ÉVE a BUDAPESTI ÉRTÉKTŐZSDÉN

AutoWallis Group
Investor presentation

2024Q1-Q3

AutoWallis Group is the major integrated automotive trading company and mobility service provider of the Central and Eastern European region

AutoWallis GROUP

Investment disclaimer

This investor presentation is based on the Company's interim consolidated financial statements for the 9-month period ended on 30 September 2024 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/

Agenda

01

Executive Summary

Key events in 2024Q1-Q3

We are making progress implementing our previously announced growth strategy

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

In February 2024, **Opel extended the distribution contract of AutoWallis Group in Hungary and three other countries in the region by five years**

In March 2024, **the Group entered into an agreement on the acquisition of the BMW business of Stratos Auto of the Czech Republic,** acquiring nearly 10% of the Czech BMW market. The transaction was closed in July 2024

In March 2024, **AutoWallis acquired SsangYong import rights in four additional countries:** Bosnia and Herzegovina, Kosovo, Montenegro and Serbia

In March 2024, the Group entered into an agreement on the exclusive distribution of **Farizon** branded new energy commercial vehicles **manufactured by Geely Auto Group in eight Central and Eastern European countries**

The Group published its **updated strategy for the next five years** in May 2024

AutoWallis and **Salvador Caetano Group jointly opened a Renault and Dacia dealership in Budapest**

The Group published its **ESG strategy** in August 2024,

The Vienna Stock Exchange decided to include **AutoWallis's shares in the CECE index comprising Central and Eastern European stocks** In September 2024

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Key results

Continuously improving sales volumes and revenue normalised for one-off and seasonal effects, which are in line with expectations and continue to provide a solid basis for achieving our updated strategic goals

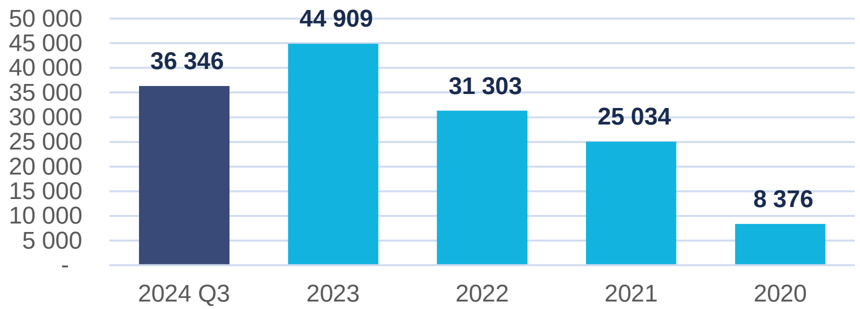
VEHICLES SOLD	REVENUE	EBITDA	EPS
36,346 units (2024Q1-Q3)	HUF 291 billion (2024Q1-Q3)	HUF 14 billion (2024Q1-Q3)	HUF 8.65 / share (2024Q1-Q3)
+4.1%	+3.4%	-19.8%	-61,8%
vs. 2023Q1-Q3	vs. 2023Q1-Q3	vs. 2023Q1-Q3	vs. 2023Q1-Q3

AutoWallis GROUP

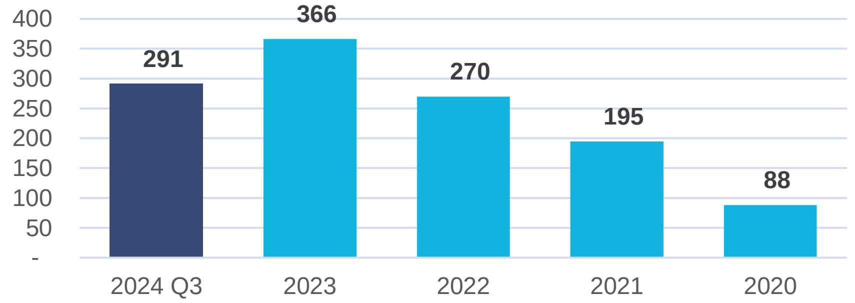
Portfolio

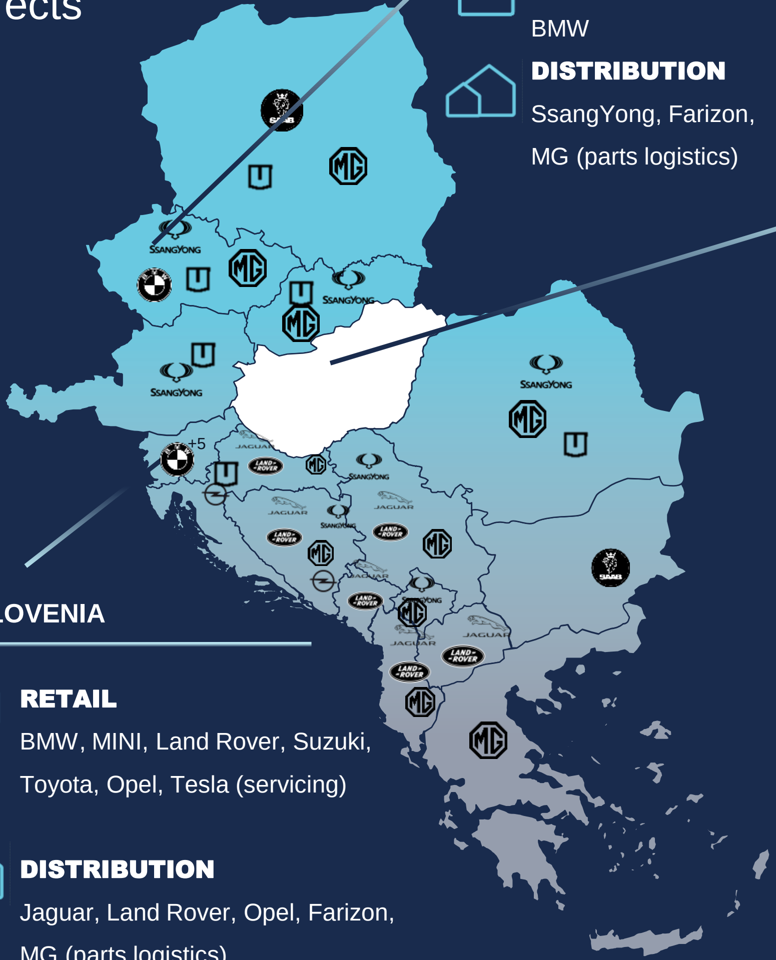
Continuous organic growth supported by growth through acquisitions, impacted by significant one-off base effects when comparing nine-month periods

Changes in the vehicle sales 24Q3 - 20FY (unit)



Changes in revenue 24Q3 - 20FY (HUF billion)





CZECH REPUBLIC

RETAIL

BMW

DISTRIBUTION

SsangYong, Farizon, MG (parts logistics)

HUNGARY

RETAIL

BMW, MINI, Motor, Maserati, Jaguar, Land Rover, Opel, Kia, Suzuki, Toyota, Renault, Dacia, Lexus, Isuzu, Nissan, Peugeot, BYD, NetMobilitás

DISTRIBUTION

Isuzu, Opel, SsangYong, Jaguar, Land Rover, Renault, Dacia, Alpine, Farizon, MG (parts logistics), Saab (parts), BYD (service partner)

MOBILITY SERVICES

Sixt, wigo mobility & wigo fleet (Fleet / Rental / Sharing)

SLOVENIA

RETAIL

BMW, MINI, Land Rover, Suzuki, Toyota, Opel, Tesla (servicing)

DISTRIBUTION

Jaguar, Land Rover, Opel, Farizon, MG (parts logistics)

Economic and market environment

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

ECONOMIC ENVIRONMENT

- The economic performance of the European Union improved by 0.9% in 2024Q3 compared to the same period of the previous year. Modest growth was observed in the relevant foreign markets of the Group, while the economic performance of the Hungarian economy, the Group's most significant market, declined by 0.7% in 2024Q3 compared to the same period of the previous year (the Hungarian economy basically stagnated in 2024Q1-Q3).*
- By 2024Q3, inflation had dropped to a relatively low level in the EU countries and the relevant markets of the Group. The financing environment also stabilised at a lower level than last year.
- The stagnation and marginal growth of economic performance in the relevant markets of the Group, the favourable changes in the inflationary environment and the improving trend in financing opportunities are also having an impact on demand in the automotive market, which could further stimulate the market for new and used cars in the coming period.
- The challenges of car manufacturers (for example changes of CO2 quotas, temporary electrification problems, the rise of Chinese brands), the producer overcapacities and the adverse exchange rate movements could affect the car trading companies temporarily unfavorably in the following period.

SALES AND SERVICE ENVIRONMENT

- On average, the number of first registrations of new passenger cars was up by 0.6% in EU markets and by 3-8% in the relevant markets of the Group in 2024Q1-Q3 from the same period of the previous year.**
- Compared to recent years, the one-off effects on sales have levelled off, and sales have normalised and have become more evenly spread and more predictable. This year, sales were affected to a lesser extent by the almost one-month increase in delivery times for sea transport due to the Suez Canal and Red Sea situation, and by occasional constraints on logistics capacities for land transport.
- In 2024, the Central and Eastern European market showed steady growth, while the level of inventories of dealerships and imported inventories increased due to expanding production capacities compared to previous years and a slowdown in sales to customers in some markets. Market participants reacted to the presence of these excess inventories by offering significant discounts and various promotions. In order to mitigate the effects of high interest rates, vehicles were sold in some markets through subsidised financing arrangements under preferential terms. These market trends are expected to continue in the remaining part of the year.

* Source: The Weekly Monitor of the Hungarian Central Statistical Office (based on available country data), Eurostat

** Automotive market data provided by ACEA.

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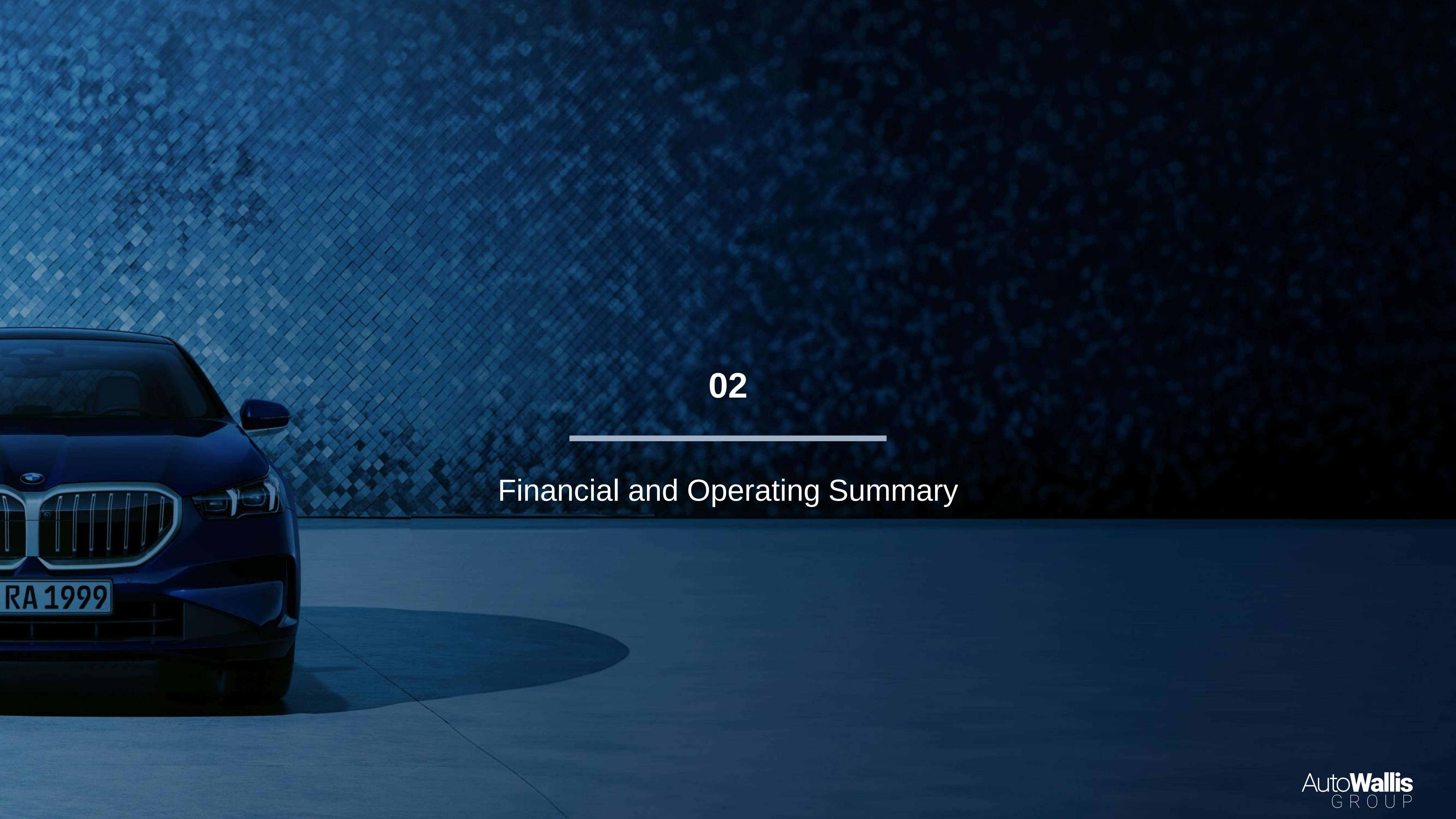


02

Financial and Operating Summary

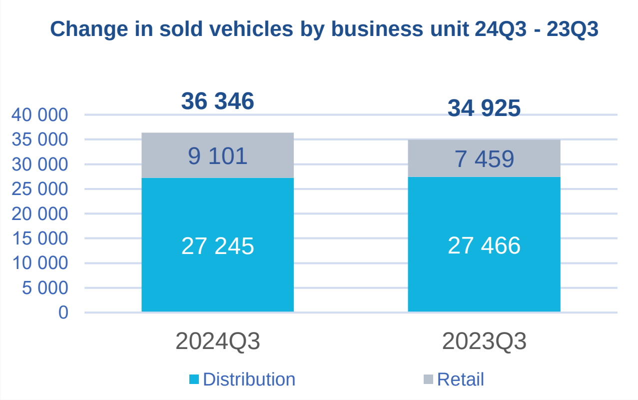
AutoWallis GROUP

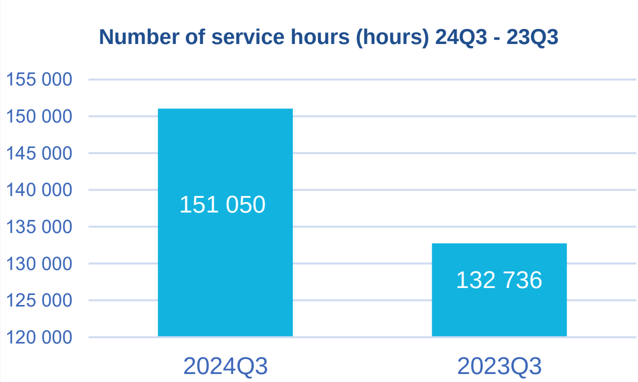
Operating performance (1)

Vehicle sales impacted by one-off and base effects, but in line with expectations and consistent with the upward trend

- Despite the significant one-off and base effects of the previous periods, the **Group**'s sales volumes exceeded even the outstanding level of 2023Q1-Q3 in terms of the sale of new and used cars. The 4.1% gain was attributable to both organic growth (+3%) and the effect of transactions (+1.1%).
- Despite the significant one-off and base effect presented in the previous quarter, the sales volume of the **Distribution Business Unit** was nearly at the same level as the outstanding figure of 2023Q1-Q3, selling only 221 vehicles less (-0.8%). In terms of brands, Ssangyong recorded a decline of 1,130 units in comparison with the same period of the previous year due to base effects, but the growth in Renault and Dacia sales (950 units) and JLR sales (178 units) was enough to offset this downturn in volume. The sales performance of the rest of the brands was approximately the same as last year.
- In 2024Q1-Q3, the **Retail Business Unit** significantly increased its new vehicle sales to 7,196 units (by 19.7%) and its sale of used vehicles to 1,905 units (by 31.8%) compared to the same period of the previous year. The acquisition of NC Auto s.r.o completed in July also contributed to this expansion by 6% (through the effect of transactions), as well as the sales performance of the Renault and Dacia dealership in Budapest. The organic growth in new vehicle sales amounted to 13.7%, substantially exceeding the growth for the period in the Hungarian and Slovenian markets (7.3% in Hungary and 6.8% in Slovenia).* The number of service hours of the Retail Business Unit also increased by 18,314 hours (13.8%, of which organic growth was 7.2%).

**Automotive market data provided by ACEA.*

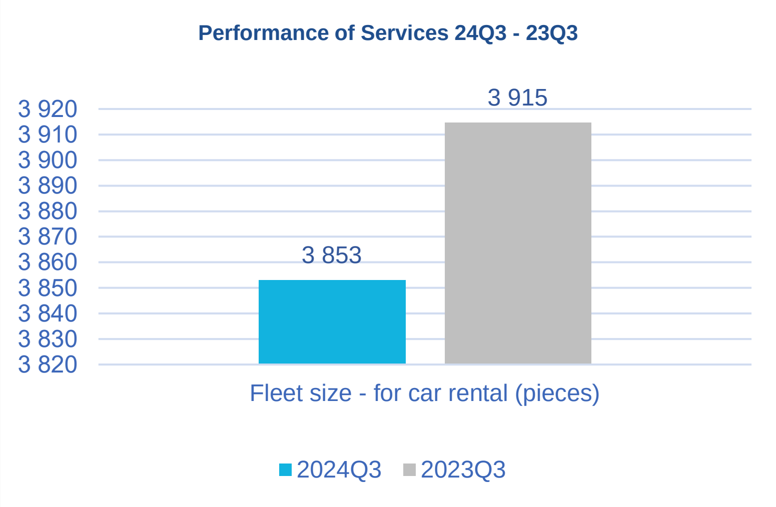


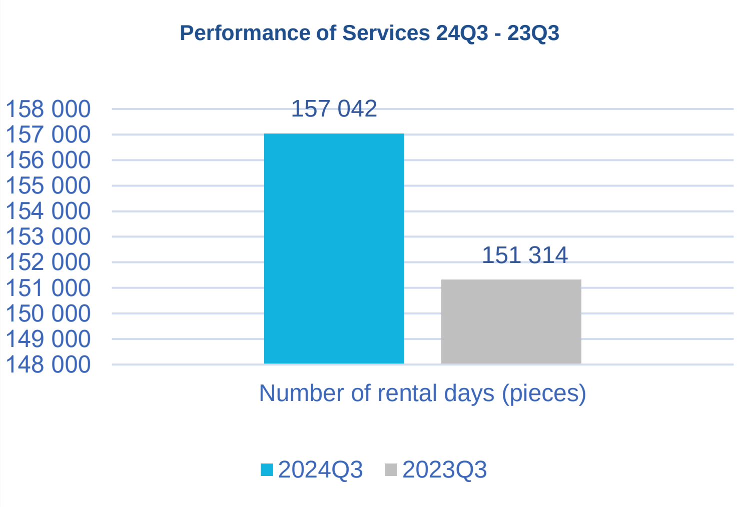


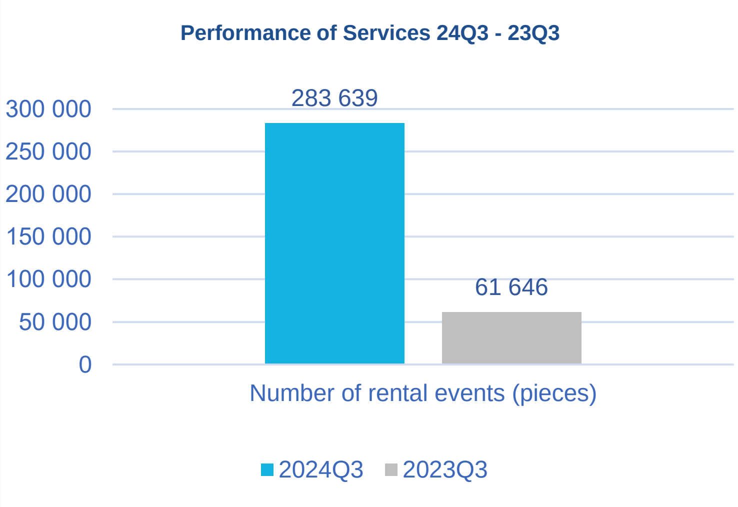
Operating performance (2)

Vehicle sales impacted by one-off and base effects, but in line with expectations and consistent with the upward trend

- 2024Q1 was the first period in which the **Mobility Services Business Unit** was presented separately. The business unit significantly increased the number of rental transactions to 283,639 thanks to the acquisition of Wallis Autómegosztó Zrt. (wigo carsharing) last year. In addition to wigo carsharing, the fleet size of Sixt, operated in Hungary by AutoWallis, and wigo fleet (formerly Nelson Flottalízing), a fleet management entity belonging to the Group, declined slightly (by 1.6%) compared to the same period of the previous year, primarily as a result of efficiency improvement projects, while the number of rental days for short-term rent-a-car services (wigo carsharing + Sixt) increased to 157,042.







Financial performance: Consolidated profit & loss statement (1)

A revenue increase of HUF 9.5 billion compared to the same period of the previous year...

- The **Group's revenue** exceeded HUF 291 billion in 2024Q1-Q3, which is higher than the revenue for the same period of the previous year by **3% (**HUF 9.5 billion).
- The **Distribution** Business Unit sold approximately the same number of vehicles compared to the same period of the previous year (only 0.8% less), but revenue declined by 5%. This is explained by the change in the composition of vehicles sold (the sale of the Renault and Dacia brands improved, although this is not reflected in the Group's revenue, while the sales volumes of other brands dropped).
- The revenue of the **Retail** Business Unit expanded by 16% as a result of outstanding sales volumes. This substantial growth is largely attributable to the campaigns launched during the first half of the year for several brands and, as an effect of transactions, the sales of the Czech entity NC Auto s.r.o, acquired by the Group on 1 July 2024, for the current period also played a role.
- The **Mobility Services** Business Unit has been treated by AutoWallis Group as a separate business unit since 1 January 2024 with a view to its long-term strategic goals. The Group was able to improve its revenue from the comparative period by 26% by increasing its fleet size and the number of rental transactions, mostly as a result of the effect of transactions (the acquisition of Wallis Autómegosztó Zrt.) and the expansion of short-term car rental between periods. (The majority of interest income from finance leases is also attributable to this business unit).

HUF mn	2024Q3	2023Q3	Changes %	Changes
Revenue	291 246	281 712	3%	9 534
Distribution business unit	*161 316*	*169 820*	*-5%*	*-8 504*
Retail & Services business unit	*123 590*	*106 847*	*16%*	*16 743*
Mobility services business unit	*6 340*	*5 045*	*26%*	*1 295*
Interest income from lease receivables	1 453	1 221	19%	232
Material	-6 788	-5 586	22%	-1 202
Services	-16 205	-12 428	30%	-3 777
Cost of goods sold	-240 585	-235 496	2%	-5 089
Personal expenses	-14 215	-10 524	35%	-3 691
Depreciation	-4 057	-3 423	19%	-634
Profit or loss from trading	**10 849**	**15 476**	**-30%**	**-4 627**
Other income and expenses	-985	-1 411	-30%	426
OPERATING PROFIT - EBIT	**9 864**	**14 065**	**-30%**	**-4 201**
Interest income and expenses, net	-1 978	-2 531	-22%	553
Financing expenses from leases	-997	-729	37%	-268
Foreign exchange gains or loss, net	-944	-472	100%	-472
Expected credit loss and impairment of financial instruments	-44	355	-112%	-399
Financial gain or losses	**-3 963**	**-3 377**	**17%**	**-586**
Share of profit os associates and joint ventures	423	1 219	-65%	-796
PROFIT BEFOR TAX	6 324	11 907	-47%	-5 583
*Profit before tax%**	*2,0%*	*3,8%*	*-47%*	N/A
Tax expenses	-1 626	-1 684	-3%	58
NET PROFIT OR LOSS	4 698	10 223	-54%	-5 525
Retranslation of subisidiaries	257	-138	-286%	395
TOTAL COMPREHENSIVE INCOME	4 955	10 085	-51%	-5 130
EPS (HUF/Share)	8,7	22,6	-62%	- 14,0
EBITDA impact of items which never generate any net outflow of assets	-98	0	N/A	-98
EBITDA	**14 019**	**17 488**	**-20%**	**-3 469**
EBITDA%	4,8%	6,2%	-22%	N/A
Gross margin	**50 661**	**46 216**	**10%**	**4 445**
Gross margin (%)	17,4%	16,4%	6,03%	N/A

**Pre-tax profit% calculated without the consolidated results of the AutoWallis Caetano Holding Zrt. joint venture.*

Financial performance: Consolidated profit & loss statement (2)

…with the Group being able to maintain and even slightly improve its gross margin*

- The HUF 5 billion (2%) increase in **COGS** compared to the same period of the previous year is largely in line with the rate of revenue growth.
- All of this allowed the Group to further increase its high gross margin from the base period. The modest improvement in **gross margin%** during the period is attributable to the Distribution Business Unit, driven mostly by the price effect and model mix effect of the Jaguar and Land Rover brands.
- In addition to the effect of transactions, the increase in **materials** is explained mainly by rising material use due to the increased number of service hours as well as changes in the price of materials and, to a smaller extent, the increase in overhead costs caused by inflation and other effects.
- The value of **services** was up by HUF 3.7 billion (30%) from the comparative period. This increase in costs is primarily due to the marketing activities relating to the above-mentioned campaigns and scheduled for the beginning of the year, the EPR (Extended Producer Responsibility) fee introduced in mid-2023, and the effect of transactions (the acquisition of Wallis Autómegosztó Zrt.).

**In line with international terminology, the gross margin indicator presented in previous years is now designated as gross margin starting from 2024, and its calculation method remains unchanged. (Revenue less cost of goods sold)*

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Financial performance: Consolidated profit & loss statement (3)

Profit before tax was negatively impacted by additional costs arising from transactions completed between the two periods and by changes in exchange rates

- The **35% rise in personal expenses** was caused primarily by the acquisitions completed in 2023 and 2024 (2023: Nelson Flottalízing Kft., Net Mobilitás Zrt. and Wallis Autómegosztó Zrt.; 2024: NC Auto s.r.o) and the resulting increase in average headcount, the pay rise given in response to changes in the labour market, as well as organisational development relating to group governance functions. The Group's average headcount was up by 226 to 1,181 compared to the same period of the previous year (the average statistical headcount was 1,246 at the balance sheet date if we include joint ventures).
- The HUF 634 million rise in **depreciation** from the same period of the previous year is the result of the increase in the value of assets caused by the acquisitions completed in 2023 (Nelson Flottalízing Kft. and Wallis Autómegosztó Zrt.) and 2024.
- The net value of **financial gains or losses** was a loss of HUF 4.0 billion in 2024, which translates into a surplus expense of nearly HUF 0.6 billion in comparison with the base period of 2023. The reduction in the net value of interest expenses and interest income is explained by the decline in interest rates compared to the previous year, while the increase in financial expenses from leases is mostly attributable to acquisitions (Wallis Autómegosztó Zrt).

End of period	HUF/EUR
2022.12.31	***400,25***
2023.09.30	***391,25***
2023.12.31	***382,78***
2024.09.30	***397,56***

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Financial performance: Consolidated profit & loss statement (4)

Profitability in line with expectations, impacted by one-off and base effects

- The Group's **EBITDA** was **HUF 14 billion** in 2024Q1-Q3, which represents a 20% decline in comparison with the HUF 17.5 billion figure recorded in the same period of the previous year, primarily driven by the increase in the operating expenses, temporarily surpassing the revenue growth, also impacted by significant transactional effects.
- The part of the consolidated profit of AutoWallis Caetano Holding Zrt. (the group that is engaged in the import of the *Renault, Dacia and Alpine brands* and the retail trade of Renault and Dacia vehicles) attributable to AutoWallis Group dropped by nearly HUF 796 million *to HUF 423 million,** the primary causes being the exceptionally high base figures of the previous year, the costs of improving market share in the current year (including the one-off expenses related to the opening of the new dealership) and the unfavourable change in the exchange rate effect between the two periods.
- In 2024H1, **profit before tax amounted to HUF 6.3 billion** in contrast to the HUF 11.9 billion figure in the previous period, which was due to the combination of the above-mentioned effects. In spite of this decrease which can be considered as temporarily due to the impact of the one-off items, **the profit before tax margin normalized to the market average level 2%.**
- As a result of the above, the Group's **net earnings per share** (EPS) for the current period was HUF 8.7/share.

*Included in the line item "Share of profit of associates and joint ventures".

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Pre-tax profit% calculated without the consolidated results of the AutoWallis Caetano Holding Zrt. joint venture.

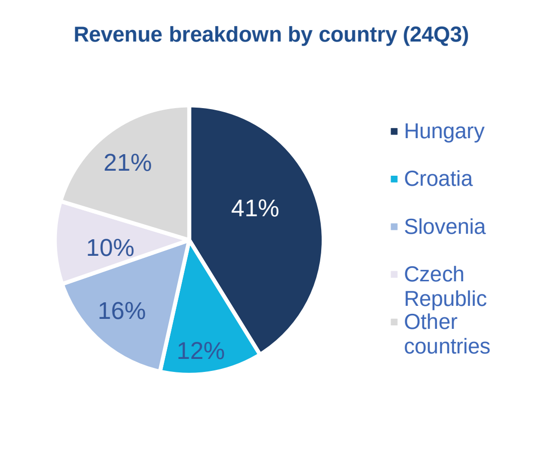
Revenue analysis by business unit

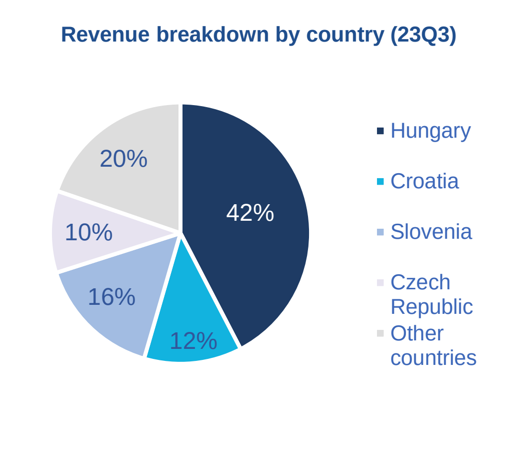
- The Group's position as an increasingly dominant player in the region and its already high and **continuously improving diversification** in terms of revenue is demonstrated by the fact that nearly 60% of the Group's revenue is generated abroad.

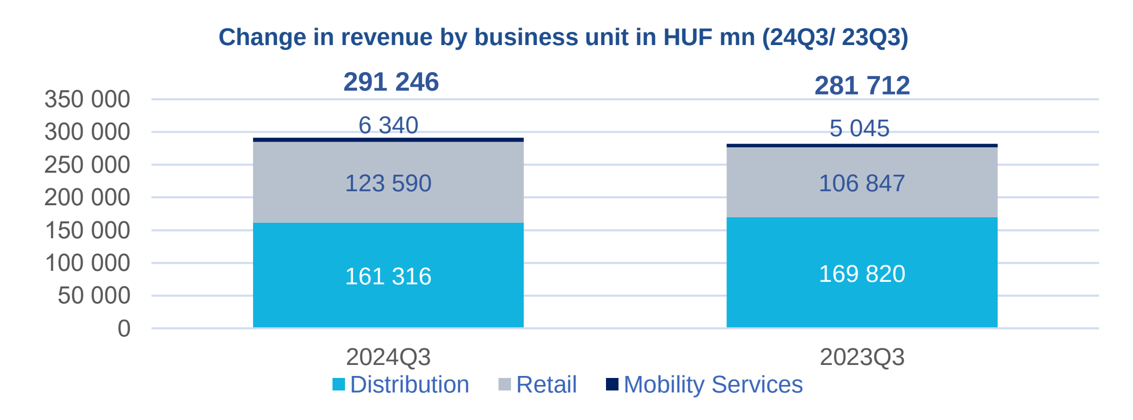
- Due to the reasons listed in the section on operating performance and consolidated profit & loss, the revenue of the **Distribution Business Unit** dropped by **5%** compared to the figures of the comparative period (mostly related to the decline in the sales volume of SsangYong).

- The revenue of the **Retail Business Unit** exceeded the HUF 126 billion figure of the previous period by **16%**, mainly as a result of its importer campaigns (mostly involving Japanese brands), the launch of the BYD brand at the end of 2023 and the closing of the Czech transaction at the beginning of July.

- The **Mobility Services Business Unit** has been presented separately since 1 January 2024. The transactions completed in 2023 (Wallis Autómegosztó Zrt., Nelson Flottalízing Kft.) had the biggest impact on the revenue of the business unit, and the revenue of these entities was included in the Group's profit or loss in full in 2024 and in part in 2023.







Profitability analysis by business unit (1)

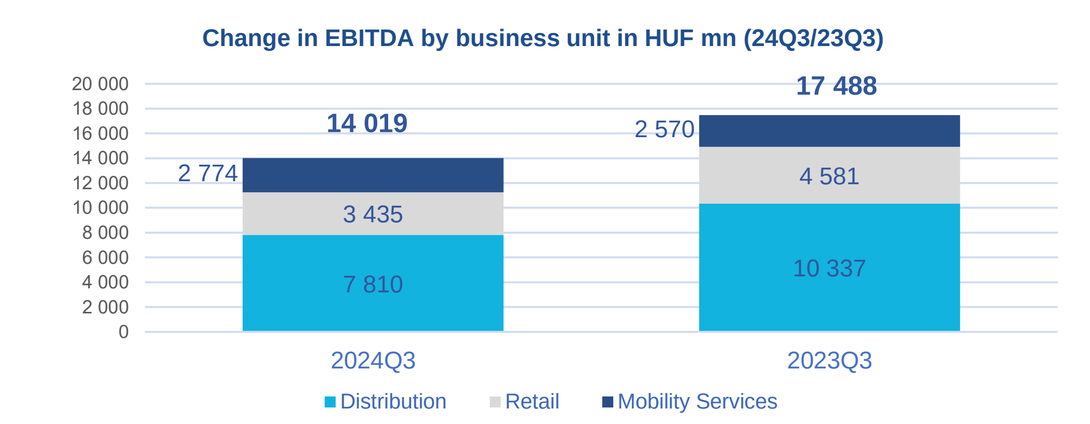
Normalisation of EBITDA, with one-off effects being observed in the comparative period

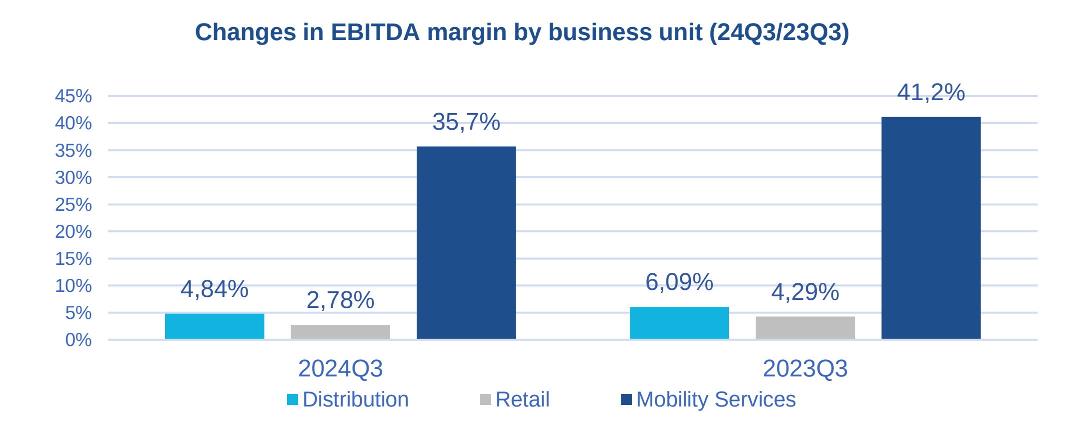
- In the **Distribution Business Unit,** the HUF 2.5 million (25%) decline in EBITDA was caused by the drop in vehicle sales due to the base effect of one-off items in the previous year, as well as the marketing costs of seasonal campaigns in the first half of the year and rising staff costs.

- In the **Retail Business Unit,*** despite improving sales volumes, the drop in EBITDA for the period in comparison with the comparative period was the result of the normalisation of retained margins and an increase in indirect expenses generated by the inflation.

- 2024Q1 was the first period in which the **Mobility Services Business Unit** was presented separately. The business unit recorded a positive EBITDA (HUF 2.7 billion) along with an outstanding EBITDA margin (35%). The transactions completed in 2023 (Wallis Autómegosztó Zrt. and Nelson Flottalízing Kft.) also played a role in the growth of the business unit. The one-off items relating to these transactions also had a significant impact on the change in EBITDA between periods (e.g. the negative goodwill of the Nelson acquisition was a gain of HUF 274 million in 2023).

** The data for the previous year were restated due to the separate presentation of the Mobility Services Business Unit.*





* Revenue includes interest income from vehicle leases

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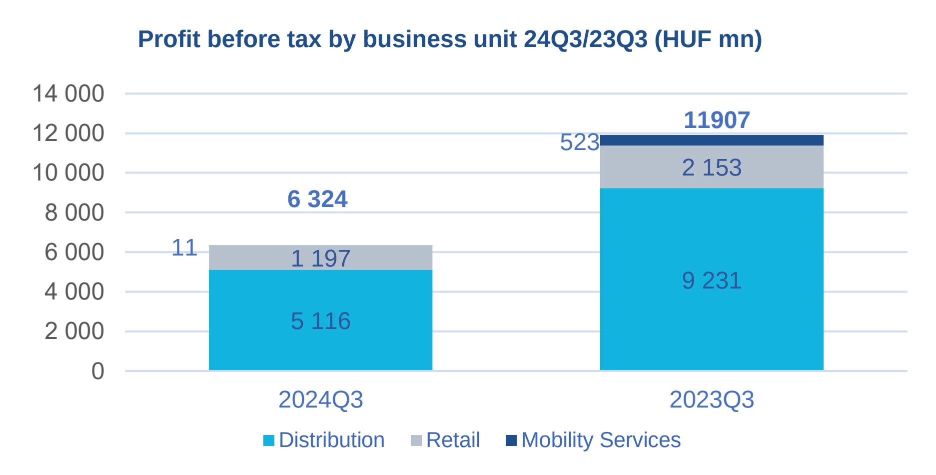
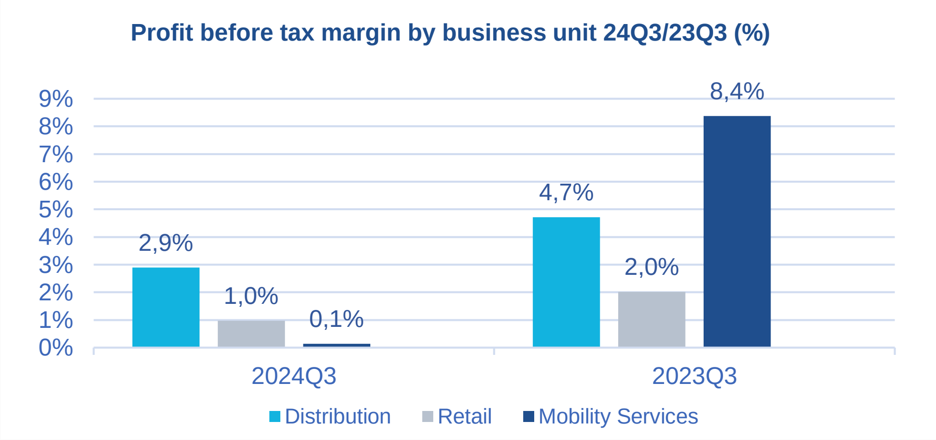
Profitability analysis by business unit (2)

Normalisation of profit before tax volumes, with one-off effects being observed in the comparative period

- The profit before tax of the **Distribution Business Unit** declined by HUF 4.1 billion in comparison with the previous period. This is largely attributable to the factors described in the section on EBITDA, which were aggravated by the loss resulting from the change in exchange rates (HUF -1 billion).
- The profit before tax of the **Retail Business Unit*** dropped by HUF 956 million due to the factors described in the section on revenue and EBITDA, despite the reduction in financing expenses resulting from the improvement in the region's interest rate environment.
- 2024Q1 was the first period in which the **Mobility Services Business Unit** was presented separately. The business unit made up for the negative profit before tax for H1 (a loss of HUF 397 million) thanks to its profitable operation in Q3 and earned a profit, which is explained by the typically low profitability of mobility services in the first half of each year (due to less demand for services during the winter and the spring). The one-off items relating to these transactions also had a significant impact on the change in profit before tax between periods (e.g. the negative goodwill of the Nelson acquisition was a gain of HUF 274 million in 2023, as already mentioned in the section on EBITDA).

** The data for the previous year were restated due to the separate presentation of the Mobility Services Business Unit.*





* The profit before tax is presented without the results of the joint venture, because its revenue is not included in the consolidated revenue.

Consolidated balance sheet

Temporarily improved financing background and increased inventory levels

- The value of **non-current assets** increased by 16% (or nearly HUF 8.3 billion) compared to the end of 2023, thus exceeding HUF 58 billion. The closing of the acquisition of NC Auto s.r.o resulted in an improvement of HUF 3.5 billion.
- The value of **current assets** was up by 23% (HUF 23.7 billion) from the end of the previous year, which is explained partly by the above-mentioned acquisition (HUF 5.2 billion) and partly by the increased level of imported inventories at the balance sheet date (a considerable part of which is inventory in transit from the Far East), the increased balance of receivables and a higher cash balance (HUF 5.7 billion) resulting from the capital increase at the beginning of the year.
- The rise in **current liabilities** was caused primarily by the effect of transactions, as well as increased reverse factoring relating to imported inventories and inventory financing loans (while the value of trade payables declined for the same reason, resulting in a net effect of approx. HUF 11.7 billion).
- As a result of the above, the Group's **balance sheet total** increased by almost HUF 32 billion (21%) during the current period, while its **equity** was up by over HUF 10 billion.

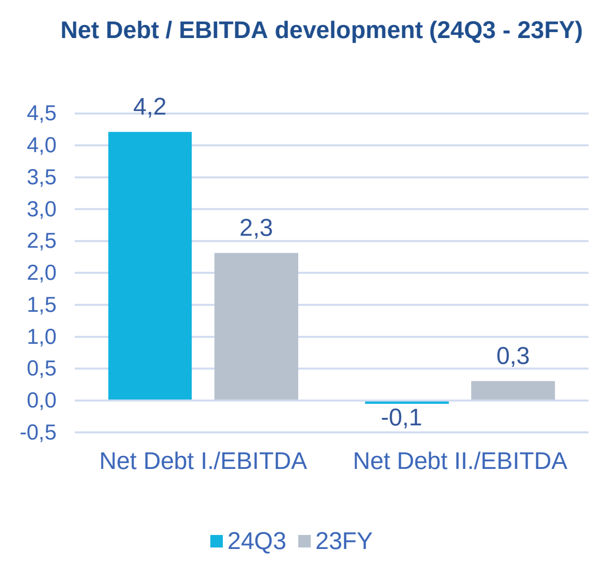
HUF mn	24Q3	23FY	Changes %	Changes
Property, plant and equipment	22 511	21 885	3%	626
Assets held for sales	5 720	2 696	112%	3 024
Right-of-use assets	7 688	6 106	26%	1 582
Net investment in lease (long term)	9 173	8 307	10%	866
Other non-current assets	13 729	11 502	19%	2 227
Non-current assets	58 821	50 496	16%	8 325
Goods	67 842	58 524	16%	9 318
Other current assets	36 270	29 831	22%	6 439
Cash and cash equivalents	21 121	13 097	61%	8 024
Current assets	125 233	101 453	23%	23 780
Assets total	**184 054**	**151 949**	**21%**	**32 105**

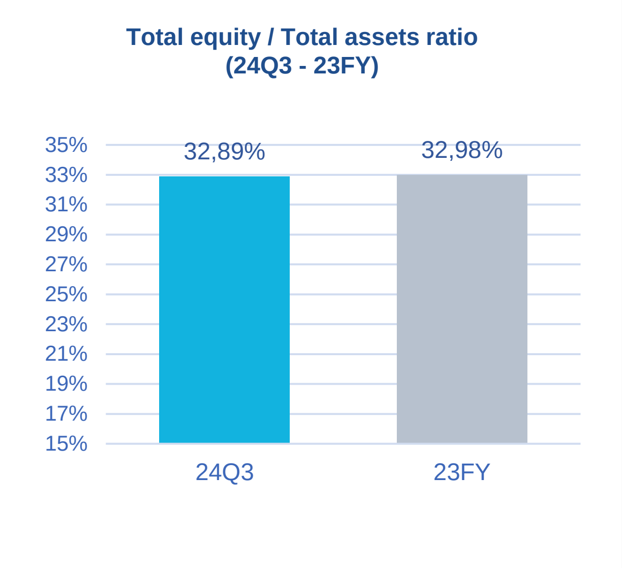
HUF mn	24Q3	23FY	Changes %	Changes
Equity total	60 539	50 108	21%	10 431
Long term debentures	9 441	9 522	-1%	-81
Long term loans	7 107	5 660	26%	1 447
Long term lease liabilities	11 710	9 036	30%	2 674
Other long term liabilities (non-interest bearing)	1 922	996	93%	926
Long term liabilities	30 180	25 214	20%	4 966
Short term loans	3 262	3 284	-1%	-22
Inventory financing loans	10 771	8 207	31%	2 564
Short term lease liabilities	6 079	4 540	34%	1 539
Liabilities from reverse factoring	40 682	17 809	128%	22 873
Other short term liabilities (interest bearing)	288	476	-39%	-188
Accounts payable and advance payment received from customers	17 839	28 427	-37%	-10 588
Other short term liabilities interest bearing)	14 414	13 884	4%	530
Short term liabilities	93 335	76 627	22%	16 708
Liabilities	**123 515**	**101 841**	**21%**	**21 674**
Equity and liabilities	**184 054**	**151 949**	**21%**	**32 105**

Financial strength

The Group maintained the outstanding debt figures and equity/total assets ratio of the previous period

- The Group maintained its healthy capital structure and was able to sustain its equity/total assets ratio of 33.0% 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.
- The Group continues to have adequate 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). The temporary decline in the ratio that takes into account the total debt was affected by the acquisition completed in Q3 (NC Auto s.r.o), the liabilities of which are fully included in Net Debt, whereas only three months are included in the Group’s EBITDA indicator. In addition to the effect of transactions, the decline in the ratio was also caused by rising financing expenses resulting from the increased inventory levels of the distribution segment, as well as the above-mentioned drop in EBITDA.





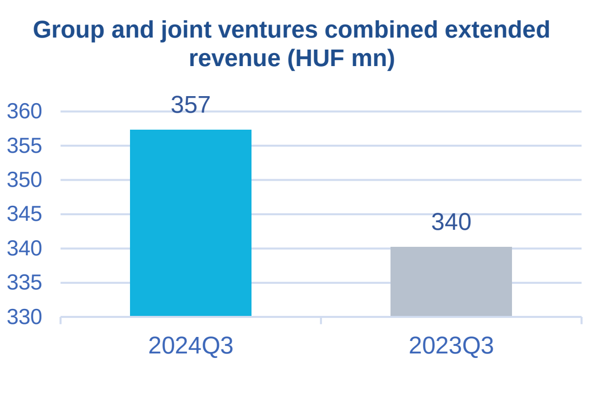
Source: the Company's consolidated IFRS financial statements and its own data
** Note: Net Debt I. = Total external financing, Net Debt II. = Total external financing – funds related to inventory financing. The EBITDA used for calculation purposes is the so-called rolling EBITDA for the past 12 months.*

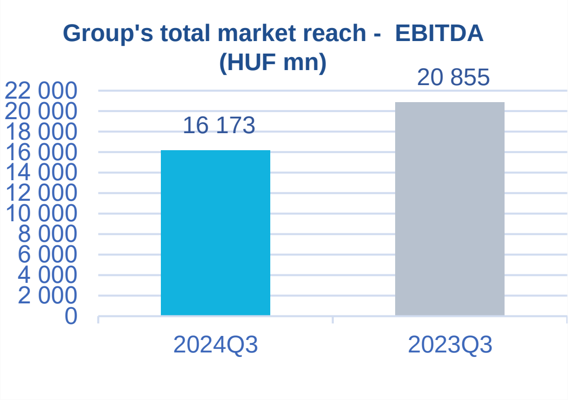
Total market presence of the Group

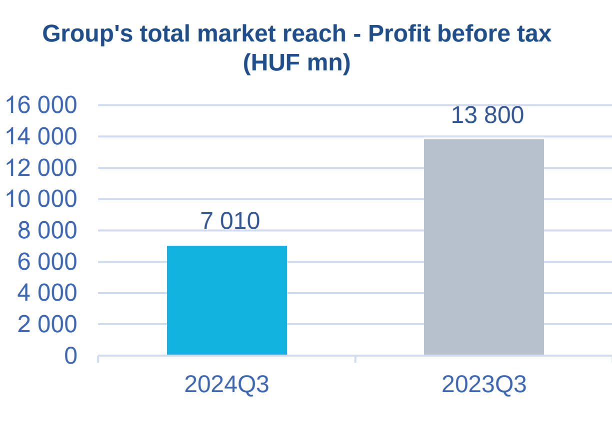
Combined extended financial data of the Group's consolidated entities and its joint ventures

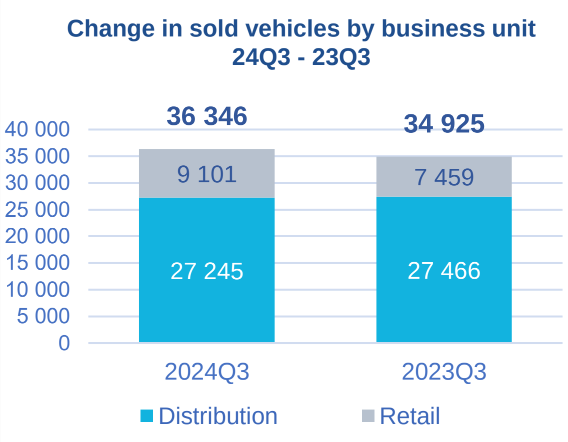
- Through its joint venture, the Group imports the Renault, Dacia and Alpine brands to Hungary and, starting from 2024Q3, operates a Renault and Dacia dealership in Budapest. RN Hungary Kft., an entity engaged in import activities, sold a total of 8,317 cars in 2024Q1-Q3, while the dealership sold 200 units.
- With these figures included, the Group sold a total of 36,346 motor vehicles in 2024Q1-Q3. Taking all vehicle sales into account, the Group generated revenues of over HUF 357 billion in 2024Q1-Q3, coupled with an EBITDA of HUF 16.2 billion and a profit before tax of HUF 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.









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Annexes

Thank you for your attention.

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