



SIXT
Q3 2022
Investor Presentation

PULLACH
9 NOVEMBER 2022

DISCLAIMER

This presentation (together with the presenters' speeches and any other related verbal or written communications the "Presentation") contains forward-looking statements relating to the business, financial performance and results of Sixt SE (together with its subsidiaries, the "Company") and/or the industry in which the Company operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. Forward-looking statements, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular in the Company's target markets and changes in competition levels. The Company does not guarantee that the assumptions underlying forward-looking statements are free from errors nor does it accept any responsibility for the future accuracy of opinions or any obligation to update the statements in the Presentation to reflect subsequent events. Forward-looking statements are made only as of the date of the Presentation. Neither the delivery of the Presentation nor any further discussions of the Company with any of the recipients thereof shall, under any circumstances, create any implication that there

has been no change in the affairs of the Company since such date. Consequently, the Company does not undertake any obligation to review, update or confirm expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of the Presentation. Furthermore, a totally different performance can ensue from an unexpected slump in demand or economic stagnation in our key markets. The actual development can differ materially from the forecasts made in this Presentation, in case one of the aforementioned risks or other risks not mentioned here should materialize and/or the assumption on which we have based our forecasts and prospects turn out to be wrong.

Certain industry and market information in the Presentation and/or related materials has been obtained by the Company from third party sources. The Company has not independently verified such information and neither the Company nor any of its directors provides any assurance as to the accuracy, fairness or completeness of such information or opinions contained in this document and neither the Company nor any of its directors takes any responsibility for such information. This Presentation contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the basis of any analysis or other evaluation. In addition, the information in the Presentation is subject to change. No representation or warranty

(express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein. Due to rounding it is possible that figures may not add up exactly and that half or full year figures do not correspond to added quarterly figures. For the same reason, percentages may not exactly match absolute numbers they correspond to.

The Presentation does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company, nor shall it or any part of it form the basis of or be relied on in connection with any other investment whatsoever.

Q3 2022 HIGHLIGHTS

Q3 2022 HIGHLIGHTS

Q3 PERFORMANCE Y-O-Y



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 CO₂ REDUCTION AND
DEMAND FOR SMART E-MOBILITY

STRATEGY & BUSINESS UPDATE

EXPERIENCED AND ENLARGED MANAGEMENT BOARD



 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



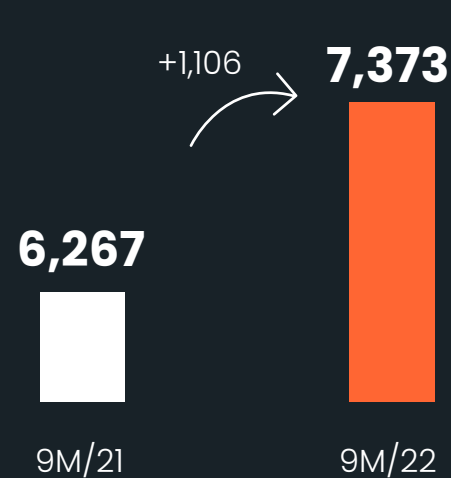
ESG

... strategy launched

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

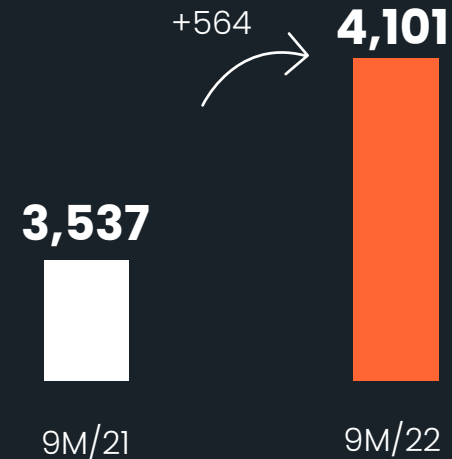
Total increase in Personnel

[Average number of employees]



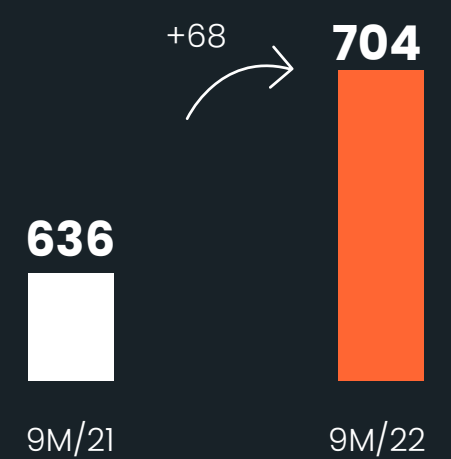
Increase in Personnel - Operations

[Average number of employees]



Increase in Personnel - TECH

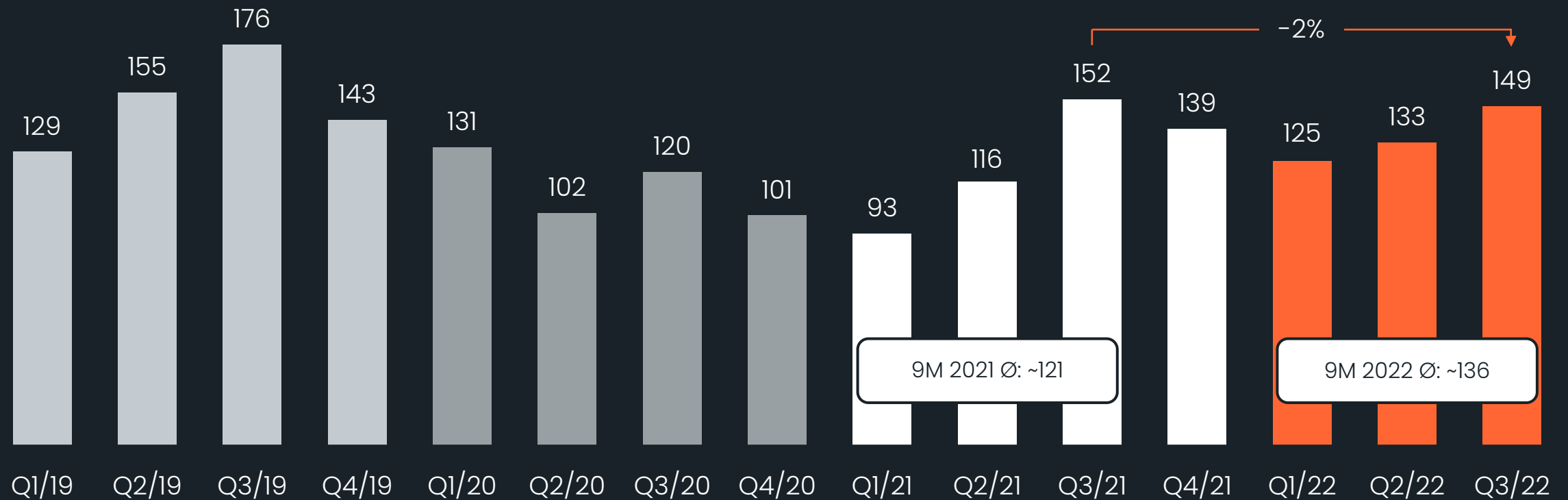
[Average number of employees]



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

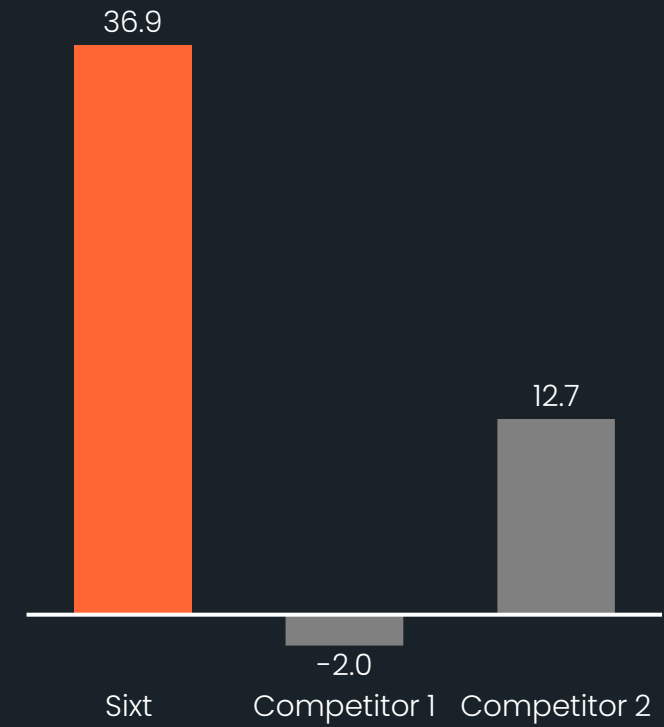
SECURE ACCESS TO FINANCIAL RESOURCES

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

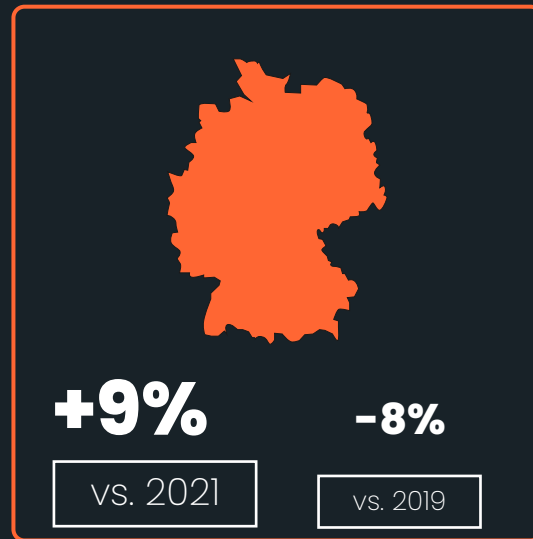
OVERALL FINANCING COSTS BENEFIT FROM LACK OF HIGH GOODWILL OR OTHER INTANGIBLES

EQUITY RATIO [%]¹

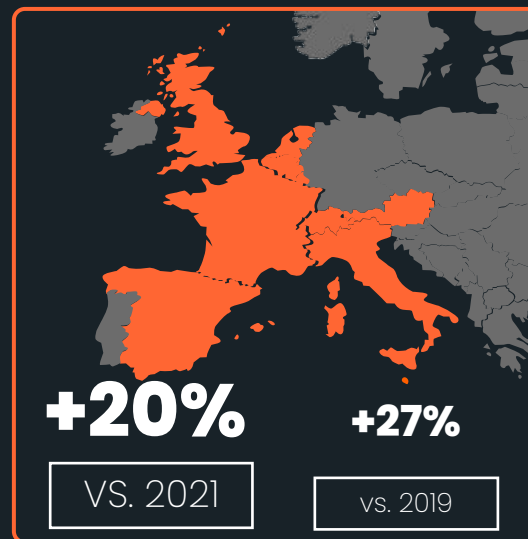


Q3 2022 RESULTS IN DETAIL

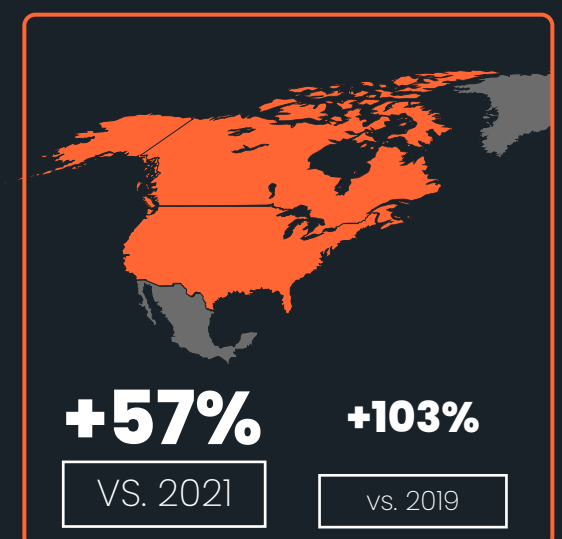
STRONG Q3 2022 Y-O-Y REVENUE GROWTH FUELED BY ALL SEGMENTS



GERMANY



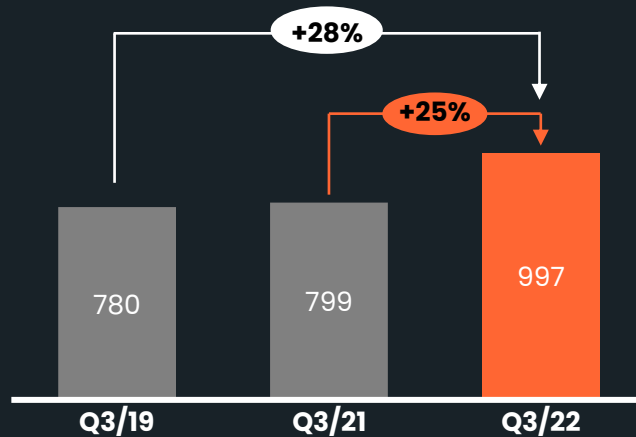
EUROPE



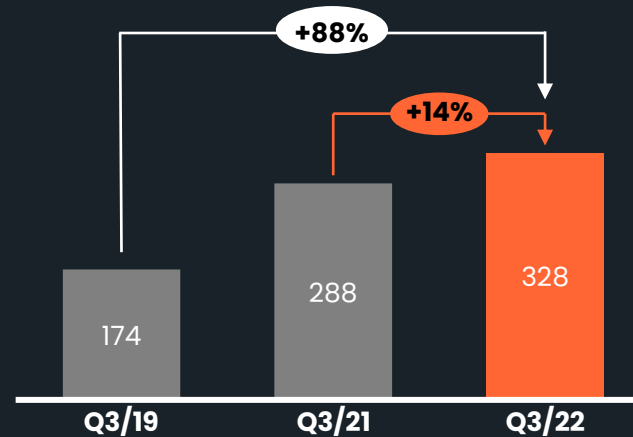
NORTH AMERICA

DOUBLE DIGIT REVENUE AND PROFIT GROWTH THANKS TO FAVOURABLE MARKET TRENDS

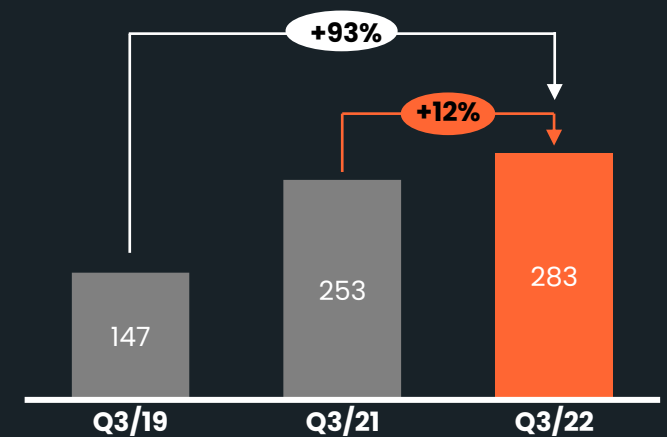
**GROUP
REVENUE** [EUR m]



**CORPORATE
EBITDA MOBILITY¹** [EUR m]



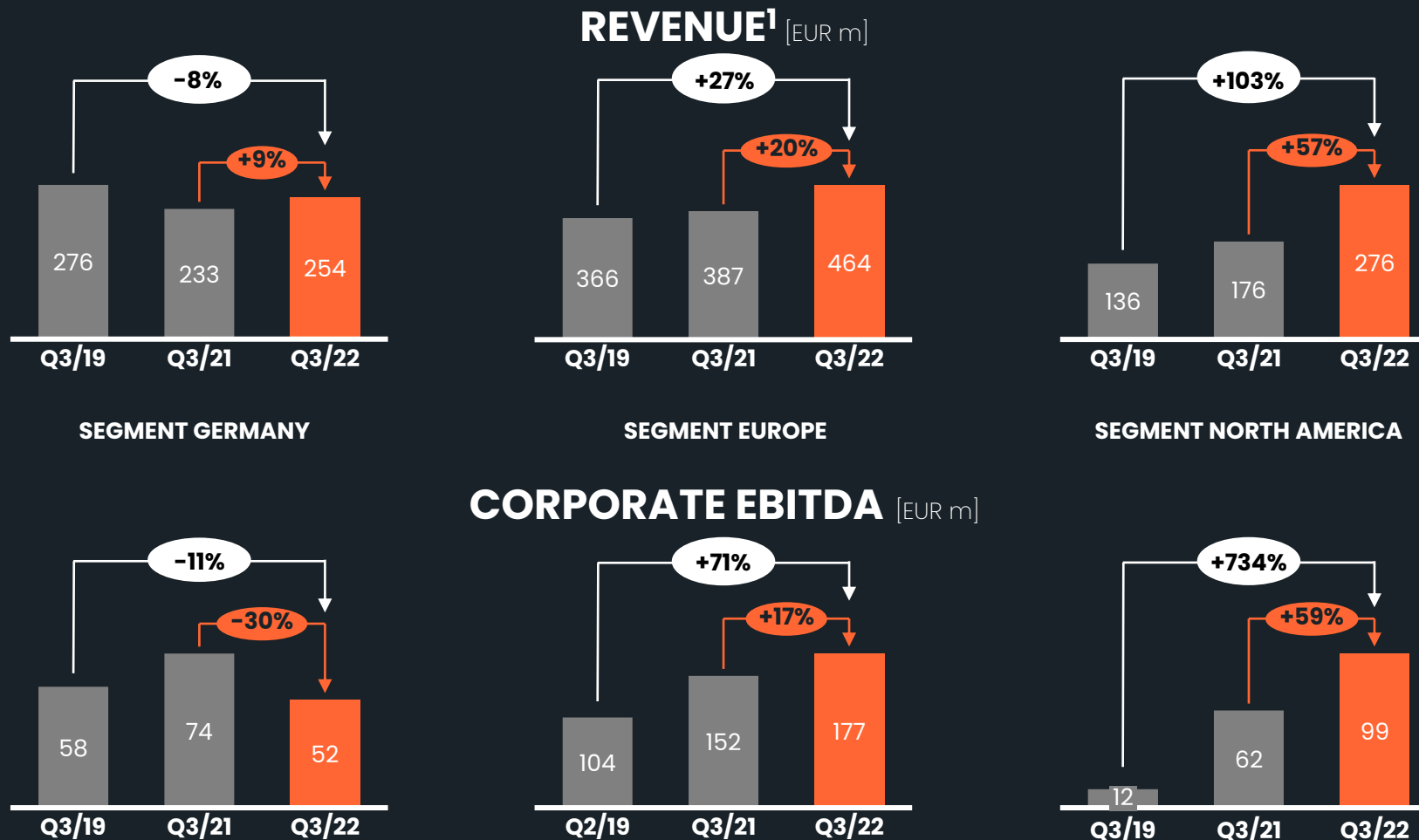
GROUP EBT
[EUR m]



¹Sum of Corporate EBITDA of segments Germany, Europe and North America

Q3 2022 SEGMENT UPDATE: REVENUE AND PROFITABILITY

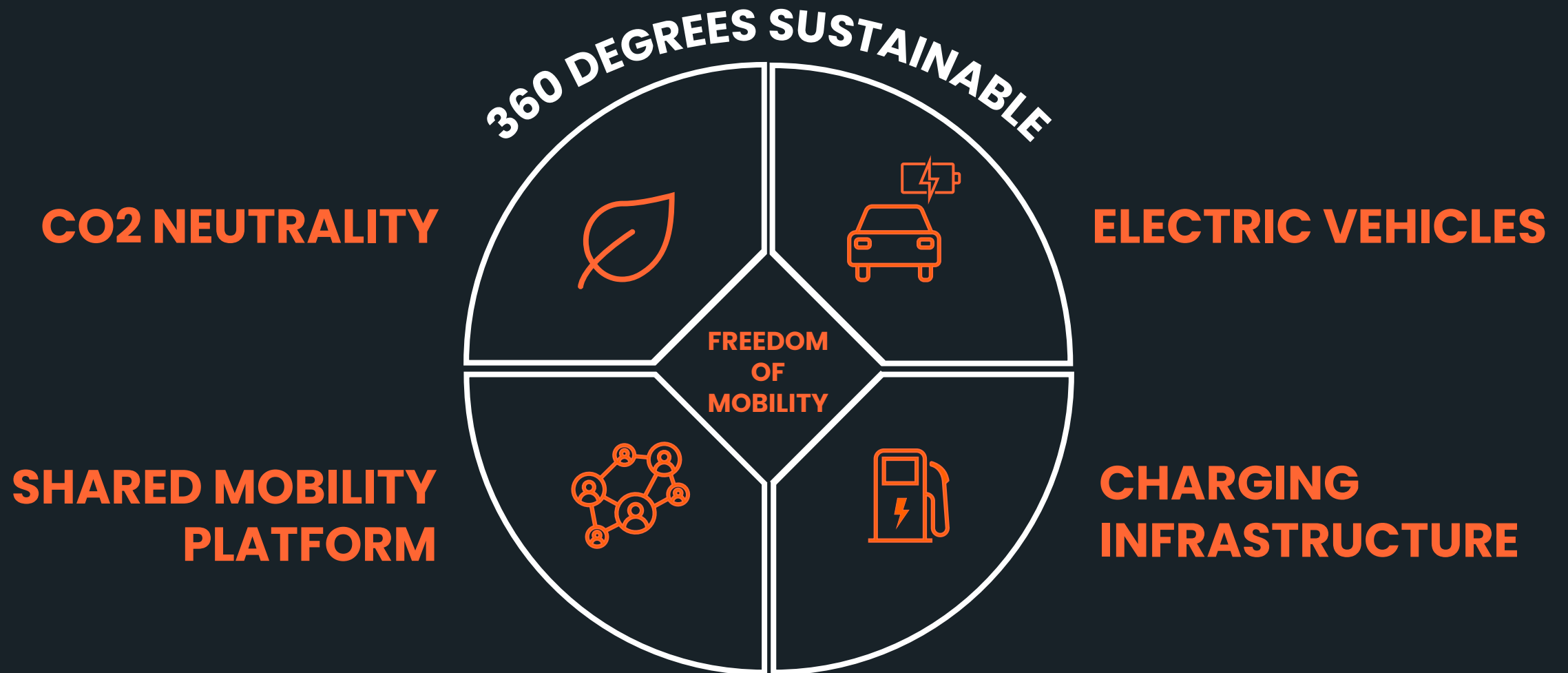
ABROAD STRONGLY ABOVE PRE-COVID LEVELS



¹Share 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
COMMUNICATED¹ 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




CONTACT DETAILS

SIXT SE
Investor Relations

Zugspitzstrasse 1
82049 Pullach

 +49 (0)89 74444 – 5104

 investorrelations@sixt.com



Prof. Dr. Kai Andrejewski
CHIEF FINANCIAL
OFFICER



Nicole Schillinger
HEAD OF INVESTOR
RELATIONS



Sophia Patzak
SENIOR PROFESSIONAL
INVESTOR RELATIONS