



SIXT  
Q1 2022  
Investor Presentation

PULLACH  
12 MAY 2022

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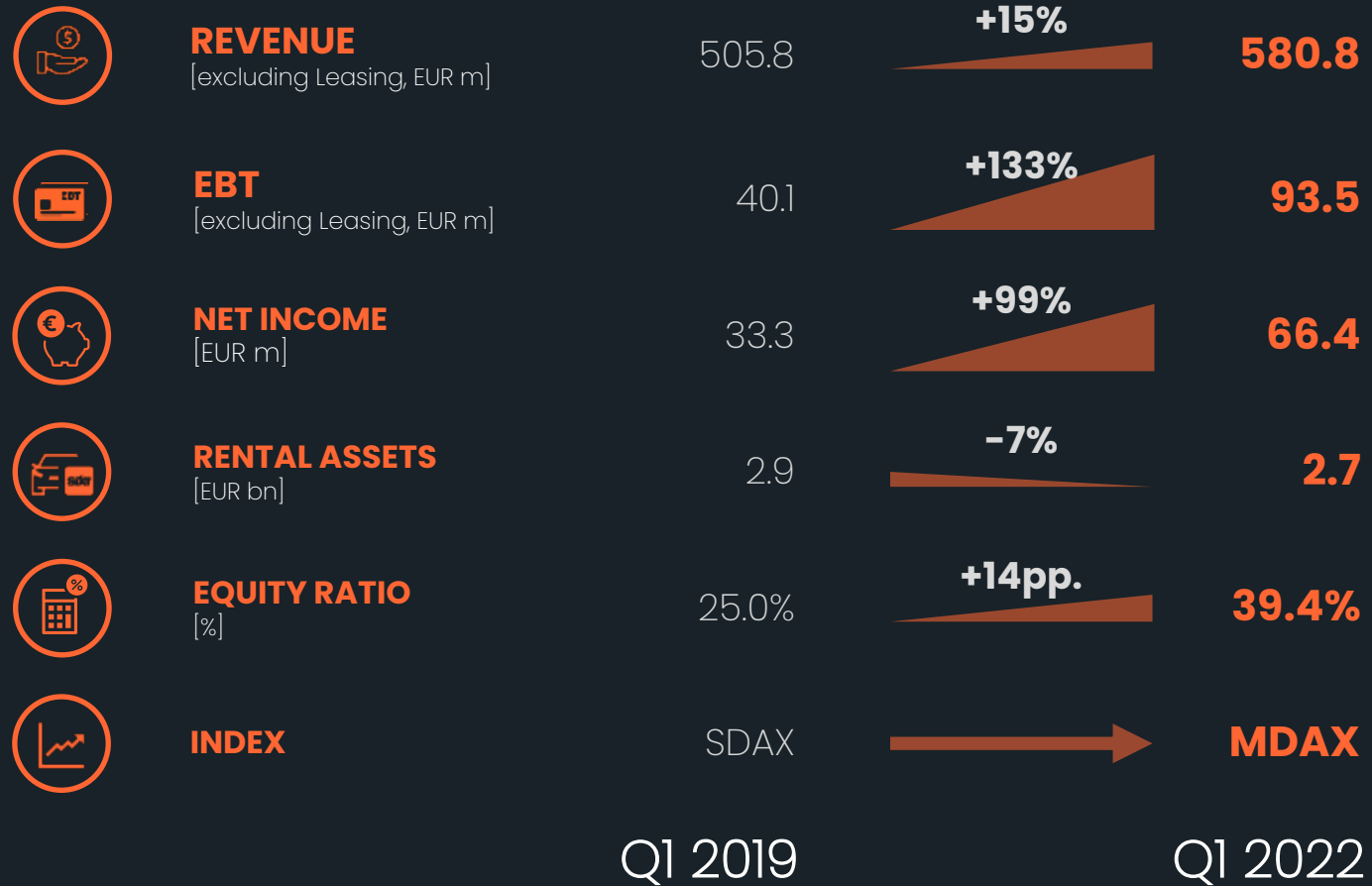
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# Q1 2022 HIGHLIGHTS

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## Q1 PERFORMANCE VS. PRE-PANDEMIC LEVELS



# SIXT DOUBLES PROFIT VERSUS PRE-COVID – DRIVEN BY THE INTERPLAY OF SEVERAL GROWTH FACTORS



BROADER MARKET PRESENCE AS A RESULT OF CONSISTENTLY ADVANCING INTERNATIONALISATION



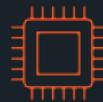
STRONG INTERNATIONAL BUSINESS



INCREASED PRICE LEVEL IN ALL MARKETS



STRICT COST MANAGEMENT



CONTINUOUS DIGITALISATION AND GROWING PRODUCT RANGE



FLEET SIZE WELL UP ON THE SAME QUARTER OF 2021

# STRATEGY & BUSINESS UPDATE

# THE SIXT STRATEGY



# OUR VISION

Transform the way the world moves, because people expect better.

We make mobility as easy and flexible as possible.

Our customers can expect:  
Better cars. Better service.  
Better tech. Better people.



**2022**

USD ~83 bn

**RENTAL  
MARKET**



**2025**

USD ~510 bn

**CAR RENTAL,  
RIDE HAILING, TAXI  
& CAR SHARING**



**2030**

USD ~6,700 bn

**TOTAL MARKET  
INCL. PRIVATE CARS**

**UNLIMITED OPPORTUNITY IN A USD 6.7 TN MARKET**



# SIXT TAKES THE LEAD IN NEW MOBILITY TRENDS

## SHARED MOBILITY

Innovative mobility improves **social inclusivity and economic growth**

**Up to 20%** share of total mobility market by 2040

Requirement of more **sustainable and resilient urban mobility systems**



## AUTONOMOUS VEHICLES

Long term **up to 50% lower cost** per mile compared to driver-based rides

Shift from OEMs to **tech players**

Adoption depends on **regulation, technology readiness and customer preferences**

## MOBILITY AS A SERVICE

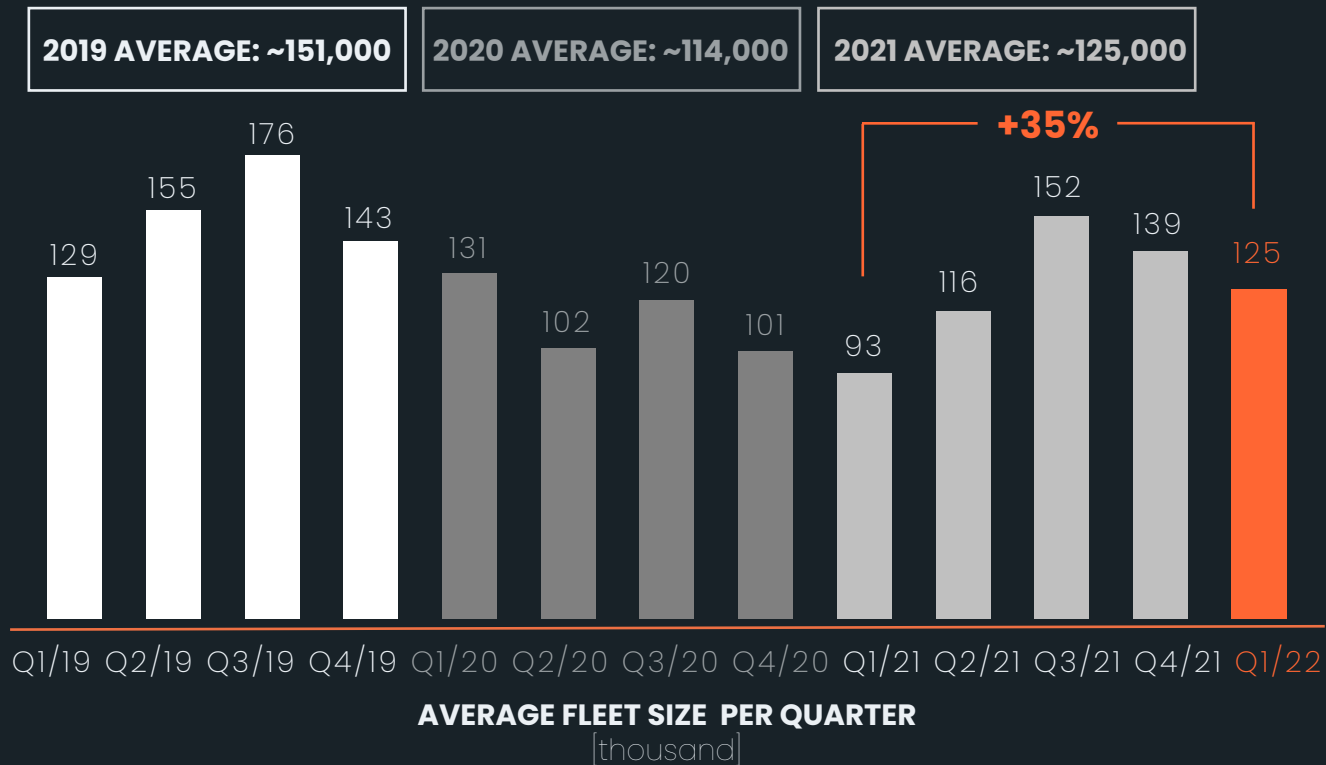
Encourages **move towards new mobility solutions**

Offers **lower cost of usage** versus total cost of ownership

**Micromobility** to show strong post-pandemic growth

# FLEET SIZE BACK ON PRE-COVID LEVELS

**Q1 2022 AVERAGE ~125,000 VEHICLES<sup>1</sup>**



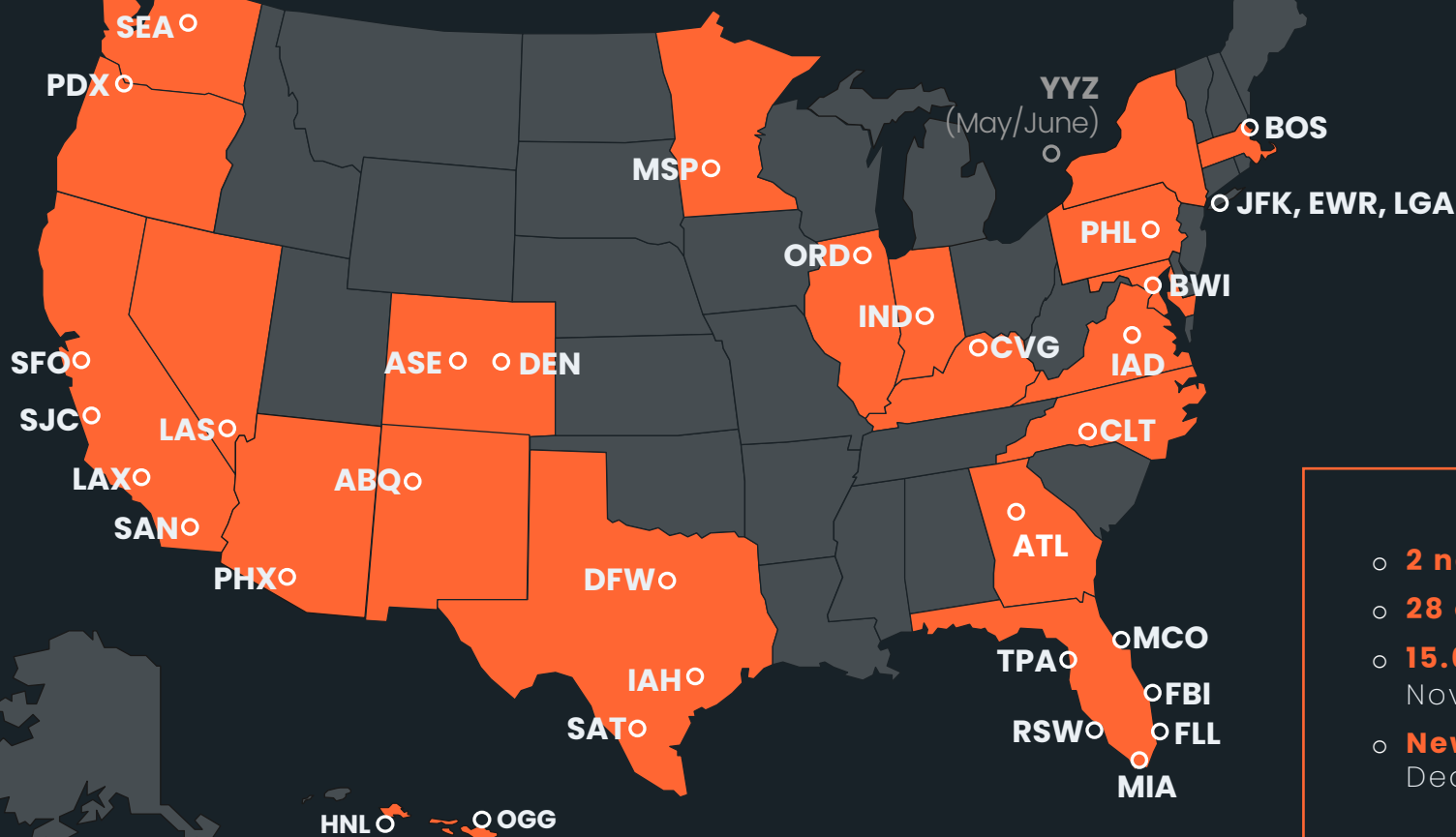


# SIXT NORTH AMERICA NETWORK IS CONSTANTLY GROWING

SIXT airport  
locations

YVR  
(May/June)

CANADA



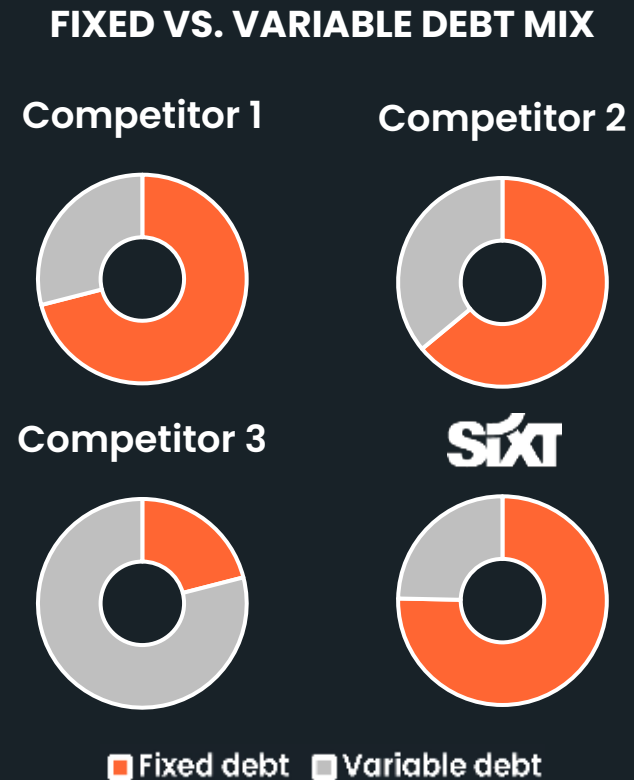
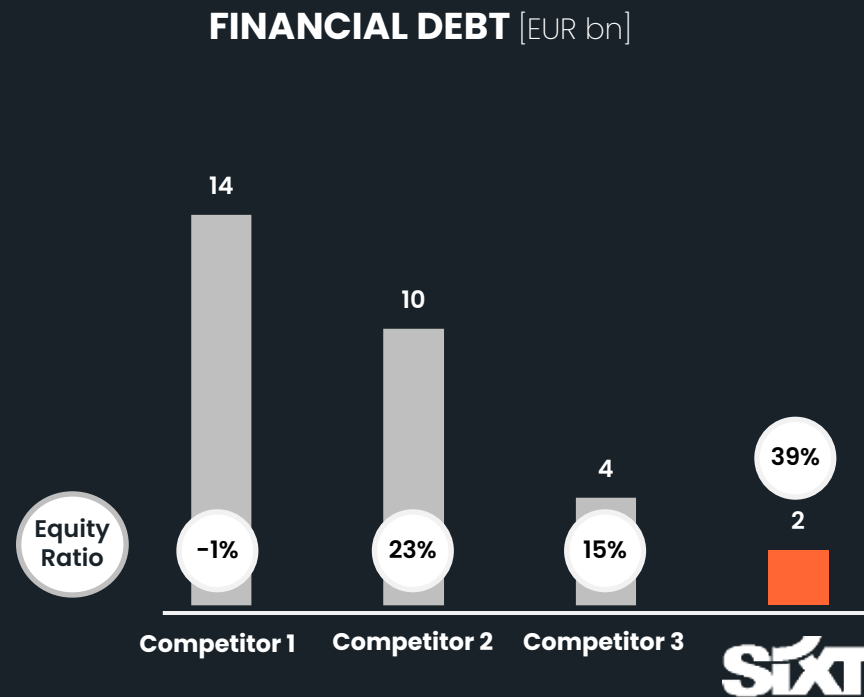
**~100 US LOCATIONS**

thereof 35 AIRPORTS

## SIXT US AIRPORTS

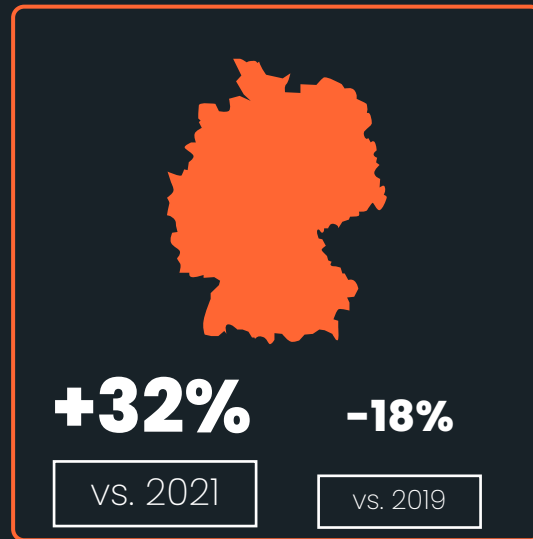
- **2 new** airport locations in 2022
- **28 of the top 30**
- **15.6% brand market share at Miami Airport** in November 2021
- **Newark Airport** market share reached **9.4%** in December 2021

# LOWEST DEBT LEVEL AND HIGHEST FIXED DEBT SHARE AMONG PEERS – SIXT LESS IMPACTED BY INTEREST HIKES

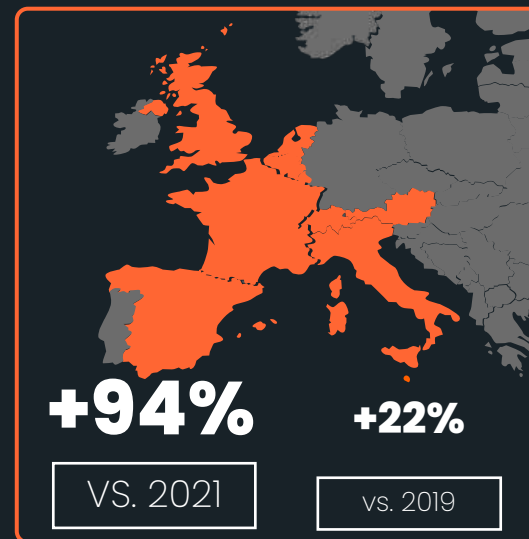


# Q1 2022 RESULTS IN DETAIL

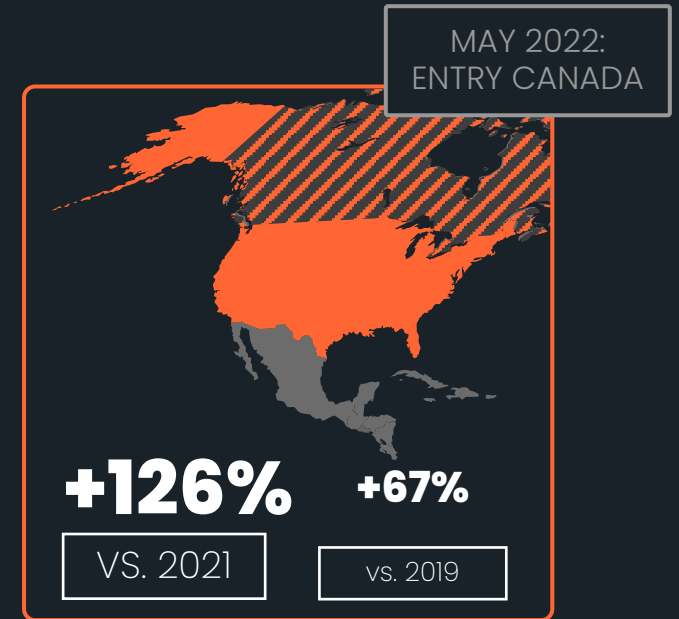
# Q1 2022 REVENUE GROWTH – STRONG IMPROVEMENT ACROSS ALL SEGMENTS



GERMANY



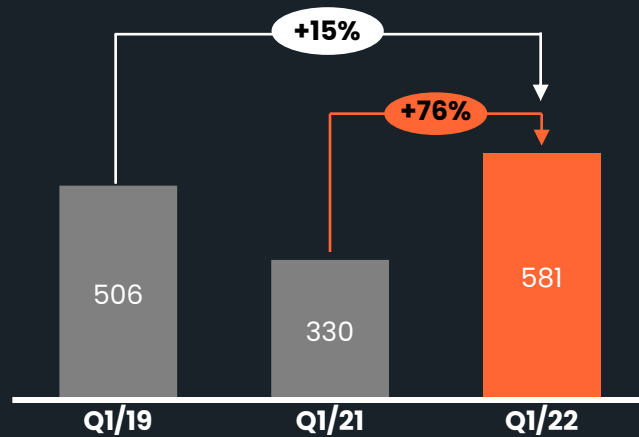
EUROPE



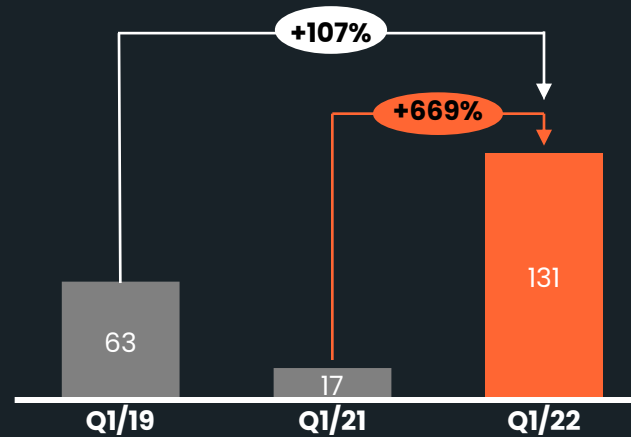
NORTH AMERICA

# PROFIT RECOVERY OUTPACES REVENUE RECOVERY DRIVEN BY GOOD COST CONTROL

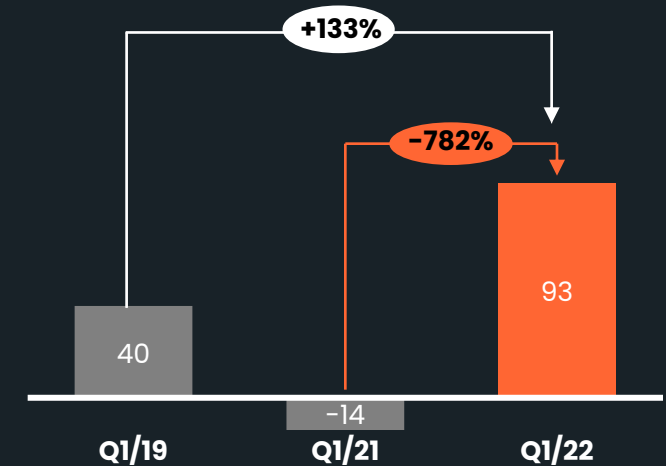
**GROUP  
REVENUE** [EUR m]



**CORPORATE  
EBITDA MOBILITY** [EUR m]

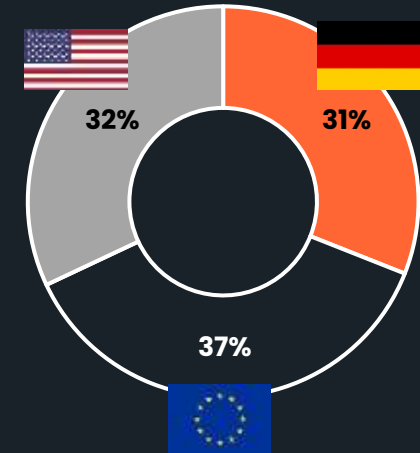
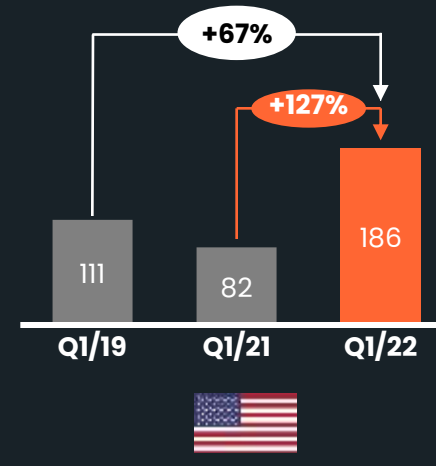
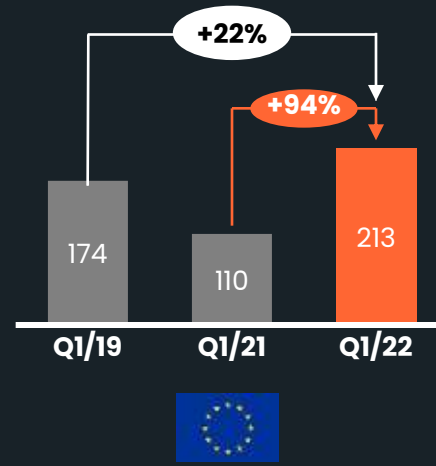
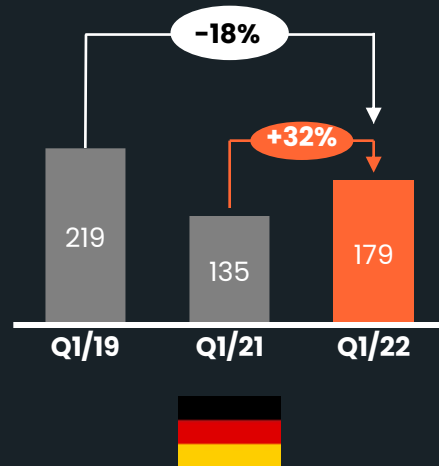


**GROUP EBT**  
[EUR m]

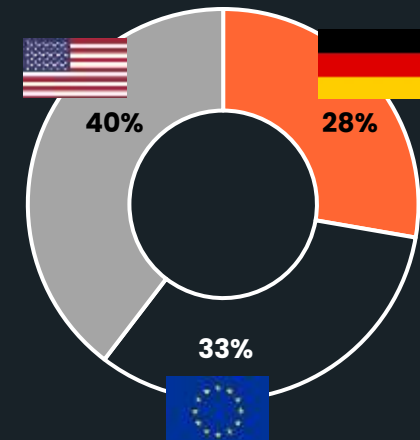
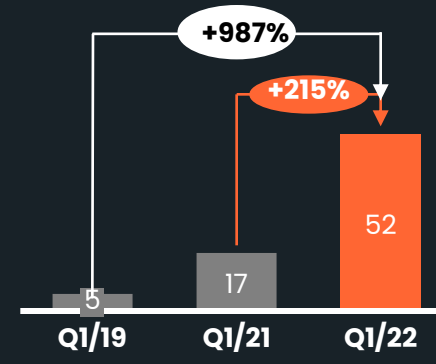
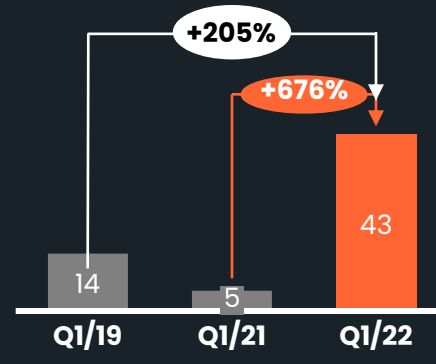
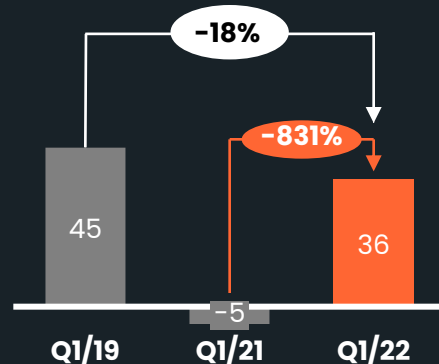


# Q1 2022 SEGMENT UPDATE: PROFITABILITY ABROAD STRONGLY ABOVE PRE-COVID LEVELS

## REVENUE<sup>1</sup> [EUR m]



## CORPORATE EBITDA [EUR m]



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



# OUTLOOK

# OPPORTUNITIES



INTERNATIONAL EXPANSION



FURTHER PRODUCT DIGITALIZATION



TRANSATLANTIC TRAVEL COMEBACK



VAN & TRUCK



ROBUST PRICING



SHARED (E-)MOBILITY

**2022**



**REVENUE  
SIGNIFICANTLY ABOVE  
2021 LEVEL  
EBT EUR 380 M - 480 M**

VEHICLE SOURCING



COVID-19



GROWTH & INFLATION LED  
COST INCREASE



IMPACT OF WAR IN  
UKRAINE



SLOW CORPORATE  
TRAVEL RETURN



# CHALLENGES



# SIXT

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