

PRESS RELEASE

AutoWallis Sales Report

H1 2023

The AutoWallis Group sees dynamic sales growth in all areas in the first half of the year

Budapest, July 17, 2023 – Thanks to its presence in the region, the AutoWallis Group continued its steady growth in the first half of the year, increasing the number of vehicles sold by two thirds compared to the previous year. The Distribution Business Unit continued to drive growth, but the Retail & Services Business Unit also performed well.

Operating in the Central and Eastern European region, the AutoWallis Group continues to grow steadily after four consecutive years of record results. Recently, many countries in Europe, including our region, have experienced unfavourable economic trends, which have been reflected in the slowing down of economic growth and in some cases even a decline, but thanks to the diversified operations of AutoWallis, the Group continues to show robust growth, above the market average, quarter after quarter. **Gábor Ormosy, CEO of AutoWallis Plc., said that the company, which is listed in the Premium category of the Budapest Stock Exchange, operates in a balanced manner:** its presence in 15 countries, its wide range of wholesale and retail activities, through which the Group represents more than a dozen car brands, as well as the growing range of mobility services all contribute to growth even in a difficult economic environment. **The CEO pointed out that more than half of AutoWallis' sales now come from abroad on a sustainable basis, and the Group continues to focus on international expansion,** particularly operating in a region where the growth prospects for the automotive market are favourable. **He added that sales continue to be driven by the Distribution Business Unit, while for the Retail & Services Business Unit, the most dynamically growing area was services.**

In the first half of this year, in the **Distribution Business Unit** sales almost doubled (+92.3%) to 20,500 pieces compared to the first half of 2022, which can be partly contributed to the acquisition of Renault Hungária last year (+5,998 pcs). At the same time, it is important to note that even without the acquisition, the segment grew by 36.1% (+3,843 pcs), with SsangYong again showing the strongest growth (+2,295 pcs, +64.3%), followed by Opel (+1,439 pcs, +22.6%). The **Retail & Services Business Unit** sold 4,178 new vehicles (+10.4%) and 956 used vehicles (+2%) in the first half of the year, significantly outperforming the decline in the Hungarian passenger car market. In the **Service segment** of the Retail & Services Business Unit, the number of service hours increased by 16.8% to 91,094, and AutoWallis has managed to continue its growth in short-term vehicle rental as well. Sixt, represented by the Group in Hungary, increased the number of rental events by 7.8 percent to 10,109 in the first half of the year, while the number of rental days rose by 3.8 percent to 86,618. Thanks to the acquisition of Nelson Flottalízing Kft. in February, long-term vehicle rental and fleet management services increased significantly, so the Group provided 3,281 vehicles to its customers in the first half of the year.

	Q1-Q2, 2023	Q1-Q2, 2022	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.) **	20 500	10 659	+92,3%
Retail & Services Business Unit			
Number of new vehicles sold (pcs.)	4 178	3 783	+10,4%
Number of used vehicles sold (pcs.)	956	937	+2,0%
<i>Total Vehicle Sales</i>	25 634	15 379	+66,7%
Number of service hours (hours)	91 094	77 983	+16,8%
Rental Fleet Size - Short-term car rentals (pcs.)	10 109	9 380	+7,8%
Number of rental events - Short-term car rentals (pcs.)	86 618	83 410	+3,8%
Fleet size - Related to vehicle rentals (pcs.)***	3 281	786	+317,4%

* Important information:

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Preliminary, non-consolidated data.

The data published in the AutoWallis Sales Report (hereinafter referred to as "Data") are compiled based on the estimates of AutoWallis Plc. and its subsidiaries. The published Data are solely for informational purposes; AutoWallis Plc. assumes no liability for their completeness or accuracy.

The AutoWallis Sales Report is not suitable for estimating the financial or business results of AutoWallis Plc., or drawing any related conclusions, so it shall not be considered either to be a profit estimate or a profit forecast. The Data published in the AutoWallis Sales Report may be used for your personal purposes and under your own responsibility.

Planned publication(s):

Q1-Q3, 2023

October 16, 2023

Q1-Q4, 2023

January 15, 2024

The AutoWallis Plc. Sales Report is published on the 15. day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

** 1135 vehicles sold within the group; The revenue from the domestic sales of imported Renault and Dacia vehicles is not included in the group's consolidated revenue as RN Hungary Kft. is not included in consolidation.

*** The combined figures of short-term car rentals, long-term car rentals, and independent fleet management. The difference compared to the previous report is attributable to the fact that long-term rental data have been added to the data for 2022.

AutoWallis Group

The AutoWallis Group, a company listed in the Premium category of the Budapest Stock Exchange, as well as in the BUX and BUMIX indices, aims to become a major vehicle trading company and mobility service provider in the Central and Eastern European region by the end of the decade. It is important for the company to continuously expand its automotive industry investment-focused portfolio through acquisitions and to operate as a group with traditional, conservative, and ESG-compliant values and a business policy sensitive to social and environmental challenges. The AutoWallis group is present in 15 countries of the Central and Eastern European region (Albania, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Hungary, Kosovo, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia), where it is engaged in the retail and wholesale of vehicles, parts, and accessories, in repair and maintenance services, as well as in short- and long-term vehicle rentals. The Group's Distribution Business Unit represents the Alpine, Dacia, Isuzu, Jaguar, Land Rover, Saab parts, Renault, SsangYong, and Opel brands, and the brands represented by its Retail & Services Business Unit include BMW passenger cars and motorcycles, Dacia, Isuzu, Jaguar, KIA, Land Rover, Maserati, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, Toyota, and Sixt rent-a-car. AutoWallis is the two-time recipient of the "Share Capital Increase of the Year" award at Best of BSE Award Galas (2020, 2021). www.autowallis.com www.facebook.com/AutoWallis



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