

PRESS RELEASE

In just 9 months, AutoWallis has exceeded last year's entire revenue and profit figures

Budapest, November 30, 2023 – The AutoWallis Group has broken another record, increasing its revenue and profits by more than a third in the first nine months of the year as compared to the same period last year. As a result, the regional vehicle trading and mobility service provider has already surpassed the performance of its entire last year and the company's earnings per share has jumped to HUF 22.6.

The AutoWallis Group has continued its growth in the first nine months of the year, having exceeded last year's revenue and profit figures by the end of September. The company, listed in the Prime Market of the Budapest Stock Exchange and present in 16 countries in the region, has seen its *revenue* increase by 36% to HUF 283 billion, of which 58% was obtained from foreign markets. This performance is especially noteworthy in light of the fact that in the same period, the new vehicle markets of the countries in which the Group is present saw growth of 13%, while Hungary saw a decrease of 3.2%. **Regarding the news, AutoWallis Plc. CEO Gábor Ormosy explained that the company's portfolio of countries, brands, and activities is unique, allowing it to perform well even in the current disadvantageous economic environment.** He emphasized the fact that the Group is on a crisis-proof path of growth that has remained steady since AutoWallis was listed on the stock market almost five years ago. **As AutoWallis may realize all of the major sales and business targets set in its strategy for 2025 by the end of this year, the targets may be revised in the first half of next year.**

In the first three quarters, AutoWallis performed acquisitions in the area of services (Net Mobilitás, Nelson Flottalízing, Wallis Autómegosztó), in addition to which organic growth was also significant, especially the dynamic increases seen in the wholesale of the Opel and SsangYong brands. The revenue of the AutoWallis Group's two business units continues to show well-balanced growth: the Distribution Business Unit saw an increase of 35% and the Retail & Services Business Unit saw an increase of 37% in revenue. Within costs, the value of *cost of goods sold* (CoGS) grew by 34 percent to HUF 235.5 billion, which is slightly less than the company's revenue figures, leading the AutoWallis Group to continue to improve its margin to 16.4% from the base period value of 15.7%. The positive change is primarily thanks to the fact that the Group was able to apply a successful and effective pricing policy in the high inflation environment both in the purchasing and the sale of new and used cars. The *value of contracted services* grew by 34%, with the 41% increase in *personnel expenses* due primarily to increases in staff numbers from acquisitions and the increase in wages implemented to keep up with labor market changes (the Group's average headcount increased by 121 to 954 people). The value of *financial gains or losses* in the first half was HUF -3.4 billion, which is equal to growth of 177%, driven mainly by the significant increase in the interest environment.

The realization of its growth strategy has also led to an increase in AutoWallis's efficiency, meaning the rate of its *EBITDA* growth of 38% surpassed even that of revenue to reach HUF 17.5 billion, which by now significantly exceeds the target value of HUF 14-15.2 billion set for the entire year of 2025 (the EBITDA margin was 6.2%). AutoWallis's *net result* was HUF 10.2 billion, which exceeds last year's similar figures (HUF 7.6 billion) by 34% and also includes 50% of Renault Hungária's results due AutoWallis (equal to HUF 1.2 billion), with a *total comprehensive income* of HUF 10.1 billion (+19%). The AutoWallis Group's *earnings per share* continued to grow, reaching HUF 22.6 (+32%) in the first nine months of the year, already surpassing the values of all of last year (HUF 19.3).

	Q1-Q3 2023	Q1-Q3 2022	Changes
Revenue	282 933 286	208 742 331	+36%
<i>Distribution Business Unit</i>	169 819 905	125 977 247	+35%
<i>Retail & Services Business Unit</i>	113 113 381	82 765 087	+37%
Material expense	-5 585 842	-4 086 421	+37%
Services	-12 427 647	-9 281 133	+34%
Cost of goods sold	-235 495 545	-176 052 874	+34%
Personnel expenses	-10 523 883	-7 457 998	+41%
Depreciation and amortization	-3 422 567	-2 521 745	+36%
Profit or loss from trading	15 477 802	9 366 734	+65%
Other income and expenses	-1 411 308	740 789	N.A.
OPERATING PROFIT OR LOSS - EBIT	14 066 494	10 107 523	+39%
Financial gains or losses	-3 377 941	-1 220 603	+177%
Share of results of associated and jointly controlled companies **	1 219 400	93 974	+1198%
PROFIT BEFORE TAX	11 907 953	8 980 894	+33%
Tax expense	-1 684 212	-1 336 627	+26%
NET PROFIT OR LOSS	10 223 742	7 644 267	+34%
Retranslation of subsidiaries	-137 818	850 393	N.A.
Total comprehensive income	10 085 924	8 494 660	+19%
EPS (HUF/ share)	22,6	17,3	+32%
EBITDA***	17 489 061	12 693 181	+38%

* IFRS consolidated audited results

** The part due AutoWallis from RN Hungary Kft.'s results in the period

*** Earnings before interest, tax, depreciation and amortization

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, wigo, Sixt rent-a-car, JóAutók.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



Further information:

Ádám Kerekes, Financial Communications

Mobile: 06-70-341-8959

Email: kerekes.adam@fincomm.hu