

PRESS RELEASE

AutoWallis Sales Report Q1-Q3, 2024

AutoWallis's vehicle sales see continued growth

Budapest, October 15, 2024 – The AutoWallis Group's Retail Business Unit has seen an almost 20% increase in the sale of new vehicles in the first nine months of the year with used vehicle sales growing by 32%. The Distribution Business Unit of the major regional car sales and mobility service provider has continuously increased its year-on-year sales figures since last fall, again setting new records in the third quarter. Bolstered by both organic growth and the Czech acquisition closed in July, AutoWallis expects 2024 sales data to significantly exceed last year's figures.

AutoWallis's vehicle sales may close a record year yet again: the Group, present in 16 countries in Central and Eastern Europe, has sold 36,346 new and used vehicles in the first nine months of the year, 4.1% higher than last year's figures. Of AutoWallis's business units, the **Retail Business Unit** saw the greatest increase after new vehicles sales grew by 19.7% to reach 7,196 vehicles and used vehicle sales by 31.8% for a total of 1,905 vehicles. The acquisition of the Czech Stratos Auto's three BMW dealerships, finalized in the beginning of July, contributed 6% to the growth, as did the sales data of AutoWallis's Renault and Dacia dealership in Budapest. The retail sales increase of almost a fifth continues to exceed the Hungarian average 7.3% increase* in the number of newly registered vehicles. The service hours in the services offered by the Retail Business Unit increased by 13.8% to reach 151,050 (almost half of the growth, 6.6% is due to the Czech acquisition).

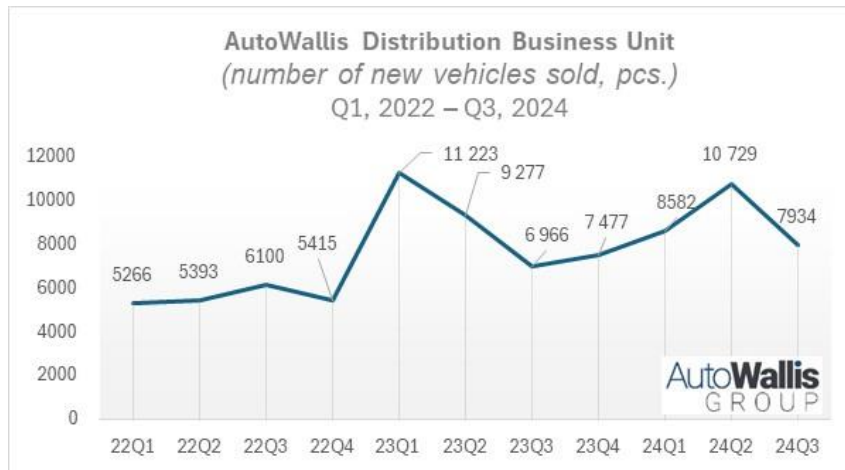
Sales have seen continuous growth in the **Distribution Business Unit** since last fall, and the AutoWallis Group sold only 0.8% fewer new vehicles compared to the same period in 2023 for a total of 27,245 units (this difference was 5.8% at the half-year mark). The reason for the slight decrease is the primarily technical drop in the first quarter, explained by both the base effect of the exceptionally high sales of previous periods (Q4 2022 and Q1 and Q2 2023) as well as the extended maritime shipping deadlines in the first half of the year caused by the Suez Canal and the Red Sea situation. SsangYong (-1,130 units compared to 1,709 units in Q1 2023) played a role in what was seemingly a decrease, which the other brands were only partly able to offset. The total positive trend of the Distribution Business Unit's performance shows that compared to the fall in numbers seen in the first quarter of the year, sales figures grew from 9,277 units last year in 2023 to 10,729 (+15.6%) in the second quarter and from 6,966 units to 7,934 (+13.9%) in the third quarter.

AutoWallis's **Mobility Services Business Unit** (which includes the Group's short and long-term vehicle rental services as well as fleet management) saw a substantial increase in the number of rental events, topping out at 283,639 thanks to the acquisition of wigo carsharing. Primarily due to rationalization projects, the fleet sizes of wigo fleet management (previously Nelson Flottalizing), wigo carsharing, and Sixt, operated by AutoWallis in Hungary, decreased by 1.6% to reach 3,853

units while the number of rental days in short-term vehicles rentals (wigo carsharing + Sixt) grew by 3.8% to 157,042 days.

Regarding the sales data for the first three quarters, AutoWallis CEO Gábor Ormosy explained that they are in line with expectations and growth is expected to continue in the remainder of the year, meaning the Group may close 2024 with record sales once again.

* Market data by DataHouse.



	Q1-Q3, 2024	Q1-Q3, 2023	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.) **	27 245	27 466	-0,8%
Retail Business Unit***			
Number of new vehicles sold (pcs.)	7 196	6 014	+19,7%
Number of used vehicles sold (pcs.)	1 905	1 445	+31,8%
Total Vehicle Sales	36 346	34 925	+4,1%
Number of service hours (hours)	151 050	132 736	+13,8%
Mobility Services Business Unit			
Rental Fleet Size - Short-term car rentals (pcs.) ****	283 639	61 646	+360,1%
Number of rental/use days - Short-term vehicle rental (pcs) ****	157 042	151 314	+3,8%
Fleet size - Related to vehicle rentals (pcs.)*****	3 853	3 915	-1,6%

*** 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.

The AutoWallis Sales Report is not suitable for estimating the financial or business results of AutoWallis Plc., or drawing any related conclusions, so it shall not be considered either to be a profit estimate or a profit forecast. The Data published in the AutoWallis Sales Report may be used for your personal purposes and under your own responsibility.

Planned publication(s):

Q1-Q4, 2024 January 15, 2025

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).

** 2477 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 revenue of AWSC Retail Ltd. is not included in the group's consolidated revenue, as the company is not included in consolidation.

**** Starting from 2024, includes the data of Wallis Autómegosztó Zrt. (wigo).

***** The combined figures of short-term vehicle rental, long-term vehicle rental, independent fleet management, and car sharing.

AutoWallis Group

The AutoWallis Group is listed in the Prime Market of the Budapest Stock Exchange as well as the BUX, BUMIX and CECE indices and is building a major vehicle trading company and mobility service provider in the region. It is important for the company to continuously expand its vehicle trading and mobility service 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, Farizon, Jaguar, Land Rover, MG, Saab parts, Renault, SsangYong, and Opel brands; the brands represented by its Retail Business Unit include BMW passenger cars and motorcycles, BYD, Dacia, Isuzu, Jaguar, KIA, Land Rover, Maserati, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, Toyota, J6Aut6k.hu and AUTO-LICIT.HU; and the Mobility Services Business Unit is present on the Hungarian market with the wigo carsharing, wigo fleet, and Sixt rent-a-car brands. AutoWallis is the two-time recipient of the "Share Capital Increase of the Year" award at Best of BSE Award Galas (2020, 2021).



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Further information:

Ádám Kerekes, Financial Communications

Mobile: +36 70 341 8959

Email: kerekes.adam@fincomm.hu