Units Sold

K Units



Gross Profit

EUR Million



## Segment: Merchant

	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY	Q3 QoQ
<b>Units Sold</b>	<b>523,019</b>	<b>125,785</b>	<b>130,922</b>	<b>146,625</b>	<b>148,598</b>	<b>157,582</b>	<b>25.3%</b>	<b>6.0%</b>
<i>Thereof C2B</i>	<i>457,885</i>	<i>110,983</i>	<i>115,892</i>	<i>132,516</i>	<i>134,648</i>	<i>143,744</i>	<i>29.5%</i>	<i>6.8%</i>
<i>Thereof Remarketing</i>	<i>65,134</i>	<i>14,802</i>	<i>15,030</i>	<i>14,109</i>	<i>13,950</i>	<i>13,838</i>	<i>(6.5%)</i>	<i>(0.8%)</i>
<b>Revenue (€m)</b>	<b>4,464.0</b>	<b>1,058.2</b>	<b>1,069.8</b>	<b>1,177.9</b>	<b>1,228.2</b>	<b>1,284.2</b>	<b>21.4%</b>	<b>4.6%</b>
<i>Thereof C2B (€m)</i>	<i>3,830.6</i>	<i>918.9</i>	<i>913.2</i>	<i>1,030.9</i>	<i>1,086.2</i>	<i>1,134.5</i>	<i>24.4%</i>	<i>5.3%</i>
<i>Thereof Remarketing (€m)</i>	<i>633.4</i>	<i>139.3</i>	<i>156.6</i>	<i>147.0</i>	<i>142.0</i>	<i>140.8</i>	<i>1.1%</i>	<i>(0.9%)</i>
ASP (€)	8,535	8,413	8,171	8,034	8,265	8,150	(3.1%)	(1.4%)
<i>Thereof C2B (€)</i>	<i>8,366</i>	<i>8,289</i>	<i>7,880</i>	<i>7,780</i>	<i>8,067</i>	<i>7,955</i>	<i>(3.9%)</i>	<i>(1.4%)</i>
<i>Thereof Remarketing (€)</i>	<i>9,724</i>	<i>9,409</i>	<i>10,416</i>	<i>10,420</i>	<i>10,182</i>	<i>10,174</i>	<i>8.1%</i>	<i>(0.1%)</i>
<b>Gross Profit (€m)</b>	<b>419.2</b>	<b>105.4</b>	<b>103.7</b>	<b>129.1</b>	<b>136.4</b>	<b>144.0</b>	<b>36.6%</b>	<b>5.6%</b>
GPU (€)	801	838	792	881	918	914	9.0%	(0.5%)

Differences may exist due to rounding

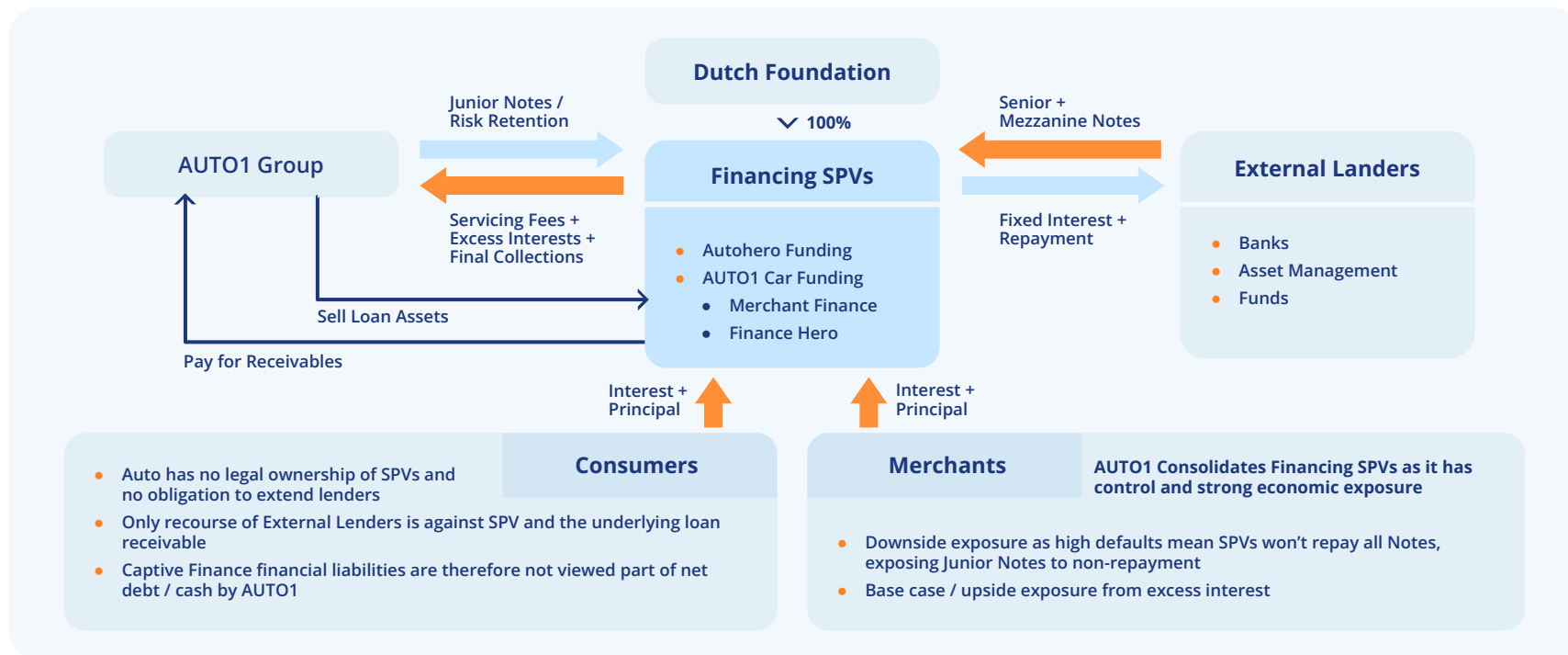


## Segment: Retail (Autohero)

	FY 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q3 YoY	Q3 QoQ
Units Sold	63,066	14,845	15,745	17,141	17,694	19,050	28.3%	7.7%
Revenue (€m)	998.9	234.5	254.0	276.4	290.0	315.2	34.4%	8.7%
ASP (€)	15,839	15,794	16,129	16,125	16,392	16,545	4.8%	0.9%
Gross Profit (€m)	108.7	28.9	30.1	33.8	36.9	43.1	49.1%	16.8%
GPU* (€)	1,712	1,912	1,970	1,956	2,077	2,263	18.3%	9.0%

\*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



## Our Integrated Platform, Addressing A Huge Tam, Will Enable Our Growth For Years To Come



## On Track for our Long-Term Margin Targets expressed at IPO

	2019	2020	2021	2022	2023	2024 Q3	Long Term Target
Merchants Units Growth	14.0%	-26.7%	24.2%	5.4%	-10.6%	27.0%	
Merchant GPU	€559	€633	€749	€714	€801	€902	
Merchant Margin	10.04%	10.49%	9.91%	7.63%	9.39%	11.21%	
AUTOHERO Units Growth	90.0%	77.2%	309.9%	55.1%	-1.7%	28.4%	
AUTOHERO GPU	€254	€285	€362	€1,039	€1,712	€2,265	€3000 GPU
AUTOHERO Margin	1.73%	2.19%	2.59%	6.64%	10.91%	13.65%	
<b>Group Gross Margin</b>	<b>9.9%</b>	<b>10.1%</b>	<b>9.0%</b>	<b>7.5%</b>	<b>9.7%</b>	<b>11.7%</b>	<b>12-15%</b>
Payroll & Other Operating Costs	6.8%	6.7%	5.8%	5.8%	6.5%	5.9%	3-5%
Marketing	3.5%	2.8%	4.3%	3.0%	2.5%	2.1%	1-2%
Internal Logistics	1.3%	1.2%	1.2%	1.2%	1.4%	1.4%	1.5%
<b>Adj Ebitda Margin</b>	<b>-1.7%</b>	<b>-0.5%</b>	<b>-2.2%</b>	<b>-2.5%</b>	<b>-0.8%</b>	<b>2.1%</b>	<b>5-9%</b>

## Investor Relations Contact



**Philip Reicherstorfer**

*Group Treasurer*



**Maria Shevtsova**

*Investor Relations Expert*

### Address

Bergmannstr. 72  
10961 Berlin

### Tel.

+49 (0)30 - 2016 38 213

### E-Mail

[ir@auto1-group.com](mailto:ir@auto1-group.com)

## Q3 Pictures and Charts

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Was ist  
dein Auto  
wert?



Genauer Preis

Schn

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WKDA Nano Branch @ Brandenburg





Remarketing: Mobile Evaluation





Used Car Production Center, Ketzin





Used Car Production Center, Oosterhout (NL)





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