



SIXT SE INVESTOR PRESENTATION

INVESTOR CONFERENCES, SEPTEMBER 2023

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Q2/H1 2023

HIGHLIGHTS



DEVELOPMENT OF KEY DRIVERS IN Q2/H1



EXPENSES

Inflation and continued investment



DEMAND

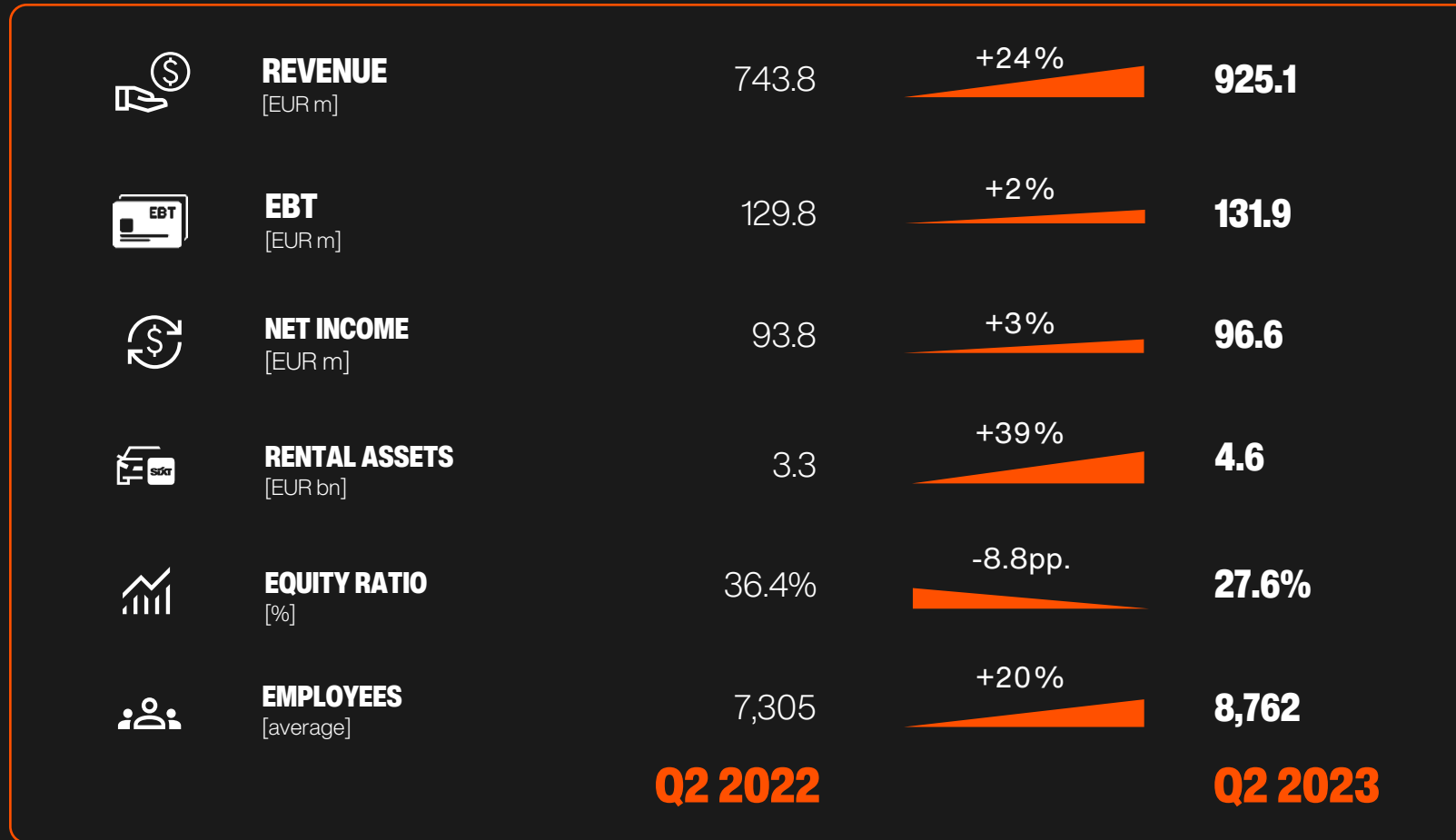
Continuing normalisation and positive start to summer



PRICING

Still significant above 2019 level

Q2 2023 DRIVEN BY CONTINUED GOOD DEMAND AND STABLE PERFORMANCE



OTHER HIGHLIGHTS FROM THE FIRST HALF OF 2023



BRAND REFRESH SIXT

High approval for modernised look



NEW FLAGSHIP BRANCH IN HEATHROW TERMINAL 2

>30,000 fewer bus shuttle trips



INTEGRATION OF MILES IN SIXT SHARE

14,000 additional vehicles bookable



SUCCESSFUL BOND PLACEMENT

Volume of EUR 300m

DEEP DIVE INTO STRATEGY AND FIGURES

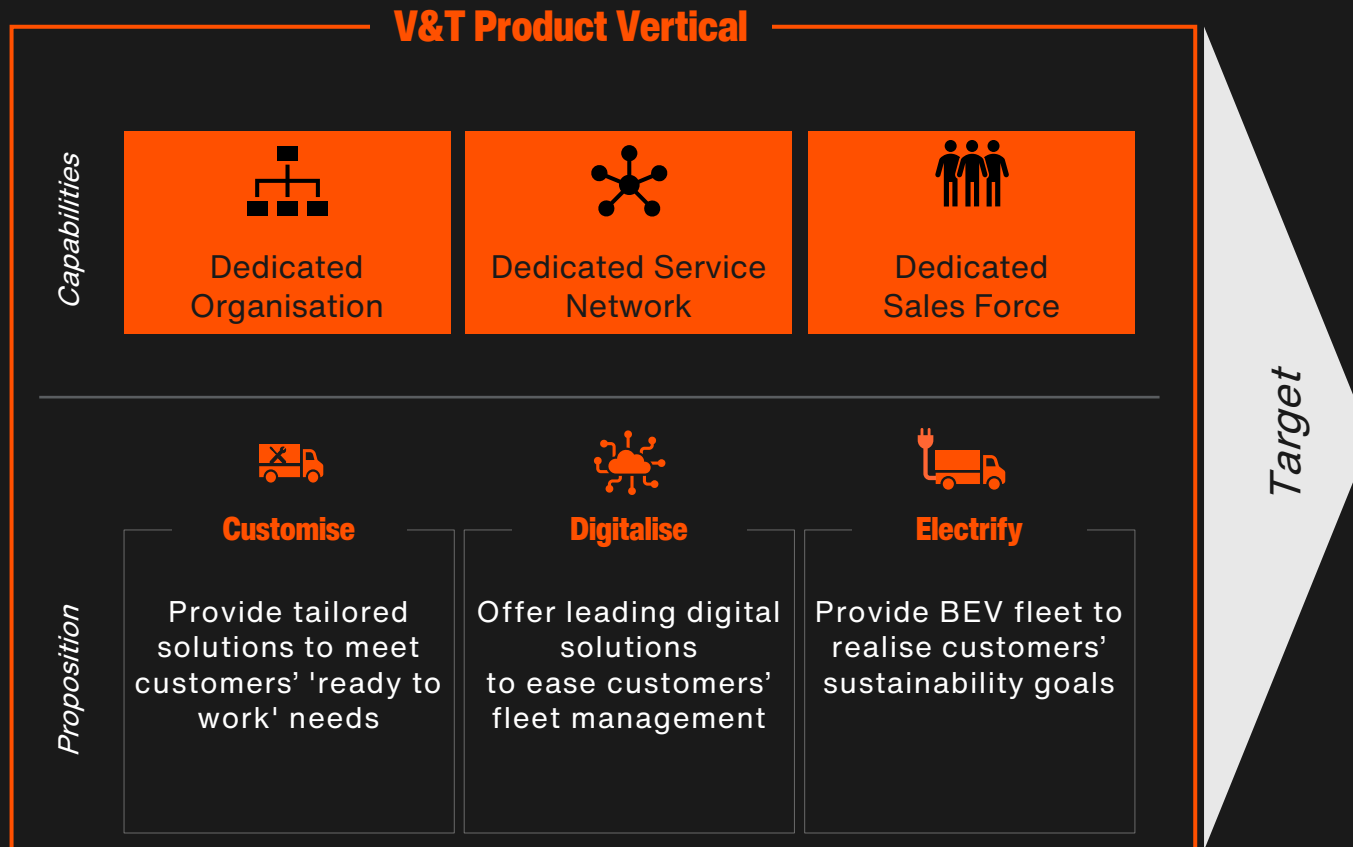
EXPECT BETTER



SIXT IS A FULLY INTEGRATED MOBILITY SERVICES PROVIDER WITH ITS OWN CENTRALISED, DIGITAL MOBILITY PLATFORM 'ONE'

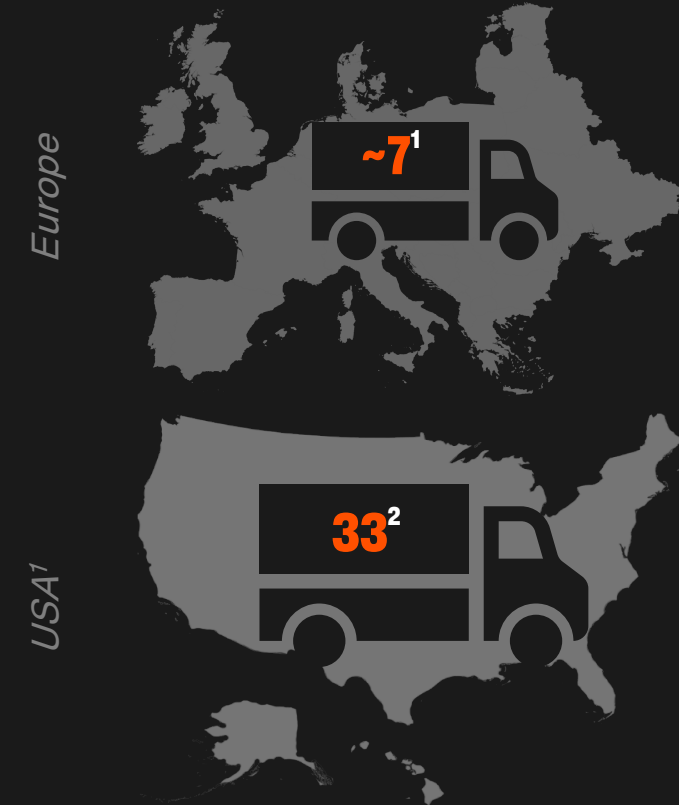


INVESTING IN A DEDICATED V&T PRODUCT ORGANISATION TO TARGET MARKET OPPORTUNITIES



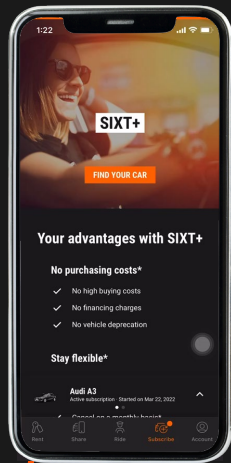
SIXT is rapidly developing its vertical V&T product organisation...

V&T Focus Markets [USD bn]



...to allow for substantial growth in Europe and the US

CAR SUBSCRIPTION AS A KEY STRATEGIC PILLAR FOR HEALTHY GROWTH OF LONG-TERM BUSINESS



SIXT+

Subscriptions available in 10+ countries

SIXT+

The all-inclusive subscription
Full flexibility with monthly option to pause or cancel

SIXT+ flex

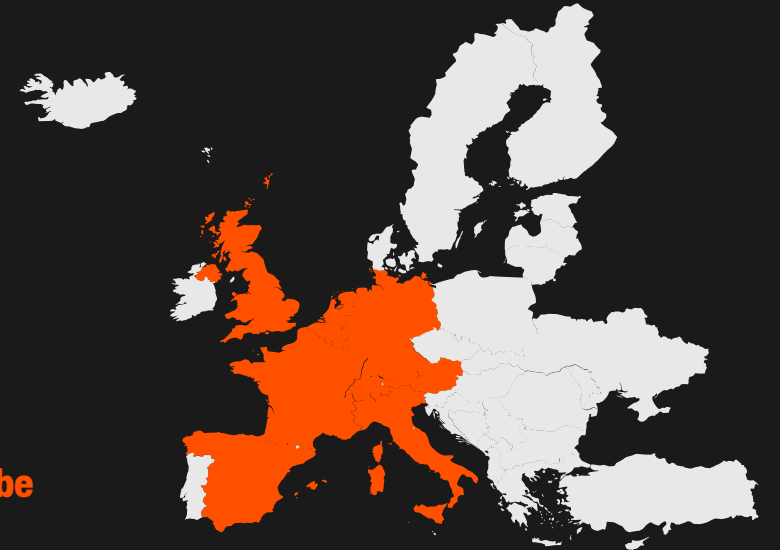
The flexible company car
Individual mobility budgets for employees

SIXT+ unlimited

The international car rental flat rate
Guaranteed availability anywhere, anytime

Range Rover Subscribe & Defender Subscribe

The exclusive white label car subscription models combine luxury, comfort and adventure – powered by SIXT+



RELEVANT SUCCESS DRIVERS AND TOPICS WE ARE DEALING WITH



**RESILIENT
BUSINESS
MODEL**



**USA
EXPANSION**



**PREMIUM
STRATEGY WITH
PREMIUM FLEET**



INFLATION



**STRONG
BALANCE SHEET**

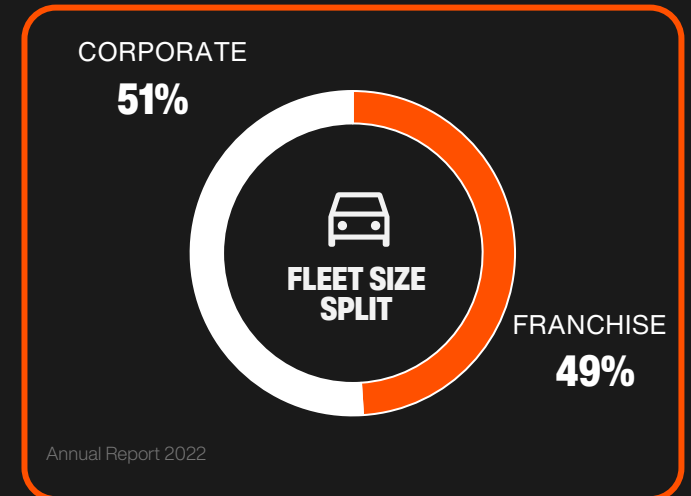
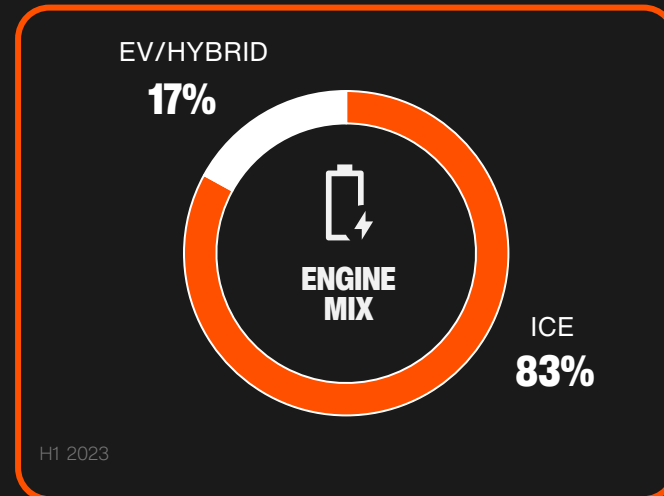
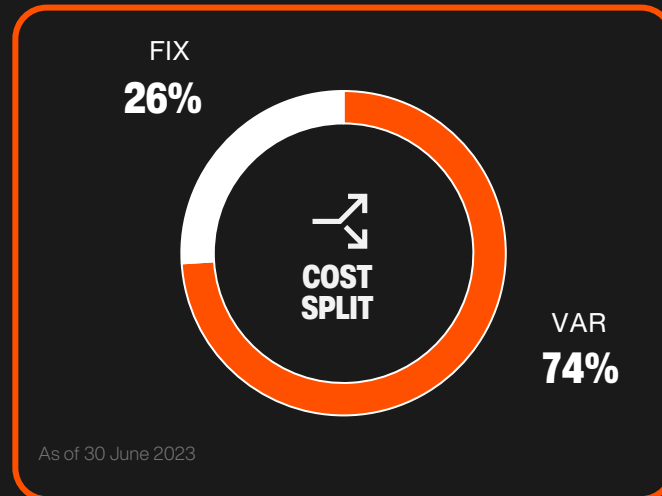
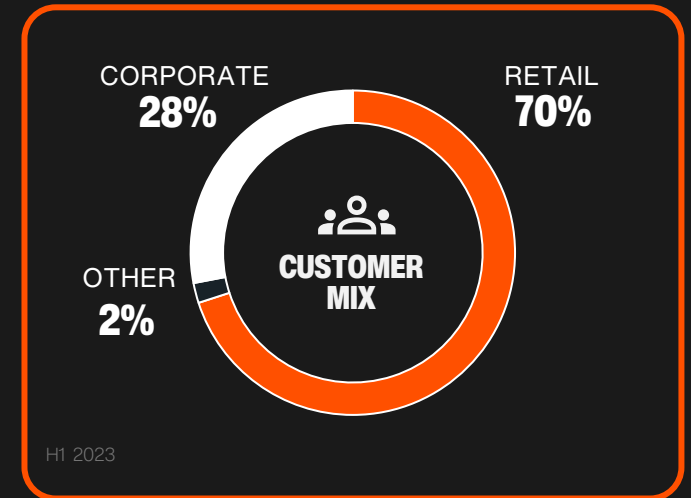
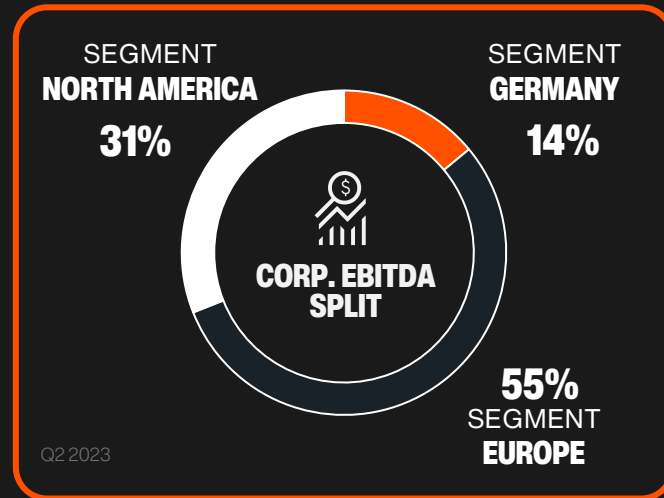
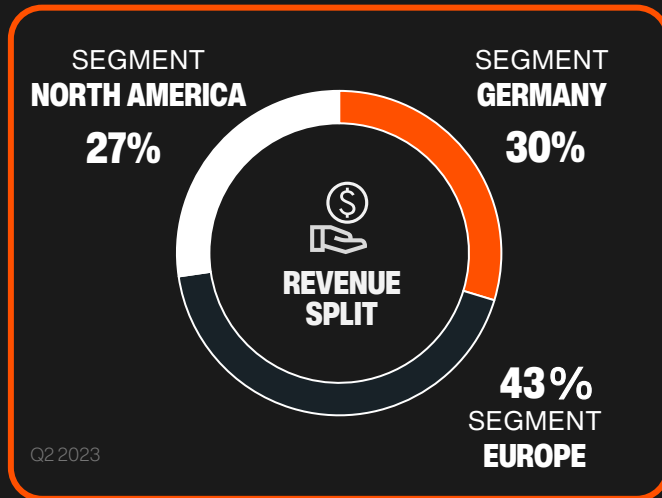


REFINANCING



**RESIDUAL
VALUE RISK**

SIXT HAS GOT A DIVERSIFIED AND FLEXIBLE BUSINESS MODEL



SIXT
RENT THE CAR

**DON'T
RENT
A
CAR.**

SIXT.COM



**RENT
THE
CAR.**

Reserve Online
www.sixt.com

Subway

1 2 3

Subway

1 2 3

West 33rd St

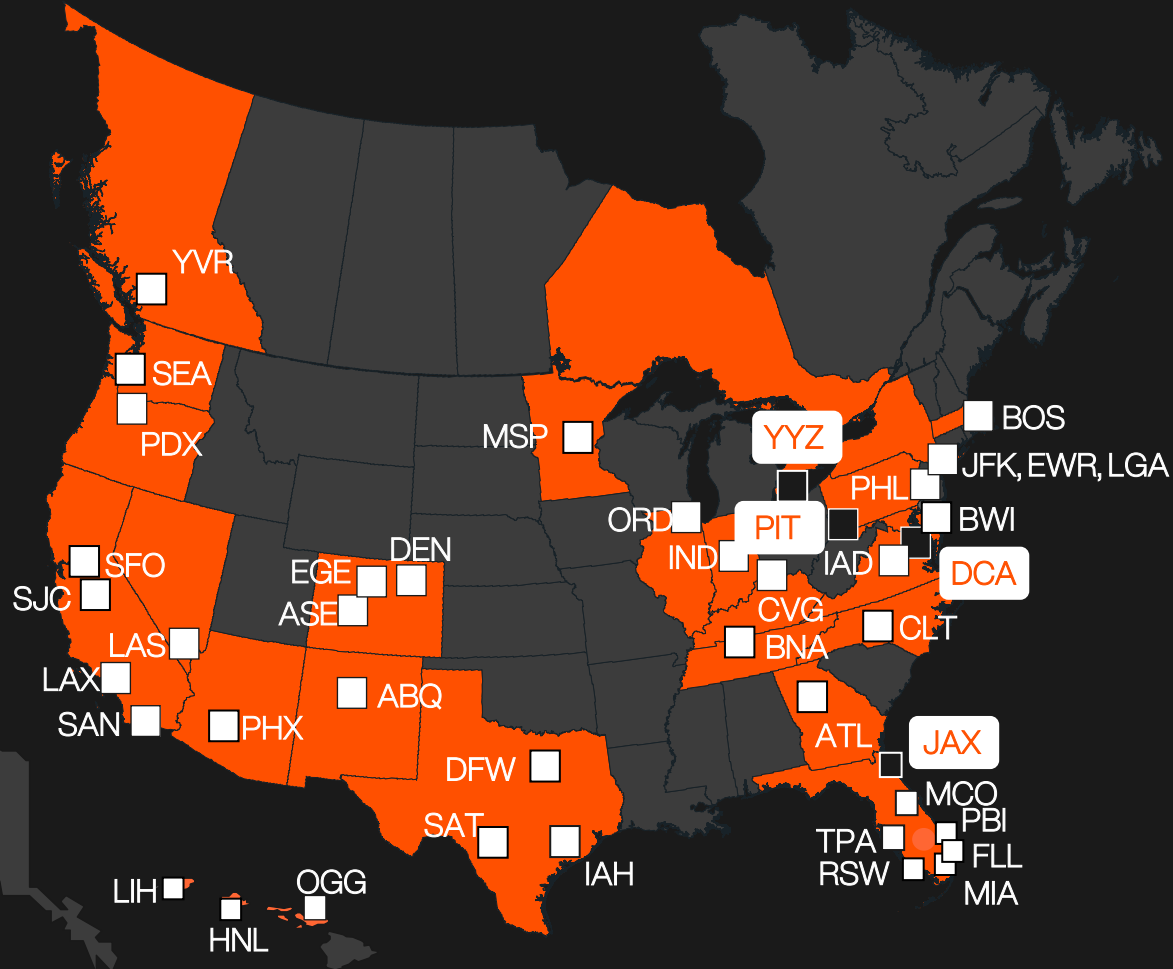
BANK OF AMERICA

SILVERCAST

BANK OF AMERICA

MACY'S

SIXT IN NORTH AMERICA: EVER-EXPANDING NETWORK



ALREADY

>100 STATIONS

IN NORTH AMERICA (~40% AIRPORTS,
~60% DOWNTOWN)

Already 7 more stations opening in the
first half of 2023, including 4 new
stations at top airports

CLEAR PREMIUM POSITIONING TO CREATE EXPERIENCES THAT CUSTOMERS LOVE

HOW DO WE DEFINE **PREMIUM?**

PREMIUM **FLEET**

Young fleet and high share of premium vehicles¹

PREMIUM **BRANCH**

Continuous investments into new branch concept and digital checkout experience.

PREMIUM **SERVICE**

High service levels in every single step of the customer journey and easy to use self-service options.

PREMIUM **DIGITAL**

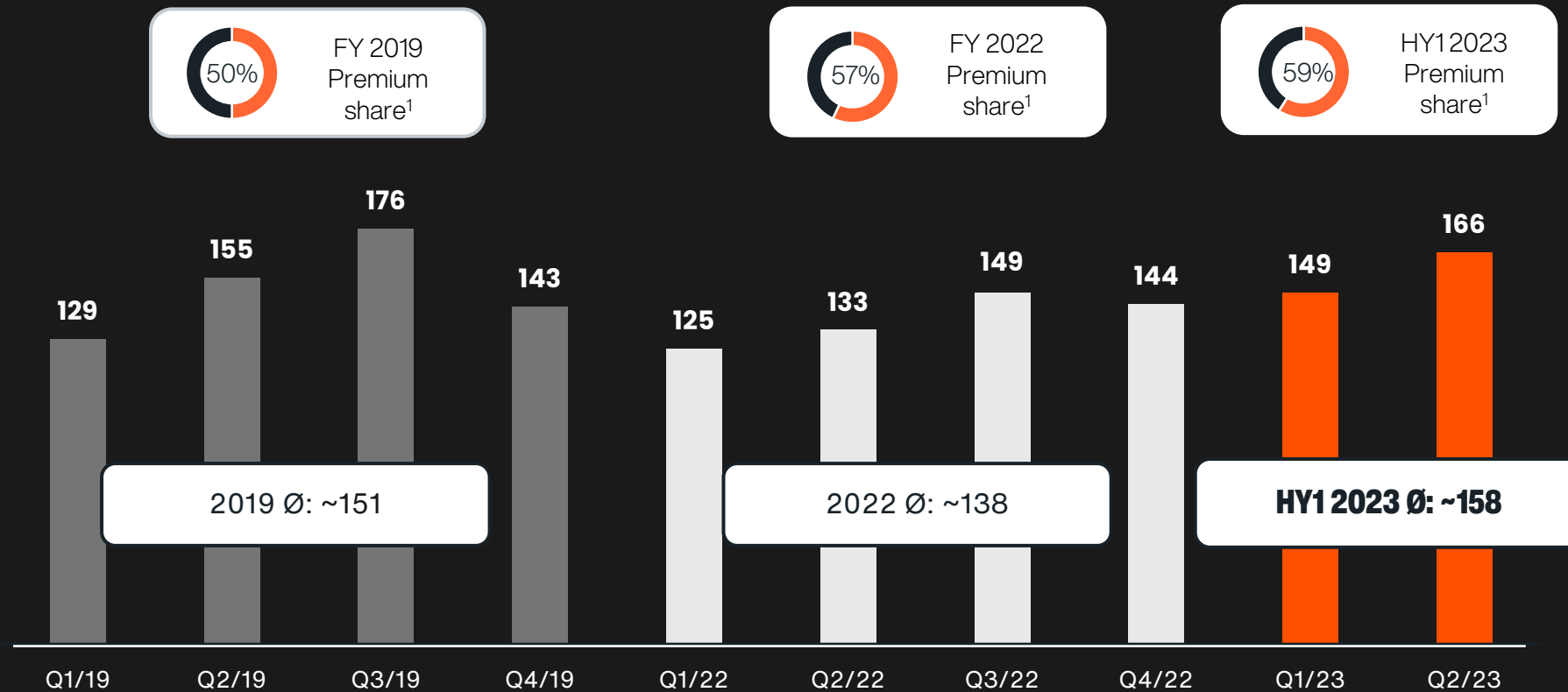
Ease of use and digitalisation is the “new” premium! SIXT strives to make the access to services and the whole customer journey as easy and digital as possible.

...LEADING TO THE
**PREMIUM
BRAND**
SIXT

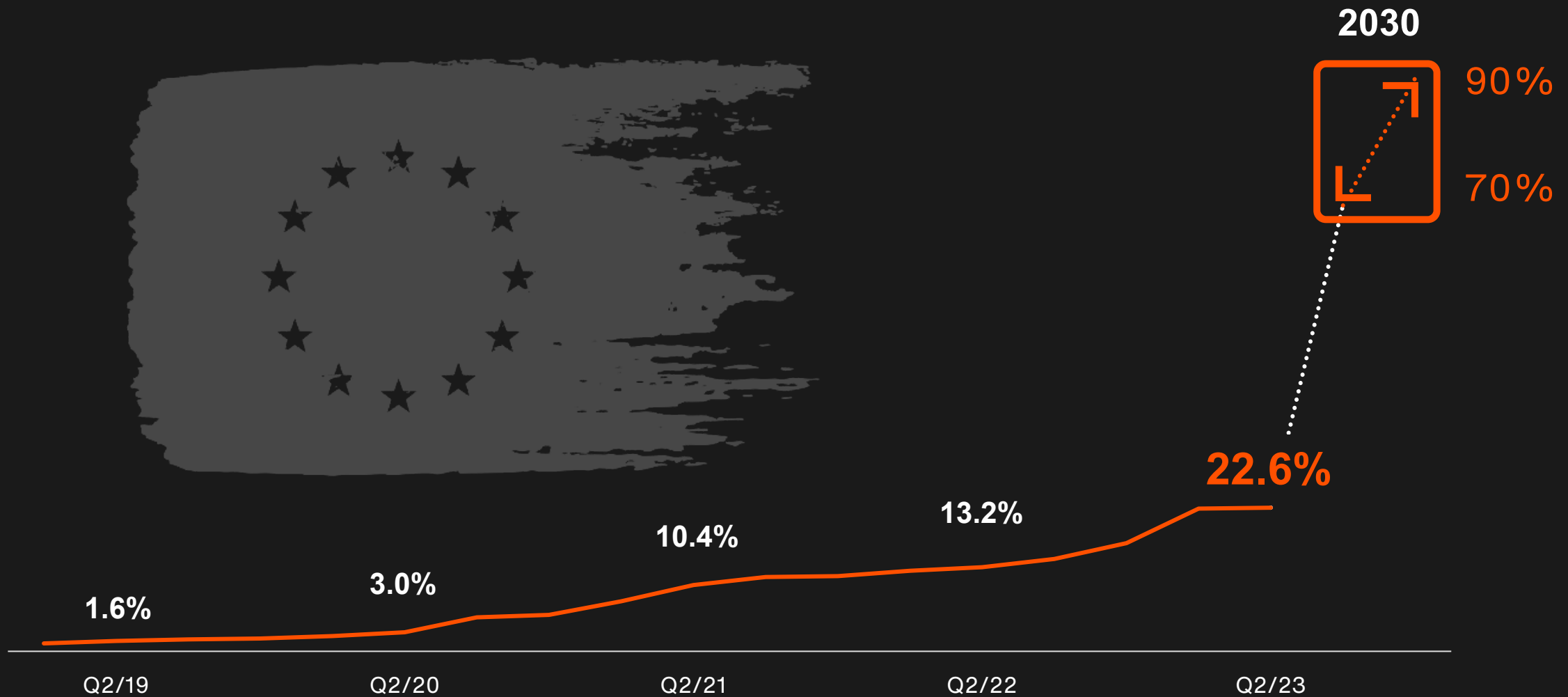
OUR FLEET: AT RECORD LEVELS WITH A CONTINUED HIGH PROPORTION OF PREMIUM SHARE

AVERAGE FLEET SIZE IN SIXT CORPORATE COUNTRIES

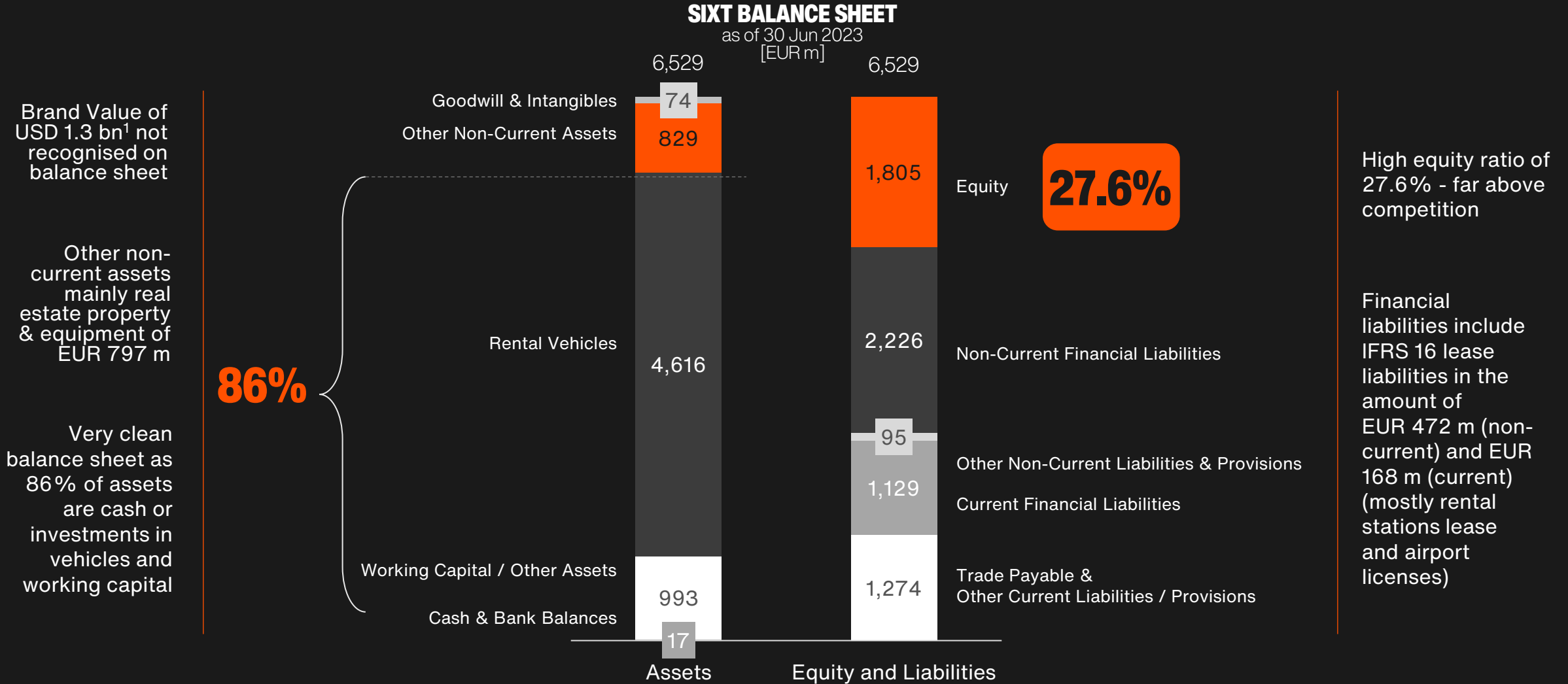
[THOUSAND]



ELECTRIFYING OUR FLEET: ALSO ON TRACK

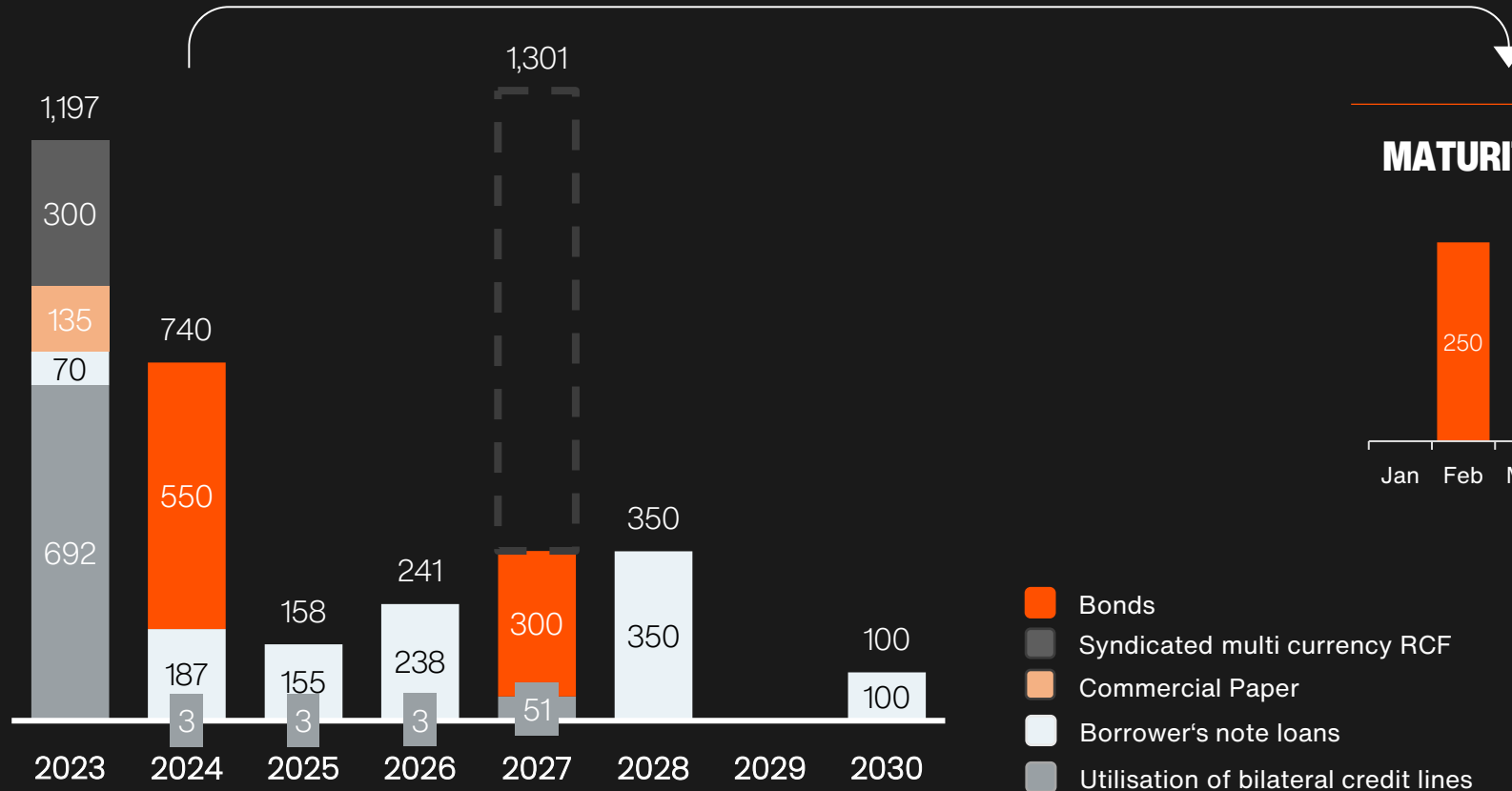


STRONG BALANCE SHEET QUALITY WITH 86% EARNINGS ASSETS

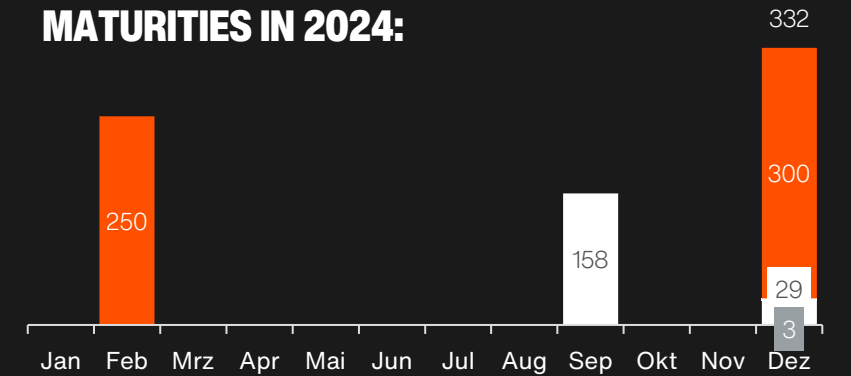


FOCUS TOPIC 2024: REFINANCING

MATURITY PROFILE as of 31 August 2023¹ [EUR m]



MATURITIES IN 2024:



Q2/H1 2023

RESULTS IN DETAIL



Q2 SHOWED STRONG YOY GROWTH IN ALL SEGMENTS

– GERMANY WITH CATCH-UP EFFECTS

GERMANY

+31%

vs. 2022

+16%

vs. 2019



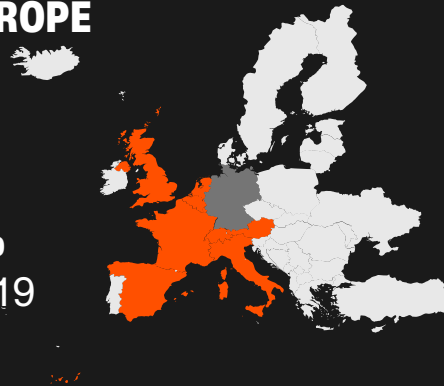
EUROPE

+23%

vs. 2022

+49%

vs. 2019



NORTH AMERICA

+21%

vs. 2022

+103%

vs. 2019



H1 DELIVERED STRONG REVENUE GROWTH IN ALL SEGMENTS – GERMANY ABOVE 2019 LEVEL

GERMANY

+27%

vs. 2022

+8%

vs. 2019



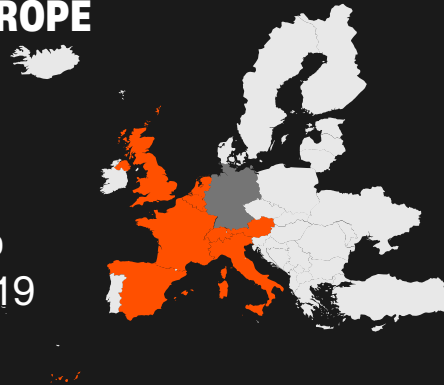
EUROPE

+20%

vs. 2022

+47%

vs. 2019



NORTH AMERICA

+21%

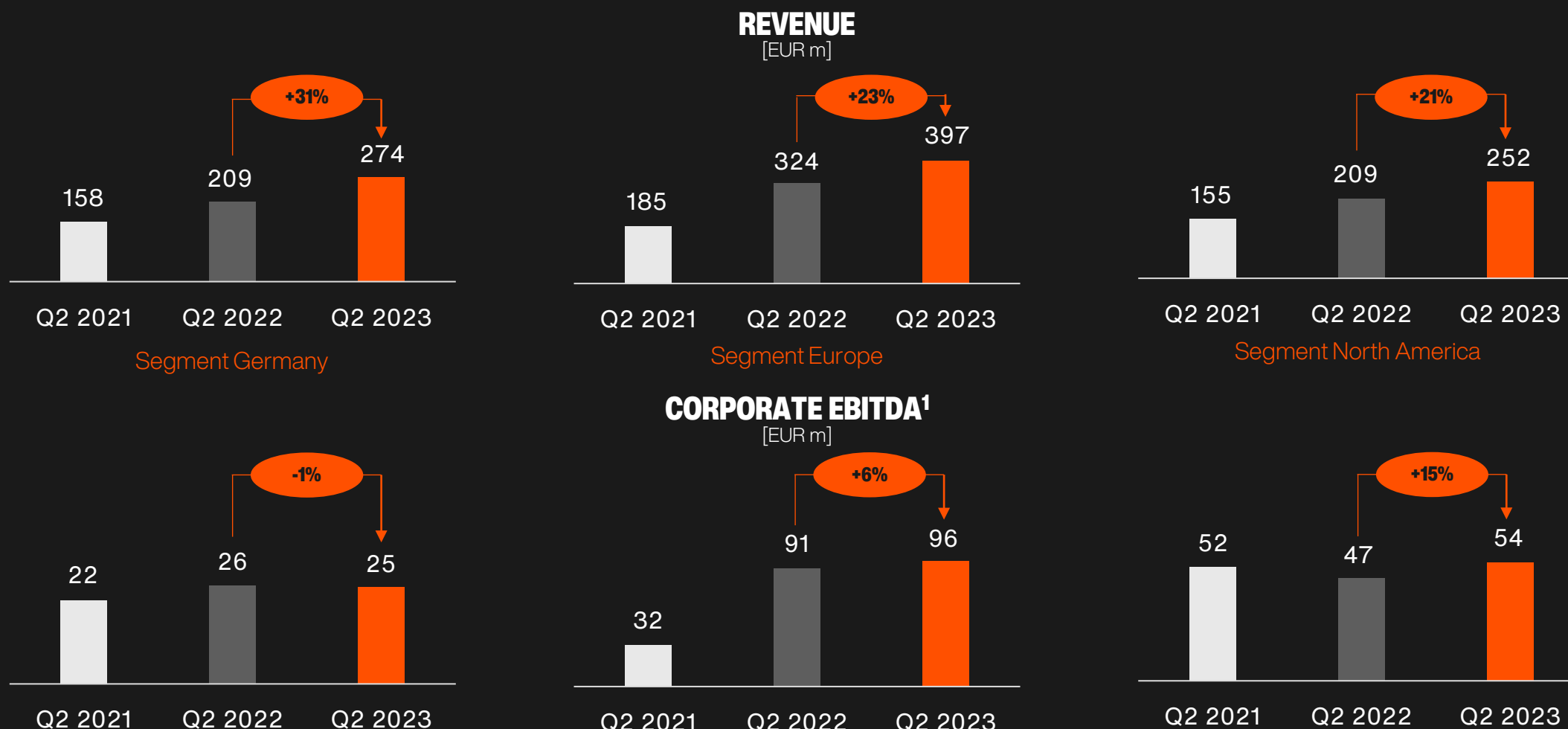
vs. 2022

+103%

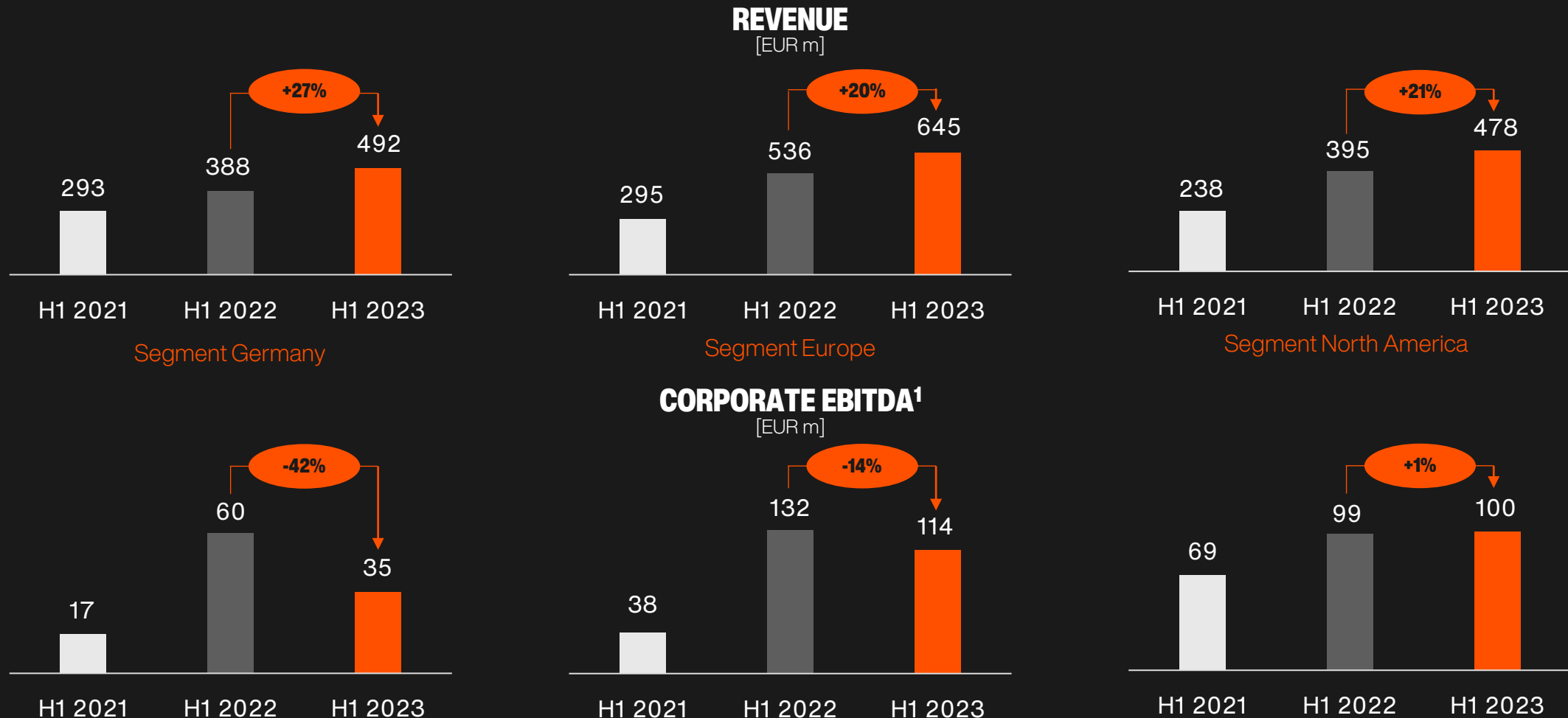
vs. 2019



Q2 2023 SEGMENT UPDATE: EARNINGS AND REVENUES IN LINE WITH EXPECTATIONS

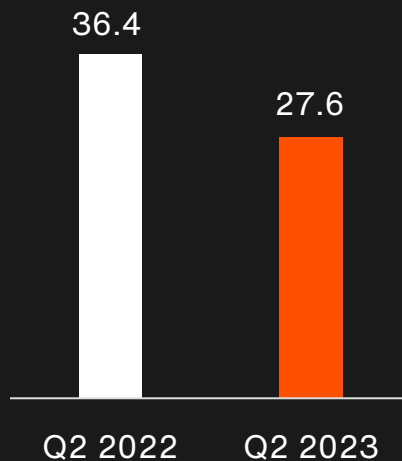


H1 2023 SEGMENT UPDATE: STRONG INCREASE OF REVENUES IN ALL THREE SEGMENTS

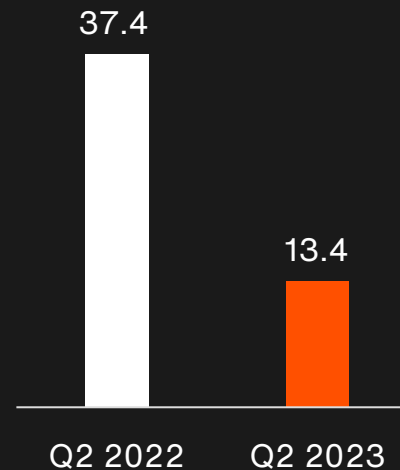


COMFORTABLE EQUITY RATIO AND LOW NET FINANCIAL DEBT SECURE COMPETITIVE FINANCING

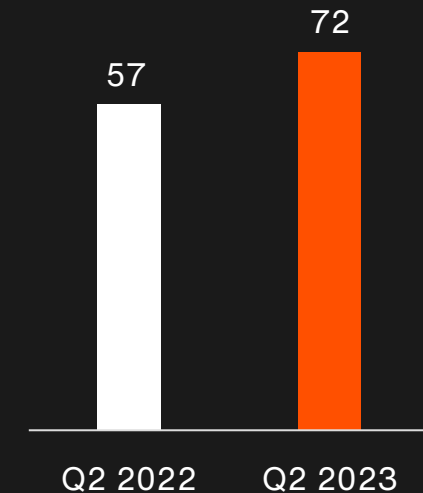
EQUITY RATIO
[%]



INTEREST COVERAGE¹
[X]



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



OUTLOOK

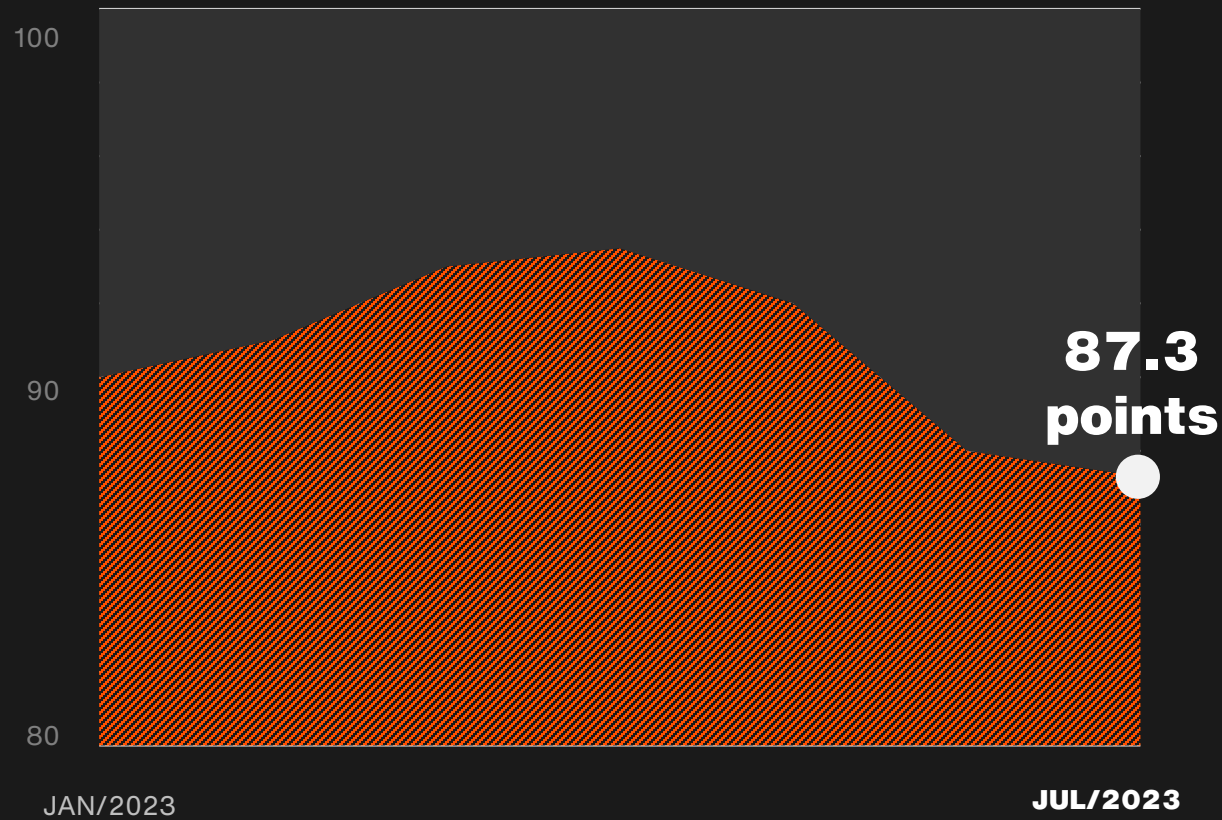
2023



ECONOMIC FORECASTS DO NOT PROMISE A TAILWIND

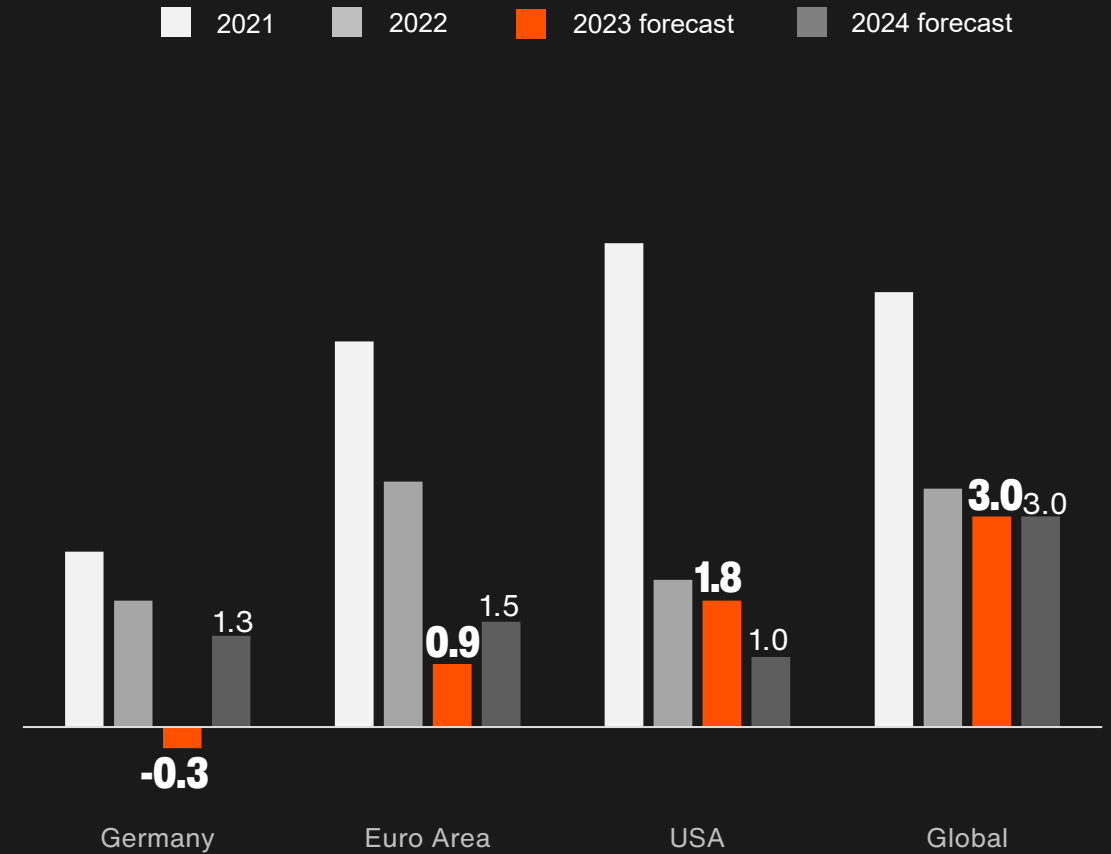
BUSINESS CLIMATE INDEX GERMANY

[BASIS 2015 =100]



GDP GROWTH RATE

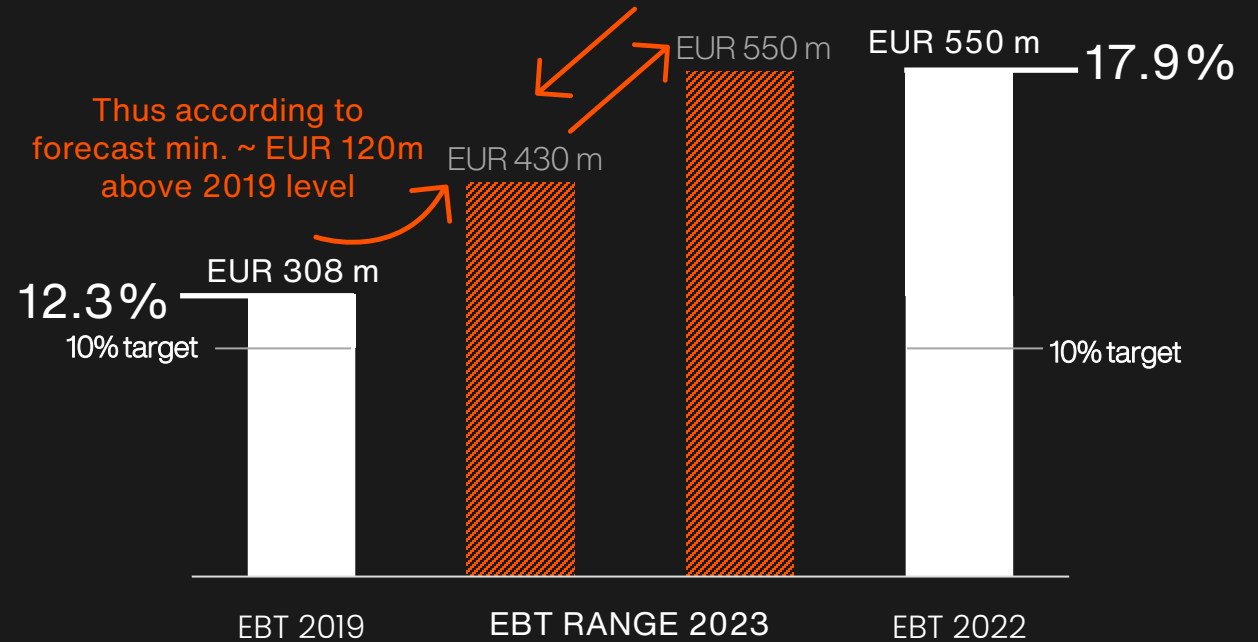
[PERCENTAGE CHANGE FROM PREVIOUS YEAR]



FORECAST FOR FULL YEAR 2023 CONFIRMED

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





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