



SIXT
Q1 2023
INVESTOR PRESENTATION

PULLACH, 11 MAY 2023

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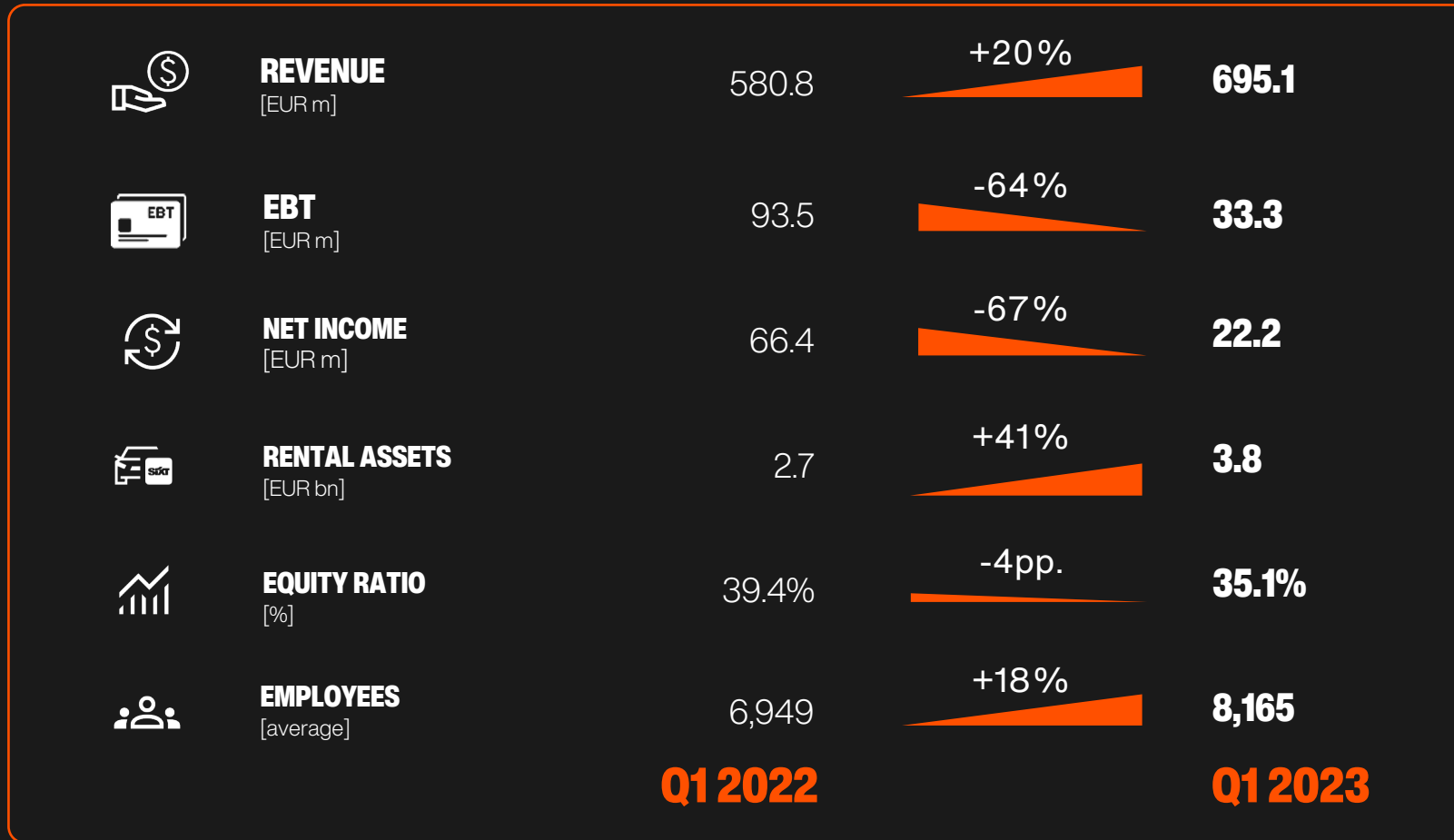
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Q1 2023

HIGHLIGHTS



Q1 DRIVEN BY FLEET RECOVERY AS WELL AS RAMP UP AND INFLATION EFFECTS



Q1 2023 FLEET SIGNIFICANTLY ABOVE PRE-PANDEMIC LEVELS



HIGHEST Q1 REVENUE
in company's history



Q1 EBT ABOVE MIDPOINT
of guided range



Balance of **GROWTH INVESTMENT** and
INCREASED COST CONSCIOUSNESS



NEW AIRPORT PRESENCE in
Pittsburgh, Washington DCA,
Toronto and London



EV¹ share in Europe
NORTH OF 20%



FLEET UP 19% yoy and
15% vs. pre-COVID


STRATEGY UPDATE

EXPECT BETTER



CAMPAIGN IN MODERNISED BRAND DESIGN

FURTHER INCREASE ENTHUSIASM FOR E-MOBILITY



SIXT Rent electromobility

**EMITS
NOTHING BUT
ADRENALINE.**


Rent the full-electric BMW iX from 79€/day.



SIXT Rent electromobility

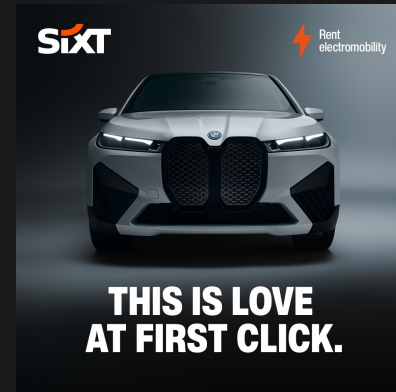
**WATTS UP,
FOLKS!**

Rent the full-electric BMW iX from 79€/day.



SIXT

**THIS IS NOT
A SEAT BELT.**



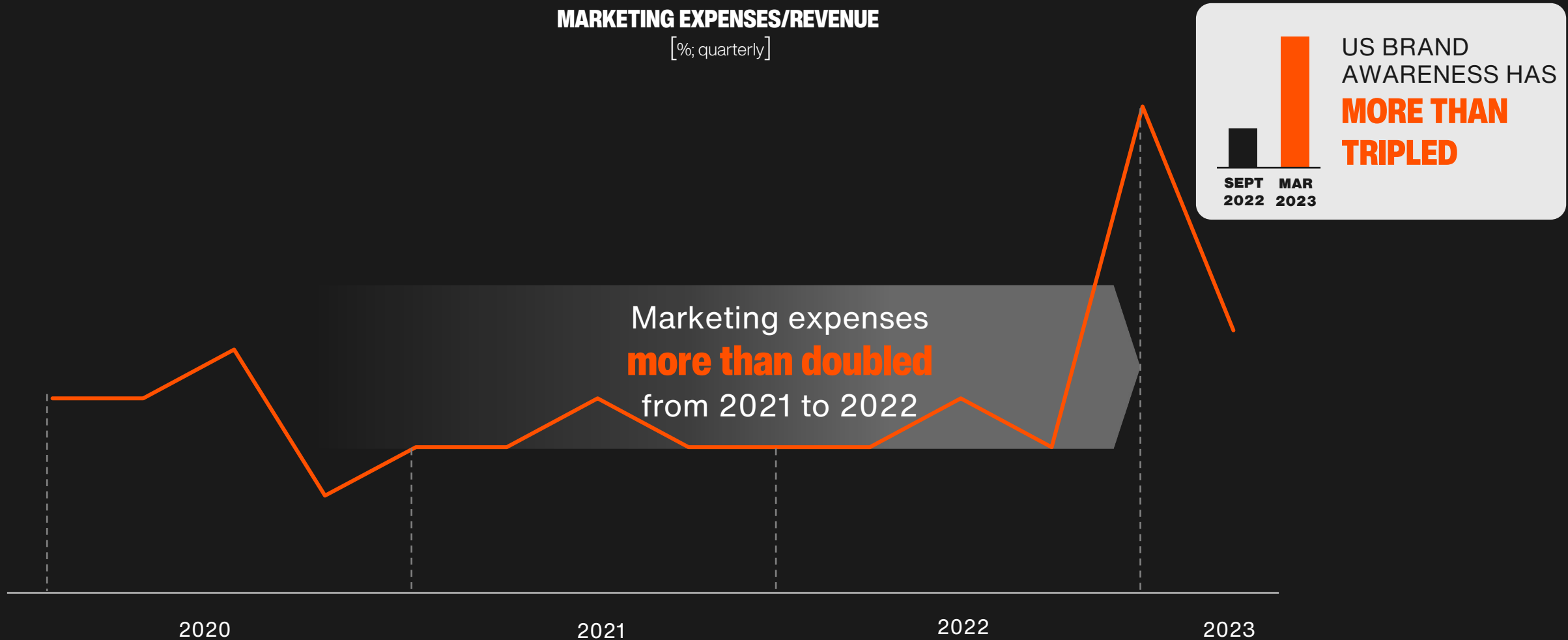
SIXT Rent electromobility

**THIS IS LOVE
AT FIRST CLICK.**

MARKETING CAMPAIGN IN THE US PAYS OFF IN TERMS OF INCREASING BRAND AWARENESS

MARKETING EXPENSES/REVENUE

[%; quarterly]

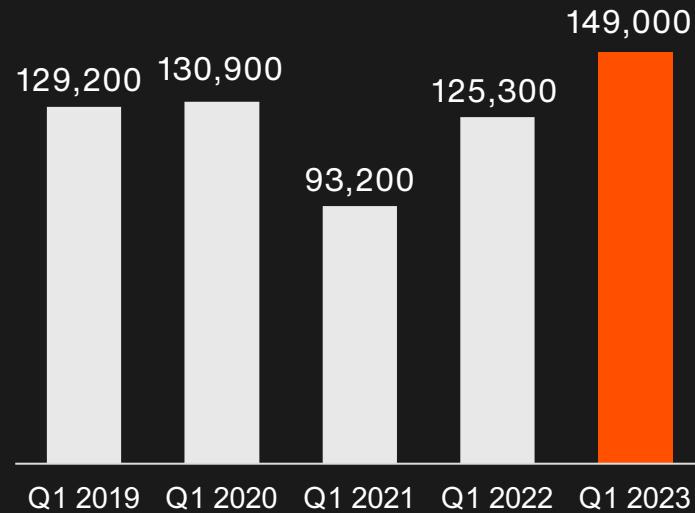


RECORD FLEET ABOVE PRE-COVID LEVEL

ELECTRO SHARE SIGNIFICANTLY INCREASED

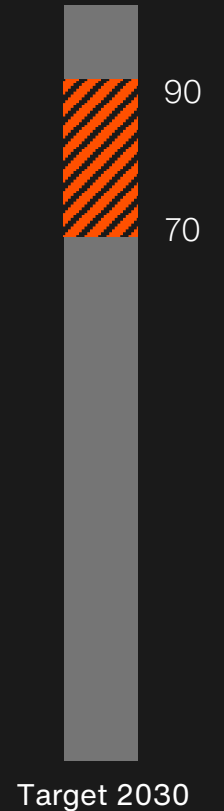
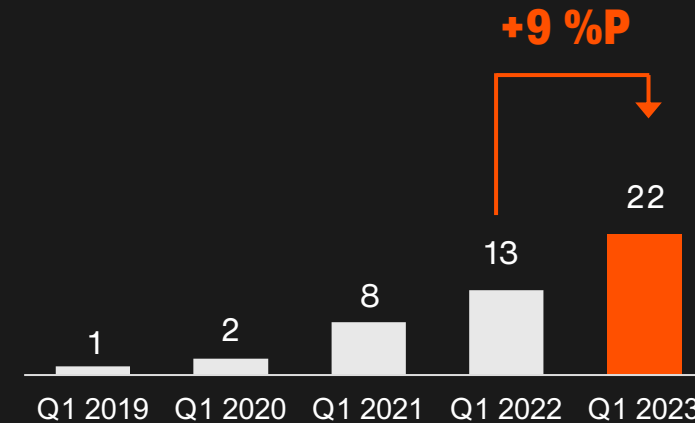
AVERAGE FLEET SIZE

[number of vehicles]



EV-SHARE IN EUROPE

[%]



Q1 2023

RESULTS IN DETAIL



Q1 SHOWED STRONG YOY GROWTH IN ALL SEGMENTS

– GERMANY BACK ON 2019 LEVEL

GERMANY

+22%

vs. 2022

+0%

vs. 2019



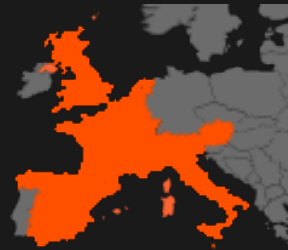
EUROPE

+17%

vs. 2022

+42%

vs. 2019



NORTH AMERICA

+22%

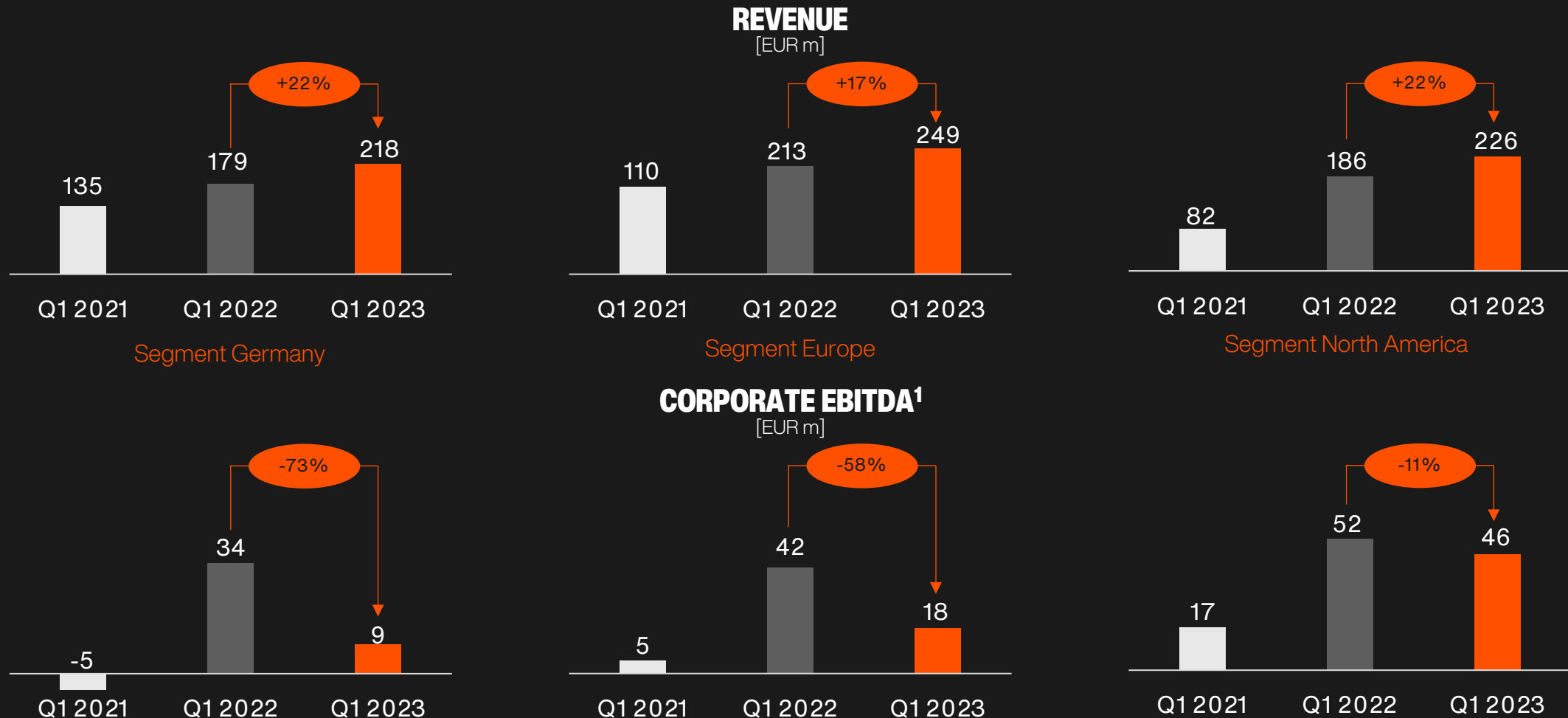
vs. 2022

+104%

vs. 2019



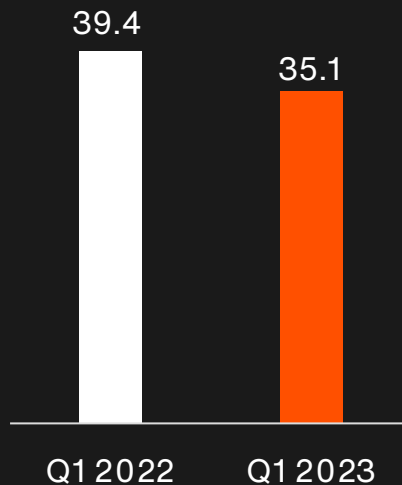
Q1 2023 SEGMENT UPDATE: EARNINGS IMPACTED BY STRUCTURAL AND INFLATIONARY COST EFFECTS



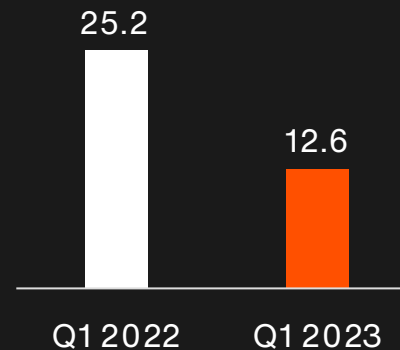
HIGH EQUITY RATIO AND LOW NET FINANCIAL DEBT

SECURE COMPETITIVE FINANCING

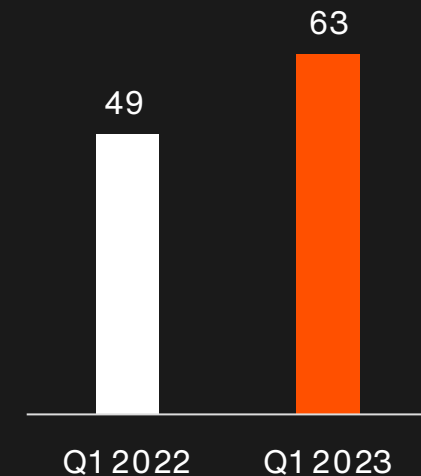
EQUITY RATIO
[%]



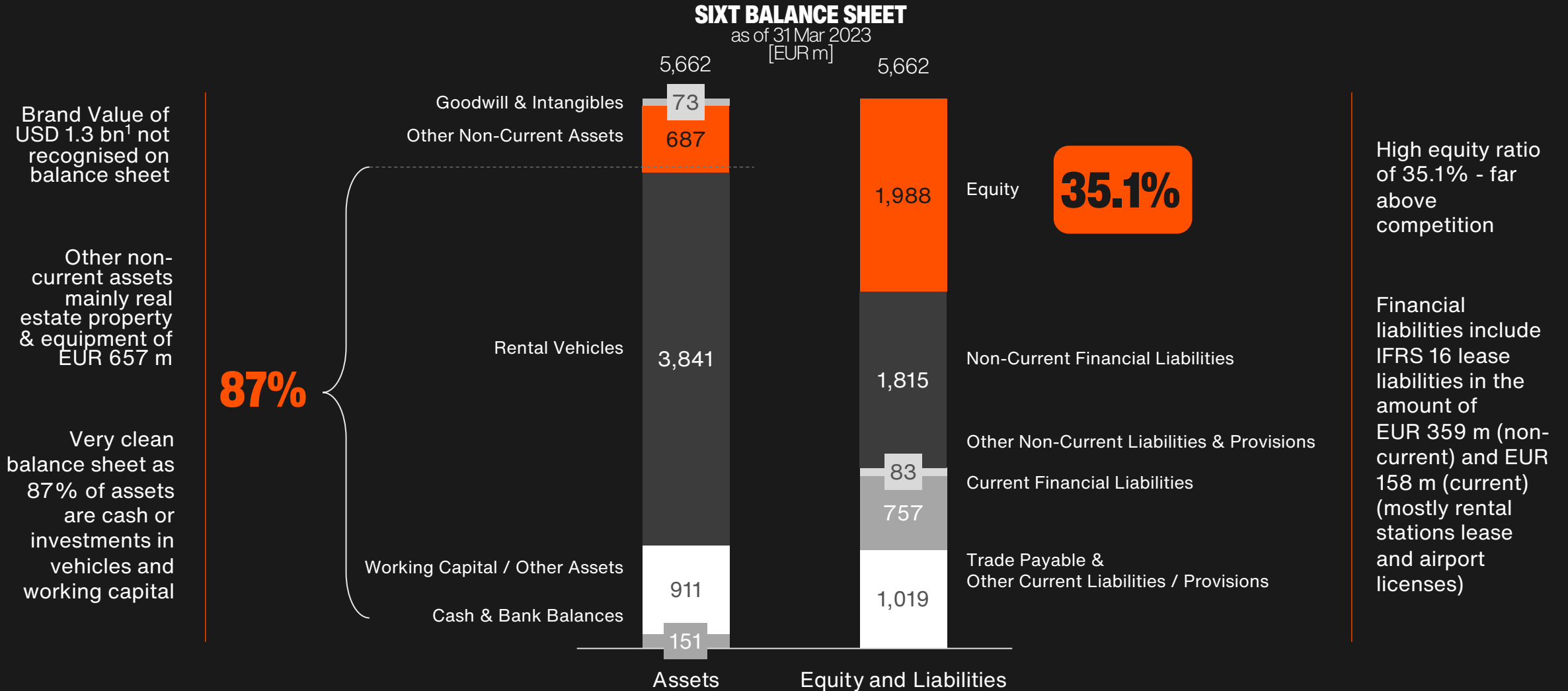
INTEREST COVERAGE¹
[X]



**NET FINANCIAL DEBT
/RENTAL VEHICLE**
[%]

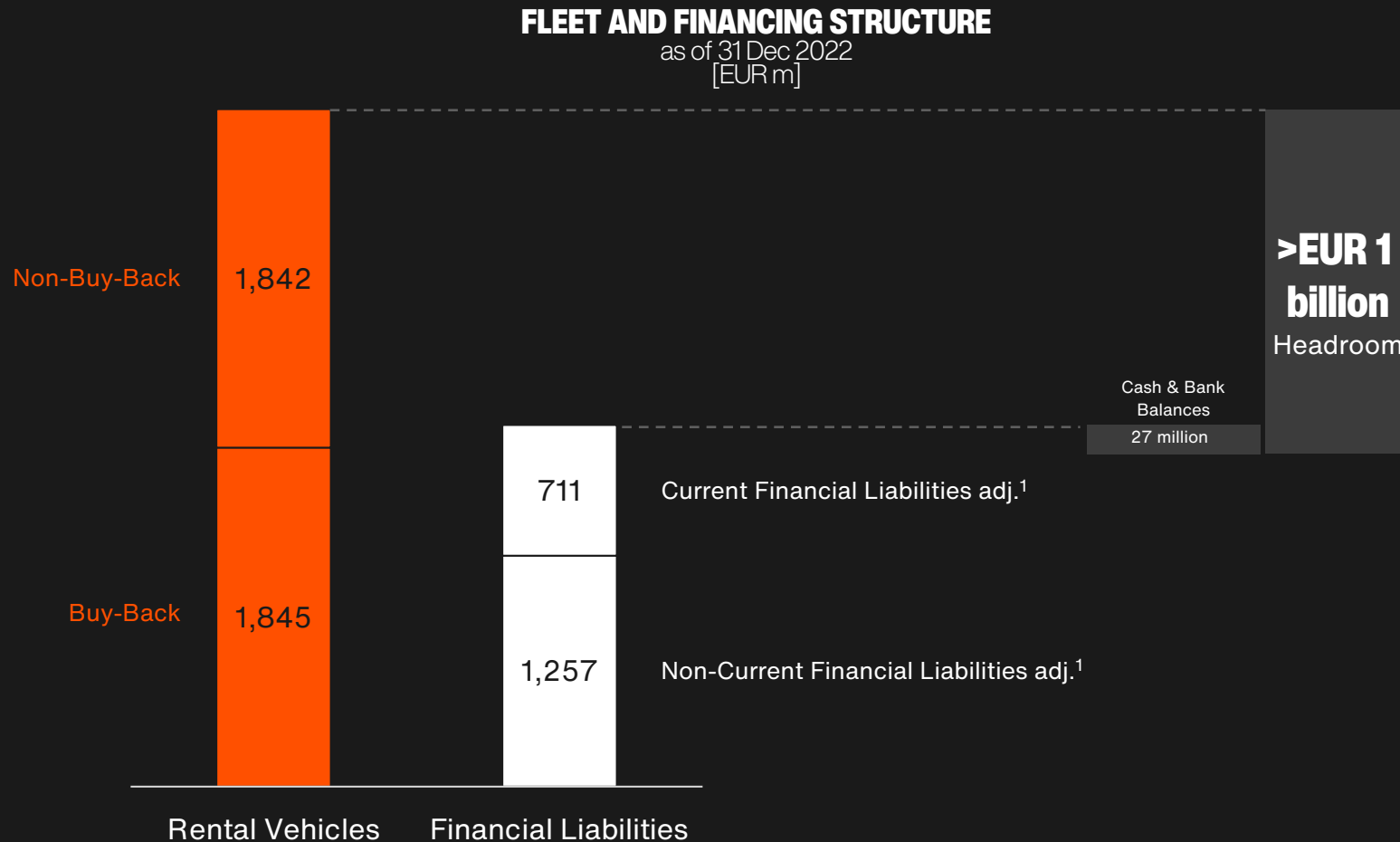


STRONG BALANCE SHEET QUALITY WITH 87% EARNINGS ASSETS



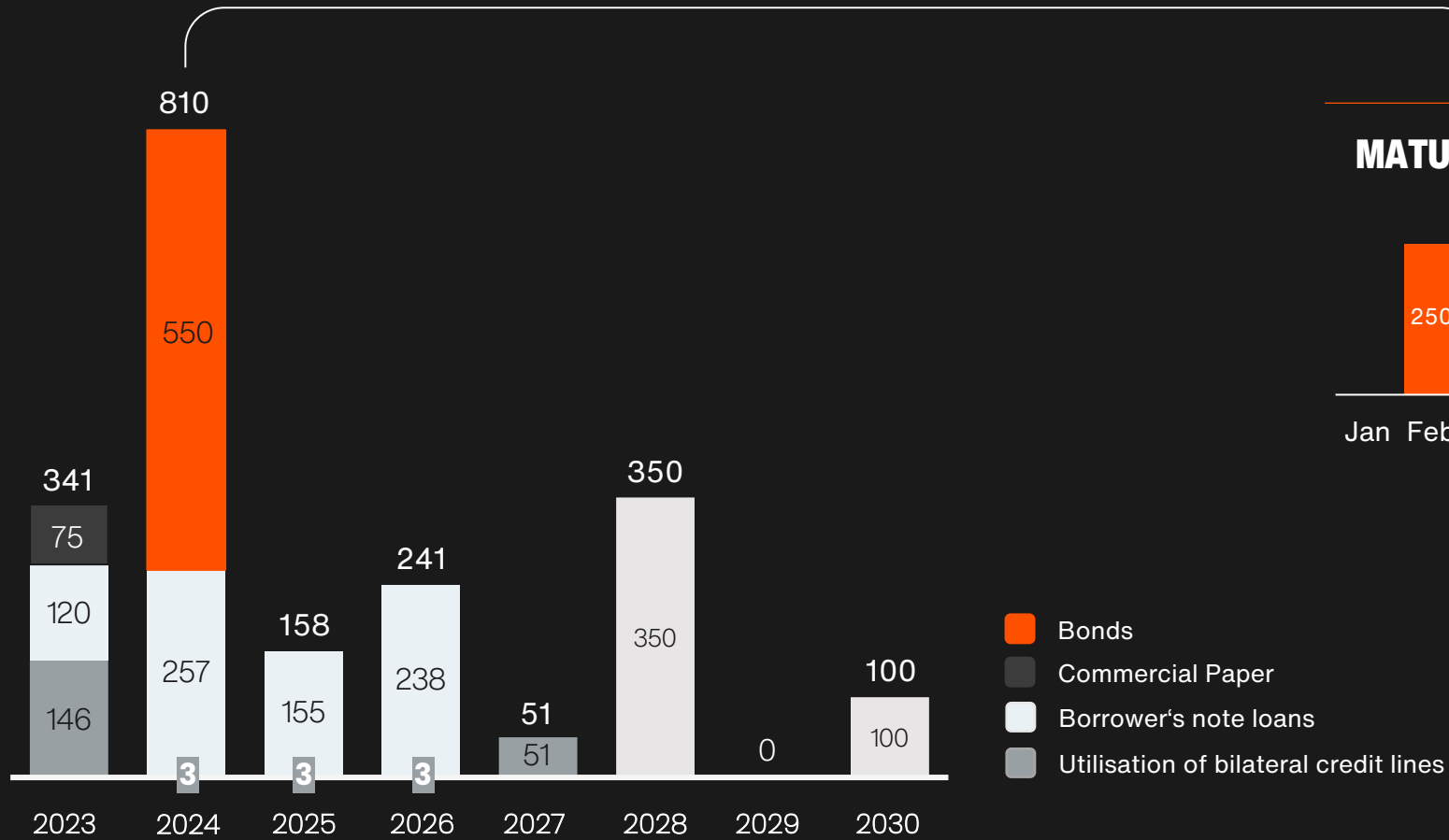
NO CORPORATE DEBT

– WE ONLY FINANCE OUR FLEET



WELL-BALANCED FINANCE MIX

MATURITY PROFILE as of 31 March 2023¹
[EUR m]



MATURITIES IN 2024:

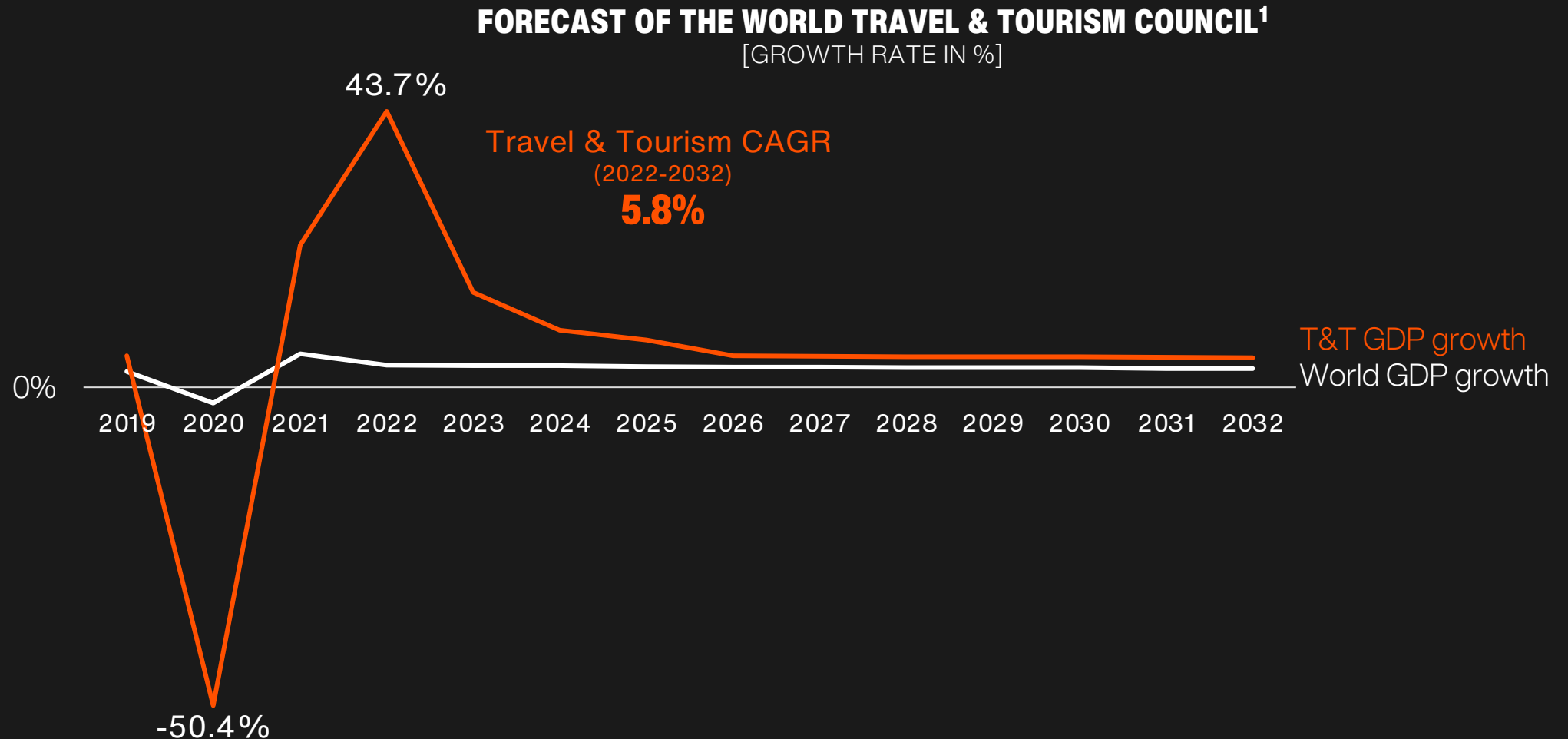


OUTLOOK

2023



GLOBAL TRAVEL & TOURISM INDUSTRY - CAGR OF ALMOST 6% EXPECTED



REASSURING GUIDANCE FROM OTHER TRAVEL COMPANIES

CRUISING¹



- These strong booking trends resulted in an acceleration of our booked position in relation to prior years. In addition, the company is generating significantly more bookings at meaningfully higher prices than in prior years, particularly from the North American consumer



- The company experienced the highest booking volumes for all future sailings for any quarter in its history; we are well booked for the remainder of the year at higher prices

TOURISM²



- Bookings for Summer 2023 are significantly up +13% yoy and at 96% (+ 7%pts since Q1 2023) of prepandemic levels
- In the last six weeks, booking momentum has remained strong, +6% ahead of the Summer 2019 comparison reconfirming the positive and encouraging trends for this Summer



- Steady summer bookings as well as the continuing strength in VPG give us confidence to carry through the performance in the first quarter to the full year and we are raising our outlook



- Compared with 2019, we'd expect future room night growth in 2023 to be just over 20%; we expect Q2 gross bookings to grow about four points faster room nights on a yoy basis
- Very strong growth in bookings for the summer

REASSURING GUIDANCE

FROM THE INTERNATIONAL AIRLINE SECTOR

Airlines¹



- In 2023 we anticipate another significant increase in our revenue.



- We now expect a travel boom in the summer as well as a new record in our traffic revenue for the year as a whole; catch-up effects after the pandemic are still clearly noticeable. The company therefore expects a very strong travel summer, especially for private travel.



- We see continued strong booking momentum into summer as customers prioritise spending on travel



- Eurowings CEO expects flight prices to rise by around 20% for summer bookings



- Expect record June quarter revenue; with record advance bookings for the summer, we expect June quarter revenue to be 15 to 17 percent higher on capacity growth of 17 percent yoy



- We expect capacity to be around 97% of 2019 levels for the full year, as we focus on our core markets



OPPORTUNITIES

- Eurozone inflation further in decline
- Pricing environment still significantly better than 2019
- Revenge travel reloaded: excellent summer signals from travel industry
- Sufficient access to vehicles
- Volume discipline: rental industry expected to rejuvenate fleet
- High level of resilience and balance sheet quality; well diversified financing tool case
- Very satisfactory start of second quarter

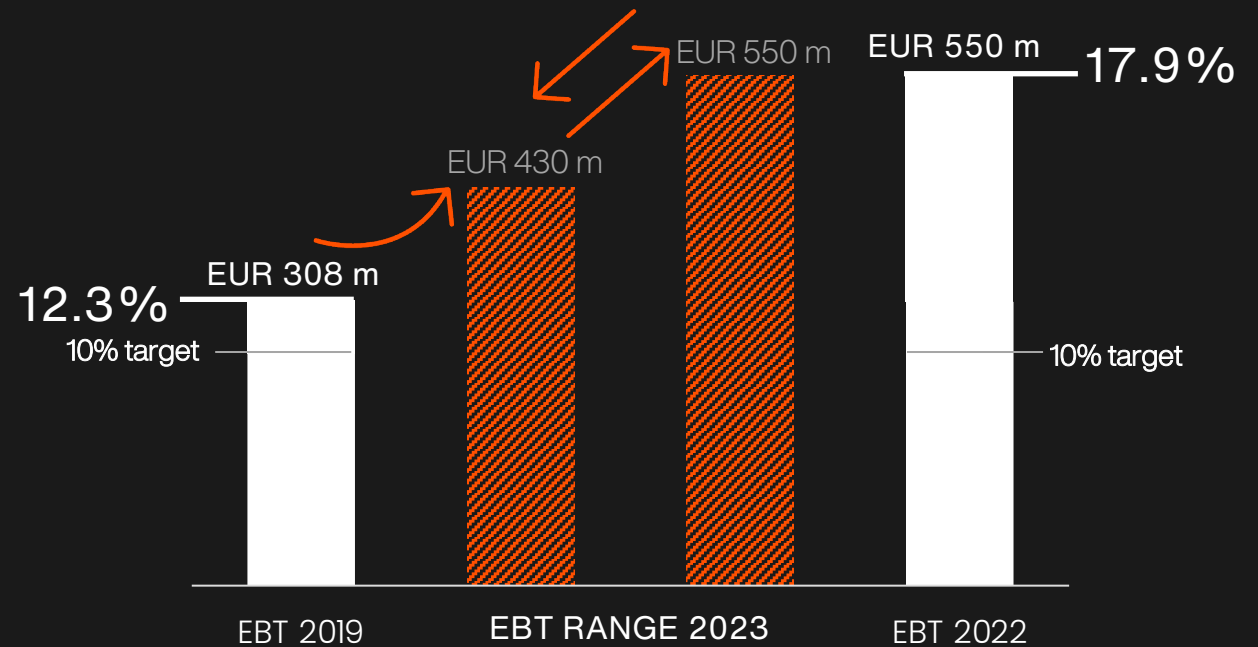
✂ Challenges

- Rising refinancing costs and risk of fiscal overtightening
- High geopolitical uncertainties
- Availability of (green) electricity
- Residual value risk

FORECAST 2023: FACTORS IN FURTHER REVENUE GROWTH AND AGAIN AN OUTSTANDING EBT

FORECAST FOR FULL YEAR 2023 CONFIRMED

- ↗ Large increase in revenue
- ↗ EBT of EUR 430 to 550 m
- ↗ Based on positive indications for summer season, pricing environment significantly above 2019 and improved fleet availability





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



CHRISTIAN WEISS
Executive Investor Relations