

## PRESS RELEASE

### AutoWallis Sales Report Q1–Q4 2025

#### AutoWallis accelerates in 2025: sales picked up across all business units in the final months

**Budapest, January 15, 2026 – All segments of the AutoWallis Group delivered a very strong performance in the last quarter of the previous year, setting new records in vehicle sales as well as in service and mobility services in 2025. Last year, AutoWallis' vehicle sales increased significantly, by nearly 12%, to more than 54,000 units: growth was primarily driven by the Retail Business Unit with an increase of more than 20%, while sales in the Distribution Business Unit exceeded last year's figure by nearly 7%. The impressive sales performance of the region's leading integrated automotive and mobility service provider was supported by both the acquisitions closed in 2024 and organic growth.**

Both the Distribution and Retail Business Units of the AutoWallis Group achieved a record fourth-quarter performance in vehicle sales, also setting a new annual record for the company listed on the Prime Market of the Budapest Stock Exchange. In 2025, AutoWallis sold 11.7% more vehicles than in the previous year, reaching 54,046 units, significantly exceeding the performance of the earlier quarters of the year. The impressive sales performance of the region's leading integrated automotive and mobility service provider was supported by both the acquisitions closed in 2024 and organic growth. In the final three months of the year, AutoWallis' **Distribution Business Unit** also stepped up the pace after more subdued performance in earlier quarters, making a more significant step forward primarily thanks to the Opel brand. The Distribution Business Unit sold 10,748 vehicles in the last quarter of 2025, 1,797 more than in the same period of the previous year, and on an annual basis 2,476 more units (+6.8%) than in 2024. This is particularly favorable given that a 3.7% shortfall was still recorded in the wholesale business in the first half of the year. The growth was mainly driven by Opel's excellent performance, which was particularly strong in the Croatian market (+2,108 units for Opel in total, while +2,487 units in Croatia). In addition, the launch of Nissan's operations in Romania also contributed significantly (+843 units) to the result. At the same time, the business unit's performance was negatively affected by a decline in sales of the KGM brand (-883 units).

The engine of sales growth in 2025 was AutoWallis' **Retail Business Unit**, which increased new vehicle sales by 20.8% to 11,637 units and used vehicle sales by 46.4% to 3,737 units. The business unit's growth was primarily supported by the Czech acquisitions closed in 2024 – the three BMW dealerships of NC Auto (Stratos) and the acquisition of the Milan Král Group – as well as the Budapest dealership opened in autumn 2024, and to a lesser extent by the Debrecen dealerships opened in the fourth quarter of 2025 (together +2,046 units). The number of service hours increased by 41.3% to 310,146 hours in 2025, thanks to the acquisitions and the service operations linked to the new dealerships.

In the **Mobility Services Business Unit** of AutoWallis, listed on the Prime Market of the Budapest Stock Exchange (which includes the Group's short- and long-term car rental and fleet management activities), the number of rental transactions increased by 6.4% to more than 400 thousand (400,218), while the number of



rental days rose by 18.2% to 239,654. AutoWallis Group's average fleet size increased by 5.4% to 4,037 vehicles in 2025.

**Commenting on the fourth-quarter and full-year 2025 sales data, Gábor Ormosy, CEO of AutoWallis, said** that besides organic growth, the 2025 sales performance of AutoWallis – representing 30 brands in 17 countries across the region – was significantly supported by the acquisitions closed in 2024 and business developments last year. Over the past two years, several brands represented in the Distribution Business Unit delivered mixed performance, most notably Opel's temporary decline followed by a strong recovery at the end of last year, and KGM's decline last year. At the same time, the 12% annual sales growth demonstrates that AutoWallis' diversified strategy is well-chosen, as the Group remains on a clear upward growth trajectory despite temporary setbacks. The Company's country, brand and activity portfolio performs efficiently, and AutoWallis continues to expand steadily even in a volatile economic environment and despite the cyclical performance of the brands it represents, the CEO added.



## AutoWallis Sales Report \*

Q1-Q4, 2025



	Q1-Q4, 2025	Q1-Q4, 2024	Changes
<b>Distribution Business Unit</b>			
Number of new vehicles sold (pcs.)	38 672	36 196	+6,8%
<b>Retail Business Unit</b>			
Number of new vehicles sold (pcs.)	11 637	9 637	+20,8%
Number of used vehicles sold (pcs.)	3 737	2 553	+46,4%
<b>Total Vehicle Sales</b>	<b>54 046</b>	<b>48 386</b>	<b>+11,7%</b>
<i>Of which: intra-group new vehicle sales</i>	<i>3 520</i>	<i>3 276</i>	<i>+7,4%</i>
Number of service hours (hours) ****	310 146	219 447	+41,3%
<b>Mobility Services Business Unit</b>			
Number of rental events - Short-term vehicle rental (pcs) **	400 218	376 225	+6,4%
Number of rental/use days - Short-term vehicle rental (pcs) **	239 654	202 805	+18,2%
Fleet size - Related to vehicle rentals (pcs.)***	4 037	3 830	+5,4%

### \* 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, 2026

April 15, 2026

Q1-Q2, 2026

July 15, 2026

Q1-Q3, 2026

October 15, 2026

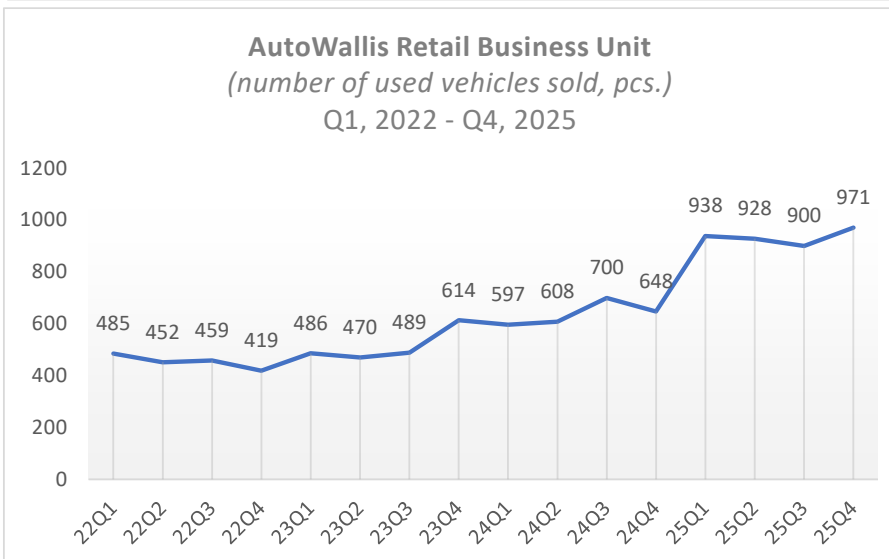
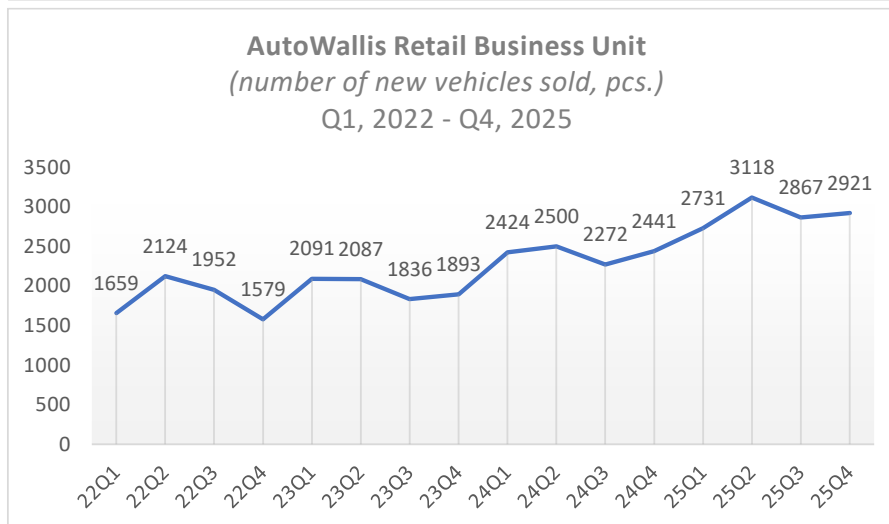
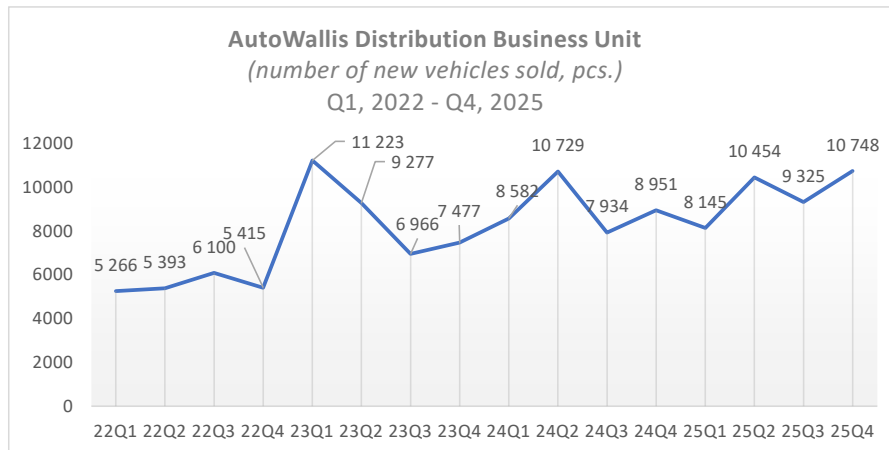
The AutoWallis Plc. Sales Report is published on the 15. day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

\*\* 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 (+9198 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, NIO, Nissan, Opel, Renault, XPENG, plus MG and Saab aftermarket. The brands represented by the Retail Business Unit include BMW cars and motorcycles, BYD, Dacia, Ford, Isuzu, Jaguar, KGM, KIA, Land Rover, Lexus, 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.

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