

## PRESS RELEASE

### AutoWallis Sales Report

2025 H1

#### AutoWallis vehicle sales up in the first half of the year

**Budapest, July 15, 2025 – The 3.4% increase in AutoWallis Group's vehicle sales in the first half of 2025 – a period marked by global challenges – was primarily driven by acquisitions, as the Czech purchases closed last year contributed significantly to the performance of the region's leading integrated vehicle retail and mobility service provider. The increase in used vehicle sales and service hours remains strong with more than 50% growth, while the number of short-term vehicle rental days also grew.**

The pace of vehicle sales sped up at the AutoWallis Group in the second quarter of 2025, leading to a 3.4% total increase year-on-year in total sales in the first half of the year, reaching a total of 26,314 units, compared to 1.8% growth in Q1. The growth was driven by AutoWallis' **Retail Business Unit**, which increased its new vehicle sales by 18.8% to 5,849 units and its used car sales by 54.9% to 1,866 in the first half. Of the growth seen in new vehicle sales, 1,131 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 experienced a decline in sales in the first half of the year compared to the same period last year. This is primarily attributable to the strong base period: in 2024, campaigns by the Japanese brands (Toyota, Suzuki, and Nissan), closing off the 2023 Japanese fiscal year in March, led to increased sales last year. The Unit's used vehicle sales also saw organic growth: sales grew by 54.9% to 1,866 units, of which 47.9% was attributable to acquisitions, with a 58.5% rise in service hours to 160,590 (of which 58.7% was attributable to acquisitions).

Partly due to one-off effects, AutoWallis' **Distribution Business Unit** sold 3.7% fewer vehicles in the first half of 2025, for a total of 18,599 (which is a small improvement over the 5.1% drop seen in Q1), while the objectives of its growth strategy remain on track. The decrease was primarily due to delays in the market launch and production of the new Opel Grandland and Frontera models, with their positive impact expected to appear starting in the second half of the year. However, Opel fleet models performed particularly well in Croatia, where sales increased by more than 500 units.

AutoWallis' **Mobility Services Business Unit** (which includes the Group's short and long-term vehicle rental services as well as fleet management) saw a 0.6% increase in the number of rental transactions for a total of 192,358, showing a significant improvement over the 2.9% decrease seen in the first quarter. The number of rental days increased by 15.9% to reach 99,821. In the first six months of the year, the AutoWallis Group's average fleet size increased by 3% to reach 3,888.

Evaluating the sales data of the first half of 2025, **AutoWallis CEO Gábor Ormosy** explained that the manufacturer's campaigns of the year's first quarter were less extensive than the exceptional support given last year, and the uncertainty of the global commercial policy measures that have a profound impact on the



industry also played a key role in shaping the outcome, though the closed acquisitions and business developments had a positive impact on the company's sales data. AutoWallis' steadily growing role in the region is demonstrated by the fact that more than half of the Distribution Business Unit's sales now consistently come from foreign markets. The CEO added that AutoWallis is continuing the implementation of its growth strategy, exploring opportunities for regional acquisitions and business development.

AutoWallis

## AutoWallis Sales Report \*

H1, 2025



	H1, 2025	H1, 2024	Changes
<b>Distribution Business Unit</b>			
Number of new vehicles sold (pcs.)	18 599	19 309	-3,7%
<b>Retail Business Unit</b>			
Number of new vehicles sold (pcs.)	5 849	4 924	+18,8%
Number of used vehicles sold (pcs.)	1 866	1 205	+54,9%
<b>Total Vehicle Sales</b>	<b>26 314</b>	<b>25 438</b>	<b>+3,4%</b>
<i>Of which: intra-group new vehicle sales</i>	<i>1 652</i>	<i>1 691</i>	<i>-2,3%</i>
Number of service hours (hours) ****	160 590	101 319	+58,5%
<b>Mobility Services Business Unit</b>			
Rental Fleet Size - Short-term car rentals (pcs.) **	192 358	191 124	+0,6%
Number of rental/use days - Short-term vehicle rental (pcs) **	99 821	86 126	+15,9%
Fleet size - Related to vehicle rentals (pcs.)***	3 888	3 775	+3,0%

### \* Important information:

Published:

July 15, 2025

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-Q3, 2025

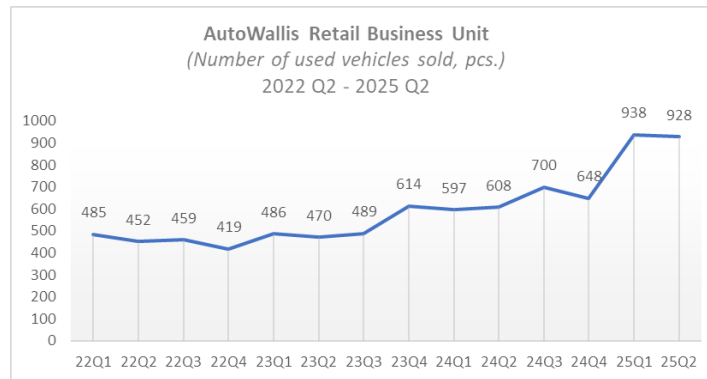
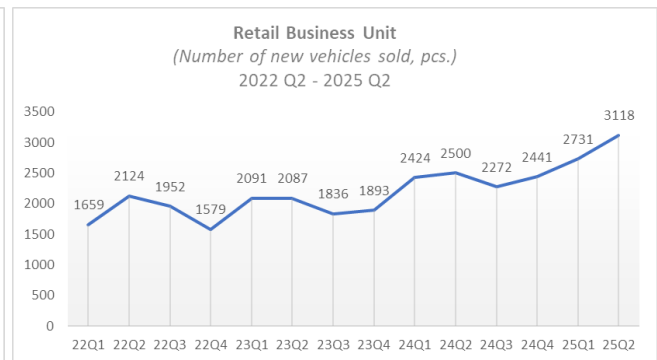
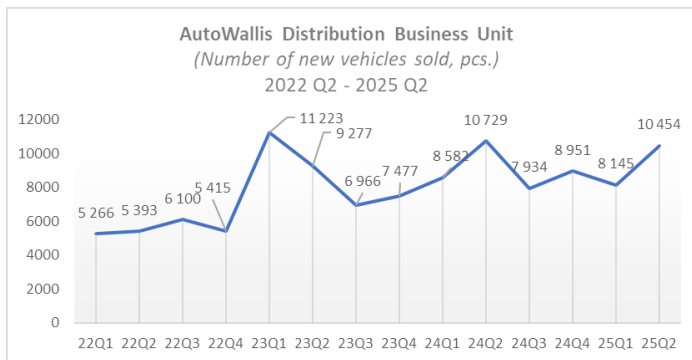
October 15, 2025

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 (+4693 hours) to allow for the comparability of in-kind assets.



## About AutoWallis

Listed on the Prime Market of the Budapest Stock Exchange and the BUX and BUMIX indices, AutoWallis is 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 of 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. AutoWallis is present in 17 countries of the Central and Eastern European region (Albania, Austria, Bosnia and Herzegovina, Czech Republic, Bulgaria, Croatia, Greece, Hungary, Kosovo, Moldova, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia) with wholesale and retail motor vehicle and parts distribution, service, short-, and long-term car rental. Brands represented by the AutoWallis' Distribution Business Unit include Alpine, BYD, Dacia, Farizon, Isuzu, Jaguar, KGM, Land Rover, MG, NIO, Nissan, Opel, Renault, Saab aftermarket, and XPENG, the brands represented by the Retail Business Unit include BMW cars and motorcycles, BYD, Dacia, Ford, Isuzu, Jaguar, KGM, KIA, Land Rover, Maserati, Mercedes-Benz, Mercedes-Benz Trucks, MINI, Nissan, Opel, Peugeot, Renault, Suzuki, Toyota, JoAutok.hu and 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](http://www.autowallis.com) | [www.facebook.com/AutoWallis](https://www.facebook.com/AutoWallis) | [www.linkedin.com/company/autowallis](https://www.linkedin.com/company/autowallis)

## Further information:

Ádám Kerekes, Financial Communications

Mobile: +36 70 341 8959

Email: [kerekes.adam@fincomm.hu](mailto:kerekes.adam@fincomm.hu)