

SIXT  
Q3 2022  
Investor Presentation

PULLACH  
9 NOVEMBER 2022

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# Q3 2022 HIGHLIGHTS



# BEST QUARTERLY RESULT – DRIVEN BY STRONG INTERNATIONAL GROWTH



BEST Q-RESULT IN THE COMPANY'S HISTORY



ALL SEGMENTS SHOWED SIGNIFICANT GROWTH;  
USA STRONGEST REVENUE  
CONTRIBUTION COUNTRYWISE



FAVOURABLE MARKET ENVIRONMENT PROVIDED  
TAILWINDS FOR DEMAND AND PRICING



CLOSE TO RECORD PROFITABILITY DESPITE  
CONSIDERABLE INVESTMENTS IN IT & PERSONNEL;  
>+1,000 EMPLOYEES YTD



FLEET ALMOST ON PREVIOUS YEAR'S LEVEL DESPITE  
SEVERE VEHICLE SHORTAGE



LAUNCH OF SUSTAINABILITY PROGRAMME TO  
FURTHER ACCELERATE CO<sub>2</sub> REDUCTION AND  
DEMAND FOR SMART E-MOBILITY

# STRATEGY & BUSINESS UPDATE

# EXPERIENCED AND ENLARGED MANAGEMENT BOARD



**Konstantin  
Sixt**

Co-CEOs



**Alexander  
Sixt**



**Nico  
Gabriel**

COO



**Kai C.  
Andrejewski**

CFO



**James  
Adams<sup>1</sup>**

CCO



**Vinzenz  
Pflanz<sup>1</sup>**

CBO

 Years with Sixt

# MACRO UNCERTAINTIES COULD IMPACT SIXT'S CORE MARKETS

## GEOPOLITICAL UNCERTAINTY

- Russian invasion of Ukraine
- Deglobalisation trend
- Availability of energy
- No return to unlimited supply of resources and goods

## ELEVATED ENERGY PRICES

- Weaponization of energy
- Risk of power outages
- Impact on corporate sector

## INFLATIONARY PRESSURES

- Still on the rise
- Plummeting consumer confidence
- Deteriorating purchase manager indices

## INTEREST RATE HIKES

- Further rate hikes by Central Banks expected to combat inflationary pressures
- Euro crisis might reaccelerate

## COVID-19

- Risk of stricter measures again in winter
- Remaining zero-COVID-19 policy in China

## DRIVERS OF SIXT'S RESILIENCE



### DIVERSIFICATION

... fosters balancing risks



### VARIABILITY

... of the cost base



### FLEET

...managed with foresight



### FINANCIAL SOLIDITY

... at below-industry cost



### ESG

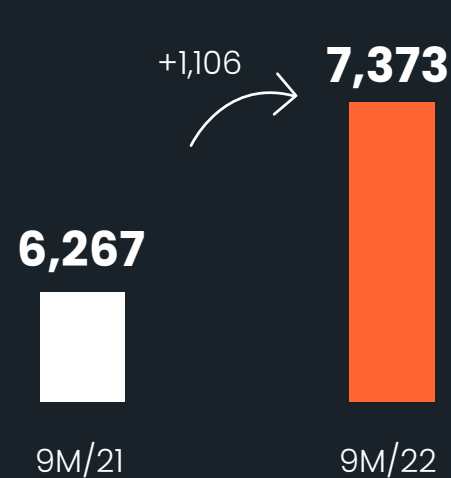
... strategy launched



# STRONG INVESTMENT IN PREMIUM & INNOVATION: > 1,000 NEW EMPLOYEES SINCE START OF THE YEAR

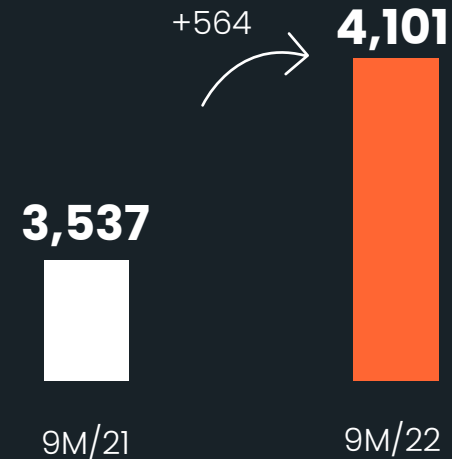
## Total increase in Personnel

[Average number of employees]



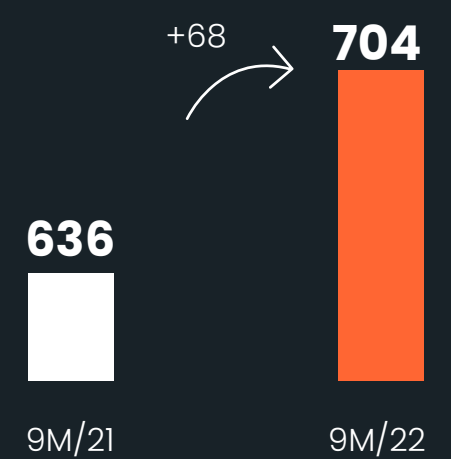
## Increase in Personnel - Operations

[Average number of employees]



## Increase in Personnel - TECH

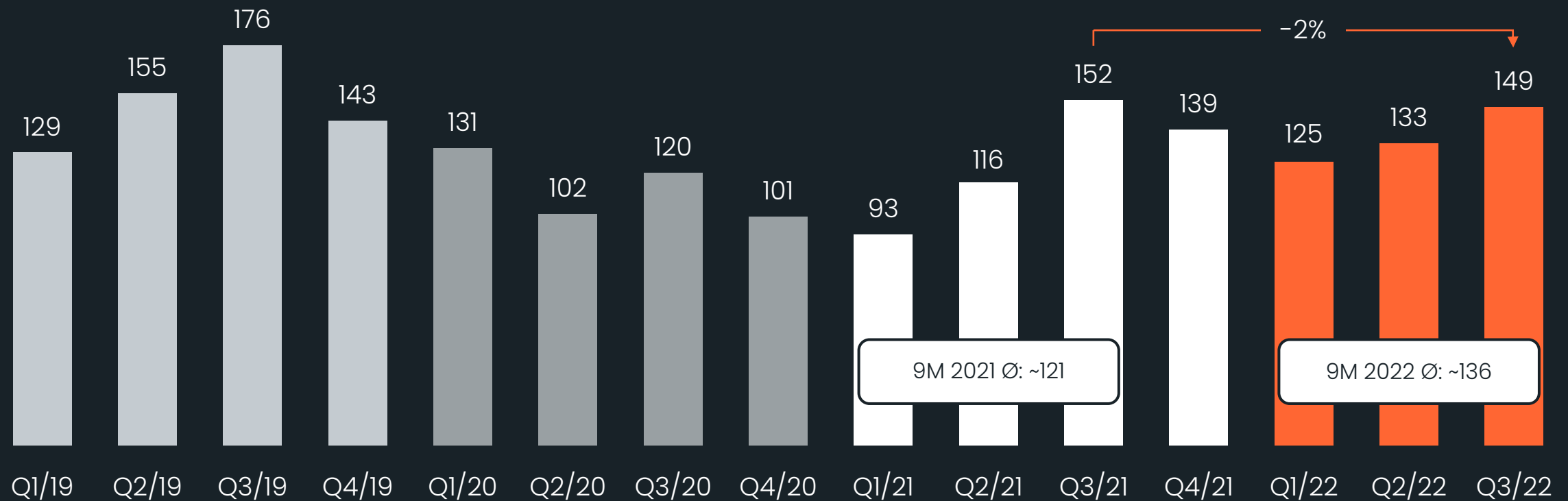
[Average number of employees]



# Q3 FLEET SIZE ALMOST ON 2021 LEVEL DESPITE ONGOING SEVERE VEHICLE SHORTAGE

## AVERAGE FLEET SIZE IN SIXT CORPORATE COUNTRIES PER QUARTER

[thousands]



# EXCELLENT STANDING IN FINANCING MARKETS

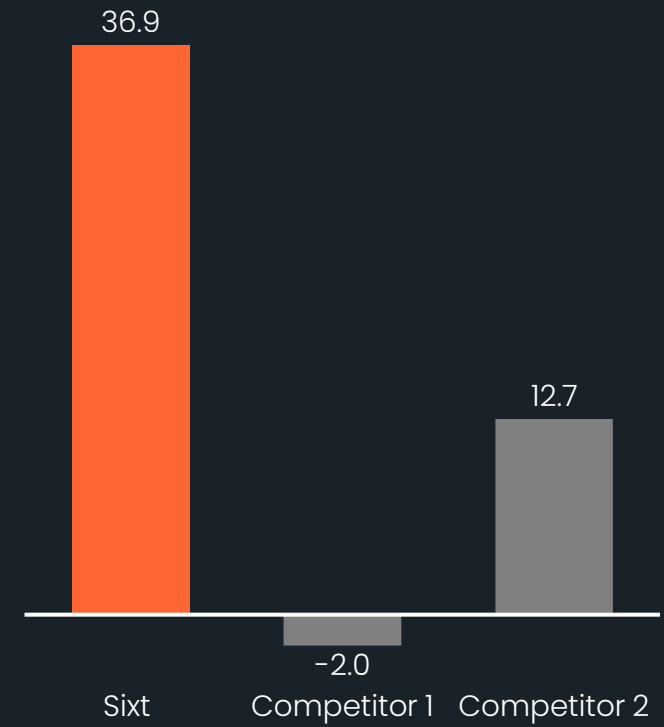
## SECURE ACCESS TO FINANCIAL RESOURCES

**SIXT LESS IMPACTED BY INTEREST HIKES** – LOWEST FINANCIAL DEBT LEVEL AND HIGHEST EQUITY RATIO AMONG LISTED PEERS

**EXPANDED FINANCIAL HEADROOM** – REVOLVING CREDIT FACILITY INCREASED BY EUR 200 M TO EUR 950 M AT SIGNIFICANTLY IMPROVED CONDITIONS VS. 2021

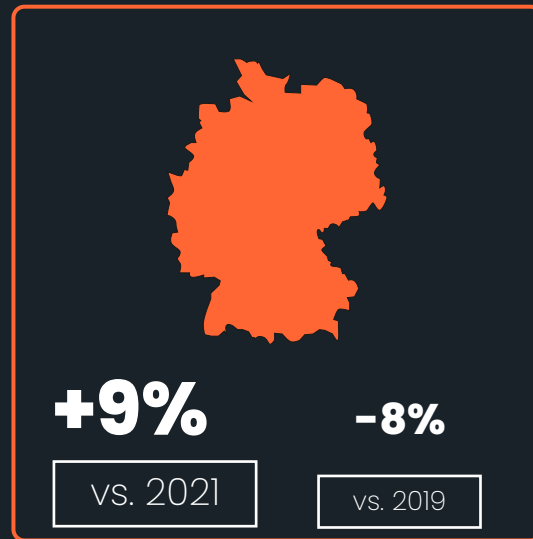
**OVERALL FINANCING COSTS BENEFIT** FROM LACK OF HIGH GOODWILL OR OTHER INTANGIBLES

**EQUITY RATIO [%]<sup>1</sup>**

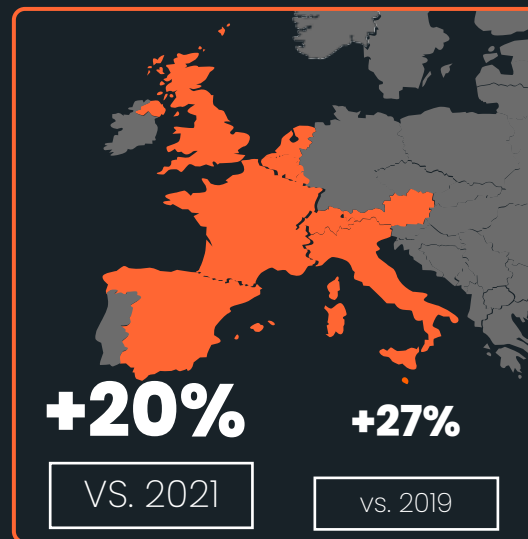


# Q3 2022 RESULTS IN DETAIL

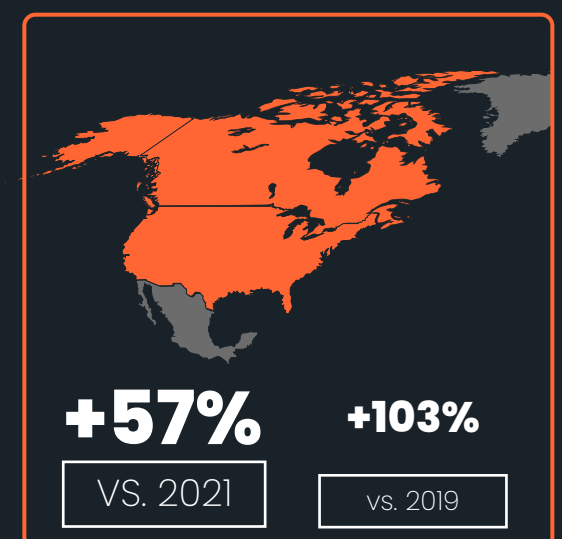
# STRONG Q3 2022 Y-O-Y REVENUE GROWTH FUELED BY ALL SEGMENTS



GERMANY



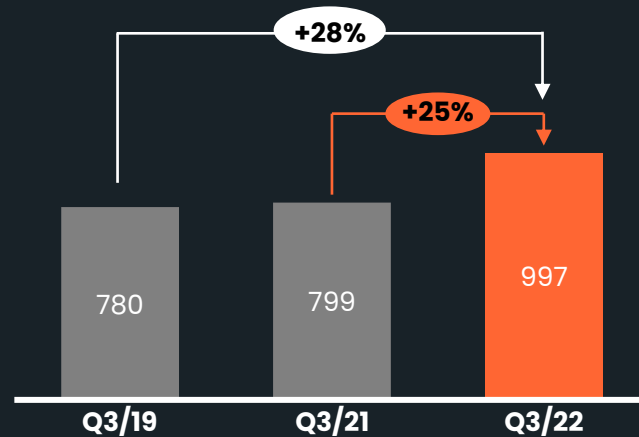
EUROPE



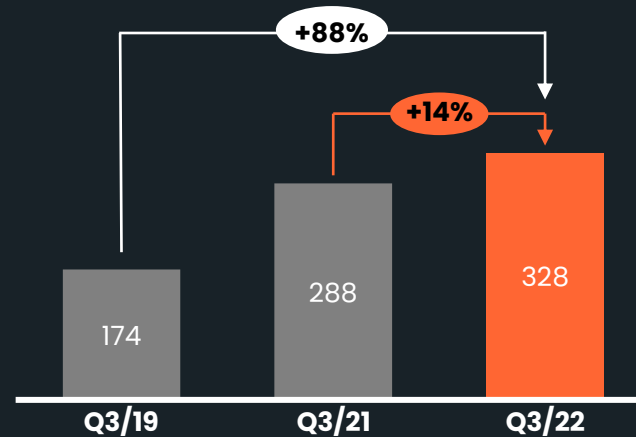
NORTH AMERICA

# DOUBLE DIGIT REVENUE AND PROFIT GROWTH THANKS TO FAVOURABLE MARKET TRENDS

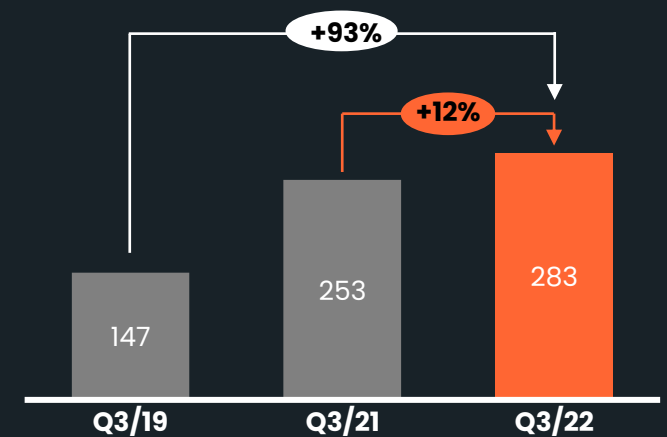
## GROUP REVENUE [EUR m]



## CORPORATE EBITDA MOBILITY<sup>1</sup> [EUR m]



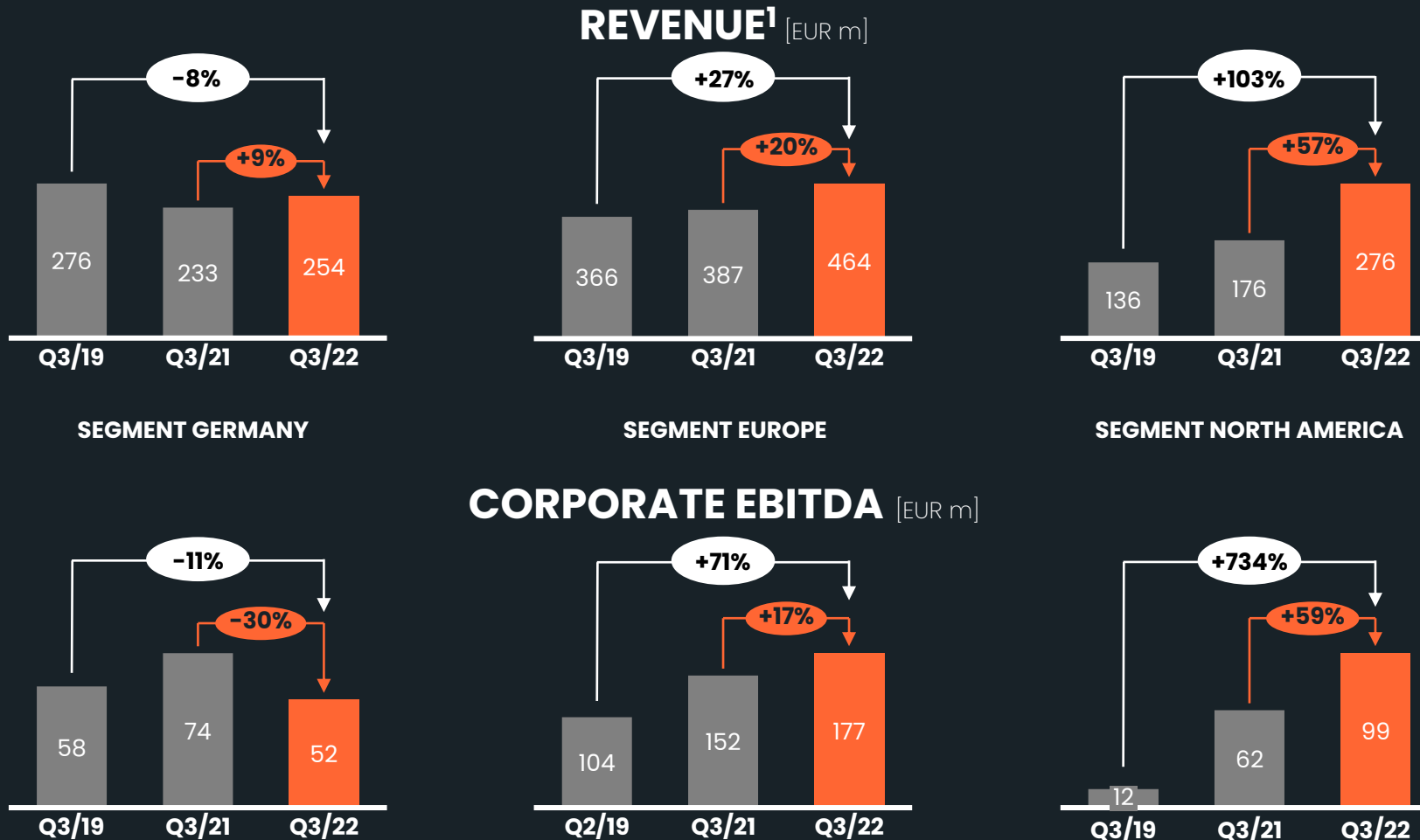
## GROUP EBT [EUR m]



<sup>1</sup>Sum of Corporate EBITDA of segments Germany, Europe and North America

# Q3 2022 SEGMENT UPDATE: REVENUE AND PROFITABILITY

## ABROAD STRONGLY ABOVE PRE-COVID LEVELS

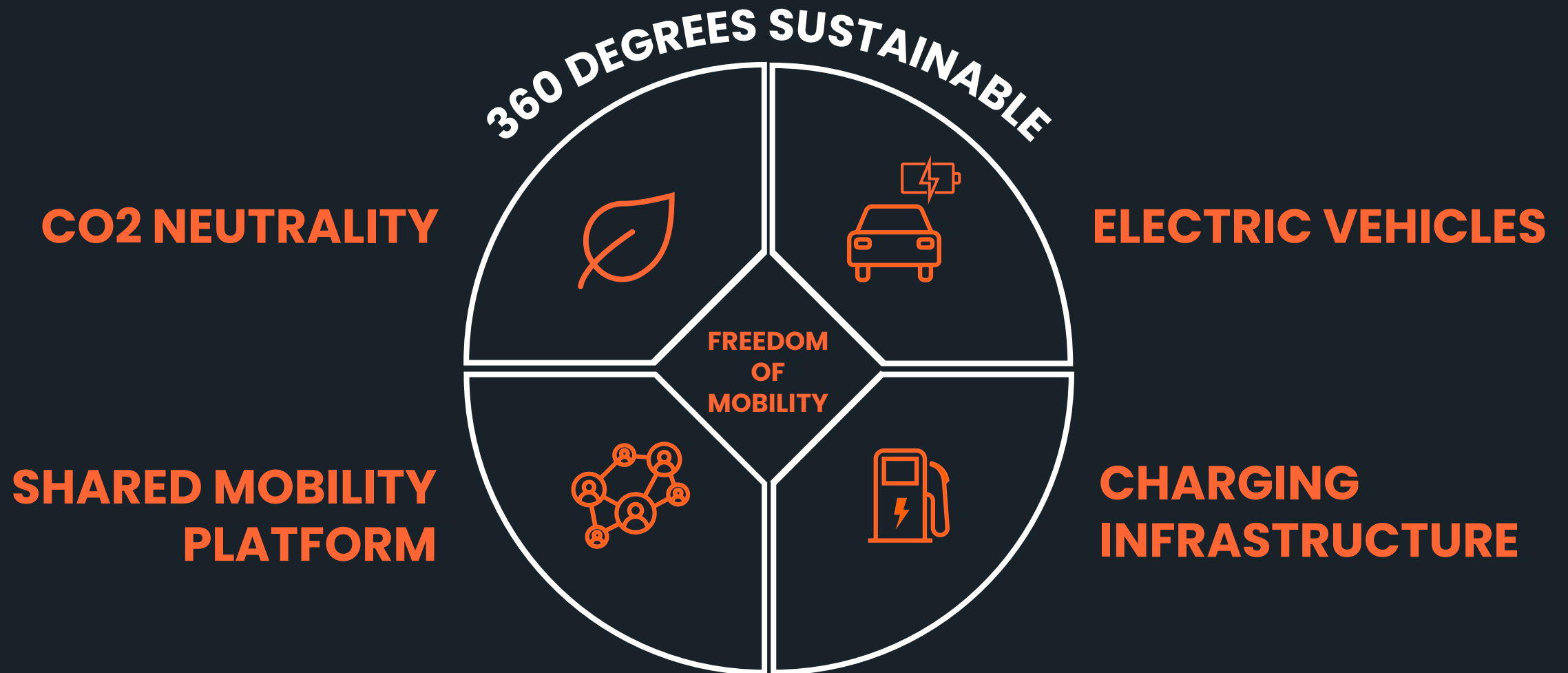


<sup>1</sup>Share of Group operating revenue generated in the respective regional segments (Germany, Europe excl. Germany, and North America)

# OUTLOOK



# 360 DEGREES SUSTAINABLE SIXT SUSTAINABILITY STRATEGY



# OUR AMBITIOUS GOAL: 70-90% ELECTRIFIED IN EUROPE BY 2030 – SIXT TO BECOME ACCELERATOR FOR E-MOBILITY





## 2022 OUTLOOK

**REVENUE** BETWEEN EUR 2.8 BN AND EUR 3.1 BN  
**EBT** AT THE UPPER END OF THE PREVIOUSLY  
COMMUNICATED<sup>1</sup> RANGE OF 500 M TO EUR 550 M


- Still positive market environment in terms of both demand and prices
- Risks resulting from a possible slowdown in spending and travel difficult to predict
- Probability and extent of possible business cool down hard to project
- Risk of continued cost increases stemming from high inflation levels
- Customer and regional diversification as well as healthy balance sheet and solid financial headroom support further anticyclical investments



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