29/02/2024

INVESTOR PRESENTATION

RESULTS FOR 2023

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

AutoWallis GROUP

Disclaimer

This investor presentation is based on the Company's consolidated financial statements for 2023 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/

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01 Executive Summary

AutoWallis GROUP

Key events in 2023Q4

We are making progress implementing our previously announced growth strategy

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**

Events after the balance sheet date:

In January 2024, the Group's ultimate owner carried out **a capital increase of HUF 5.7 billion** to support the continued growth of AutoWallis

Key results

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

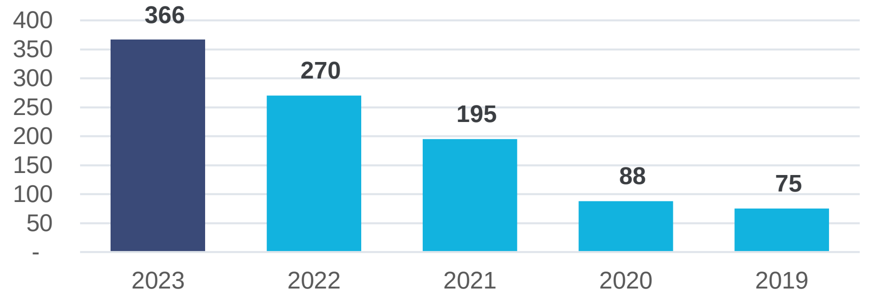
VEHICLES SOLD	REVENUE	EBITDA	EPS
44,909 units	**HUF 366 billion**	**HUF 19.7 billion**	**HUF 21.3 / share**
+**43.5**%	+**36**%	+**36**%	+**11**%
vs 2022	vs 2022	vs 2022	vs 2022

AutoWallis GROUP

Portfolio

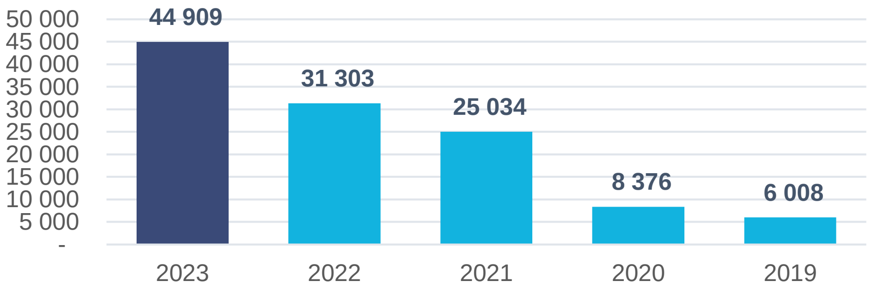
Continuous organic growth supported by growth through acquisitions

Changes in revenue 23FY - 19FY (HUF billion)



Source: the Company's own data

Changes in the vehicle sales 23FY - 19FY (unit)



Source: the Company's own data

Distribution Business Unit

DESCRIPTION	BRANDS	COUNTRIES
Exclusive new car and parts distribution activities in Central and Eastern Europe	RENAULT, OPEL, SSANGYONG, LAND ROVER, ISUZU, JAGUAR, DACIA, MG, 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	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, JóAutók.hu, RENAULT, SSANGYONG, BYD	
Short-term and long-term car rental, fleet management and car sharing	SIXT rent a car, NELSON FLOTTALIZING, WIGO	Hungary

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Economic and market environment

Many of the region's automotive markets are now on a growth trajectory, with falling inflation and a slight improvement in economic growth

Economic environment

- In 2023Q3, the economic performance of the European Union stagnated compared to the previous year following a growth of 0.5% in 2023Q2, while on average, the performance of the Group's relevant markets improved by 1% in comparison with the year before. Of these, the Hungarian economy, the Group's most relevant market, declined by 0.3% in Q3 and stagnated in the last quarter compared to both the preceding quarter and 2022Q4.
- Inflation and reference interest rates have been dropping, but still remain high across the globe in 2023Q4. In June 2023, consumer prices exceeded those in the previous year by an average of 5.8% in the Group's relevant markets and by 3.4% in the European Union as a whole. In December 2023, inflation in Hungary was the 6th highest in the EU with 5.5% in December.*
- 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 grew by 13,9% and in the relevant markets of the Group was up by 11,55% in 2023 Q1-Q4 from the same period of the previous year.**
- The number of passengers exceeded one million in each month starting from March (i.e. for ten months), as a result of which the airport in Budapest recorded a total of 14,701,080 passengers for the year, which represents a growth of 20.5% compared to the previous year and amounts to 90.9% of the all-time record level of 2019. In 2023, the number of non-Schengen and Schengen passengers increased by a total of 30% and 15%, respectively.***

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

AutoWallis GROUP

02 Financial and Operating Summary

Summary of operating performance

The Group ended 2023 with a record at regional level as well

- **Last year the number of motor vehicles sold by AutoWallis Group was up considerably by 43.5% to 44,909 units.**

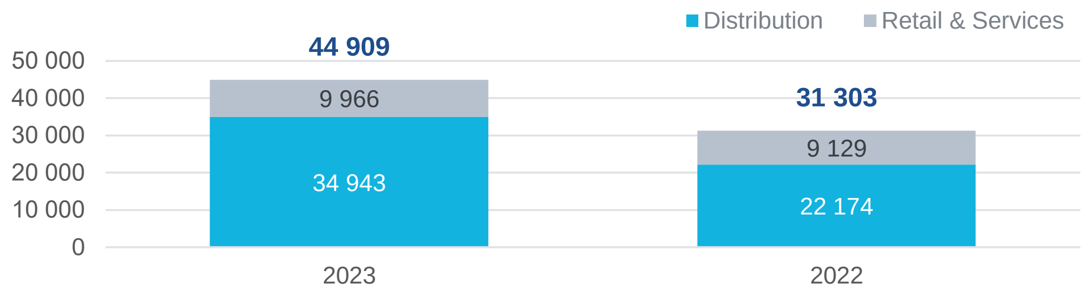
- The largest improvement was achieved by the **Distribution Business Unit**, increasing the number of vehicles sold by 57.6% to 34,943 units. Last year was the first time that the acquisition of Renault Hungária in October 2022 had an effect on the entire the year, significantly contributing to growth (7,743 more vehicles), while the business unit expanded by 22.7% organically as well, with SsangYong (+49.1%) and Opel (+10.2%) contributing the most. SsangYong performed exceptionally well in the Czech Republic, Slovakia and Romania last year, and sales of the brand began in Austria at the end of the year.

- Despite the unfavourable economic environment, the **Retail & Services Business Unit**, which operates primarily in the Hungarian market, sold 7,907 new (+8.1%) and 2,059 used (+13.4%) motor vehicles last year. This performance demonstrates that brand diversification, one of the cornerstones of the strategy of AutoWallis, produces growth even in a year in which the number of first registrations of passenger cars in Hungary declined by 3,4%.*

- In terms of the **services of the Retail & Services Business Unit**, the number of service hours increased by 9.7% to 179,809, and the automotive company of the Budapest Stock Exchange was able to expand further in terms of short-term car rental as well. Sixt, an entity represented in Hungary by the Group, increased the number of rental transactions by 5.4% to 23,733, while the number of rental days dropped by 11.2%. As a result of the acquisition of Nelson Flottalízing at the beginning of 2023 and of Wallis Autómegosztó (the entity operating Wigo, formerly Share Now, in Hungary) in August 2023, the fleet size of vehicles used for mobility services grew four-and-a-half-fold (by 353.7%) and, as a result, the Group had a total of 3,979 vehicles in its fleet to serve its clients last year.

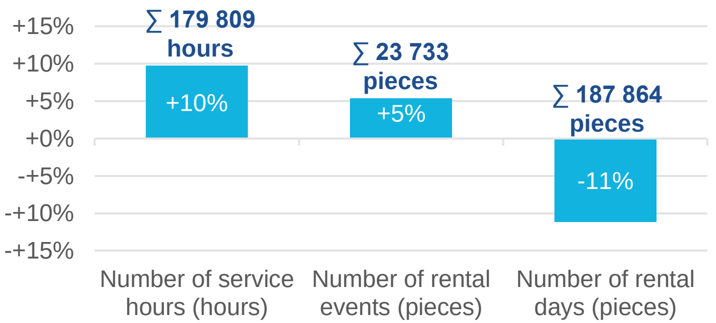
** Market data provided by ACEA.*

Change in sold vehicles by business unit (23FY/22FY)



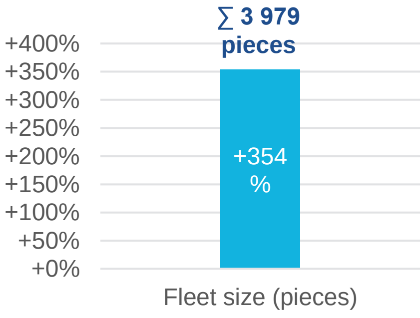
Source: the Company's own data

Growth rates by services (23FY/22FY)



Source: the Company's own data

Fleet size 23FY/22FY



Source: the Company's own data

AutoWallis GROUP

Consolidated profit & loss statement

Sustained revenue growth despite the unfavourable economic environment...

- The Group's **revenue** exceeded HUF 366 billion in 2023, which is more than HUF 96 billion (or **36%**) higher than the revenue for the previous year. In addition to the effects of transactions (Net Mobilitás Zrt., Nelson Flottalízing Kft. and Wallis Autómegosztó Zrt.), 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 37.7 billion of the Retail & Services Business Unit (impacted by both the volume effect and the price effect).

- The value of **materials** increased by 30% (from HUF 5.8 billion to HUF 7.6 billion), the main reasons being the rise in the volume and price of materials used in the course of servicing activities and, to a smaller extent, the increase in public utility costs caused by rising energy prices, inflation and other factors. The value of **services** was up by **41%** to HUF 17.9 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 **36%** (HUF 80.4 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 its high gross margin from the base period at 16.6%. (Gross margin%=(Sales-COGS)/Sales)

Note: 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	2023FY	2022FY	Changes %	Changes
Revenue	366 266 781	270 165 925	36%	96 100 856
Distribution business unit	217 310 298	158 935 920	37%	58 374 378
Retail & Services business unit	148 956 483	111 230 005	34%	37 726 478
Material	1 703 348	56 910	N/A	1 646 438
Services	-7 621 154	-5 843 877	30%	-1 777 277
Cost of goods sold	-17 901 973	-12 692 680	41%	-5 209 293
Personal expenses	-305 318 590	-224 919 330	36%	-80 399 260
Depreciation	-14 910 691	-10 931 262	36%	-3 979 429
Revenue	-4 452 160	-3 440 160	29%	-1 012 000
Profit or loss from trading	17 765 561	12 395 526	43%	5 370 035
Other income and expenses	-2 516 264	-1 387 308	81%	-1 128 956
OPERATING PROFIT - EBIT	15 249 297	11 008 218	39%	4 241 079
Interest income and expenses, net	-3 470 075	-700 519	395%	-2 769 556
Financing expenses from leases	-1 175 948	-195 064	503%	-980 884
Foreign exchange gains or loss, net	-89 450	292 675	-131%	-382 125
Expected credit loss and impairment of financial instruments	344 969	-406 721	-185%	751 690
Financial gain or losses	-4 390 504	-1 009 629	335%	-3 380 875
Share of profits of associates and joint ventures	1 069 947	317 718	N/A	752 229
PROFIT BEFOR TAX	11 928 740	10 316 307	16%	1 612 433
*Profit before tax%**	*3,0%*	*3,7%*	*-20%*	*N/A*
Tax expenses	-2 085 969	-1 692 875	23%	-393 094
NET PROFIT OR LOSS	9 842 771	8 623 432	14%	1 219 339
Retranslation of subisidiaries	-282 213	499 164	N/A	-781 377
TOTAL COMPREHENSIVE INCOME	**9 560 558**	**9 122 596**	**5%**	**437 962**
EPS (HUF/Share)	**21,3**	**19,3**	**11%**	**2,1**
EBITDA impact of items which never generate any net outflow of assets	-3 453	-63 913	-95%	60 460
EBITDA	**19 704 911**	**14 455 381**	**36%**	**5 249 530**
EBITDA%	5,4%	5,4%	1%	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 **36%** 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 123 to 983 compared to the same period of the previous year.)
- The negative balance of HUF 2.5 billion in **other income and expenses** was caused primarily by an impairment loss of a total of HUF 1.4 billion 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 39% to HUF 15.2 billion during the period.
- The net value of **financial gains or losses** was a loss of HUF 4.4 billion in 2023, which translates into a surplus expense of over HUF 3.4 billion in comparison with the base period of 2022. The main drivers included (i) rising interest rates, (ii) the growth in the volume of financing caused by the acquisitions completed during the current period, and (iii) 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.

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

AutoWallis GROUP

Consolidated profit & loss statement

…and a more than 16% increase in profit before tax

- The Group's **EBITDA** increased by nearly 36% to HUF 19.7 billion compared to the HUF 14.5 billion figure recorded in 2022. The Group's EBITDA margin remains stable at 5.4%.
- 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 1.1 billion in 2023.
- **Profit before tax** for 2023 was **HUF 11.9 billion**, which represents an increase in comparison with the HUF 10.3 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 3.7% in the previous year to 3.0%.** This decline was primarily caused by the impairment loss during H1 in connection with a damage event involving one of the brands imported by the Group from the Far East and the result of the last quarter of the year was negatively affected by the car sharing activity in the IV quarter. In accordance with the market development of the car sharing activity, it will temporarily have a negative effect on the business result
- As a result of the above, the Group's **net earnings per share** (EPS) for the current period was HUF 21.3/share.

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AutoWallis GROUP

Revenue analysis by business unit

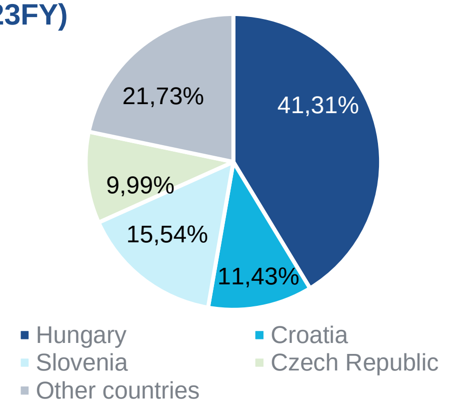
Growth in both business units and ongoing improvement in the diversification of revenue

- The revenue of the **Distribution Business Unit** improved by **37%** from the previous period through the organic growth in SsangYong and Opel sales (impacted by both the volume effect and the price effect). Hectic delivery due to supply chain problems ceased in 2023, while it significantly affected the previous period.

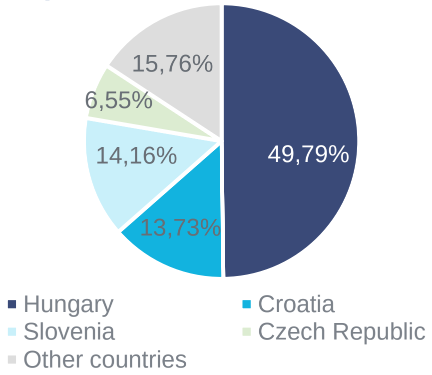
  The Hungarian import of Renault and Dacia vehicles was added to the activities of the Distribution Business Unit through the acquisition of a 50% share in Renault Hungária. However, considering the fact that the transaction was conducted as a joint arrangement with the Portuguese entity Salvador Caetano, 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 111.2 billion level recorded in the previous period by **34%** (over HUF 37.7 billion), primarily thanks to acquisitions, and due to the general price increases that exceed inflation typical of the car sales market . The growth exceeding the market well supports the diversified strategy of the Group.
- 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 59% 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.

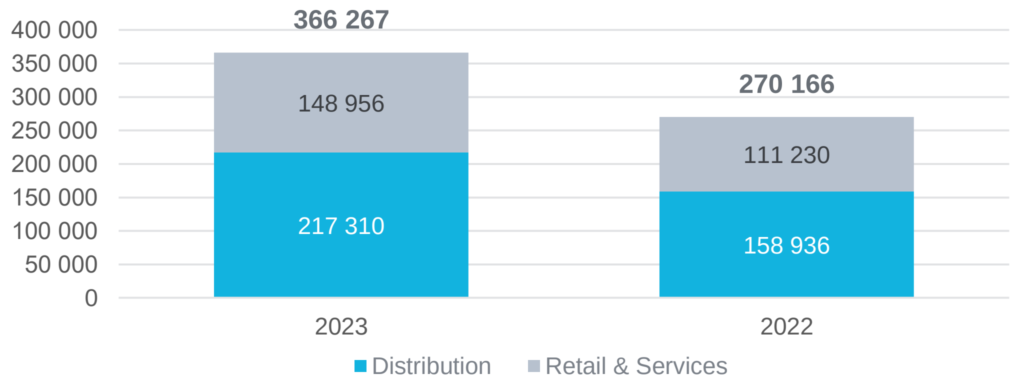
Revenue breakdown by country (23FY)



Revenue breakdown by country (22FY)



Change in revenue by business unit in HUF mn (23FY/ 22FY)



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

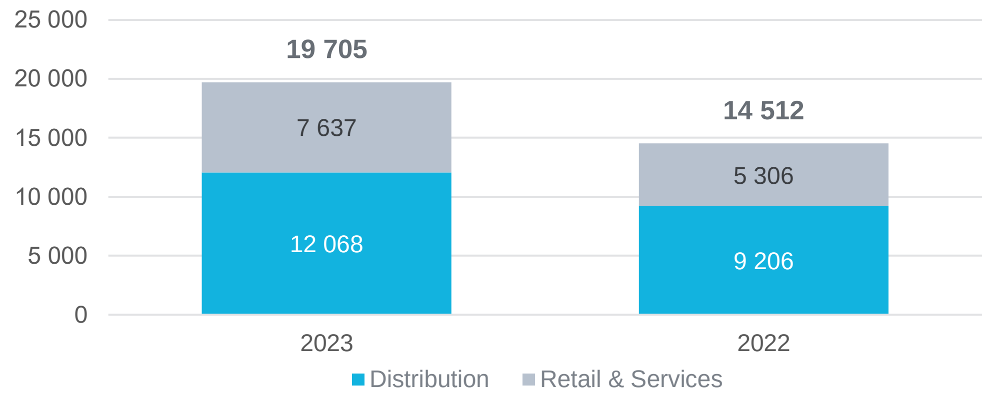
AutoWallis GROUP

Profitability analysis by business unit

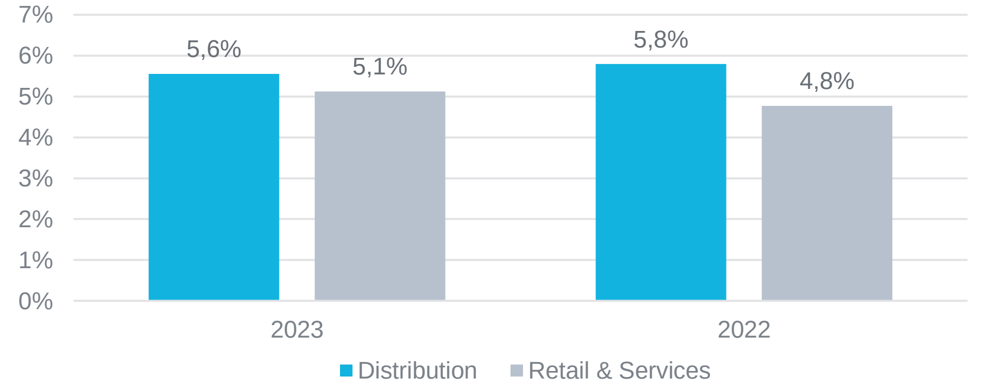
Both business units were able to achieve substantial EBITDA growth

- Both business units contributed significantly to the increase in the Group's EBITDA.
- EBITDA growth in the Distribution Business Unit (HUF 2.9 billion or 31.1%) 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 1.4 billion during H1 in connection with a damage event involving one of the brands of the business unit from the Far East.
- Despite this impairment , the **EBITDA%** is stable, in addition to the fact that the margin normalisation that had 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 2.3 billion or 43.9%** in the current period, primarily as a result of above-average margins, as well as the effect of transactions in mobility services. Furthermore, the effect of margin normalisation could already be felt in Q3 in this business unit as well. The profit for the last quarter was adversely impacted by the Q4 loss of the car sharing activity belonging to the business unit. The car sharing activity will temporarily have a negative effect on the profit of the business unit as its market develops.
- In addition to profit volumes, the margin for the Retail & Services Business Unit also improved: its EBITDA margin was up from 4.8% to 5.1% compared to the base period as a result of an increase in interest income from finance leases.

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



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



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

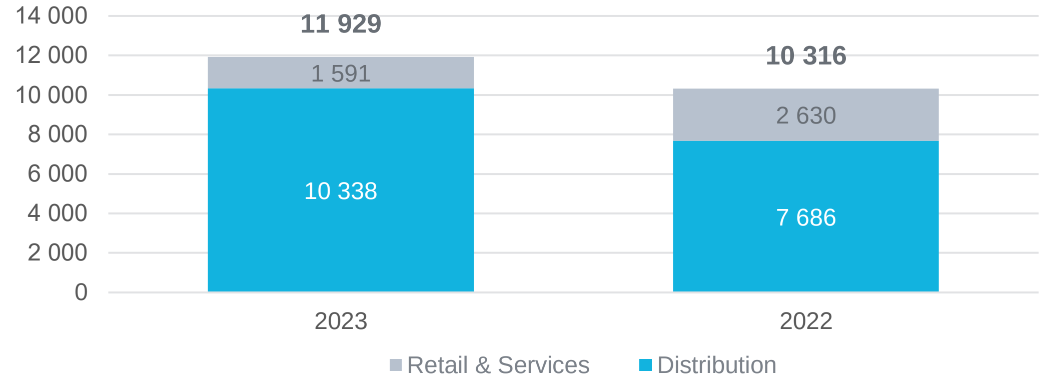
AutoWallis GROUP

Profitability analysis by business unit

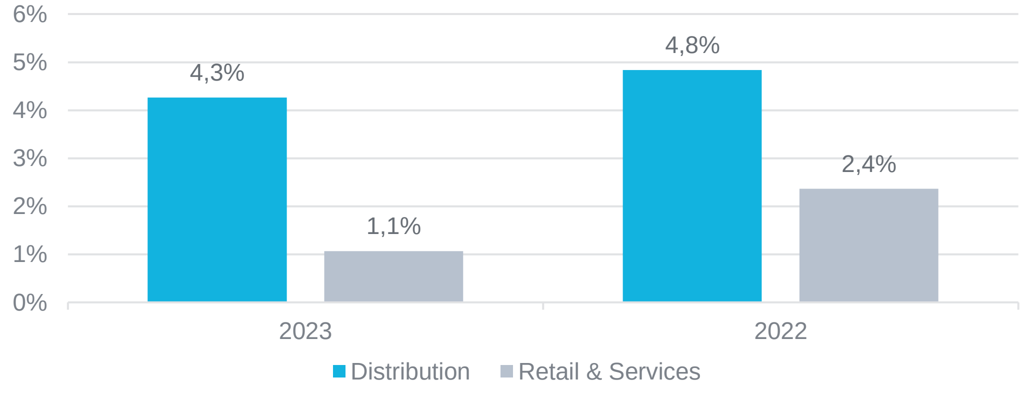
Growth in profit before tax in both business units

- Much of the increase in the Group's profit before tax is attributable to the performance of the **Distribution Business Unit** (HUF 2.7 billion or 34.5%). This expansion includes the effect of transactions as well (HUF 0.75 billion), but the growth was primarily organic (HUF 1.9 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 1.4 billion recognised in connection with a damage event involving a brand from the Far East. The profit of the business unit was reduced by the payed interests of the business unit for an amount of HUF 1.2 billion. As a result of the above, **the profit before tax of the Distribution Business Unit surpassed HUF 10.3 billion**.
- The profit before tax of the **Retail & Services Business Unit** was HUF 1.6 billion, which represents a decline of 39.5% over the current period. The result of the last quarter was significantly reduced by the general interest rate environment weighing on the market (reduced by HUF 2.2 billion), the transaction effect affecting the service activities of the business (temporarily negative effect in accordance with the market development stage of the car sharing activity), and the costs of the introduction of the new car sharing brand .
- In addition to profit volumes, group-level margins also declined slightly: in the case of the wholesale business, the pre-tax profit margin fell from 4.8% to 4.3%, while the retail profit margin before tax fell from 2.4% to 1.1%- decreased to

Profit before tax by business unit 23FY/22FY (HUF mn)



Profit before tax margin by business unit 23FY/22FY (%)*



Note: 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.

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

**Note: 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 transactions completed in 2023.
- Despite the rapidly growing activity, **we were able to slightly reduce our current assets** as a result of the strong management focus. The change in the stock of current assets comes from, among other things, the effects of working capital resulting from the temporary higher receivables and inventory stock associated with the expansion of turnover, as well as the short-term change in the stock of leasing investments increased as a result of the transaction effect and the advances given for significantly decreasing inventories.
- 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 39% in 2023 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 decrease in the value of **short-term liabilities** is explained mainly by the HUF 17.8 billion decline in reverse factoring, trade payables and advance payments received from customers. 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 18.3 billion (14%) during the current period.

HUF ths	23FY	22FY	Changes %	Changes
Property, plant and equipment	21 885 362	21 000 710	4%	884 652
Assets held for sales	2 695 721	2 695 018	0%	703
Right-of-use assets	6 106 448	2 170 017	181%	3 936 431
Net investment in leases (long-term part)	8 306 725	378 544	2094%	7 928 181
Other non-current assets	11 502 201	5 720 507	101%	5 781 694
Non-current assets	50 496 457	31 964 796	58%	18 531 661
Goods	58 524 241	55 164 497	6%	3 359 744
Other current assets	29 831 057	29 667 942	1%	163 115
Cash and cash equivalents	13 097 400	16 886 900	-22%	-3 789 500
Current assets	101 452 698	101 719 339	0%	-266 641
Assets total	**151 949 155**	**133 684 136**	**14%**	**18 265 019**

HUF ths	23FY	22FY	Changes %	Changes
Equity total	50 108 378	35 465 100	41%	14 643 278
Long term debentures	9 522 466	9 534 861	0%	-12 395
Long term loans	5 659 810	5 841 553	-3%	-181 743
Long term lease liabilities	9 035 814	1 904 072	375%	7 131 742
Other long term liabilities (interest bearing)	995 966	828 305	20%	167 661
Other long term liabilities (non-interest bearing)	25 214 056	18 108 791	39%	7 105 265
Long term liabilities	3 284 356	1 385 474	137%	1 898 882
Short term loans	8 207 131	4 301 178	91%	3 905 953
Inventory financing loans	4 539 962	1 262 030	260%	3 277 932
Short term lease liabilities	17 808 604	30 236 636	-41%	-12 428 032
Liabilities from reverse factoring	475 768	288 000	65%	187 768
Other short term liabilities (interest bearing)	28 426 512	29 582 262	-4%	-1 155 750
Accounts payable and advance payment received from customers	13 884 388	13 054 665	6%	829 723
Other short term liabilities interest bearing)	76 626 721	80 110 245	-4%	-3 483 525
Short term liabilities	**101 840 777**	**98 219 036**	**4%**	**3 621 741**
Liabilities	**151 949 155**	**133 684 136**	**14%**	**18 265 019**

AutoWallis GROUP

Financial strength

Consistently high equity/total assets ratio and low net debt

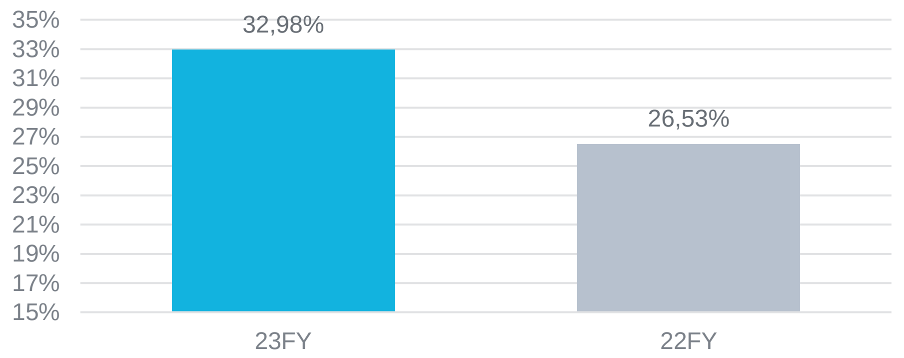
- The Group maintained its healthy capital structure and was able to improve its equity/total assets ratio to 33.0% from 26.5% at the end of the previous year, despite the increase in the balance sheet total associated with the significant effect of transactions, the rise in turnover and the prolonged uncertainties in deliveries in the industry.
- Its consolidated **equity/total assets ratio was 33.0% 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

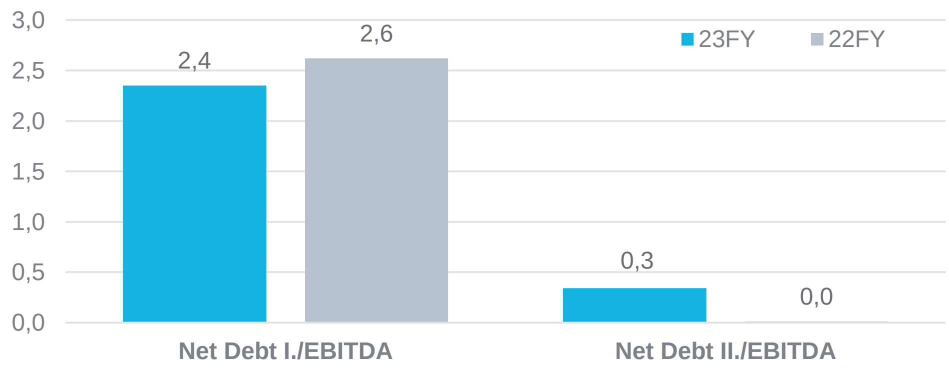
** Note: Net Debt I. = Total external financing, Net Debt II. = Total external financing – funds related to inventory financing. The EBITDA used for calculation purposes is the so-called rolling EBITDA for the past 12 months.*

*** 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 equity / Total assets ratio (23FY - 22FY)



Net Debt / EBITDA development (23FY - 22FY)



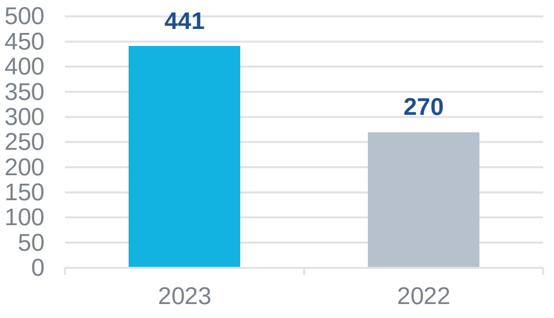
Total market presence of the Group

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

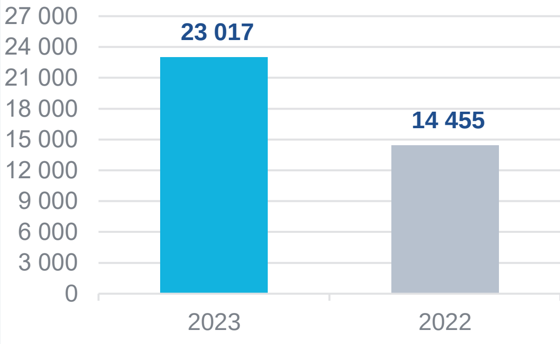
- The Hungarian import of Renault and Dacia vehicles was added to the Group's activities in 2022Q4. RN Hungary Kft., the entity engaged in the import of Renault and Dacia vehicles, sold a total of 9,616 cars in the year 2023. As a result, it earned a total revenue of HUF 75.1 billion, an EBITDA of HUF 3.3 billion and a profit before tax of HUF 2.9 billion.
- With this new activity included, the Group sold a total of 44,909 motor vehicles in 2023. Taking all vehicle sales into account, the Group generated revenues of over HUF 441 billion in 2023. The total revenue of HUF 441 billion earned by the Group's consolidated entities and its joint ventures was coupled with an EBITDA of HUF 23.0 billion and a profit before tax of HUF 13.7 billion.

Note: 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.

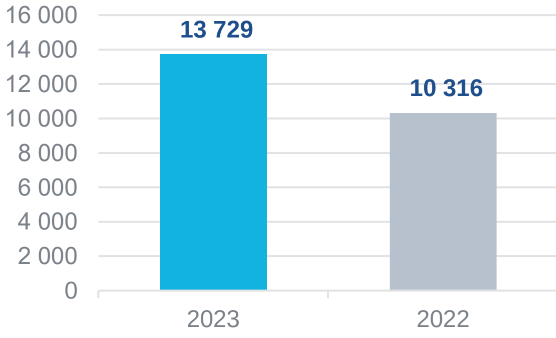
Group and joint ventures combined extended revenue (HUF mn)



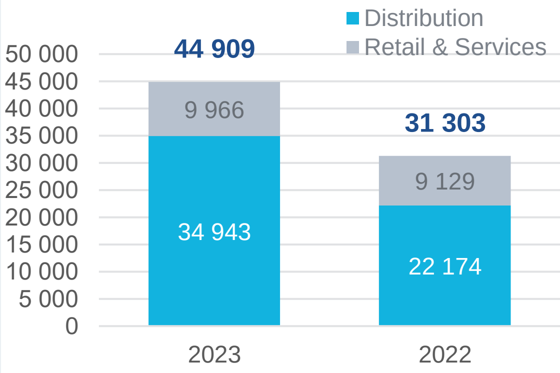
Group's total market reach - EBITDA (HUF mn)



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



Change in sold vehicles by business unit (23FY/22FY)



AutoWallis GROUP

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03 Annexes

The annexes to the investor presentation for 2023 are available on our website

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