

PRESS RELEASE

AutoWallis Sales Report

Q1 2025

AutoWallis first quarter vehicle sales driven by acquisitions

Budapest, April 15, 2025 – The AutoWallis Group’s Retail Business Unit increased new vehicle sales by 13% thanks to international acquisitions closed last year, while the Distribution Business Unit’s sales showed a year-on-year decrease in the first quarter, mainly due to one-off effects. The regional car sales and mobility service provider’s used vehicle sales skyrocketed, showing growth of more than 57%, with both service hour and short-term vehicle rental figures also enjoying respectable increases.

The **Retail Business Unit** of the AutoWallis Group, listed on the Prime Market of the Budapest Stock Exchange, started 2025 with strong growth: it increased new car sales by 12.7% to reach 2,731 units and used car sales by 57.1% to reach 938 units in the first quarter. Of the growth seen in new vehicle sales, 520 units are a result of the Czech acquisition closed last year (the purchase of the Milan Král Group and three BMW dealerships from NC Auto (Stratos)) and the sales of the Renault and Dacia dealership opened in Budapest last fall. Without these acquisitions, the Retail Business Unit’s sales dropped in the first three months of the year when compared to the same period last year. This is primarily attributable to the strong base period: in 2023, campaigns by the Japanese brands (Toyota, Suzuki, and Nissan), closing off the Japanese fiscal year in March, led to increased sales last year. The Business Unit’s used car sales grew to 938 units, an increase of 57.1%, of which 46.1% was attributable to the acquisitions, with a 60.3% rise in service hours to 80,308 (of which the acquisitions are responsible for 58.7%).

In the first quarter of 2025, AutoWallis’s **Distribution Business Unit** sold a total of 8,145 vehicles for a drop of 5.1%, partly due to one-off effects. The decrease is primarily caused by a delay in the market introduction and production of the new Opel Grandland and Frontera models — their positive effects are expected in the coming quarters.

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 slight, 2.9% decrease in the number of rental events, with the number of rental days increasing by 13.6% to reach 43,515. In the first three months of the year, the AutoWallis Group’s average fleet size increased by 2.7% to reach 3,776.

AutoWallis CEO Gábor Ormosy said they will be continuing the implementation of their growth strategy in 2025, exploring opportunities for additional acquisitions and business development while focusing on the integration processes of earlier transactions. The CEO pointed out that the first quarter figures were impacted by one-off effects, but that the achievement of the targets set out in the growth strategy was not at risk. AutoWallis published its updated strategy last spring, with plans to double sales and profits and deliver an international growth story by 2028.



	Q1, 2025	Q1, 2024	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.)	8 145	8 582	-5,1%
Retail Business Unit			
Number of new vehicles sold (pcs.)	2 731	2 424	+12,7%
Number of used vehicles sold (pcs.)	938	597	+57,1%
Total Vehicle Sales	11 814	11 603	+1,8%
<i>Of which: intra-group new vehicle sales</i>	<i>863</i>	<i>815</i>	<i>+5,9%</i>
Number of service hours (hours) ****	80 308	50 091	+60,3%
Mobility Services Business Unit			
Rental Fleet Size - Short-term car rentals (pcs.) **	89 271	91 920	-2,9%
Number of rental/use days - Short-term vehicle rental (pcs) **	43 515	38 302	+13,6%
Fleet size - Related to vehicle rentals (pcs.)***	3 776	3 678	+2,7%

*** 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-Q2, 2025

July 15, 2025

Q1-Q3, 2025

October 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).

** Starting from 2024, includes the data of wigo carsharing.

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

**** The 2024 service hour figure was amended (+2327 hours) to allow for the comparability of in-kind assets.

The AutoWallis Group

AutoWallis Group is building the leading integrated car and mobility service provider in the Central and Eastern European region. It is important for the company to continuously expand its portfolio in automotive retail and mobility services, through organic and acquisition growth and to operate as a classic, conservative group with a business policy in line with ESG values and 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, Czech Republic, Bulgaria, Croatia, Greece, Hungary, Kosovo, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia, North Macedonia and Hungary) with wholesale and retail motor vehicle and parts distribution, service, short and long term car rental. Brands represented by the Group's Wholesale business include Alpine, BYD, Dacia, Isuzu, Farizon, Jaguar, Land Rover, MG, Saab aftermarket, Renault, KGM and Opel, the brands represented by the Retail business include BMW cars and motorcycles, BYD, Dacia, Ford, Isuzu, Jaguar, KIA, Land Rover, Maserati, Mercedes-Benz, Mercedes-Benz Trucks, MINI, Nissan, Opel, Peugeot, Renault, KGM, Suzuki, Toyota, JÓAutok, and others. hu, AUTO-LICIT.HU, while the Mobility Services Business Unit is present on the Hungarian market with the brands wigo carsharing, wigo fleet, Sixt rent-a-car.

www.autowallis.com www.facebook.com/AutoWallis

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