

# Trading Update

Q4 2024 & FY 2024

26 February 2025

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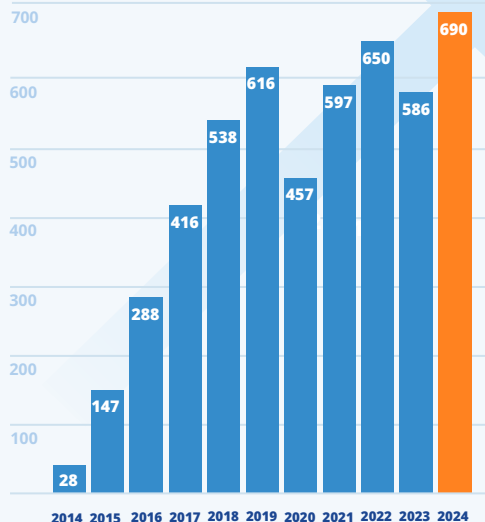
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# Highlights

# 2024 Was a Landmark Year for AUTO1 Group

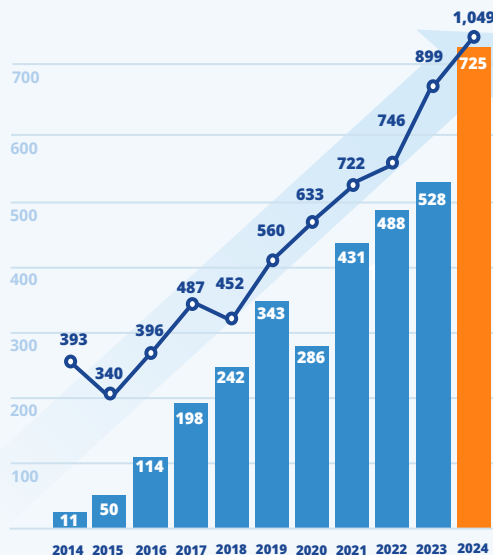
**Group Units Sold**  
K Units

+18%  
YoY

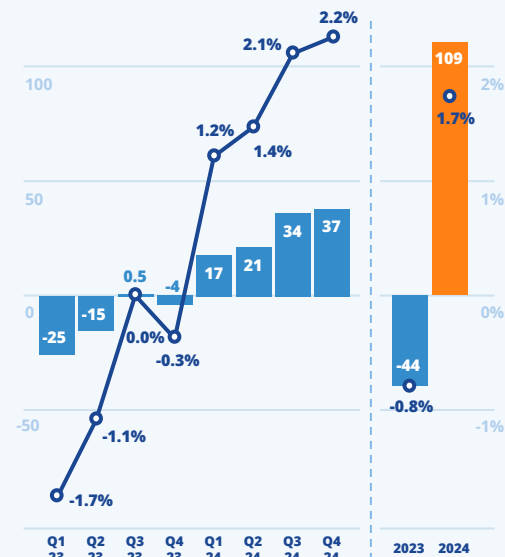


**Group Gross Profit** EUR Million  
**Group GPU** EUR

+37%  
YoY



**Group Adj. EBITDA** EUR Million  
**Group Adj. EBITDA Margin** %



## Our Vertically Integrated Business Model Maximizes Value For Our Customers

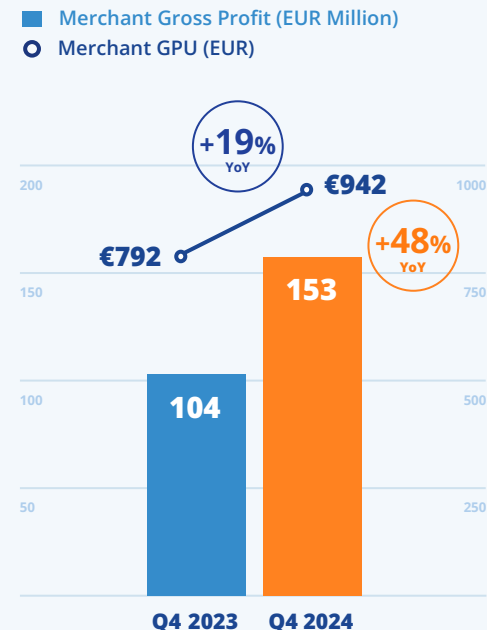
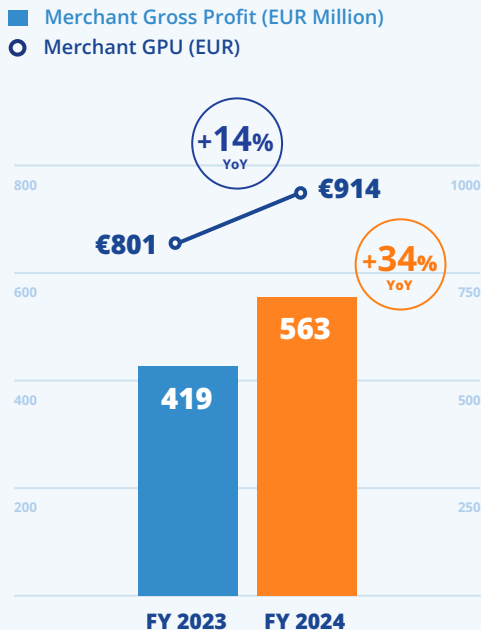
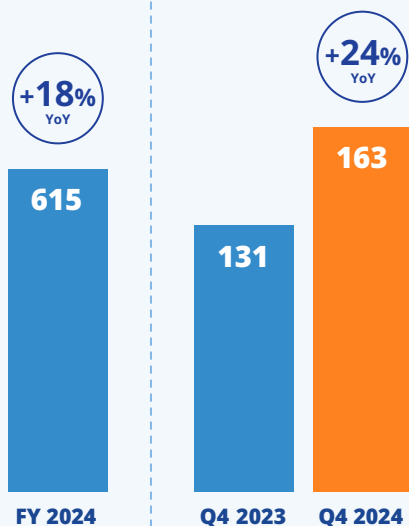


# Merchant Update



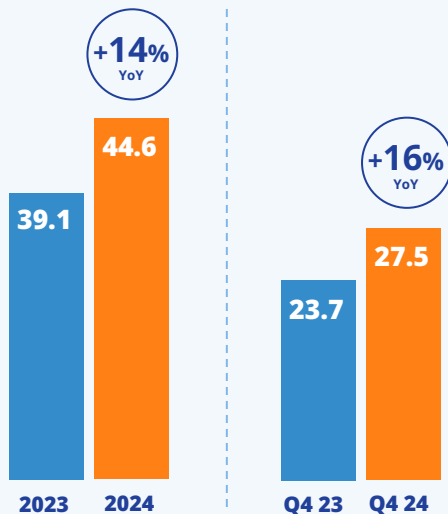
## Our Merchant Business Achieves Record Results while Growing Strongly

### Merchant Units Sold *K Units*

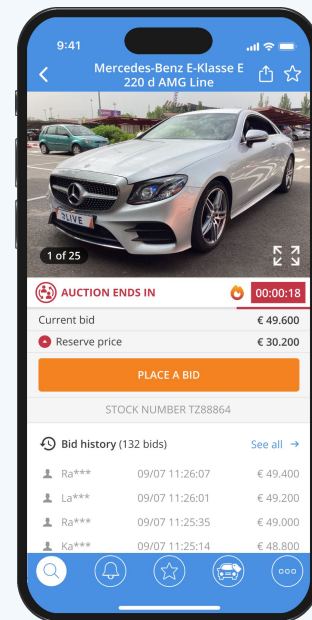
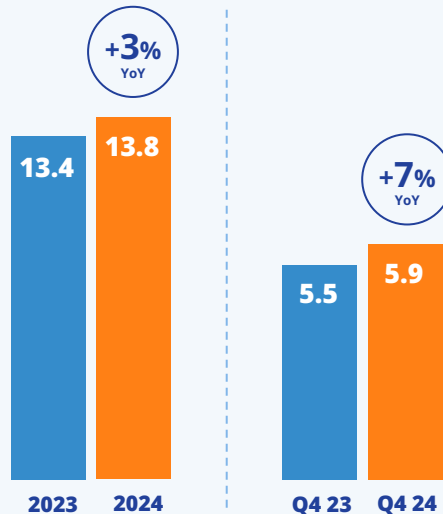


# Strongly Increased Demand Generates More Buyers and Bigger Baskets

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



**Average Basket**  
# Purchased Cars Per Quarter

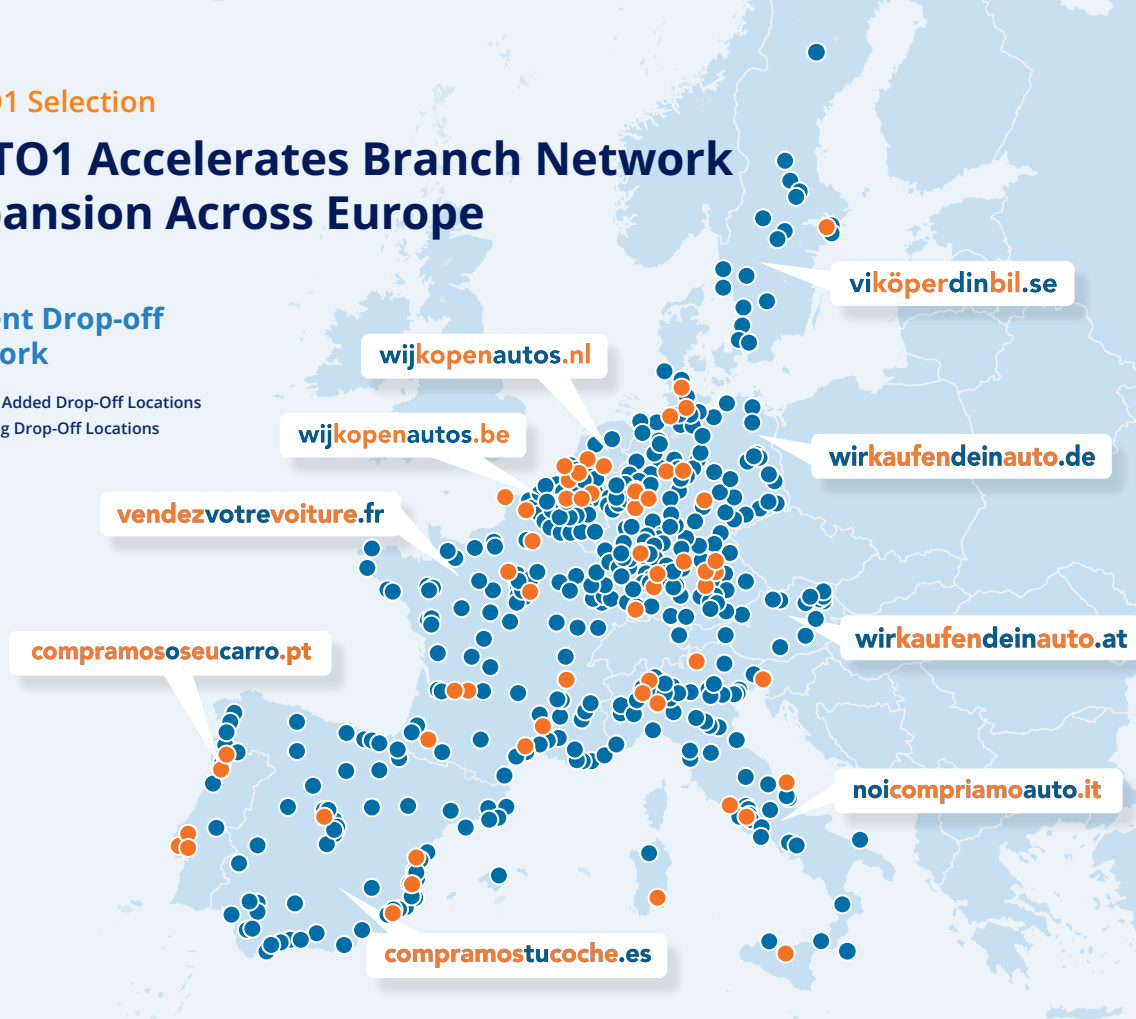




# AUTO1 Accelerates Branch Network Expansion Across Europe

## Current Drop-off Network

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



## Numbers of Branches

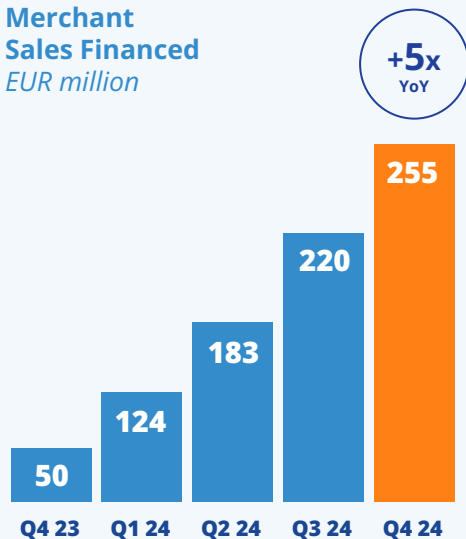
Q4 2023	434
Q3 2024	486
Q4 2024	548

**+114 branches added in 2024**

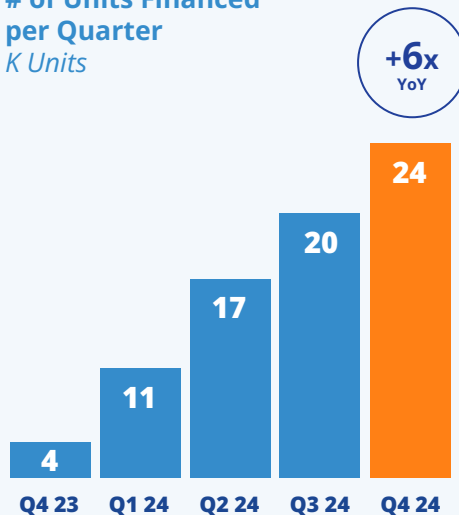
**2025: Continued Strategic Network Expansion**

## Auto1 Financing Continues To Grow Strongly In Six Markets

**Merchant Sales Financed**  
EUR million

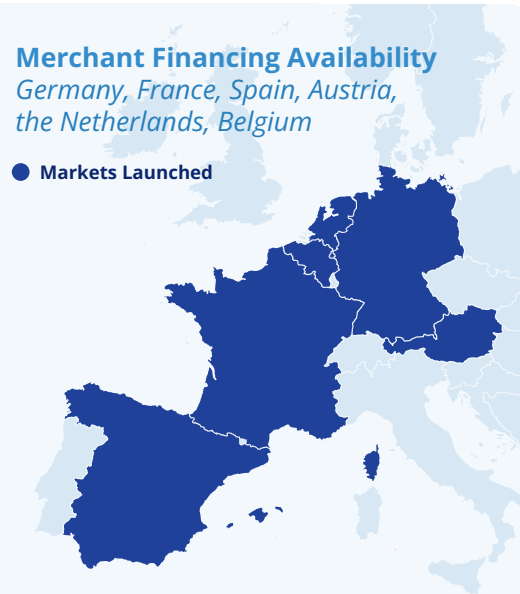


**# of Units Financed per Quarter**  
K Units



**Merchant Financing Availability**  
Germany, France, Spain, Austria, the Netherlands, Belgium

● Markets Launched



PORTFOLIO BALANCE: **€214 m**

Retail Update

**AUTOHERO**

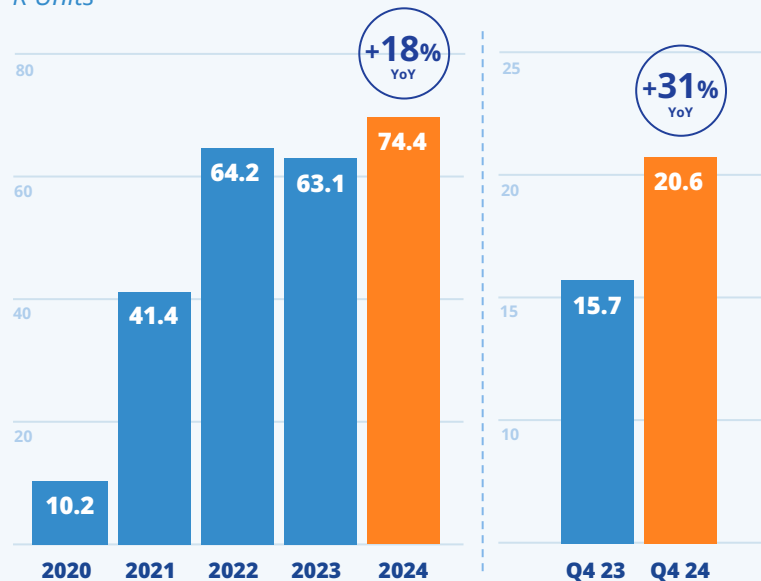
**Pick-up Station**



# Autohero Delivers Record Results Across All Metrics

## Autohero Units Sold

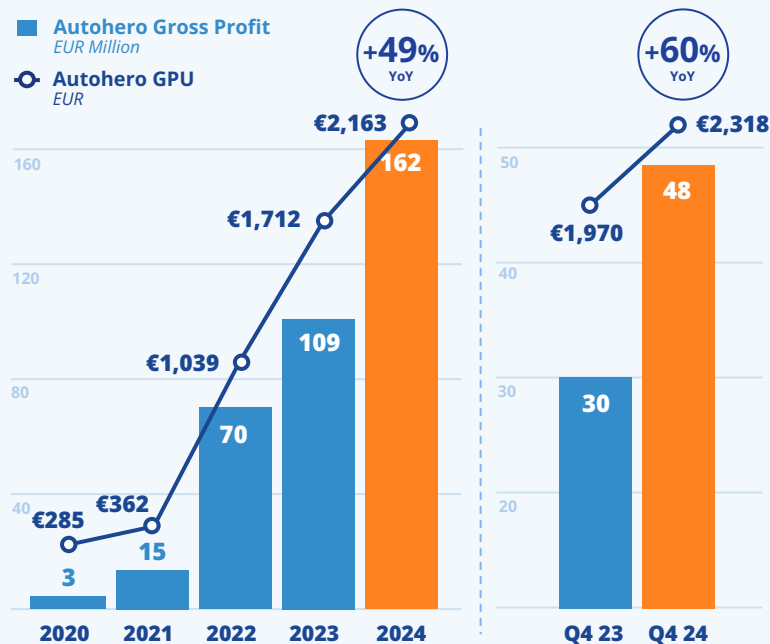
K Units



## Autohero Gross Profit

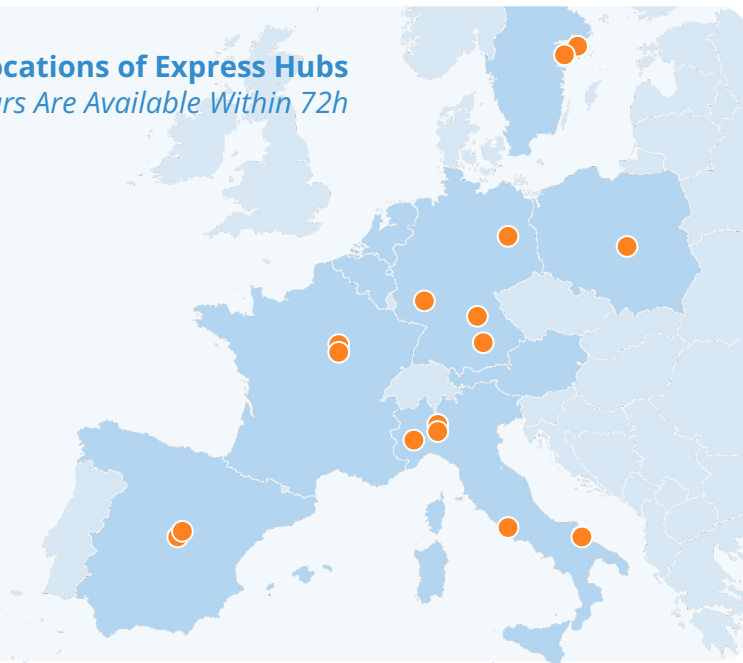
EUR Million

Autohero GPU  
EUR

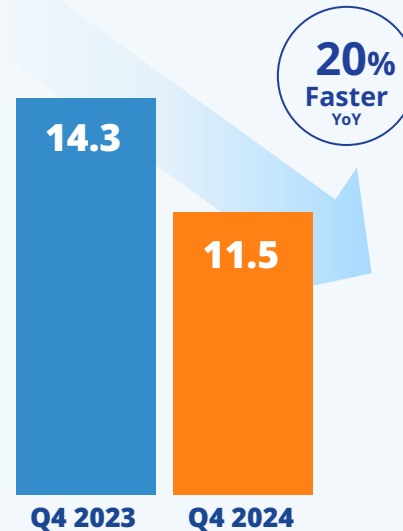


## Rolling Out Express Hubs To Optimize Delivery Speed and Improve Convenience

Locations of Express Hubs  
*Cars Are Available Within 72h*

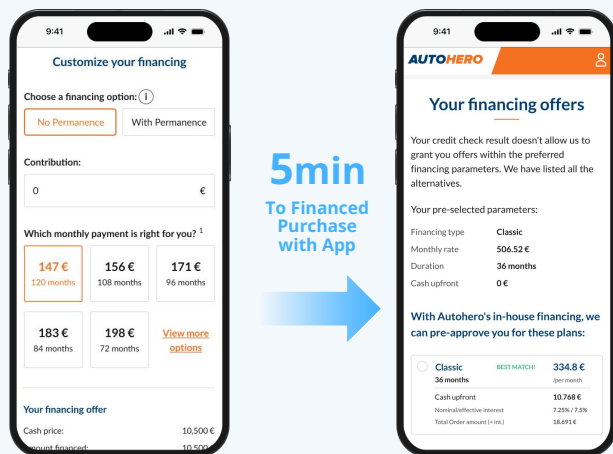


Average Delivery Time  
*Days*



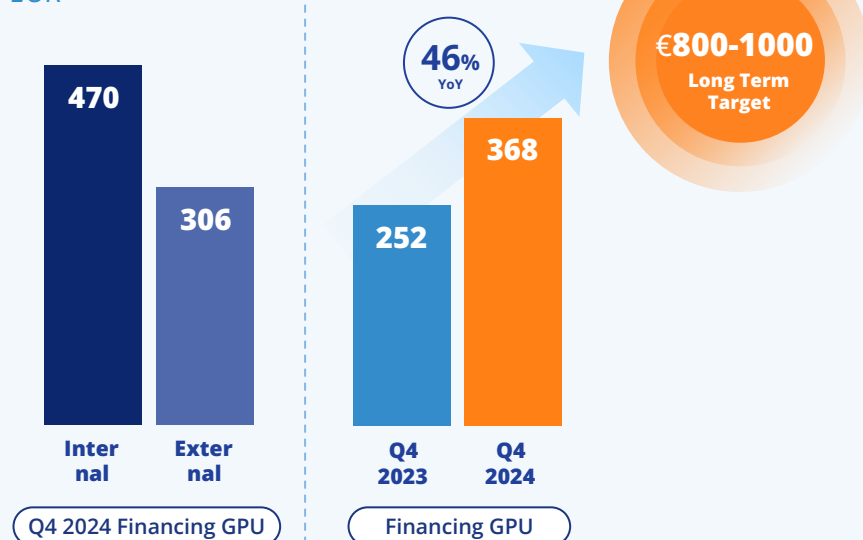
Average delivery time refers to the duration between order verification and the handover to the customer

# Consumer Financing Makes Significant Progress Towards Our Long Term Target



- Offering fully integrated & **Individual In-House Financing** to German and Austrian customers
- Acting as a broker for a panel of banks in all other markets for External Finance with increasing integration and automation

## GPU Development EUR



Internal Financing GPU refers to gross profit from financing divided by units sold in DE and AT  
 External Financing GPU refers to gross profit from financing divided by units sold in FR, IT, ES, BE, NL, PL and SE

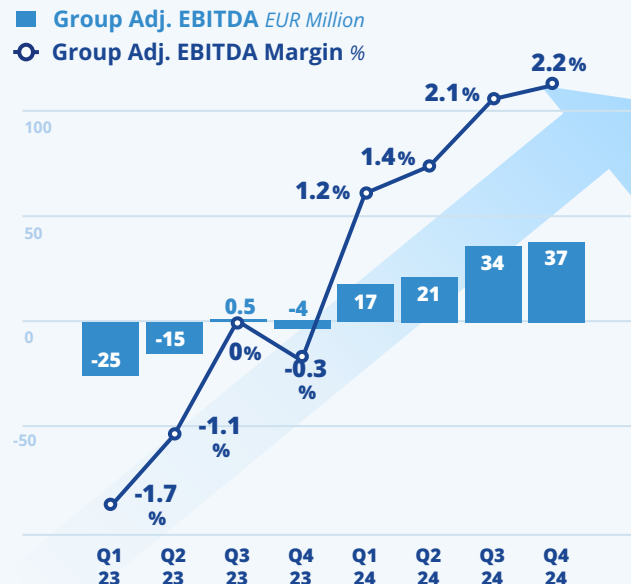
# 2025 and Beyond

# 2024 Was An Important Milestone On The Road To Our Long Term Market Share and Margin Targets



**27.7 Million**  
European Used Car Transactions<sup>1</sup>

**€700 Billio**  
European Used Car Market Size<sup>2</sup>



**5-9%**  
Adj. EBITDA  
Margin Target

<sup>1</sup> Consolidated Used Car Transactions of 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)

<sup>2</sup> 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



# Q4 2024 Financial Figures And FY 2025 Guidance

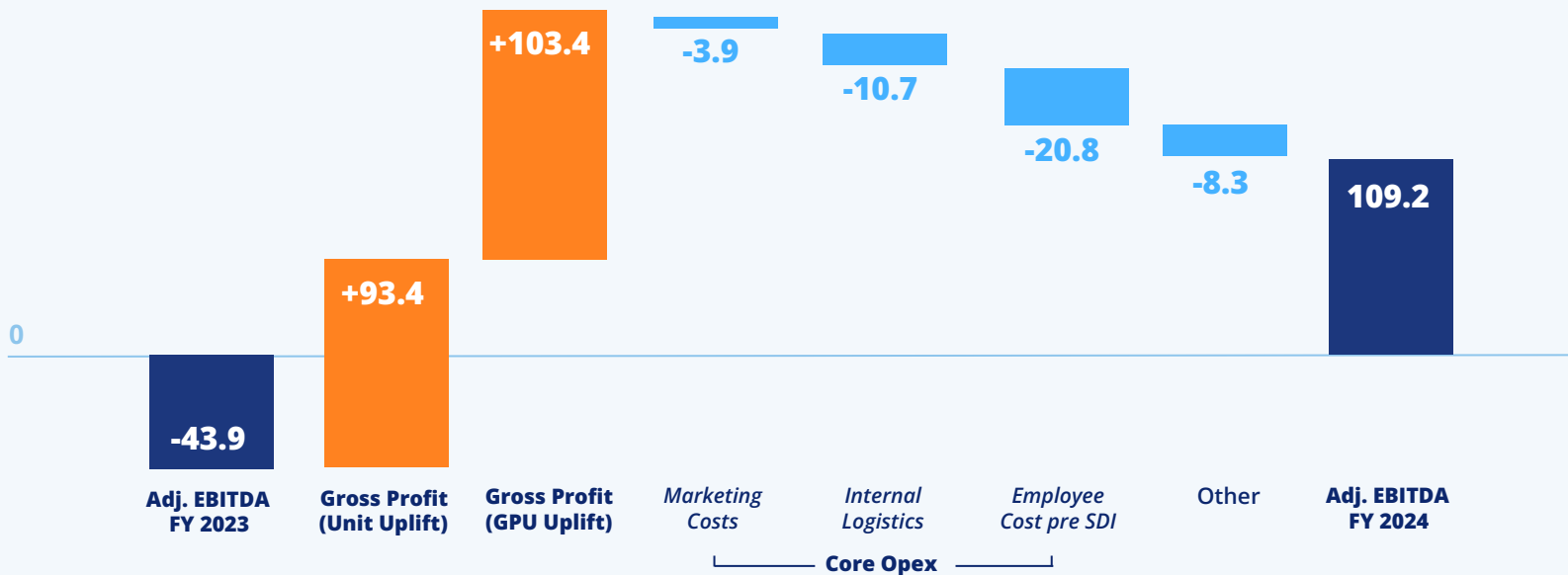
## Q4 & FY 2024 Financial Figures

	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	FY 2023	FY 2024	FY YoY
<b>Units Sold</b>	<b>146,667</b>	<b>163,766</b>	<b>166,292</b>	<b>176,632</b>	<b>183,083</b>	<b>24.8%</b>	<b>586,085</b>	<b>689,773</b>	<b>17.7%</b>
<b>Revenue (€m)</b>	<b>1,323.7</b>	<b>1,454.3</b>	<b>1,518.2</b>	<b>1,599.4</b>	<b>1,699.9</b>	<b>28.4%</b>	<b>5,462.8</b>	<b>6,271.9</b>	<b>14.8%</b>
Average Selling Price (€)	9,025	8,881	9,130	9,055	9,285	2.9%	9,321	9,093	(2.4%)
<b>Gross Profit (€m)</b>	<b>133.8</b>	<b>162.9</b>	<b>173.3</b>	<b>187.1</b>	<b>201.3</b>	<b>50.5%</b>	<b>527.9</b>	<b>724.7</b>	<b>37.3%</b>
GPU* (€)	918	993	1,041	1,059	1,096	19.4%	899	1,049	16.6%
Opex (€m)	(138)	(146)	(153)	(153)	(164)	18.7%	(572)	(615)	7.6%
<i>o/w Employee Costs pre SDI (€m)</i>	<i>(67.6)</i>	<i>(68.7)</i>	<i>(72.0)</i>	<i>(69.8)</i>	<i>(74.6)</i>	10.4%	<i>(264.4)</i>	<i>(285.2)</i>	7.9%
<i>o/w Marketing Expenses (€m)</i>	<i>(31.5)</i>	<i>(32.8)</i>	<i>(35.7)</i>	<i>(34.4)</i>	<i>(38.0)</i>	20.5%	<i>(137.1)</i>	<i>(141.0)</i>	2.9%
<i>o/w Internal Logistics (€m)</i>	<i>(20.2)</i>	<i>(21.8)</i>	<i>(22.0)</i>	<i>(22.8)</i>	<i>(22.1)</i>	9.1%	<i>(78.0)</i>	<i>(88.7)</i>	13.7%
<b>Adjusted EBITDA (€m)</b>	<b>(4.5)</b>	<b>17.0</b>	<b>20.7</b>	<b>34.3</b>	<b>37.2</b>	<b>n/a</b>	<b>(43.9)</b>	<b>109.2</b>	<b>n/a</b>
<i>Adjusted EBITDA Margin</i>	<i>(0.3%)</i>	<i>1.2%</i>	<i>1.4%</i>	<i>2.1%</i>	<i>2.2%</i>	<i>2.5 pp</i>	<i>(0.8%)</i>	<i>1.7%</i>	<i>2.5 pp</i>

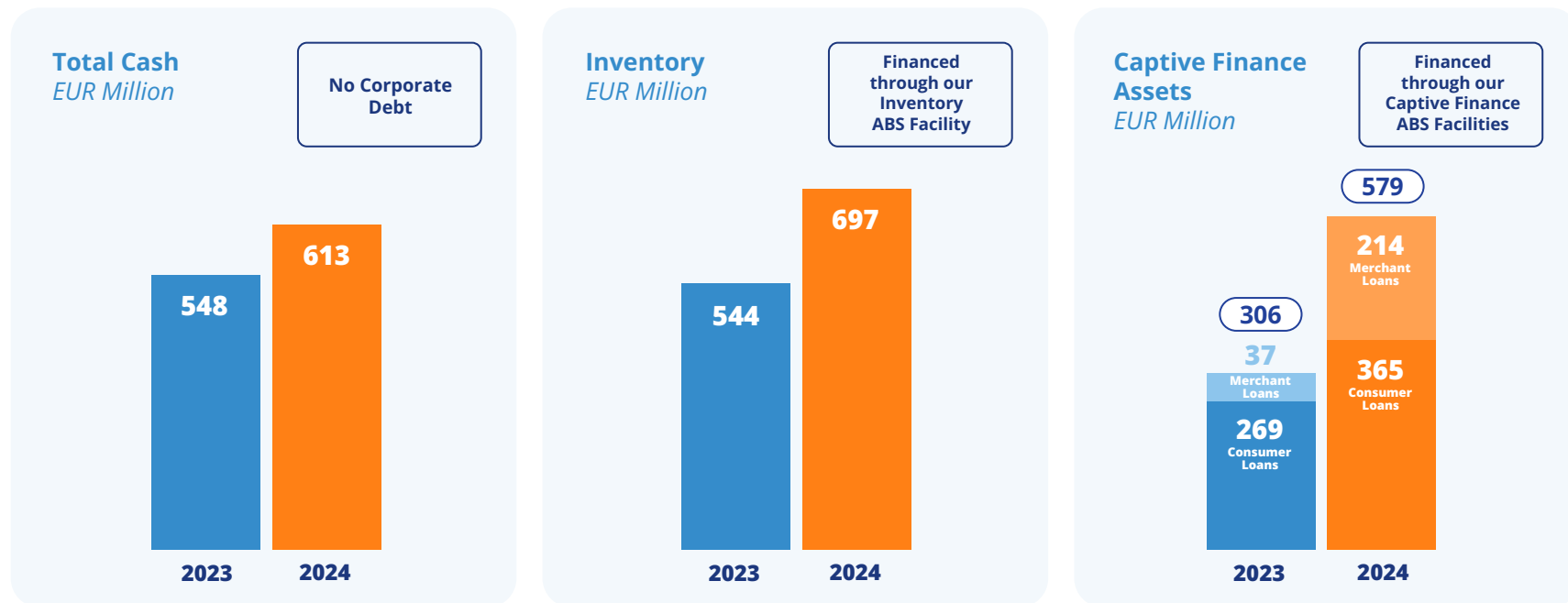
\*GPU is not equal to gross profit/number of cars sold because of the effects of inventory changes due to the capitalisation of internal refurbishment costs which are not part of cost of materials.  
Differences may exist due to rounding

## 2024 Demonstrates Significant Operating Leverage

EUR Million



## We Increased Our Cash Position in 2024 and Invested into Inventory for 2025 Sales



## 2025 Guidance Reflects Our Strong Momentum

### Unit Guidance

**Units Group**      **735-795k**

**Units  
Merchant**      **650-700k**

**Units  
Autohero**      **85-95k**

### Financial Guidance

**Gross Profit**      **EUR 800-875m**

**Adj. EBITDA**      **EUR 135-165m**

# Appendix

## Our Investment Case



**Vast Market Opportunity**  
In A Fragmented European  
Used Car Market



Unique Business Model To  
**Gain Market Share**  
And **Drive Margins**



**Leading Technology** And  
**Data Platform**



**Strong Brands** Drive  
**Superior Demand**

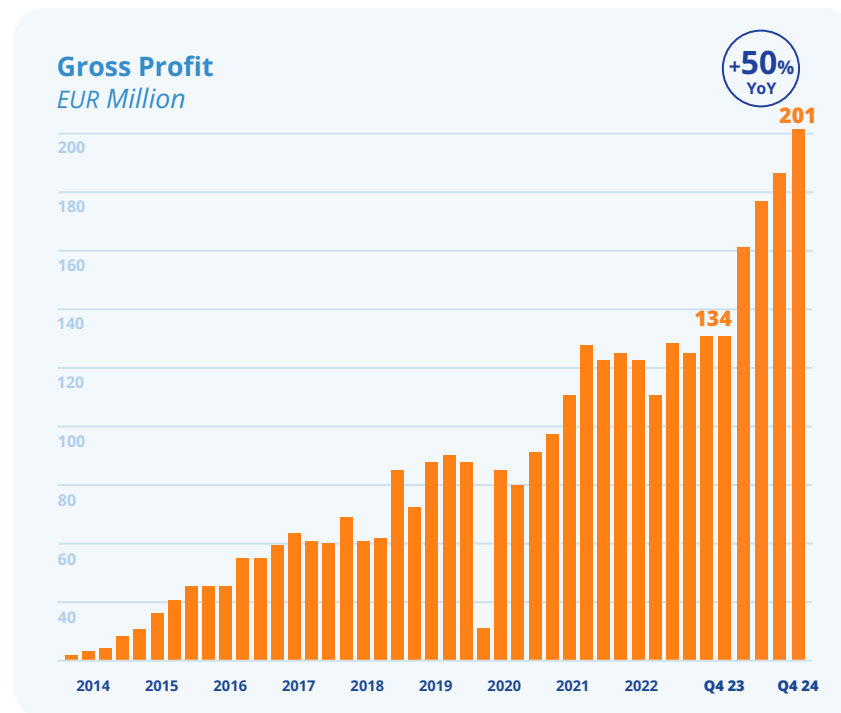
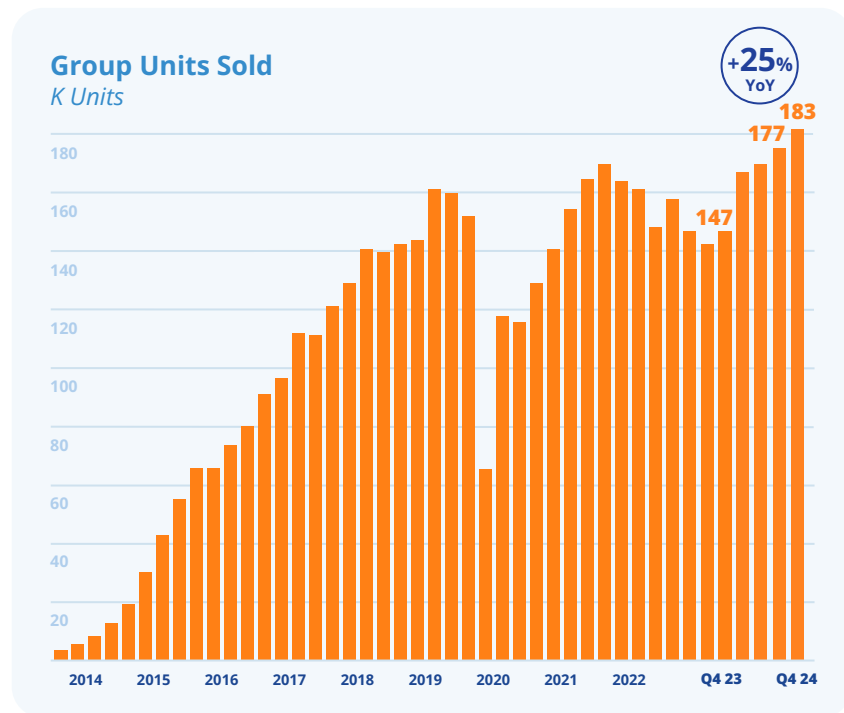


**Autohero**  
Accelerating Towards  
**Market Leadership**



**Merchant** And **Consumer**  
**Financing Reinforce**  
**Growth** And **Profitability**

## Consistent Growth Trajectory Since Foundation









## 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	61%	4.3
vendezvotrevoiture.fr		FR	49%	4.5
noicompriamoauto.it		IT	66%	4.3
compramostucoche.es		ES	63%	4.3
wijkopenautos.nl		NL	52%	4.0
viköperdinbil.se		SE	57%	4.4
wijkopenautos.be		BE	51%	4.4
wirkaufendeinauto.at		AT	58%	4.6

# 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)

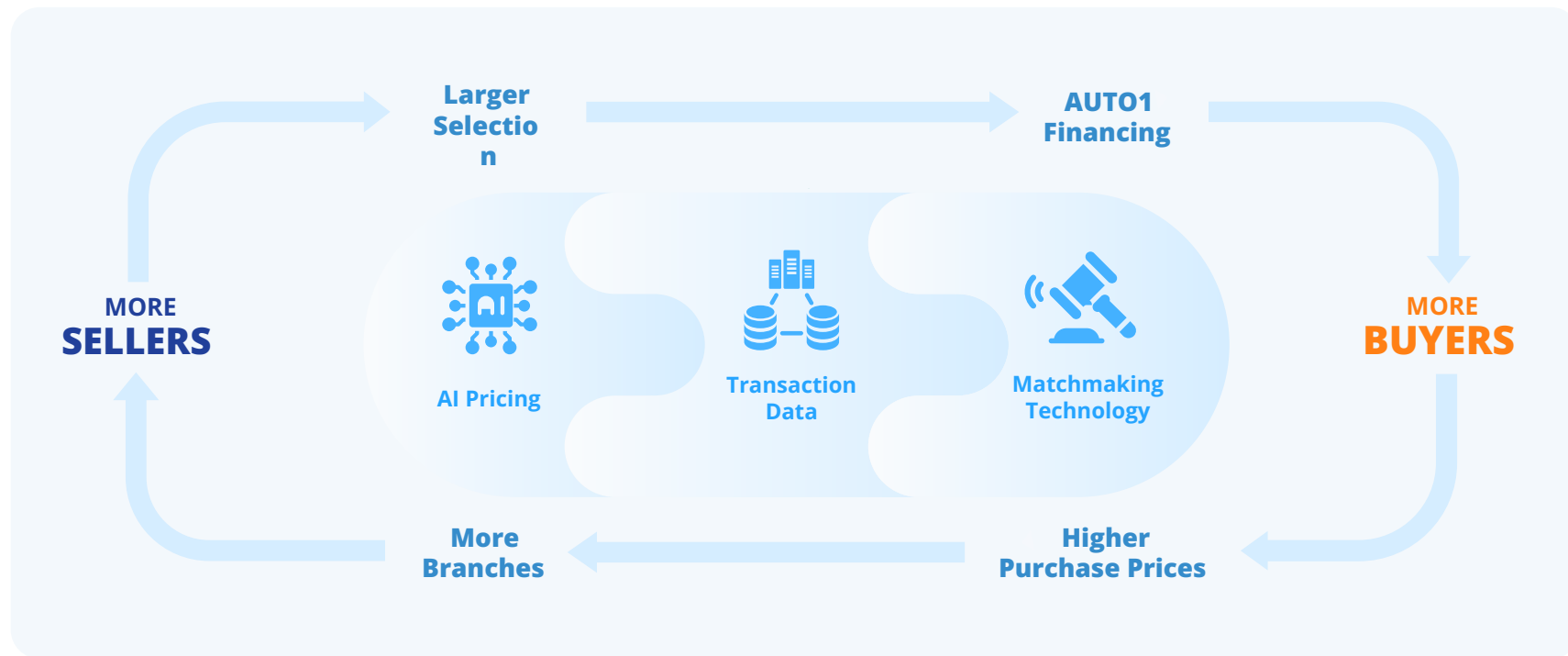
**Price**

- 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)

	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	Q4 QoQ	FY 2023	FY 2024	FY 2024 YoY
<b>Units Sold</b>	<b>130,922</b>	<b>146,625</b>	<b>148,598</b>	<b>157,582</b>	<b>162,530</b>	<b>24.1%</b>	3.1%	<b>523,019</b>	<b>615,335</b>	<b>17.7%</b>
<i>Thereof C2B</i>	<i>115,892</i>	<i>132,516</i>	<i>134,648</i>	<i>143,744</i>	<i>147,548</i>	<i>27.3%</i>	<i>2.6%</i>	<i>457,885</i>	<i>558,456</i>	<i>22.0%</i>
<i>Thereof Remarketing</i>	<i>15,030</i>	<i>14,109</i>	<i>13,950</i>	<i>13,838</i>	<i>14,982</i>	<i>(0.3%)</i>	<i>8.3%</i>	<i>65,134</i>	<i>56,879</i>	<i>(12.7%)</i>
<b>Revenue (€m)</b>	<b>1,069.8</b>	<b>1,177.9</b>	<b>1,228.2</b>	<b>1,284.2</b>	<b>1,347.5</b>	<b>26.0%</b>	4.9%	<b>4,464.0</b>	<b>5,037.8</b>	<b>12.9%</b>
<i>Thereof C2B (€m)</i>	<i>913.2</i>	<i>1,030.9</i>	<i>1,086.2</i>	<i>1,134.5</i>	<i>1,190.3</i>	<i>30.3%</i>	<i>4.1%</i>	<i>3,830.6</i>	<i>4,450.8</i>	<i>16.2%</i>
<i>Thereof Remarketing (€m)</i>	<i>156.6</i>	<i>147.0</i>	<i>142.0</i>	<i>140.8</i>	<i>157.1</i>	<i>0.4%</i>	<i>11.6%</i>	<i>633.4</i>	<i>587.0</i>	<i>(7.3%)</i>
Average Selling Price (€)	8,171	8,034	8,265	8,150	8,290	1.5%	1.7%	8,535	8,187	(4.1%)
<i>Thereof C2B (€)</i>	<i>7,880</i>	<i>7,780</i>	<i>8,067</i>	<i>7,955</i>	<i>8,067</i>	<i>2.4%</i>	<i>1.4%</i>	<i>8,366</i>	<i>7,970</i>	<i>(4.7%)</i>
<i>Thereof Remarketing (€)</i>	<i>10,416</i>	<i>10,420</i>	<i>10,182</i>	<i>10,174</i>	<i>10,489</i>	<i>0.7%</i>	<i>3.1%</i>	<i>9,724</i>	<i>10,320</i>	<i>6.1%</i>
<b>Gross Profit (€m)</b>	<b>103.7</b>	<b>129.1</b>	<b>136.4</b>	<b>144.0</b>	<b>153.1</b>	<b>47.7%</b>	6.3%	<b>419.2</b>	<b>562.6</b>	<b>34.2%</b>
GPU (€)	792	881	918	914	942	19.0%	3.1%	801	914	14.1%

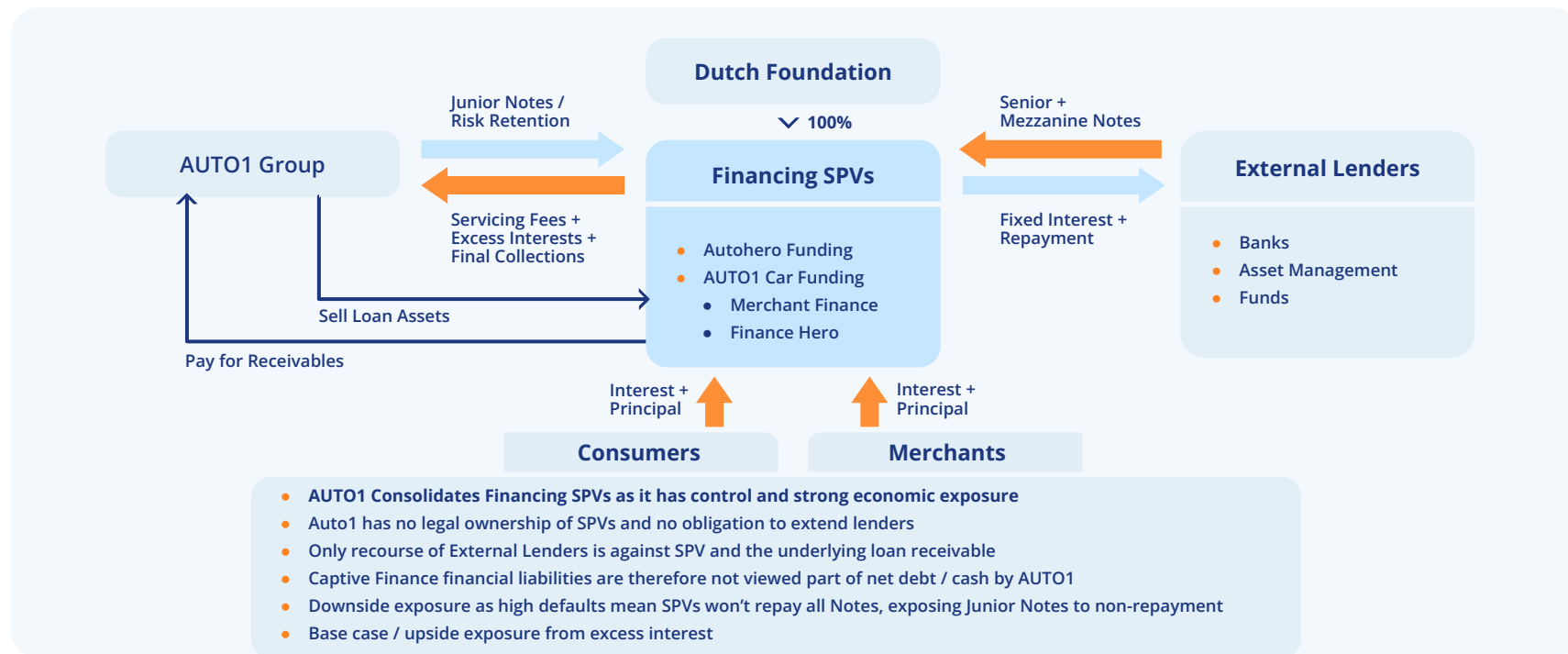
Differences may exist due to rounding

## Segment: Retail (Autohero)

	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q4 YoY	Q4 QoQ	FY 2023	FY 2024	FY 2024 YoY
Units Sold	15,745	17,141	17,694	19,050	20,553	30.5%	7.9%	63,066	74,438	18.0%
Revenue (€m)	254.0	276.4	290.0	315.2	352.5	38.8%	11.8%	998.9	1,234.1	23.5%
Average Selling Price (€)	16,129	16,125	16,392	16,545	17,150	6.3%	3.7%	15,839	16,579	4.7%
Gross Profit (€m)	30.1	33.8	36.9	43.1	48.2	60.2%	11.9%	108.7	162.1	49.1%
GPU* (€)	1,970	1,956	2,077	2,263	2,318	17.6%	2.4%	1,712	2,163	26.4%

\*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



## Investor Relations Contact



**Philip Reicherstorfer**

*Group Treasurer*



**Maria Shevtsova**

*Head of Investor Relations*

### Address

Bergmannstr. 72  
10961 Berlin

### Tel.

+49 170 556 9259

### E-Mail

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



# Pictures and Charts



**AUTOHERO**

**CAT**  
CAR AUDIT TECHNOLOGY  
**ASSISTANT**

LAUF  
SCAN IN PROGRESS

**AUTOHERO**

AUTO1 Car Audit Technology - AI Damage Detection



**AUTOHERO**

**Pick-up Station**

AUTOHERO Pick-up Station





500th Branch of WKDA