30/11/2023

INVESTOR PRESENTATION

RESULTS FOR 2023Q1-Q3

We are building the leading car dealership and mobility service provider in the Central and Eastern European region

AutoWallis GROUP

Disclaimers

This investor presentation is based on the Company's consolidated financial statements for 2023Q3 prepared in accordance with the International Financial Reporting Standards endorsed by the EU (EU IFRS). The information contained in this presentation has not been audited and has not been reviewed by an independent auditor.

This investor presentation contains forward-looking statements and prospective statements on the Company's opinions and expectations, which are presented by the Company in good faith and in a reasonable manner. Such forward-looking statements rely on current plans, expectations and projections and may be affected by known or unknown risks, uncertainties or other factors which may cause the specific results, financial situation, performance or achieved goals of the Company or the industry to differ significantly from those explicitly or implicitly described in such forward-looking statements.

The Company will not be held liable for updating or modifying any such statement on the basis of new information or future events and for publishing such modifications. Therefore, having regard to such risks, uncertainties and other factors, we advise investors not to rely solely upon these forward-looking statements when making investment decisions.

The Company's financial figures relating to this investor presentation are also published in detail on the Company's website in a format that facilitates their use. The detailed financial data are available at: https://autowallis.com/kozzetetelek/

AutoWallis GROUP

Table of Contents

AutoWallis GROUP

01 Executive Summary

Key events in 2023Q3

We are making progress implementing our previously announced growth strategy

In September 2023, the Group **entered into a dealership contract with BYD EUROPE B.V.**, the European subsidiary of BYD

Events after the balance sheet date:

In October 2023, the Group published its Sustainability Report for 2022

In October 2023, the Group signed an **agreement with BYD on supporting import activities in Hungary**

In October 2023, the Group signed a cooperation agreement with SAIC Motor CEE, making the Group the **parts service provider of the MG brand in 13 countries**

In October 2023, the Group **launched its own mobility service under the name WIGO**

Key results

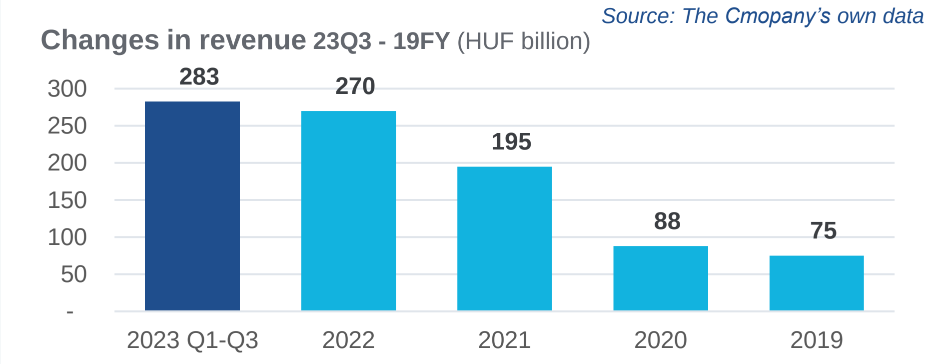
Record-breaking results once again, which continue to provide a solid basis for achieving strategic goals

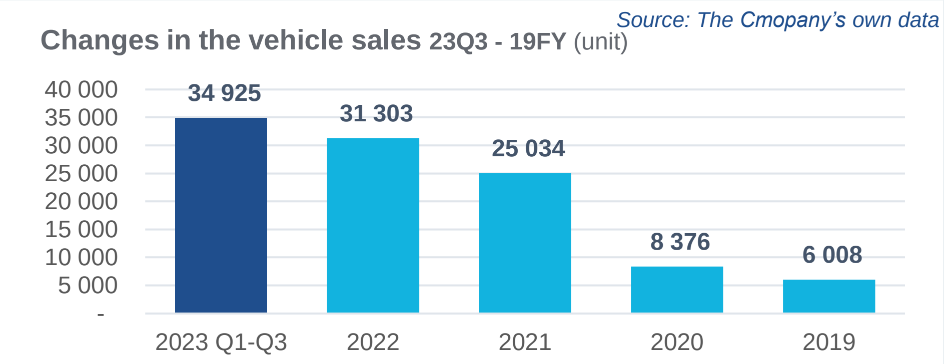
VEHICLES SOLD	REVENUE	EBITDA	EPS
34,925 units	HUF 283 billion	HUF 17.5 billion	HUF 22.6 / share
+46.2%	+36%	+38%	+32%
vs 2022Q1-Q3	vs 2022Q1-Q3	vs 2022Q1-Q3	vs 2022Q1-Q3

AutoWallis GROUP

Portfolio

Continuous organic growth supported by growth through acquisitions





Distribution Business Unit

DESCRIPTION	BRANDS	COUNTRIES
Exclusive new car and parts distribution activities in Central and Eastern Europe	Renault, Opel, SsangYong, Isuzu, Alpine, Land Rover, Jaguar, MG, Dacia, BYD	Hungary, Albania, Croatia, Bosnia and Herzegovina, Serbia, Slovenia, Macedonia, Montenegro, Romania, Slovakia, the Czech Republic, Kosovo, Poland, Bulgaria, Austria, Greece

Retail & Services Business Unit

DESCRIPTION	BRANDS	COUNTRIES
Sale of new and used motor vehicles and motorcycles, as well as sale of new parts	BMW, MINI, Maserati, Dacia, Opel, Land Rover, Isuzu, Jaguar	Hungary (9 sites), Slovenia (5 sites)
Comprehensive servicing activities and auxiliary services relating to the brands distributed by the Group	Nissan, Suzuki, Peugeot, Toyota, JóAutók.hu, Renault, SsangYong, Kia, BYD	
Short-term and long-term car rental and fleet management	Sixt rent a car, Nelson Flottalízing, Wigo	Hungary

AutoWallis GROUP

Economic and market environment

The previous decline seems to be reversing in the automotive markets of the region, while unfavourable inflationary and macroeconomic trends continue to be observed regionally

Economic environment

- In 2023Q2, the economic performance of the European Union improved by 0.5% compared to the previous year following a growth of 1.1% in 2023Q1, while on average, the Group's relevant markets stagnated compared to the year before. Of these, the Hungarian economy, the Group's most relevant market, declined by 2.4% in Q2.*
- Inflation and reference interest rates have been dropping, but still remain high across the globe in 2023Q3. In June 2023, consumer prices exceeded those in the previous year by an average of 10.2% in the Group's relevant markets and by 6.4% in the European Union as a whole.*
- In September 2023, inflation in Hungary was still the highest in the EU, while the rate of the price increase dropped more significantly by 2.0 percentage points compared to August.*
- Economic slowdown, rising prices and the reduced availability of financing continue to have an impact on demand in the automotive market, which could cause a decline in the price of new and used motor vehicles and/or margins in the subsequent period.
- The negative impact of these factors on demand mainly affects orders for key brands, but deliveries are still determined by existing supply delays, while the increase in the price levels of motor vehicles and mobility services has compensated for the reduction in volume so far.
- The above factors could act as catalysts for the consolidation process that has already begun in the industry, which could support the Group in implementing its growth strategy.

Sales and service environment

- The war between Russia and the Ukraine which erupted at the beginning of 2022 and the slowdown in production resulting from the chip shortage significantly reduced the number of cars that were available for delivery last year. The previously widespread supply issues have mostly been solved, and inventory levels started to rise in certain markets after 2023Q2. Problems involving logistics capacities in the region continue to have an unfavourable impact on inventory levels and deliveries.
- On average, the number of first registrations of new passenger cars in EU markets and in the relevant markets of the Group was up by 13.2% in 2023Q1-Q3 from the same period of the previous year.**
- The ongoing expansion of tourism that had started last year continued in 2023Q3, also in terms of the number of passengers arriving at the international airport in Budapest. In the first nine months of the year, the airport of the Hungarian capital served a total of 11 million passengers, which exceeds the figure for the same period of the previous year by 21.2% and is a mere 9.4% below the pre-pandemic level. ***

AutoWallis GROUP

** Source: The Weekly Monitor of the Hungarian Central Statistical Office, Eurostat*
*** Automotive market data provided by DataHouse and/or ACEA.*
**** Source: airportal.hu*

02 Financial and Operating Summary

AutoWallis GROUP

Summary of operating performance

The Group's sales increased by nearly half in the first nine months

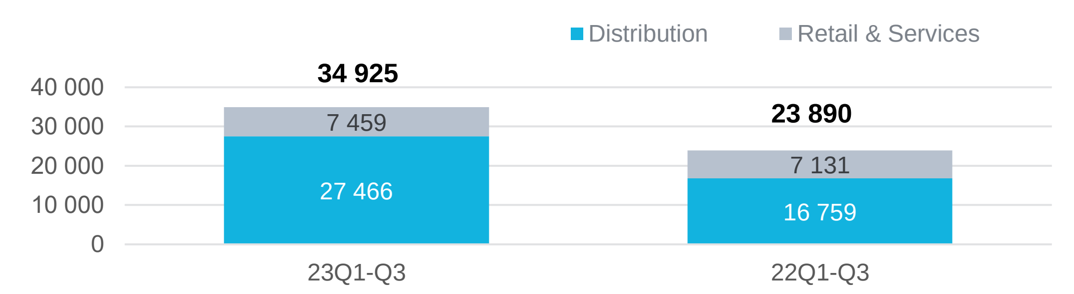
- **The Group achieved a dynamic growth of almost 50% in vehicle sales in the first nine months of the year**. The Group's strong performance was the result of the increasing share of international operations in its activities (now consistently over 50%) and the expansion of the brands represented by the Group.

- During the first three quarters of the year, sales in the **Distribution Business Unit** increased by nearly two thirds (+63.9%) to 27,466 units from the first nine months of the previous year, which is partly attributable to the acquisition of Renault Hungária completed last year (+7,367 units). The growth rate was substantial (19.9%) even without this acquisition, with SsangYong once again demonstrating the strongest growth (an increase of 3,038 units or 56.5%).

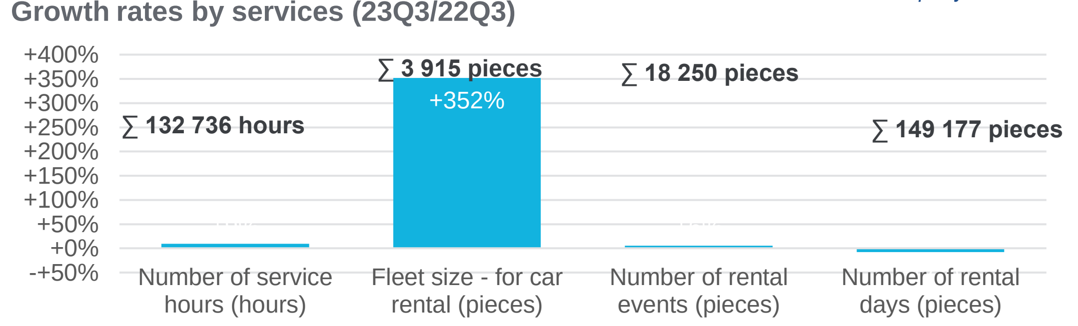
- The **Retail & Services Business Unit** sold 6,014 new (+4.9%) and 1,445 used (+3.5%) vehicles in the first nine months, as a result of which it continues to significantly outperform the 2.2% decline in the new passenger car market in Hungary*.

- In terms of the **services of the Retail & Services Business Unit**, the number of service hours increased by 9.3% to 132,736. As for short-term car rental, Sixt, an entity represented in Hungary by AutoWallis, increased the number of rental transactions by 5.8% to 18,250, while the number of rental days was down by 7.5% to 149,177. Thanks to the acquisitions of Nelson Flottalízing Kft. at the beginning of the year and Wallis Autómegosztó Zrt. in August this year, the **fleet size of vehicles used for mobility services** increased four-and-a-half-fold and, as a result, the Group had 3,915 vehicles in its fleet to serve its clients in the first nine months (an increase of 3,049).

Source: The Cmopany's own data



Source: The Cmopany's own data



** Market data provided by DataHouse.*

AutoWallis GROUP

Consolidated profit & loss statement

Sustained revenue growth despite the unfavourable economic environment...

- The Group's **revenue** almost reached HUF 282 billion in 2023Q1-Q3, which is nearly HUF 74 billion (or **35%**) higher than the revenue for Q1-Q3 of the previous year. In addition to the effects of transactions (Net Mobilitás Zrt. and Nelson Flottalízing Kft.), organic growth also played a considerable role in growth. The main drivers of the latter were the significant improvement in SsangYong and Opel sales within the Distribution Business Unit and the growth of more than HUF 30.3 billion of the Retail & Services Business Unit (impacted by both the volume effect and the price effect).

- The value of **materials** increased by 41% (from HUF 4.1 billion to HUF 5.6 billion), the main reasons being the rise in public utility costs caused by the substantial increase in the price of materials used in the course of servicing activities as wll as, the significant rise in energy costs, inflation and other factors. The value of **services** was up by **34%** to HUF 12.4 billion from the comparative period. The main cause of this increase in costs is the rise in logistics expenses, communication expenses and insurance premiums associated with higher sales volumes (Opel and SsangYong).

- The **34%** (HUF 59.4 billion) growth in **COGS** is almost the same as the rate at which revenue increased and, as a result, the Group was able to sustain and even slightly improve its high gross margin from the base period (to 16.4% compared to 15.7% in the same period of the previous year).

Comments: The effect of acquisitions (transactions) includes the impact of transactions completed since the comparative period, while organic changes include the performance of companies that were already part of the group during the comparative period. These analyses do not include changes for partial periods (pro forma changes).

HUF ths	2023Q3	2022Q3	Changes %	Changes
Revenue	282 933 286	208 742 331	36%	74 190 955
Distribution business unit	169 819 905	125 977 247	35%	43 842 658
Retail & Services business unit	113 113 381	82 765 084	37%	30 348 297
Material	-5 585 842	-4 061 847	37%	-1 499 421
Services	-12 427 647	-9 281 133	34%	-3 146 514
Cost of goods sold	-235 495 545	-176 052 874	34%	-59 442 671
Personal expenses	-10 523 883	-7 457 998	41%	-3 065 885
Depreciation	-3 422 567	-2 521 745	36%	-900 822
Profit or loss from trading	15 477 802	9 366 734	65%	6 111 068
Other income and expenses	-1 411 308	740 789	-291%	-2 152 097
OPERATING PROFIT - EBIT	14 066 494	10 107 523	39%	3 958 971
Interest income and expenses, net	-2 530 936	-357 758	607%	-2 173 178
Financing expenses from leases	-729 267	-183 486	297%	-545 781
Foreign exchange gains or loss, net	-472 389	-719 855	-34%	247 466
Expected credit loss and impairment of financial instruments	354 652	40 496	776%	314 156
Financial gain or losses	-3 377 941	-1 220 603	177%	-2 157 338
PROFIT BEFOR TAX	11 907 953	8 980 894	33%	2 927 059
*Profit before tax%**	*5,4%*	*4,9%*	*11%*	*N/A*
Tax expenses	-1 684 212	-1 336 627	26%	-347 585
NET PROFIT OR LOSS	10 223 742	7 644 267	34%	2 579 475
Retranslation of subisidiaries	-137 818	850 393	N/A	-988 211
TOTAL COMPREHENSIVE INCOME	**10 085 924**	**8 494 660**	**19%**	**1 591 264**
EPS (HUF/Share)	**22,9**	**17,3**	**32%**	**5,54**
EBITDA impact of items which never generate any net outflow of assets	0	-63 913	-100%	63 913
EBITDA	**17 489 061**	**12 693 181**	**38%**	**4 795 880**
EBITDA%	6,2%	6,1%	1,7%	N/A

**Pre-tax profit% calculated without the results of the Renault Hungary joint venture.*

AutoWallis GROUP

Consolidated profit & loss statement

39% growth in operating profit…

- The **41% rise in personnel expenses** was caused primarily by the acquisitions completed in 2022 and 2023 (Nelson's fleet management business, Net Mobilitás Zrt. and Wallis Autómegosztó Zrt.) and the resulting increase in average headcount, as well as and the pay rise given in response to changes in the labour market. (The Group's average headcount was up by 121 to 954 compared to the same period of the previous year.)

- The negative balance of HUF 1.4 billion in **other income and expenses** was caused primarily by an impairment loss of HUF 924 million and the related provisions made during H1 in connection with a damage event involving one of the brands imported by the Group from the Far East.

- As a result of an increase in revenue (both the price effect and the volume effect were observed at the same time) and a consistently high gross margin, **operating profit (EBIT)** increased by nearly 39% to HUF 14.1 billion during the period.

- The net value of **financial gains or losses** was a loss of HUF 3,378 million in 2023Q1-Q3, which translates into a surplus expense of over HUF 2.2 billion in comparison with the base period of 2022Q1-Q3. The main drivers included the growth in the volume of financing caused by rising interest rates and the acquisitions completed during the current period, as well as the significant increase in financing expenses incurred in the normal course of business. This balance was further reduced by realised and unrealised foreign exchange losses resulting from the translation of items denominated in foreign currency for the period.

HUF ths	2023Q3	2022Q3	Changes %	Changes
Revenue	282 933 286	208 742 331	36%	74 190 955
Distribution business unit	169 819 905	125 977 247	35%	43 842 658
Retail & Services business unit	113 113 381	82 765 084	37%	30 348 297
Material	-5 585 842	-4 061 847	37%	-1 499 421
Services	-12 427 647	-9 281 133	34%	-3 146 514
Cost of goods sold	-235 495 545	-176 052 874	34%	-59 442 671
Personal expenses	-10 523 883	-7 457 998	41%	-3 065 885
Depreciation	-3 422 567	-2 521 745	36%	-900 822
Profit or loss from trading	15 477 802	9 366 734	65%	6 111 068
Other income and expenses	-1 411 308	740 789	-291%	-2 152 097
OPERATING PROFIT - EBIT	14 066 494	10 107 523	39%	3 958 971
Interest income and expenses, net	-2 530 936	-357 758	607%	-2 173 178
Financing expenses from leases	-729 267	-183 486	297%	-545 781
Foreign exchange gains or loss, net	-472 389	-719 855	-34%	247 466
Expected credit loss and impairment of financial instruments	354 652	40 496	776%	314 156
Financial gain or losses	-3 377 941	-1 220 603	177%	-2 157 338
PROFIT BEFOR TAX	11 907 953	8 980 894	33%	2 927 059
*Profit before tax%**	*5,4%*	*4,9%*	*11%*	*N/A*
Tax expenses	-1 684 212	-1 336 627	26%	-347 585
NET PROFIT OR LOSS	10 223 742	7 644 267	34%	2 579 475
Retranslation of subisidiaries	-137 818	850 393	N/A	-988 211
TOTAL COMPREHENSIVE INCOME	**10 085 924**	**8 494 660**	**19%**	**1 591 264**
EPS (HUF/Share)	**22,9**	**17,3**	**32%**	**5,54**
EBITDA impact of items which never generate any net outflow of assets	0	-63 913	-100%	63 913
EBITDA	**17 489 061**	**12 693 181**	**38%**	**4 795 880**
EBITDA%	6,2%	6,1%	1,7%	N/A

**Pre-tax profit% calculated without the results of the Renault Hungary joint venture.*

AutoWallis GROUP

Consolidated profit & loss statement

…and a more than 30% increase in profit before tax

- The Group's **EBITDA** increased by nearly 40% to HUF 17.5 billion compared to the HUF 12.7 billion figure recorded in 2022Q1-Q3. The Group's EBITDA margin remains stable at 6.2%.

- The acquisition of Renault Hungária was completed in October 2022, which was carried out in a joint arrangement with the Portuguese entity Salvador Caetano, with equal ownership interests of 50%. As a result, 50% of the profit or loss of Renault Hungária is presented in the line item ***Share of profits of associates and joint ventures***. This amounted to HUF 1,219 million in 2023Q1-Q3.

- **Profit before tax** for 2023Q1-Q3 was HUF **11.9 billion**, which represents a massive increase in comparison with the HUF 9.0 billion amount for the previous period, partly due to the aggregate impact of the factors mentioned above (effect of transactions, uncertainties in deliveries, etc.). **The profit before tax margin dropped from 4.3% in the previous year to 3.8%.** This decline was primarily caused by the impairment loss and the related provisions made during H1 in connection with a damage event involving one of the brands imported by the Group from the Far East.

- As a result of the above, the Group's **net earnings per share** (EPS) for the current period was HUF 22.6/share.

HUF ths	2023Q3	2022Q3	Changes %	Changes
Revenue	282 933 286	208 742 331	36%	74 190 955
Distribution business unit	169 819 905	125 977 247	35%	43 842 658
Retail & Services business unit	113 113 381	82 765 084	37%	30 348 297
Material	-5 585 842	-4 061 847	37%	-1 499 421
Services	-12 427 647	-9 281 133	34%	-3 146 514
Cost of goods sold	-235 495 545	-176 052 874	34%	-59 442 671
Personal expenses	-10 523 883	-7 457 998	41%	-3 065 885
Depreciation	-3 422 567	-2 521 745	36%	-900 822
Profit or loss from trading	15 477 802	9 366 734	65%	6 111 068
Other income and expenses	-1 411 308	740 789	-291%	-2 152 097
OPERATING PROFIT - EBIT	14 066 494	10 107 523	39%	3 958 971
Interest income and expenses, net	-2 530 936	-357 758	607%	-2 173 178
Financing expenses from leases	-729 267	-183 486	297%	-545 781
Foreign exchange gains or loss, net	-472 389	-719 855	-34%	247 466
Expected credit loss and impairment of financial instruments	354 652	40 496	776%	314 156
Financial gain or losses	-3 377 941	-1 220 603	177%	-2 157 338
PROFIT BEFOR TAX	11 907 953	8 980 894	33%	2 927 059
*Profit before tax%**	*5,4%*	*4,9%*	*11%*	*N/A*
Tax expenses	-1 684 212	-1 336 627	26%	-347 585
NET PROFIT OR LOSS	10 223 742	7 644 267	34%	2 579 475
Retranslation of subisidiaries	-137 818	850 393	N/A	-988 211
TOTAL COMPREHENSIVE INCOME	**10 085 924**	**8 494 660**	**19%**	**1 591 264**
EPS (HUF/Share)	**22,9**	**17,3**	**32%**	**5,54**
EBITDA impact of items which never generate any net outflow of assets	0	-63 913	-100%	63 913
EBITDA	**17 489 061**	**12 693 181**	**38%**	**4 795 880**
EBITDA%	6,2%	6,1%	1,7%	N/A

**Pre-tax profit% calculated without the results of the Renault Hungary joint venture.*

AutoWallis GROUP

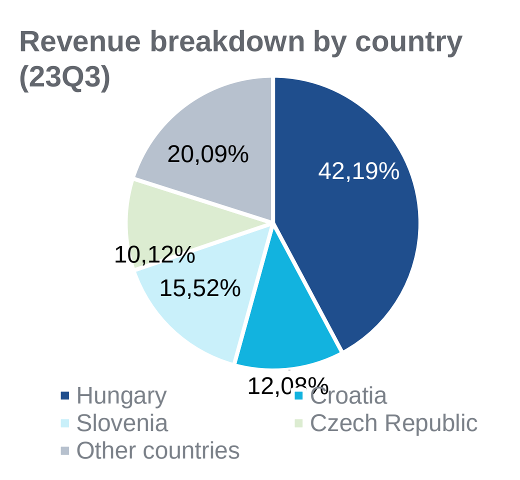
Revenue analysis by business unit

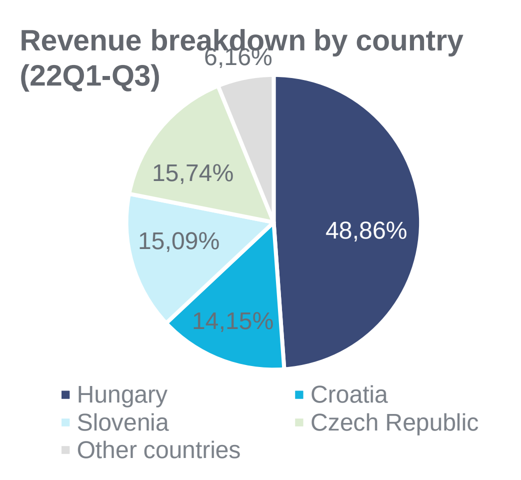
Growth in both business units and ongoing improvement in the diversification of revenue

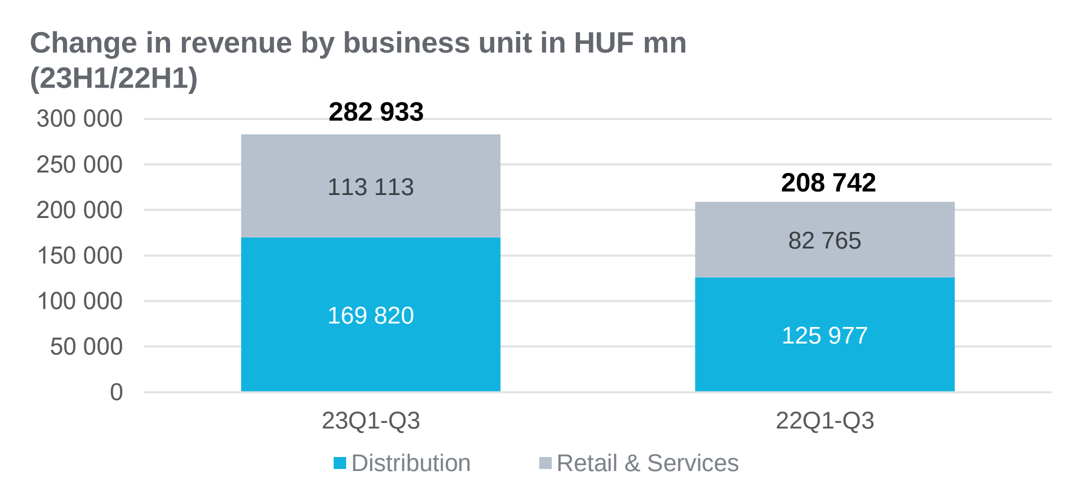
- The revenue of the **Distribution Business Unit** improved by **35%** from the previous period through the organic growth in SsangYong and Opel sales (impacted by both the volume effect and the price effect). The Group had to face uncertainties in deliveries arising from supply chain issues over several periods. Delayed deliveries were postponed from one quarter to the next.

  The Hungarian import of Renault and Dacia vehicles was added to the activities of the Distribution Business Unit through the acquisition of a 50% share in Renault Hungária. However, considering the fact that the transaction was conducted as a joint arrangement with the Portuguese entity Salvador Caetano, the resulting revenue is not included in the revenue of the Group and the business unit.

- The revenue of the **Retail & Services Business Unit** exceeded the HUF 82.8 billion level recorded in the previous period by **37%** (over HUF 30.3 billion), primarily thanks to acquisitions, the delayed impact of last year's orders on the financial year, outstanding margins surpassing the average level of previous periods, as well as widespread price increases in the automotive sales market that exceeded the level of inflation.
- The position of AutoWallis as an increasingly dominant player in the region and its already high and **continuously improving diversification** in terms of revenue is demonstrated by the fact that nearly 58% of the Group's revenue is generated abroad, which represents a considerable improvement in revenue structure in comparison with the same period of the previous year, in line with the formulated strategy.







Source: the Company's consolidated IFRS financial statements and its own data

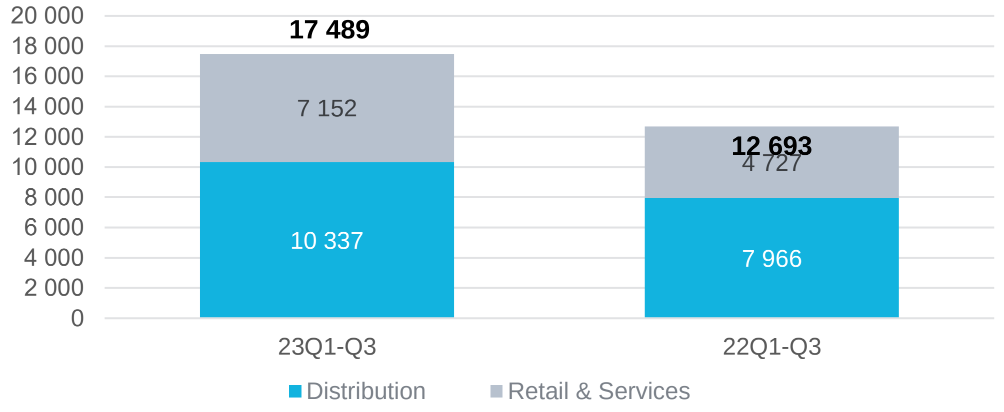
AutoWallis GROUP

Profitability analysis by business unit

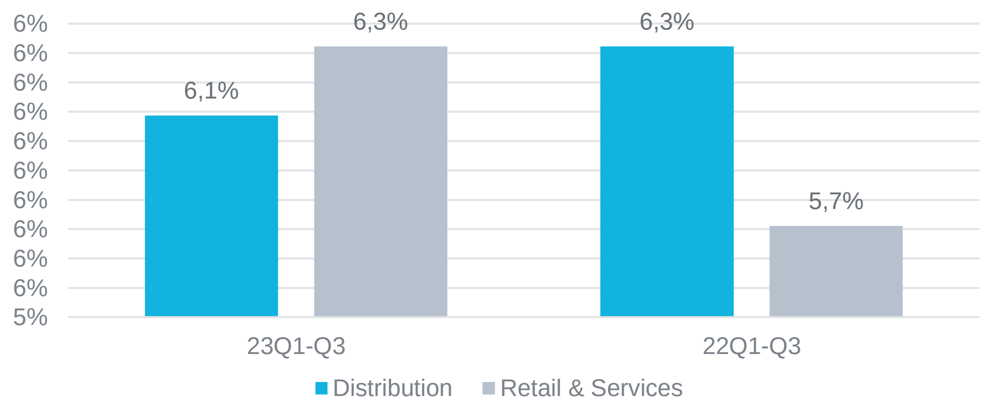
Both business units were able to achieve substantial EBITDA growth

- Both business units contributed significantly to the increase in the Group's EBITDA.
- EBITDA growth in the Distribution Business Unit (HUF 2.4 billion or 29.8%) was caused mainly by an increase in the sales volume of new vehicles, particularly SsangYong and Opel sales, the continuous rise in car prices and margins that remained high across the industry during the year, which led to a **significant improvement in the EBITDA of the Distribution Business Unit** from the previous year. However, this growth is offset by an impairment loss of HUF 924 million and the related provisions made during H1 in connection with a damage event involving one of the brands of the business unit from the Far East.
- The **decline in EBITDA%** was primarily caused by this impairment loss, in addition to the fact that the margin normalisation that started in the industry in Q2 is already making its presence felt in the business unit.
- The **Retail & Services Business Unit achieved an EBITDA growth of HUF 2.4 billion or 51.3%** in the current period, primarily as a result of above-average margins, rising sales volumes and effective cost management measures in H1, as well as the effect of transactions. However, the effect of margin normalisation could already be felt in Q3 in this business unit as well.
- In addition to profit volumes, distribution unit margins also improved considerably as the EBITDA margin of the Retail & Services Business Unit increased from 5.7% to 6.3% in the first six months of the year compared to the base period. The EBITDA margin is boosted by the peak tourist season of Q3, which has a significant impact on the results of the rent-a-car service within the Retail & Services Business Unit.

Change in EBITDA by business unit in HUF mn (23Q3/22Q3)



Changes in EBITDA margin by business unit (23Q3/22Q3)



Source: the Company's consolidated IFRS financial statements and its own data

AutoWallis GROUP

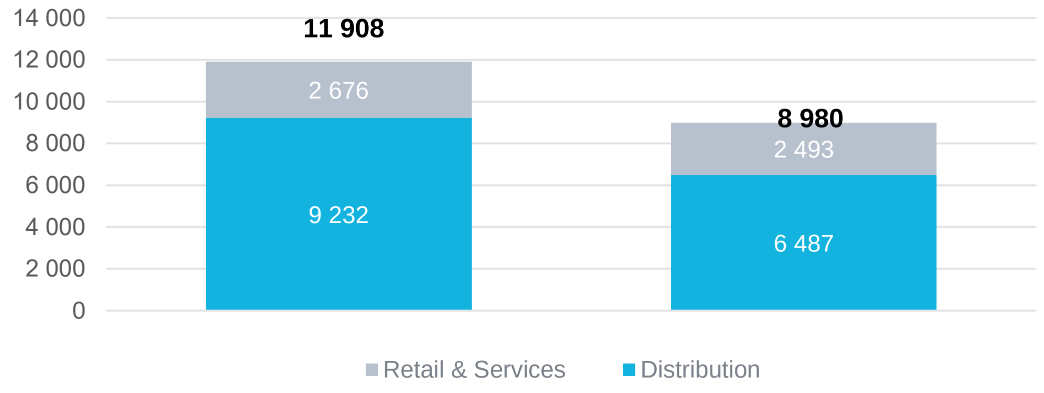
Profitability analysis by business unit

Growth in profit before tax in both business units

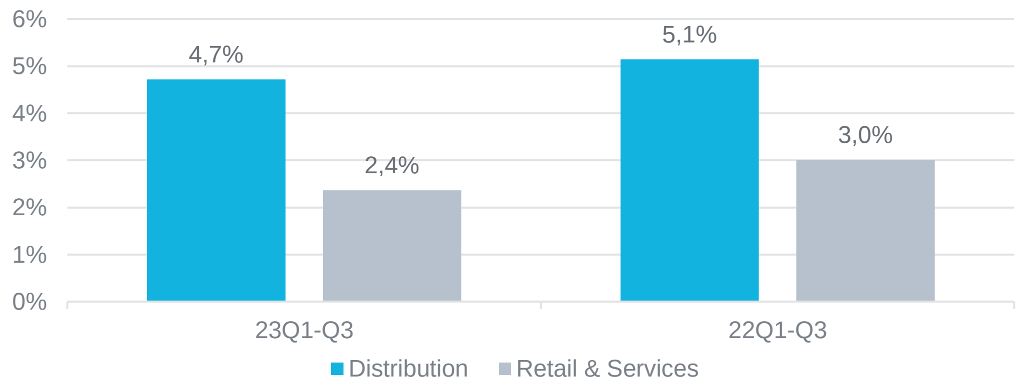
- Much of the increase in the Group's profit before tax is attributable to the performance of the **Distribution Business Unit** (HUF 2.8 billion or 42.3%). This expansion includes the effect of transactions as well (+HUF 1.1 billion), but the growth was primarily organic (HUF 1.6 billion). The main source of the latter is the aggregate impact of the increase in the volume, price and margin of the sale of new cars. The profit before tax of the business unit for the current period was reduced by an impairment loss of HUF 924 million recognised in connection with a damage event involving a brand from the Far East. The profit of the business unit was reduced by the financial gains or losses of the business unit for an amount of HUF 1.1 billion. As a result of the above, **the profit before tax of the Distribution Business Unit surpassed HUF 9.2 billion**.
- The profit before tax of the **Retail & Services Business Unit** was HUF 2.7 billion, which represents a growth of 7.3% over the current period. This increase was primarily the result of higher margins, rising sales volumes and effective cost management measures. The profit before tax of the business unit was reduced by the financial gains or losses of the business unit for an amount of HUF 2.2 billion, mainly due to the high interest rate environment.
- In addition to profit volumes, group-level margins also declined slightly as the profit before tax margin of the Distribution Business Unit dropped from 5.1% to 4.7% and the profit before tax margin of the Retail & Services Business Unit declined from 3.0% to 2.4%. The reduction in margins was caused primarily by the effect of rising interest expenses.

Comments: The Group's profit before tax includes the profit of Renault Hungária attributable to the Group, which is reflected in the profit before tax of the Distribution Business Unit.

Profit before tax by business unit 23Q1-Q3/22Q1-Q3 (HUF mn)



Profit before tax margin by business unit 23Q1-Q3/22Q1-Q3 (%)*



Source: the Company's consolidated IFRS financial statements and its own data

**Comments: The margin is calculated without the 2022 profit of the joint venture Renault Hungária taken into account.*

Consolidated balance sheet

Still a healthy balance sheet and a stable financing position that provide a solid foundation and potential for further growth

- The value of **non-current assets** increased by 58% (or nearly HUF 18.5 billion) compared to the end of 2022, thus exceeding HUF 50 billion. The main reason for this growth is the change in net investments in leases resulting from the acquisition of Nelson Flottalízing Kft. completed at the beginning of the year, as well as the increase in goodwill and right-of-use assets resulting from the acquisition of Wallis Autómegosztó Zrt. completed in 2023Q3.
- **Current assets were up by 24%** compared to the end of the previous year, which is explained by, amongst others, the change in working capital caused by the temporary increase in trade receivables and the short-term change of investments in leases that increased as a result of the effect of transactions.
- The increase in the Group's **equity** was caused mainly by the profit for the period and the amount recognised in connection with the transaction completed during the first three quarters.
- **Long-term liabilities** were up by 36% in 2023Q1-Q3 compared to the previous period, the primary reason being that the long-term liabilities (primarily leases and loans) presented in the balance sheets of the entities involved in the acquisitions are now included in the Group's balance sheet.
- The increase in the value of **short-term liabilities** is explained mainly by the growth resulting from inventory financing and reverse factoring for HUF 26.7 billion. The reason behind this growth is the inventory financing obligation relating to the financing of inventories in the Distribution Business Unit at the end of the period.
- As a result of the above, the Group's **balance sheet total** increased by almost HUF 42.7 billion (32%) during the current period.

HUF ths	23Q3	22FY	Changes %	Changes
Property, plant and equipment	22 182 135	21 000 710	6%	1 181 425
Assets held for sales	2 565 976	2 695 018	-5%	-129 042
Right-of-use assets	5 603 608	2 170 017	158%	3 433 591
Other non-current assets	12 408 747	5 720 506	117%	6 688 241
Non-current assets	50 489 250	31 964 795	58%	18 524 455
Goods	70 089 427	55 164 497	27%	14 924 930
Other current assets	34 184 901	29 667 944	15%	4 516 957
Cash and cash equivalents	21 641 459	16 886 900	28%	4 754 559
Current assets	125 915 786	101 719 341	24%	24 196 445
Assets held for sale	0	0	-	0
Assets total	**176 405 037**	**133 684 136**	**32%**	**42 720 901**

HUF ths	23Q3	22FY	Changes %	Changes
Equity total	50 557 837	35 465 100	43%	15 092 737
Long term debentures	9 453 253	9 534 861	-1%	-81 608
Long term loans	6 272 815	5 841 553	7%	431 262
Long term lease liabilities	7 551 200	1 904 072	297%	5 647 128
Other long term liabilities (interest bearing)	0	0	-	0
Other long term liabilities (non-interest bearing)	1 267 094	828 305	53%	438 789
Long term liabilities	24 544 362	18 108 791	36%	6 435 571
Short term loans	2 970 359	1 385 474	114%	1 584 885
Inventory financing loans	14 801 764	4 301 178	244%	10 500 586
Short term lease liabilities	5 219 164	1 262 030	314%	3 957 134
Liabilities from reverse factoring	43 256 725	27 091 112	60%	16 165 613
Other short term liabilities (interest bearing)	701 979	288 000	144%	413 979
Accounts payable and advance payment received from customers	17 388 064	21 217 697	-18%	-3 829 633
Other short term liabilities interest bearing)	16 964 783	24 564 754	-31%	-7 599 971
Short term liabilities	101 302 838	80 110 245	26%	21 192 593
Liabilities related to assets held for sale	0	0	-	0
Liabilities	**125 847 200**	**98 219 036**	**28%**	**27 628 164**
Equity and liabilities	**176 405 037**	**133 684 136**	**32%**	**42 720 901**

AutoWallis GROUP

Financial strength

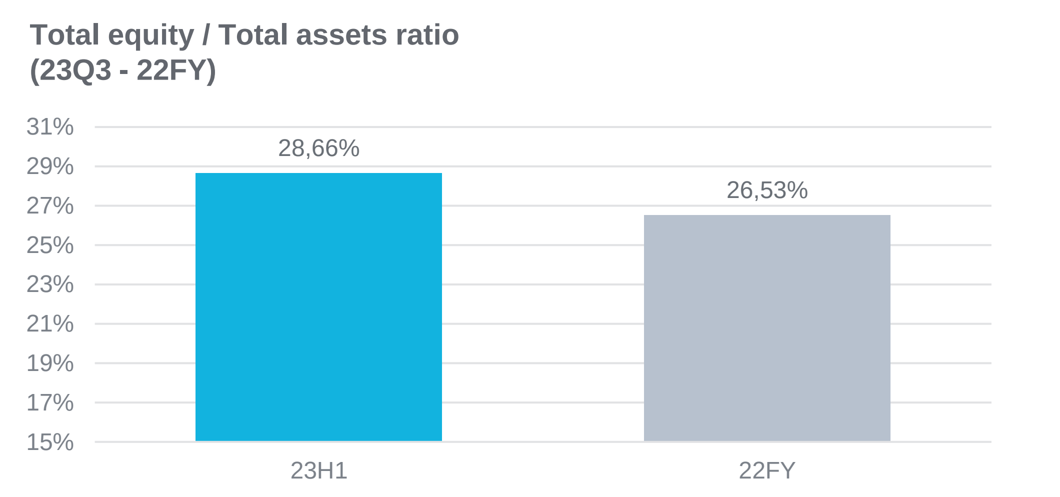
Consistently high equity/total assets ratio and low net debt

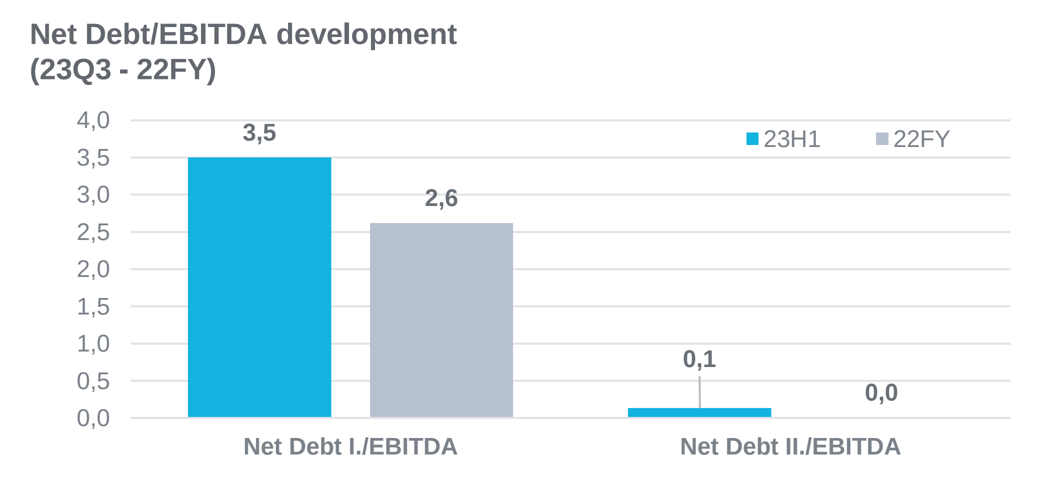
- The Group maintained its healthy capital structure and was able to improve its equity/total assets ratio to 28.7% from 26.53% at the end of the previous year, despite the increase in the balance sheet total associated with the significant effect of transactions, the rise in turnover and the prolonged uncertainties in deliveries in the industry.
- Its consolidated **equity/total assets ratio was 28.7% at the end of the current period,** significantly surpassing the levels required as financing targets (15%).
- The Group continues to have excellent liquidity and solid debt service coverage. This is confirmed by the low value of the Group's Net Debt/EBITDA ratios, which include both the ratio that takes into account the total debt and the one that excludes items related to inventory financing (inventory loans, IFRS 16, reverse factoring).

Source: the Company's consolidated IFRS financial statements and its own data

** Comments: Net Debt I. = Total external financing, Net Debt II. = Total external financing – funds related to inventory financing. The EBITDA used for calculation purposes is the so-called rolling EBITDA for the past 12 months.*

*** The 22FY Net Debt/EBITDA figures included in the investor presentation at the end of last year have been corrected, which has led to a change in the base values.*





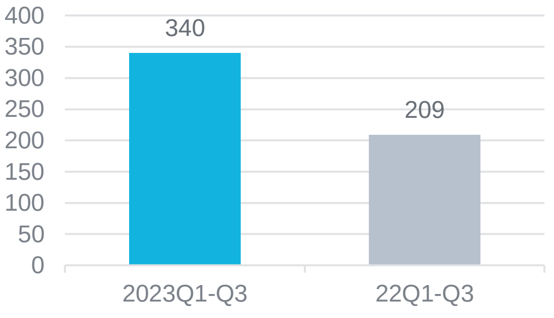
Total market presence of the Group

Combined extended financial data of the Group's consolidated entities and its joint ventures

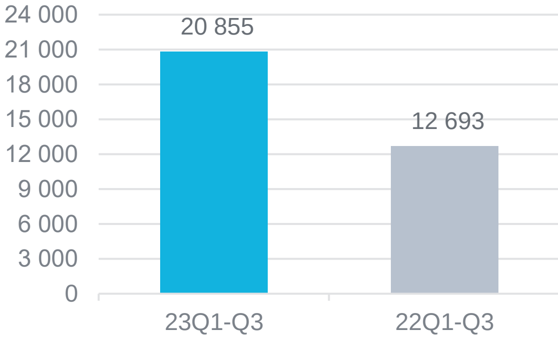
- The Hungarian import of Renault and Dacia vehicles was added to the Group's activities in 2022Q4. RN Hungary Kft., the entity engaged in the import of Renault and Dacia vehicles, sold a total of 7,367 cars in 2023Q1-Q3. As a result, it earned a total revenue of HUF 57.3 billion, an EBITDA of HUF 3.4 billion and a profit before tax of HUF 3.1 billion.
- With this new activity included, the Group sold a total of 34,925 motor vehicles in 2023Q1-Q3. Taking all vehicle sales into account, the Group generated revenues of over HUF 340 billion in 2023Q1-Q3. The total revenue of HUF 340 billion earned by the Group's consolidated entities and its joint ventures was coupled with an EBITDA of HUF 20.9 billion and a profit before tax of HUF 13.8 billion.

Comments: In order to present the Group's total market presence (total revenue from motor vehicles sold with the direct involvement of the Group and the related profit or loss), the Group's consolidated profit under IFRS and the revenues and profits of the Group's joint ventures for the relevant part of the period are presented on this slide in a consolidated manner. Therefore, the revenue and profit figures shown on this slide of the investor presentation are not based solely on the Group's consolidated financial statements prepared in accordance with the IFRSs adopted by the EU.

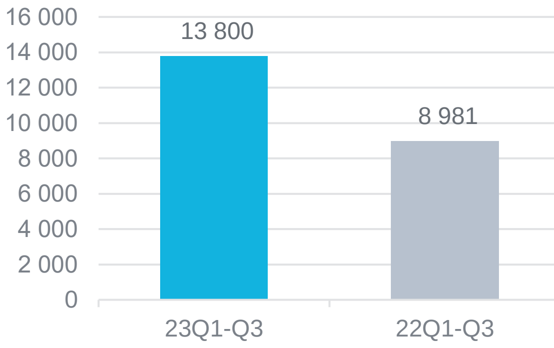
Group and joint ventures combined extended revenue (HUF mn)



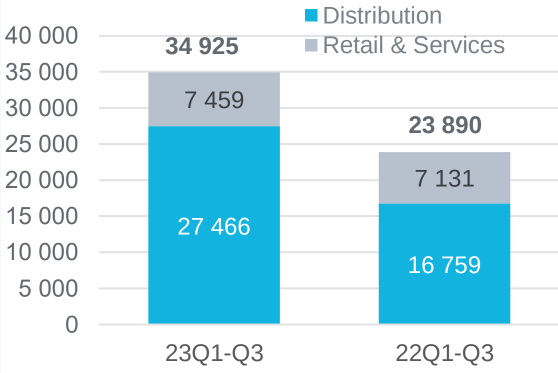
Group's total market reach - EBITDA (HUF mn)



Group's total market reach - Profit before tax (HUF mn)



Change in sold vehicles by business unit (22Q3/ 22Q3)



AutoWallis GROUP

AutoWallis GROUP

Contact information

Gábor Székely
Director of Investor Relations and ESG
gabor.szekely@autowallis.hu

AutoWallis Nyrt.
1055 Budapest, Honvéd utca 20. • Phone: (+36) 1 551 5773 • info@autowallis.hu
www.autowallis.com

03 Annexes

The annexes to the flash report for 2023Q1-Q3 are available on our website

AutoWallis GROUP