

PRESS RELEASE

AutoWallis Sales Report

Q1-Q3, 2023

The AutoWallis Group increased sales by almost half in the first nine months

Budapest, October 16, 2023 – Vehicle sales of the AutoWallis Group showed dynamic growth of almost 50 percent in the first nine months of the year. The strong performance of the automotive company listed on the Budapest Stock Exchange is primarily due to its continued international expansion, which is now permanently above 50 percent, and the growth seen by the brands represented by the Group.

The AutoWallis Group's vehicles sales has set yet another record after seeing an increase of almost half (+46.2%) in the number of sold vehicles, for a total of 34,925 units. The company's organic growth is also significant, with last year's purchase of Renault Hungária only adding to its dynamic. **AutoWallis Plc. CEO Gábor Ormosy highlighted the fact that the new numbers continue to indicate that the growth strategy, amended with higher figures in 2021, is crisis-proof, with a number of points having since been exceeded on a pro rata basis; accordingly, the planned sales and business figures may be again revised upwards again in the first half of 2024. The CEO emphasized that AutoWallis now represents 22 brands, with more than half of its revenue permanently generated abroad, meaning its growth has not slowed despite the economic challenges of recent years and regardless of the fact that some of the 16 countries in the region in which the Group operates underperform from time to time. Although sales continue to be driven by the Distribution Business Unit, the Retail & Services Business Unit also boasts performance above the market average.**

In the first three quarters of the year, the **Distribution Business Unit's** sales have increased by almost two thirds (+63.9%) to 27,466 units compared to the first nine months of last year, which is in part due to last year's purchase of Renault Hungária (+7,367 units). At 19.9 percent, the growth is significant even without this acquisition, with SsangYong continuing to show the best results (+3,038 units, +56.5%). In the first nine months, the **Retail & Services Business Unit** sold 6,014 new (+4.9%) and 1,445 used (+3.5%) vehicles, meaning its performance continues to significantly surpass the 2.2 percent decrease seen on the domestic new vehicle market. **The services field** in the Retail & Services Business Unit saw an increase in service hours of 9.3 percent to 132,736 hours. As regards short-term car rentals, Sixt, represented by AutoWallis in Hungary, increased the number of rental events by 5.8 percent to 18,250 while the number of rental days decreased by 7.5 percent to 149,177. Thanks to the acquisition of Nelson Flottalizing Kft. at the beginning of the year followed by the purchase of Wallis Autómegosztó Zrt. in August, which operates Share Now in Hungary, the mobility service vehicle fleet is four and a half times larger, allowing the Group to serve client needs with 3,915 vehicles (+3.049) in the first nine months.

* Market data by DataHouse.

	Q1-Q3, 2023	Q1-Q3, 2022	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.) **	27 466	16 759	+63,9%
Retail & Services Business Unit			
Number of new vehicles sold (pcs.)	6 014	5 735	+4,9%
Number of used vehicles sold (pcs.)	1 445	1 396	+3,5%
<i>Total Vehicle Sales</i>	<i>34 925</i>	<i>23 890</i>	<i>+46,2%</i>
Number of service hours (hours)	132 736	121 468	+9,3%
Rental Fleet Size - Short-term car rentals (pcs.)	18 250	17 256	+5,8%
Number of rental events - Short-term car rentals (pcs.)	149 177	161 252	-7,5%
Fleet size - Related to vehicle rentals (pcs.)***	3 915	866	+352,0%

*** 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.

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Planned publication(s):

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).

** 1559 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 Prime Market 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 16 countries of the Central and Eastern European region (Albania, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Greece, 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, BYD, Dacia, Isuzu, Jaguar, Land Rover, MG, Saab parts, Renault, SsangYong, and Opel brands, and the brands represented by its Retail & Services Business Unit include BMW passenger cars and motorcycles, BYD, Dacia, Isuzu, Jaguar, KIA, Land Rover, Maserati, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, Toyota, Share Now, Sixt rent-a-car, J6Autók.hu and AUTO-LICIT.HU. 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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