

PRESS RELEASE

AutoWallis Sales Report

Q1-Q4, 2023

The increasingly dominant AutoWallis Group closed 2023 with yet another record year at the regional level

Budapest, January 15, 2024 – The AutoWallis Group’s sales have set records across all business units in 2023: the car sales and mobility service provider plays an increasingly important role in the region and has increased its vehicle sales by more than 40 percent while also showing strong growth in services. AutoWallis’s organic growth also exceeds market averages, which is a good illustration of its excellent performance. The company’s strategy of building on diversified service and brand portfolios proves itself even in a disadvantageous economic environment.

The AutoWallis Group closed its fifth record year in 2023, meaning it has successfully implemented its dynamic growth strategy ever since it was listed in 2019. The number of vehicles sold by the company listed in the Prime Market of the Budapest Stock Exchange **increased substantially last year, by 43.5%, to 44,909 units.** The greatest increase was delivered by the **Distribution Business Unit**, which grew the number of vehicles sold by 57.6% to reach a total of 34,943. Last year was the first full year after the purchase of Renault Hungaria in October 2022, providing a substantial addition to growth (+7,743 sold vehicles) while the business unit also showed organic growth of 22.7%, in which the SsangYong (+49.1%) and Opel (+10.2%) brands played the most important roles. SsangYong delivered exceptional performance in the Czech Republic, Slovakia, and Romania last year, and the brand started sales activity in Austria as well at the end of the year. Despite of the disadvantageous environmental environment, the **Retail & Services Business Unit**, which operates primarily in Hungary, sold 7,907 new (+8,1%) and 2,059 used (+13.4%) vehicles. This performance shows that the brand diversification that plays a major part in the AutoWallis strategy leads to growth even in a year when the number of passenger cars registered in Hungary decreased by 2%*. The services field in the **Retail & Services Business Unit** had an increase in service hours of 9.7 percent to 179,809 hours and realized growth in short-term vehicle rental as well. Sixt, represented by the AutoWallis Group in Hungary, increased the number of rental events by 5.4 percent to 23,733, while the number of rental days decreased by 11.2 percent. Thanks to the acquisition of Nelson Flottalizing Kft. at the beginning of 2023 followed by the purchase of Wallis Autómegosztó Zrt. in August, which operates as wigo (formerly Share Now) in Hungary, the mobility service vehicle fleet is four and a half times larger (+353.7%), allowing the Group to serve client needs with a total of 3,979 vehicles.

Regarding the 2023 sales figures, AutoWallis Plc. CEO Gábor Ormosy highlighted that the record numbers prove that the company’s portfolio of countries, brands, and activities is effectively diversified, allowing AutoWallis to perform well even in a disadvantageous, volatile economic environment. The CEO stresses that AutoWallis now operates in 16 countries and represents 23 brands, with more than half of its revenue generated abroad; as a result, the Group increasingly considers itself to be a regional player and plans its growth accordingly. The listing of AutoWallis on the stock exchange five years ago and the raising of capital that has taken place since have significantly contributed to the successful implementation of its growth strategy.

* Market data by DataHouse.

	Q1-Q4, 2023	Q1-Q4, 2022	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.) **	34 943	22 174	+57,6%
Retail & Services Business Unit			
Number of new vehicles sold (pcs.)	7 907	7 314	+8,1%
Number of used vehicles sold (pcs.)	2 059	1 815	+13,4%
<i>Total Vehicle Sales</i>	<i>44 909</i>	<i>31 303</i>	<i>+43,5%</i>
Number of service hours (hours)	179 809	163 862	+9,7%
Rental Fleet Size - Short-term car rentals (pcs.)	23 733	22 525	+5,4%
Number of rental events - Short-term car rentals (pcs.)	187 864	211 511	-11,2%
Fleet size - Related to vehicle rentals (pcs.)***	3 979	877	+353,7%

* 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, 2024

April 15, 2024

Q1-Q2, 2024

July 15, 2024

Q1-Q3, 2024

October 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).

** 1965 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, 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



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