



SIXT Investor Presentation

Oddo BHF Forum 2023 / UniCredit & Kepler Chevreux GCC
9 / 16&17 January 2023

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Q3 2022 HIGHLIGHTS

Q3 2022 HIGHLIGHTS

Q3 PERFORMANCE Y-O-Y



Q3 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



16

**Konstantin
Sixt**

Co-CEOs



14

**Alexander
Sixt**



19

**Nico
Gabriel**

COO



2

**Kai C.
Andrejewski**

CFO



3

**James
Adams¹**

CCO



7

**Vinzenz
Pflanz¹**

CBO

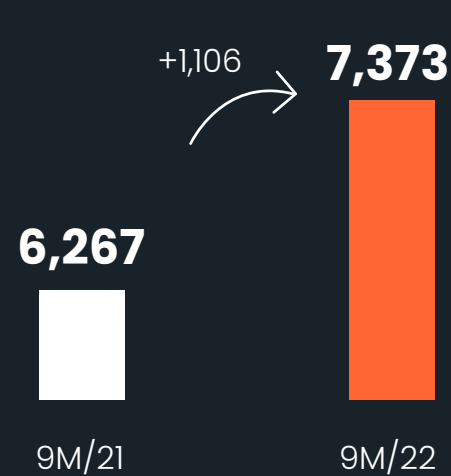


Years with Sixt

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

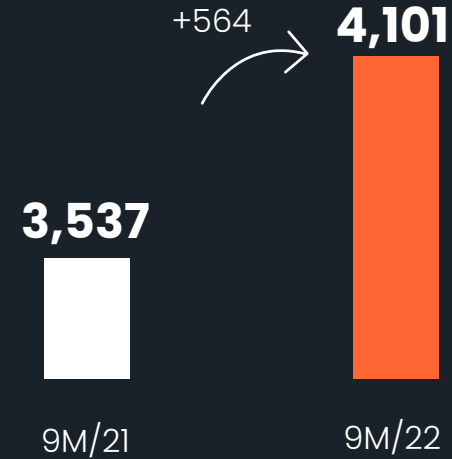
Total increase in Personnel

[Average number of employees]



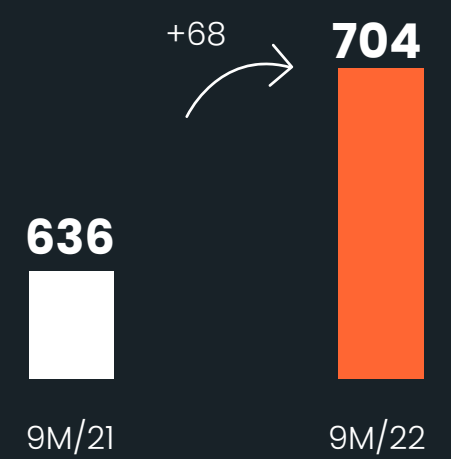
Increase in Personnel - Operations

[Average number of employees]

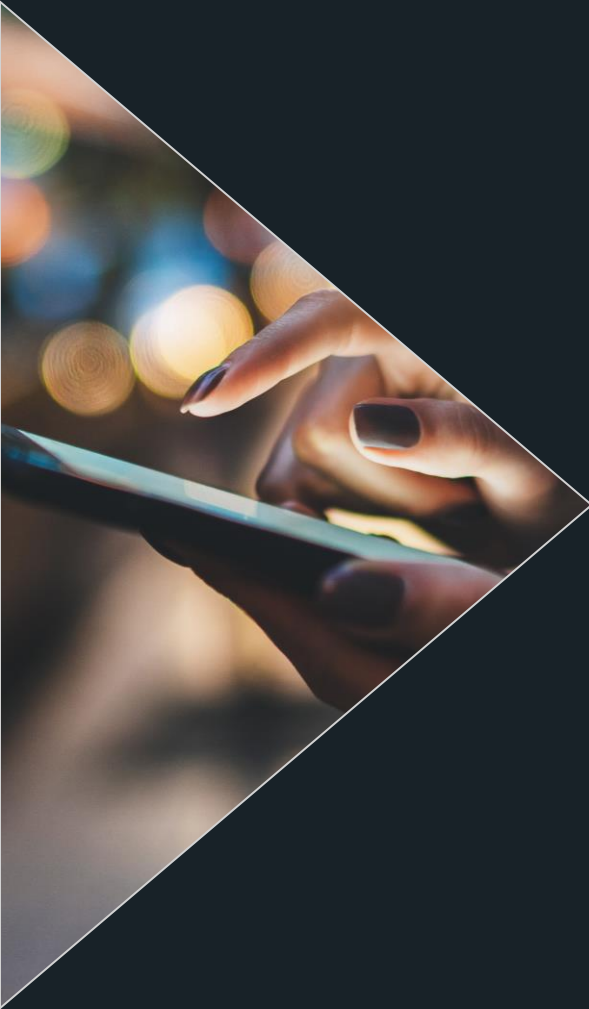


Increase in Personnel - TECH

[Average number of employees]



THE SIXT STRATEGY



ONE PREMIUM PRODUCT PLATFORM



SIXT+

- Car Subscription Business
- Launched in 2020, now available in all Corporate Countries
- Flexible all-incl. offering
- Stable monthly cash-flows for Sixt



SIXT Rent

- Short- and Long-Term Car Rental
- >240,000 vehicles
- >2,100 branches
- Completely digital rental process via the SIXT App



SIXT Truck

- Light Commercial Vehicle Rental
- Division launched in 2021
- >900 branches



SIXT Share

- Free-floating carsharing
- High share of electrification – >70% battery electric vehicles
- >2.5 million trips in 2021



SIXT Ride

- Ride Hailing and Event Service Business
- Currently available in more than 400 cities in 50 countries worldwide
- >2,500 partners
- >5 million drivers



SIXT Micro

- Last Mile Micro Mobility: Scooter & Bikes
- >300k scooter journeys

FROM
LONG-TERM
MOBILITY

TO
SHORT-TERM
MOBILITY

YEARS

MINUTES

Asset Ownership
Asset heavy
KEY COMPETITORS
Finn, VW Auto Abo,
CARE by Volvo

Asset Ownership
Asset heavy
KEY COMPETITORS
Enterprise, Avis,
Europcar, Hertz

Asset Ownership
Asset heavy
KEY COMPETITORS
Northgate, Europcar

Asset Ownership
Asset heavy
KEY COMPETITORS
Miles, ShareNow

Asset Ownership
Asset light
KEY COMPETITORS
Uber, Lyft

Asset Ownership
Asset light
KEY COMPETITORS
Bird, Lime

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

GROWTH MODEL IN LINE WITH PARIS AGREEMENT AND EU GREEN DEAL

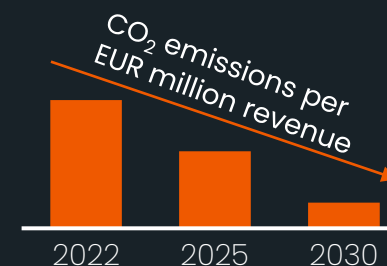
GLOBAL:
UNITED NATIONS PARIS
CLIMATE AGREEMENT

EUROPE:
THE EUROPEAN GREEN DEAL

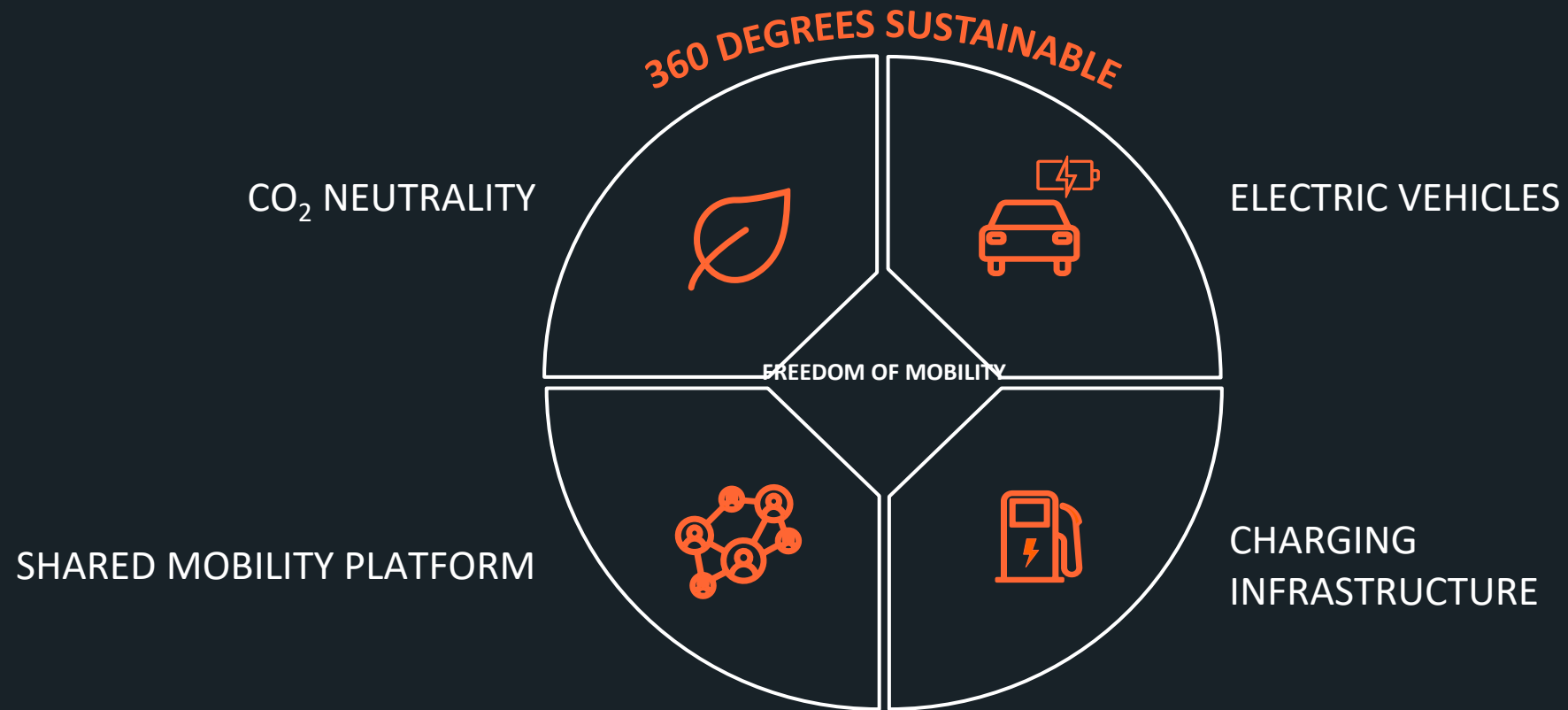
- CO₂ NEUTRALITY**
- GREENHOUSE PROTOCOL
 - SCIENCE BASED TARGETS

SIXT's business model allows for quantitative growth, even under stricter regulatory conditions as it takes on a new quality. This quality is based on:

- Increased purchase of **electric vehicles**
- More **sustainable procurement** of other commodities
- Provision and further development of **charging infrastructure**
- **Promotion of shared mobility** (with advantages for space requirements and energy consumption)
- **CO₂ neutrality** in own operations by 2023 (partly by offsetting)



OUR SUSTAINABILITY STRATEGY: APPROACH ON FOUR LEVERS AT THE SAME TIME



ALL SIXT PRODUCTS ADDRESS CHALLENGES OF ENERGY CONSUMPTION, EMISSIONS, AND CONGESTION

...ALL IN ONE APP

SIXT rent a car
SIXT rent a truck
RENT

SIXT share
CAR-SHARING

SIXT ride
RIDE HAILING

SIXT micro
MICRO MOBILITY

SIXT+
SUBSCRIPTION



**SHARED MOBILITY
FOR MORE
SUSTAINABILITY**

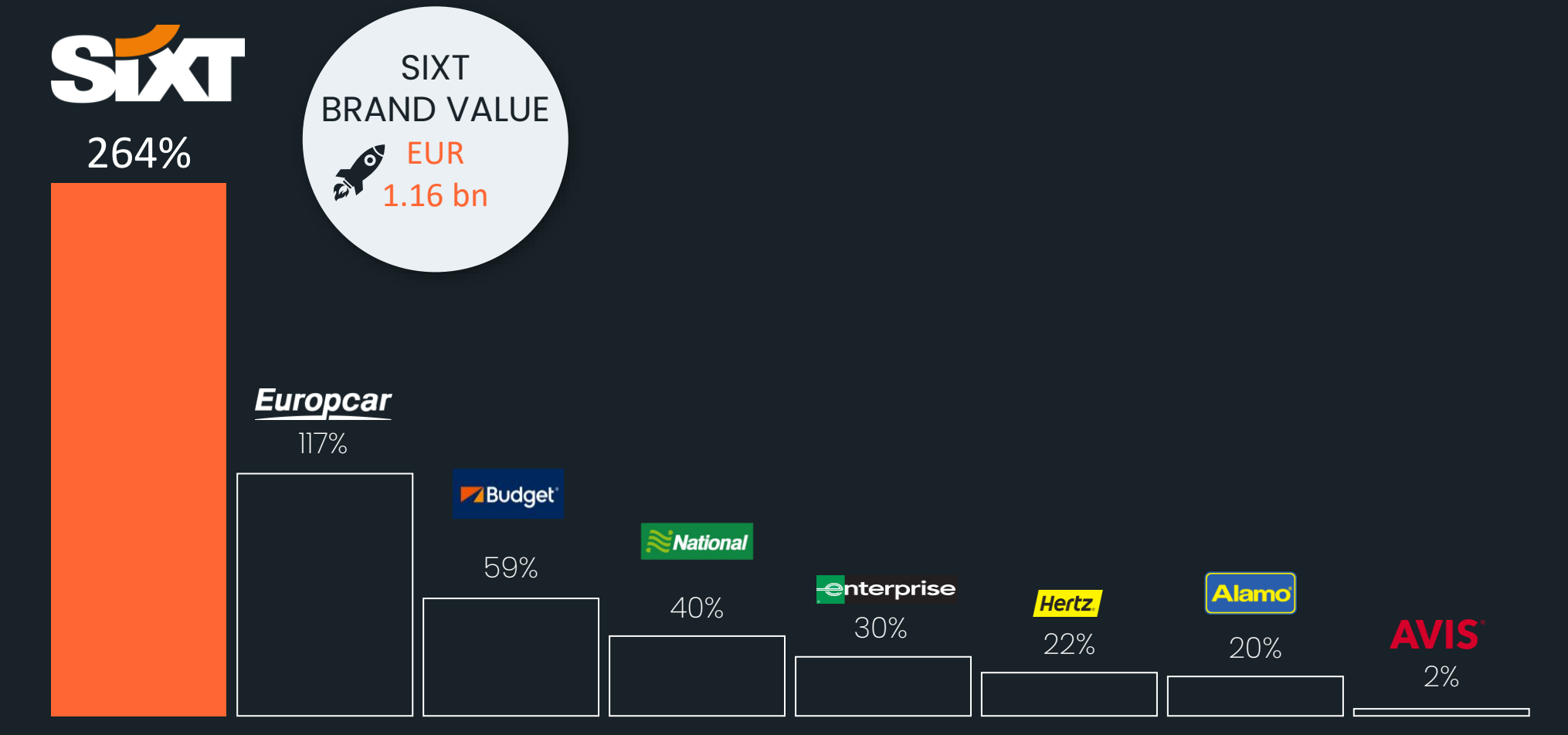


SHARED CARS CAN RELIEVE CITIES SIGNIFICANTLY

One car sharing vehicle can save up to **20 PRIVATE CARS** and up to **200M² of PARKING SPACE***

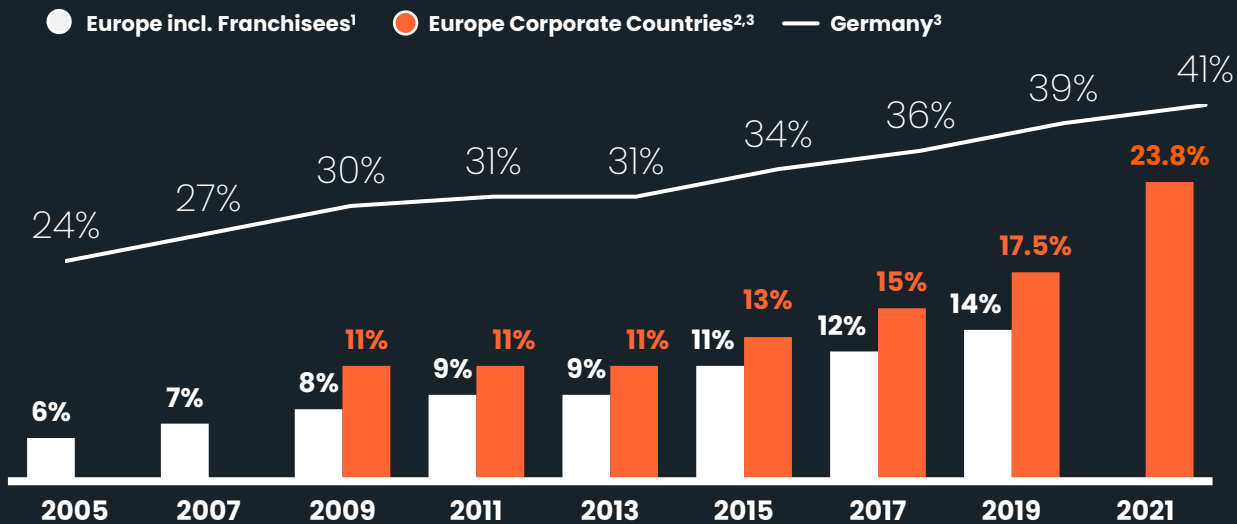
*Source: CarSharing e.V., 2016

SIXT HAS BEEN THE FASTEST GROWING BRAND AMONGST TOP RENTAL CAR PLAYERS 2017-2022

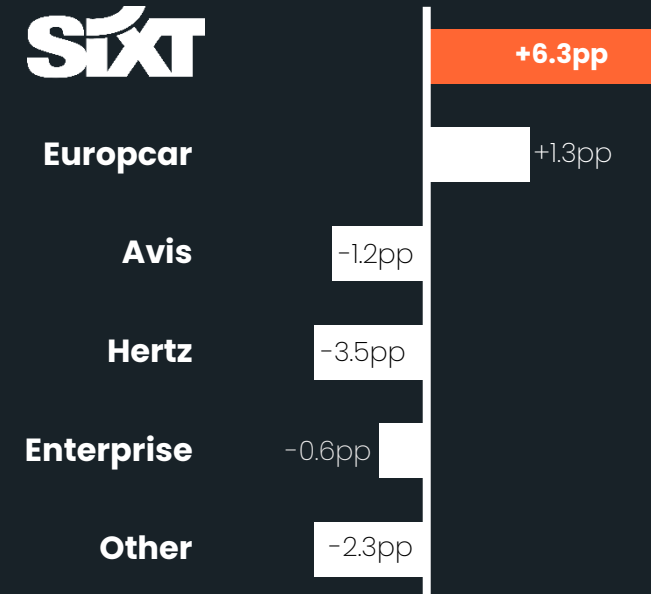


SNAPSHOT EUROPE: SUBSTANTIAL MARKET SHARE GAIN OF >6PP IN 2021 VS. 2019

MARKET SHARES
2005 to 2021



MARKET SHARE GROWTH
IN EUROPE 2021 vs. 2019³

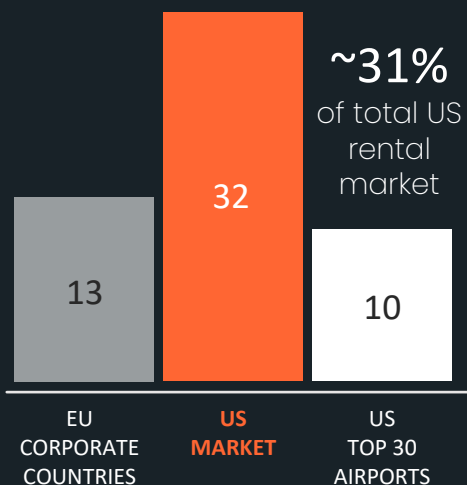


¹Figures 2005-2014 according to Jefferies (Research Report as of 1 April 2020) and figures 2015-2019 according to J.P. Morgan; ²Sixt European Corporate Countries including Germany, excluding Lux and Monaco; ³Market shares according to Euromonitor and own estimates

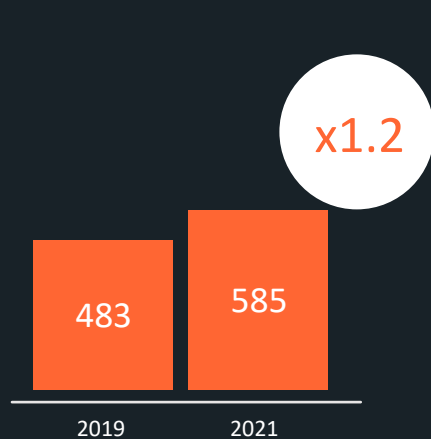


SNAPSHOT USA: SIGNIFICANT GROWTH IN THE WORLD'S LARGEST CAR RENTAL MARKET

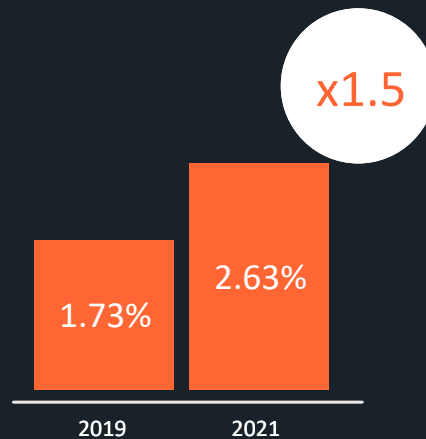
US RENTAL MARKET SIZE 2019
USD bn



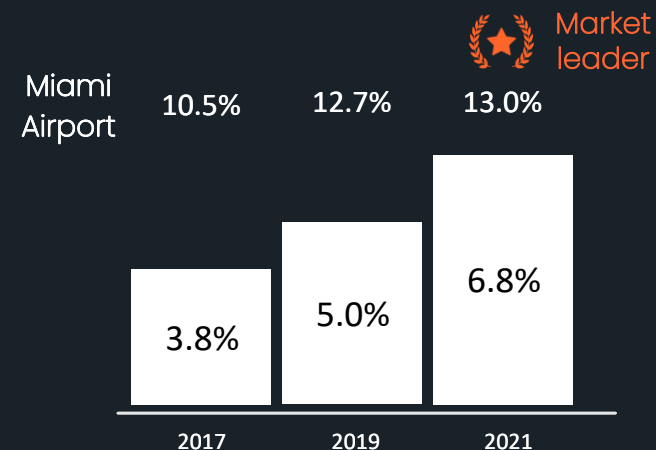
SIXT's US REVENUE
EUR m



SIXT's US MARKET SHARE



SIXT's TOP 10 AIRPORTS MARKET SHARE



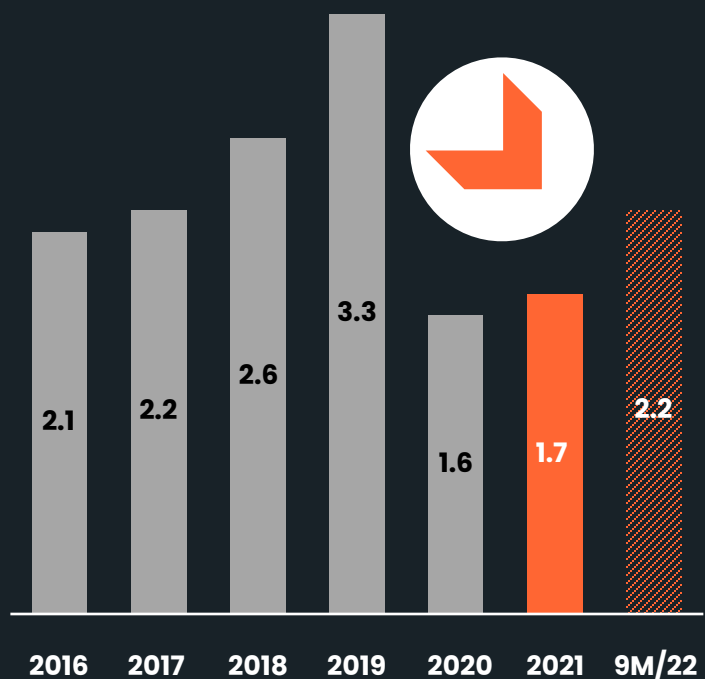
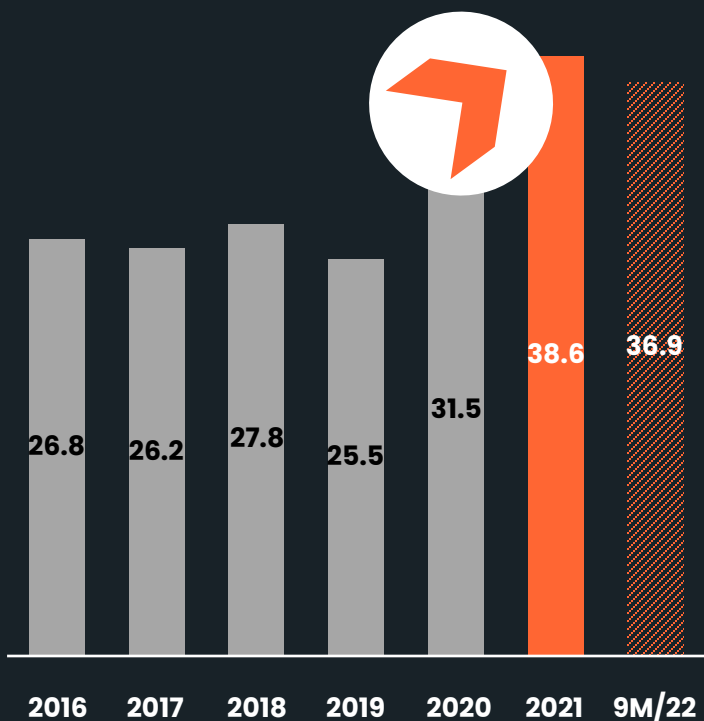
LIMITED AND WELL-MANAGED RESIDUAL VALUE RISK



HIGH EQUITY RATIO AND LOW NET FINANCIAL DEBT

EQUITY RATIO [%]

NET FINANCIAL DEBT [EUR bn]



**Interest Coverage
9M/22**

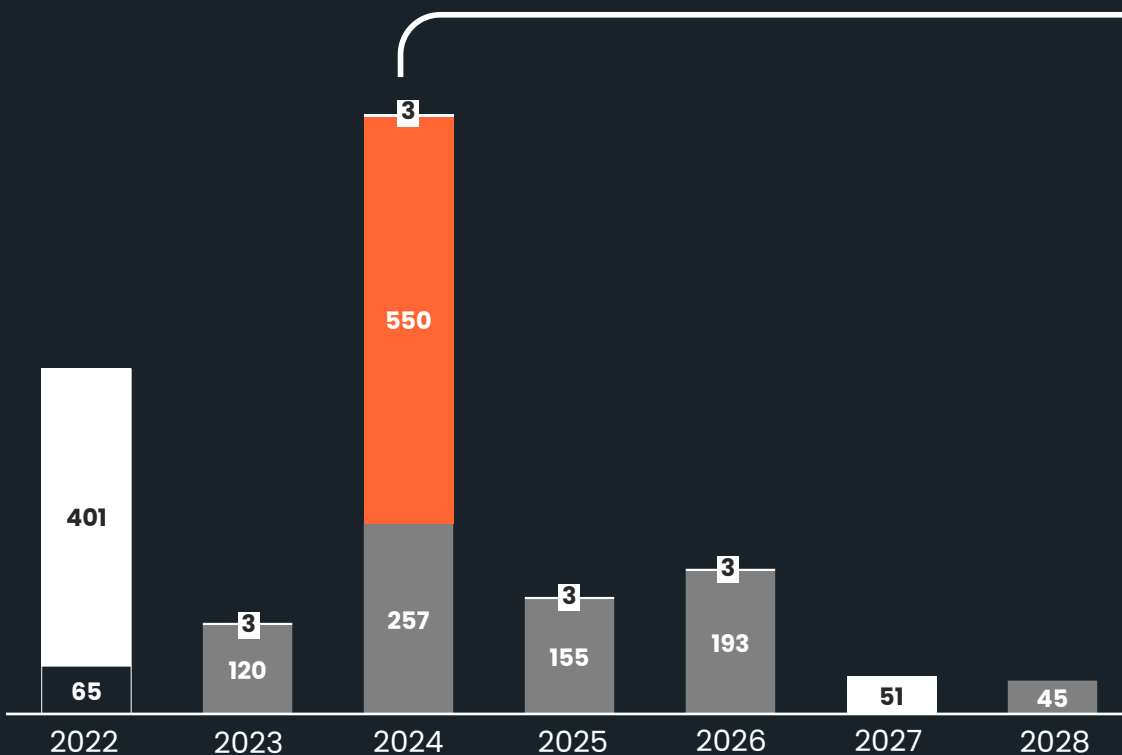
36.8

Source: Annual Reports and Q3 2022 Statement; Interest Coverage calculated as EBITDA divided by net interest expense

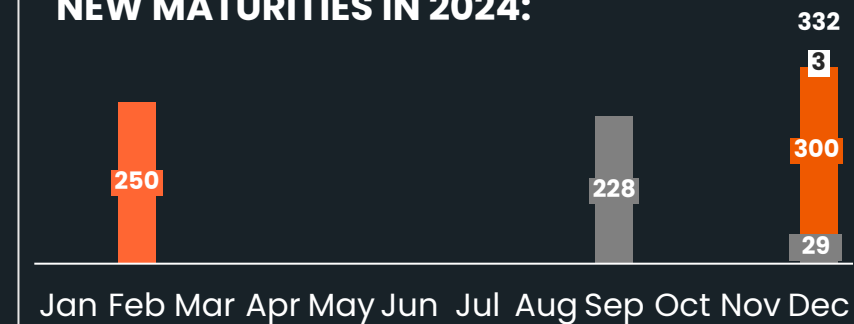
MATURITY PROFILE OF FINANCING SOURCES

MATURITY PROFILE AS AT 30 SEPTEMBER 2022¹

[EUR m]



NEW MATURITIES IN 2024:

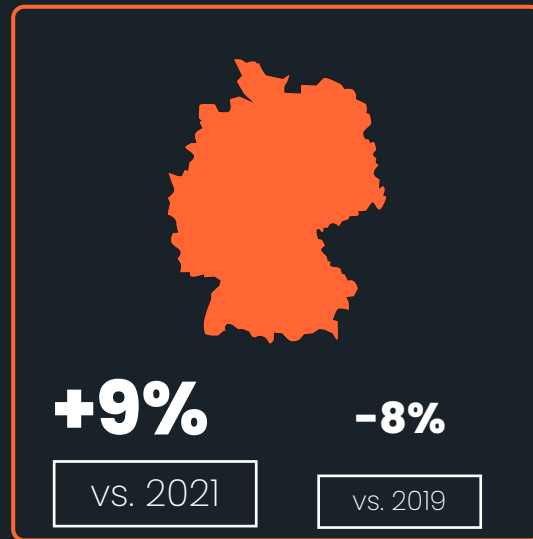


- Bonds
- Borrower's note loans
- Commercial papers
- Utilisation of bilateral credit lines

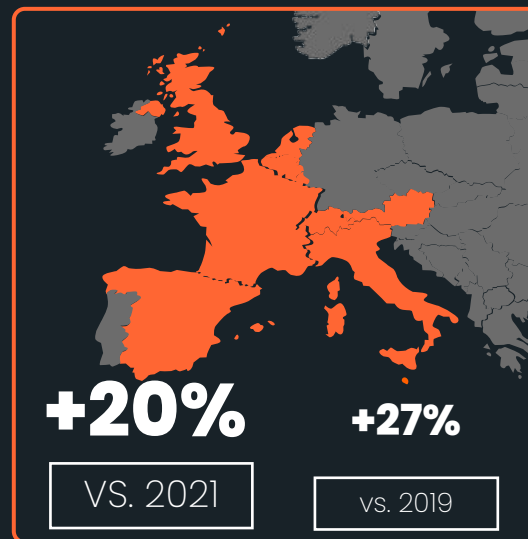
¹Financial liabilities as at 30 September 2022; Repayment amounts excluding accrued and in future payable interest; Lease liabilities resulting from leases recognised in accordance with IFRS 16 are not included

Q3 2022 RESULTS IN DETAIL

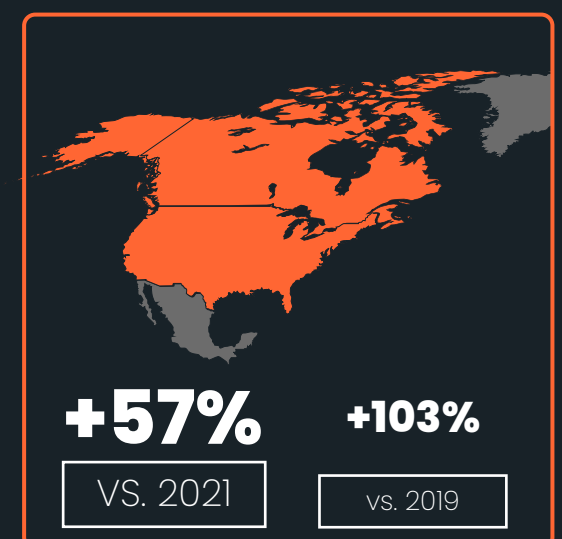
STRONG Q3 2022 Y-O-Y REVENUE GROWTH FUELED BY ALL SEGMENTS



GERMANY



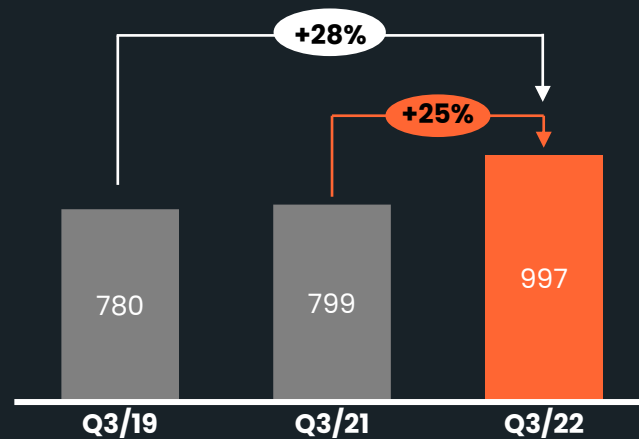
EUROPE



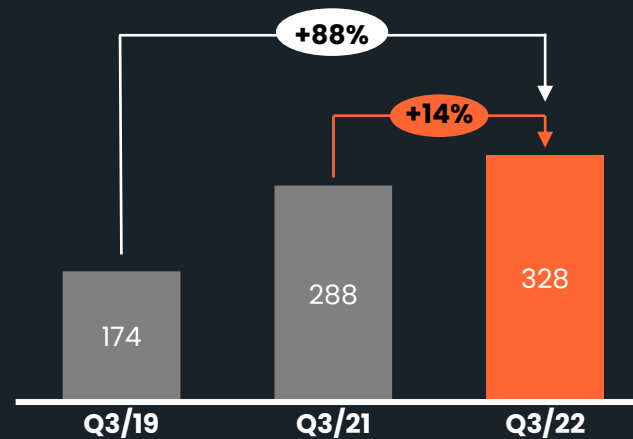
NORTH AMERICA

DOUBLE DIGIT REVENUE AND PROFIT GROWTH THANKS TO FAVOURABLE MARKET TRENDS

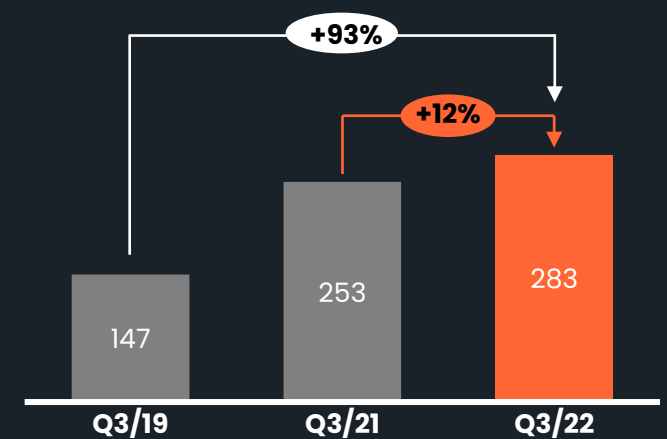
GROUP REVENUE [EUR m]



CORPORATE EBITDA MOBILITY¹ [EUR m]



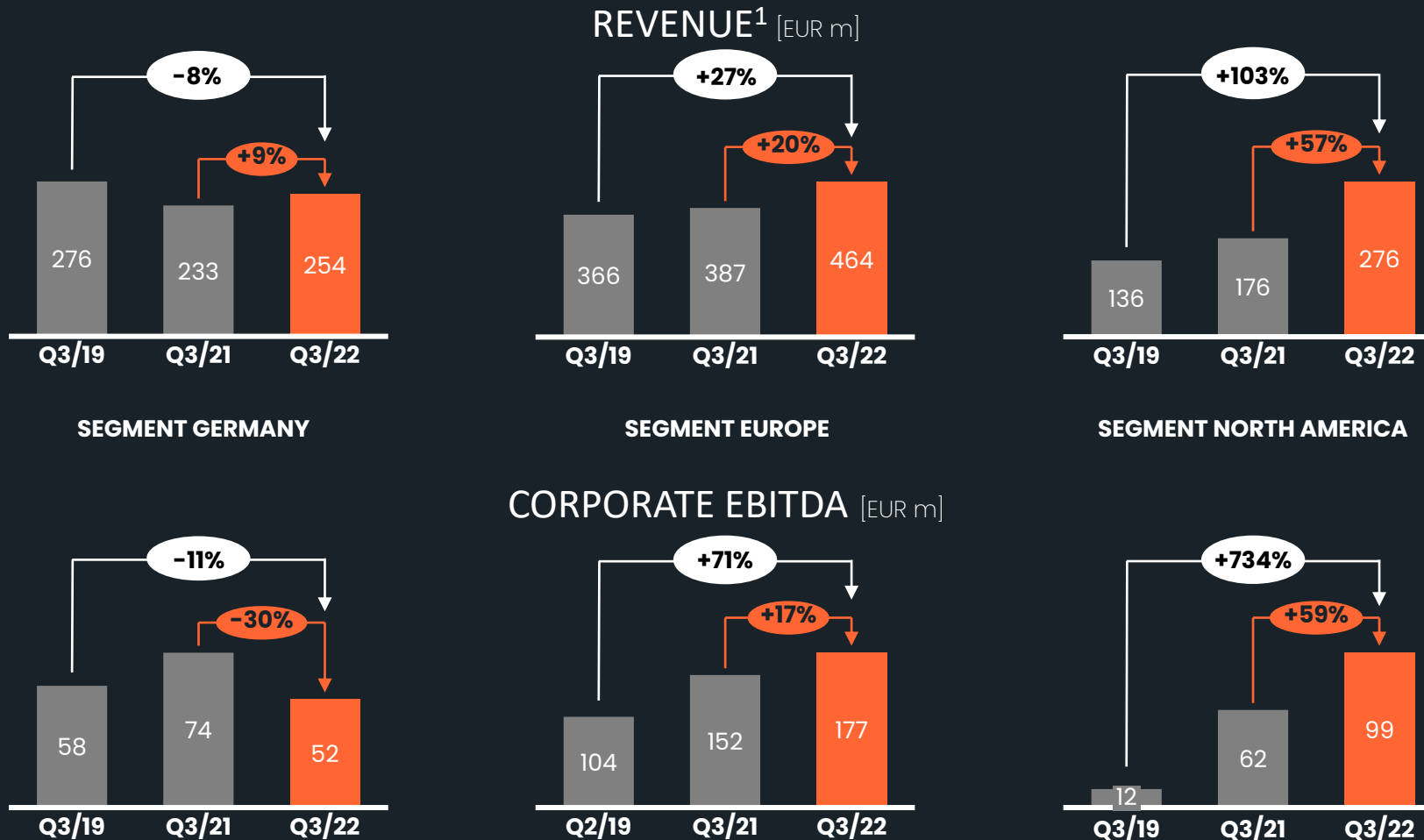
GROUP EBT [EUR m]



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

Q3 2022 SEGMENT UPDATE: REVENUE AND PROFITABILITY

ABROAD STRONGLY ABOVE PRE-COVID LEVELS

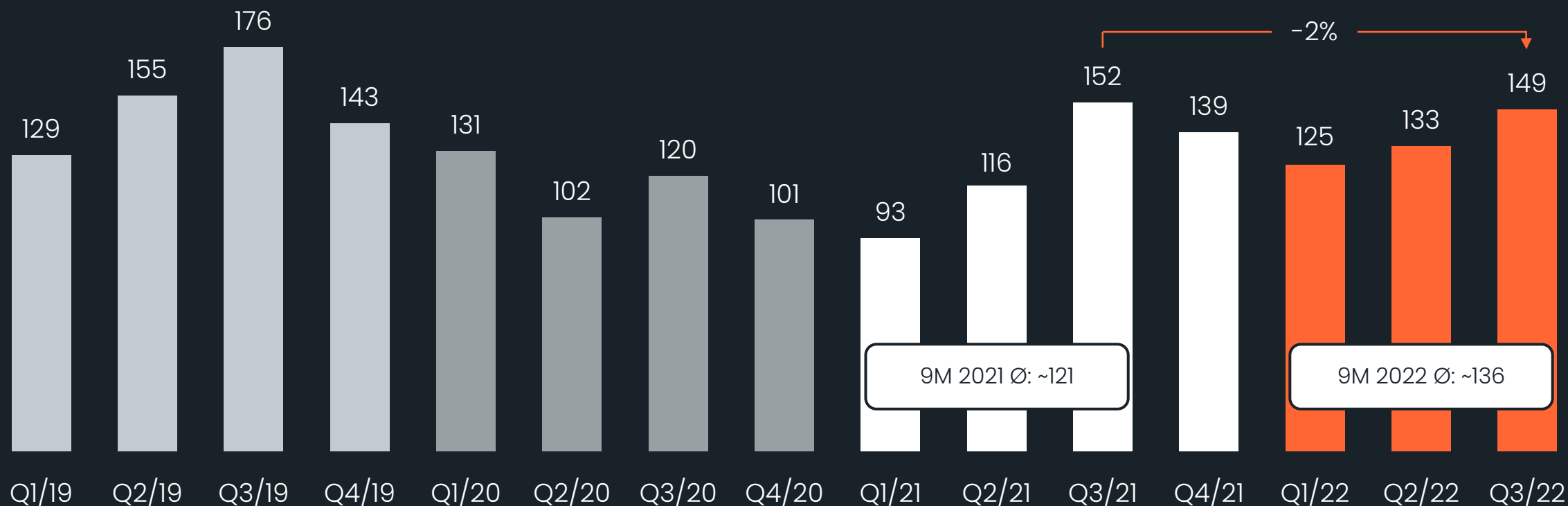


¹Share of Group operating revenue generated in the respective regional segments (Germany, Europe excl. Germany, and North America)

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

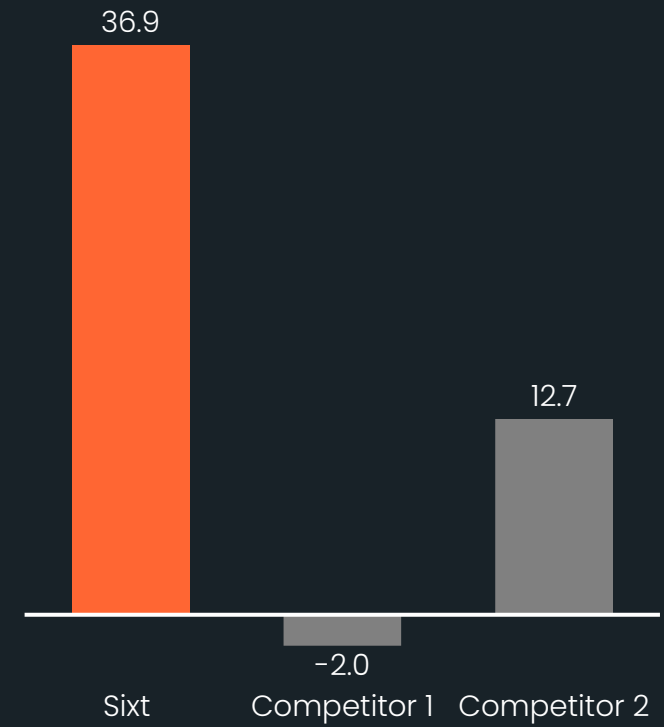
SECURE ACCESS TO FINANCIAL RESOURCES

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



OUTLOOK

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
- 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

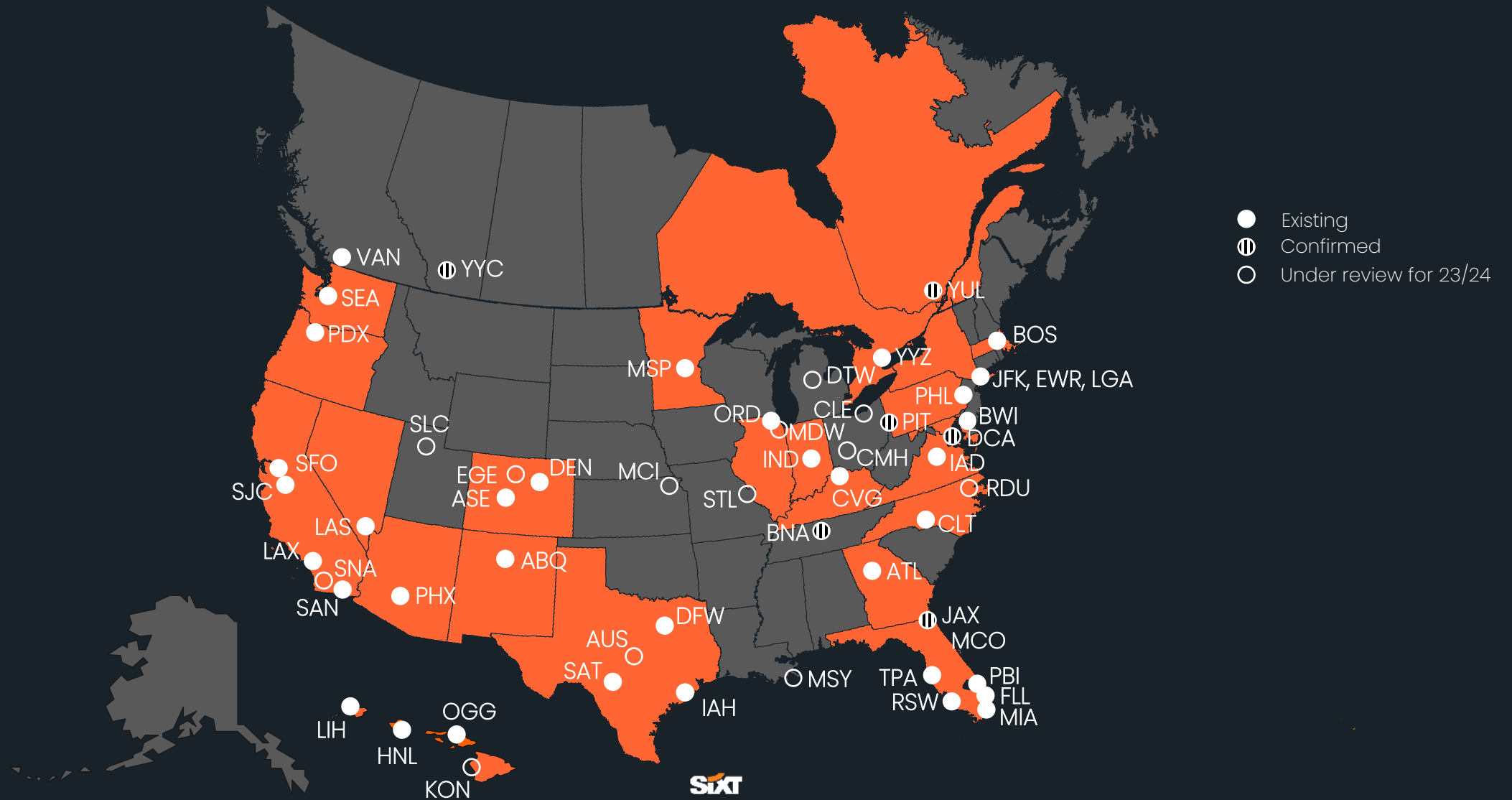
... at below-industry cost



ESG

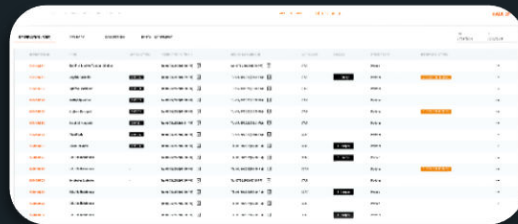
... strategy launched

NORTH AMERICA AIRPORT NETWORK IS CONSTANTLY GROWING



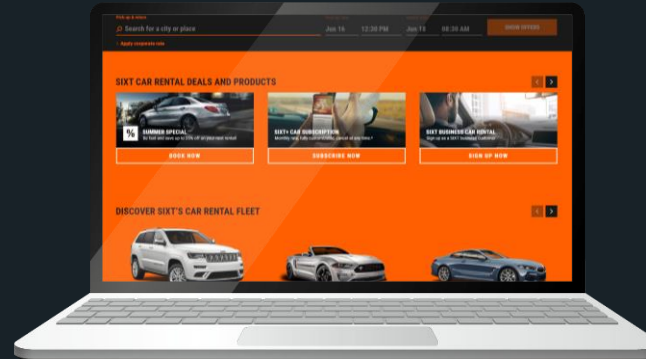
DIGITAL CAR RENTAL

Branches



DIGITAL
BOOKING
EXPERIENCE
FOR 20 YEARS

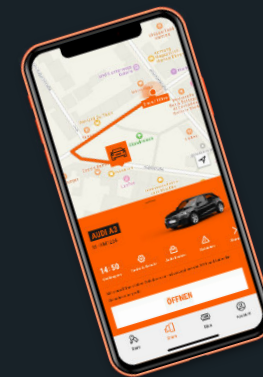
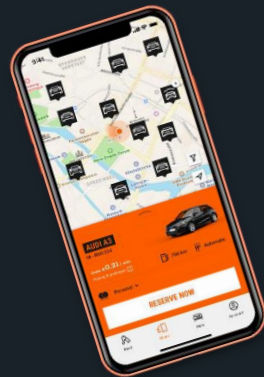
Websites



APP

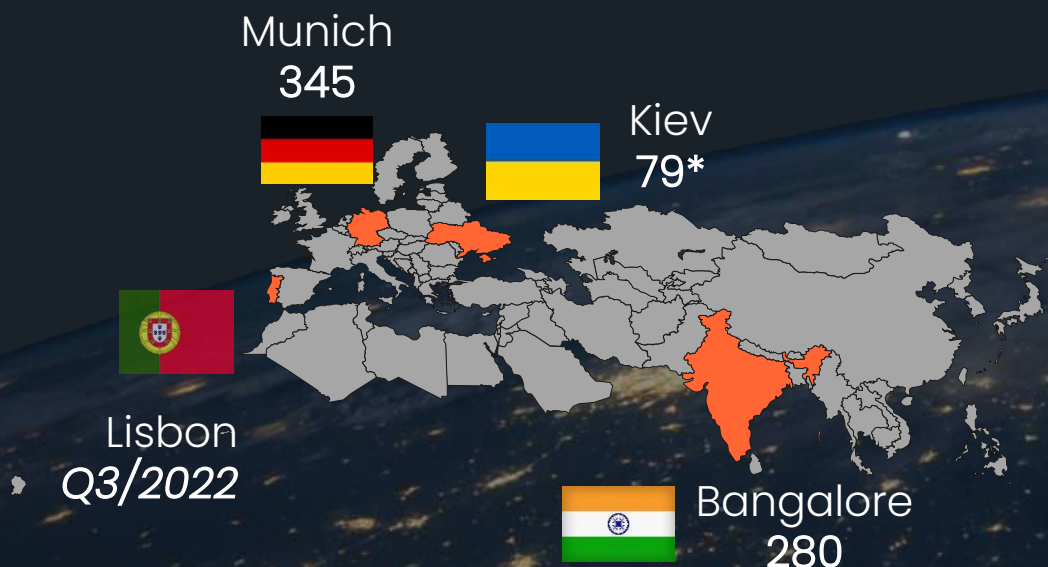


SIXT APP
(CAR VIA APP)
FOR 8 YEARS



SIXT TECH LOCATIONS

9M/22 AVERAGE NUMBER OF EMPLOYEES IN SIXT TECH



KEY PROJECTS

Optimising the booking experience (Web & APP)

ONE payment flow

Price automation & optimisation

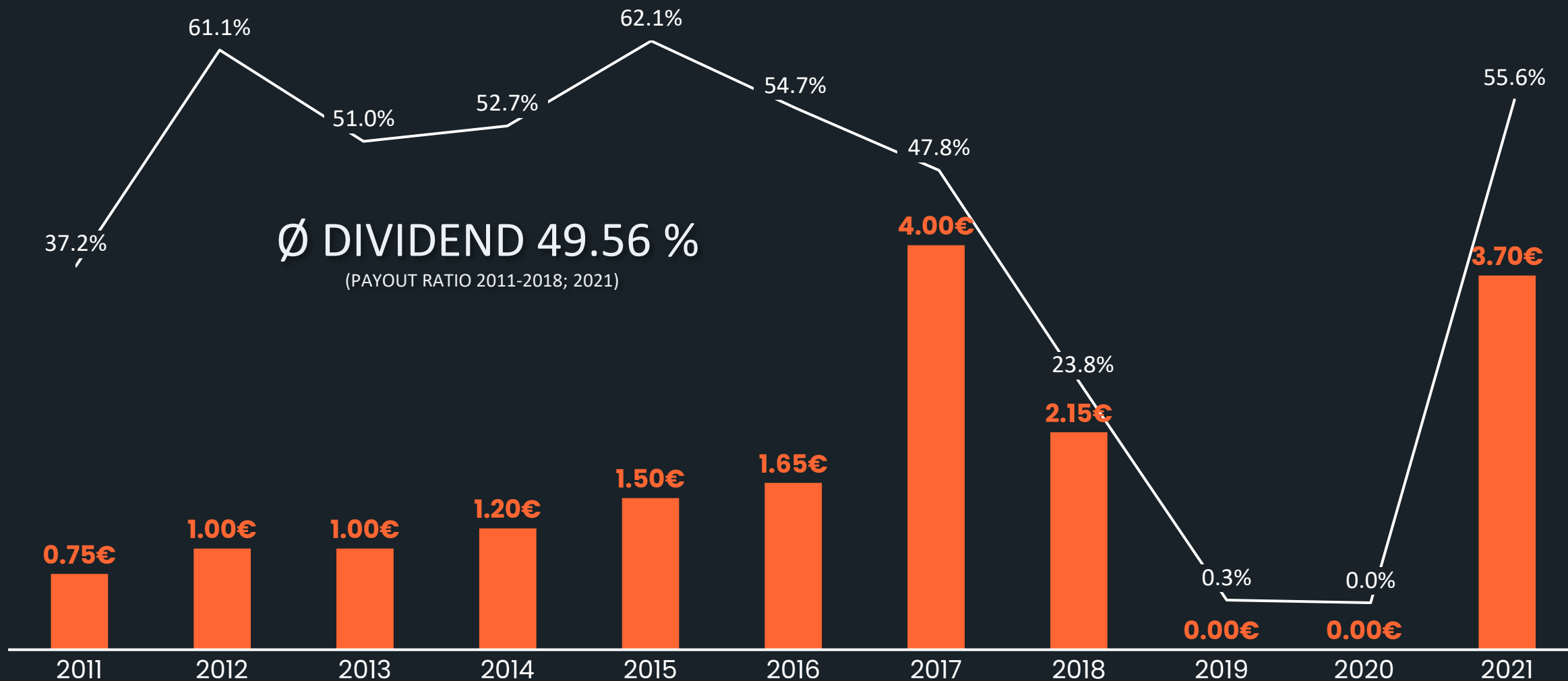
Digitised branch operation & fleet management

SIXT+

RIDE

* The current situation in Ukraine has demanded some adjustments which we were able to overcome. We have been in constant contact with our Ukrainian colleagues to ensure they and their families are safe. Help has been provided wherever needed.

RELIABLE DIVIDEND OVER THE YEARS





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



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