



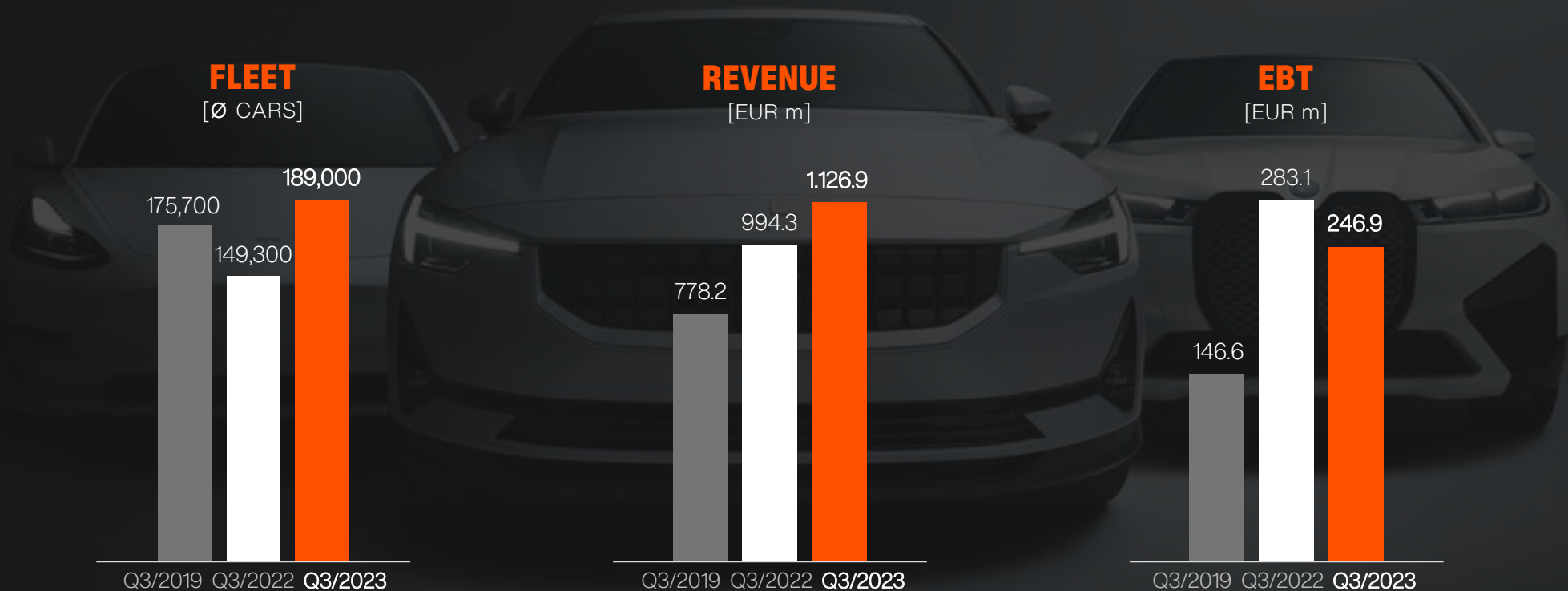
# SIXT SE

## Q3/9M EARNINGS








# KEY FIGURES



# Q3 2023: SIXT ACHIEVES REVENUE OF OVER ONE BILLION EUROS IN ONE QUARTER FOR THE FIRST TIME



# 9M 2023: KEY FIGURES AT A GLANCE

		9M 2022		9M 2023
	<b>REVENUE</b> [EUR m]	2,321.7	<b>+18%</b>	2,749.2
	<b>EBT</b> [EUR m]	506.3	<b>-19%</b>	412.0
	<b>CORPORATE EBITDA</b> [EUR m]	612.6	<b>-11%</b>	544.7
	<b>EBT-MARGIN</b> [%]	21.8	<b>-6.8 PP</b>	15.0
	<b>FLEET SIZE</b> [Ø NUMBER OF CARS EXCL FRANCHISE]	136,500	<b>+23%</b>	168,300
	<b>EQUITY RATIO</b> [% , AS OF SEPTEMBER 30]	36.9	<b>-7,7 PP</b>	29.2
	<b>EMPLOYEES</b> [HEADCOUNT, AVERAGE]	7,373	<b>+17%</b>	8,650

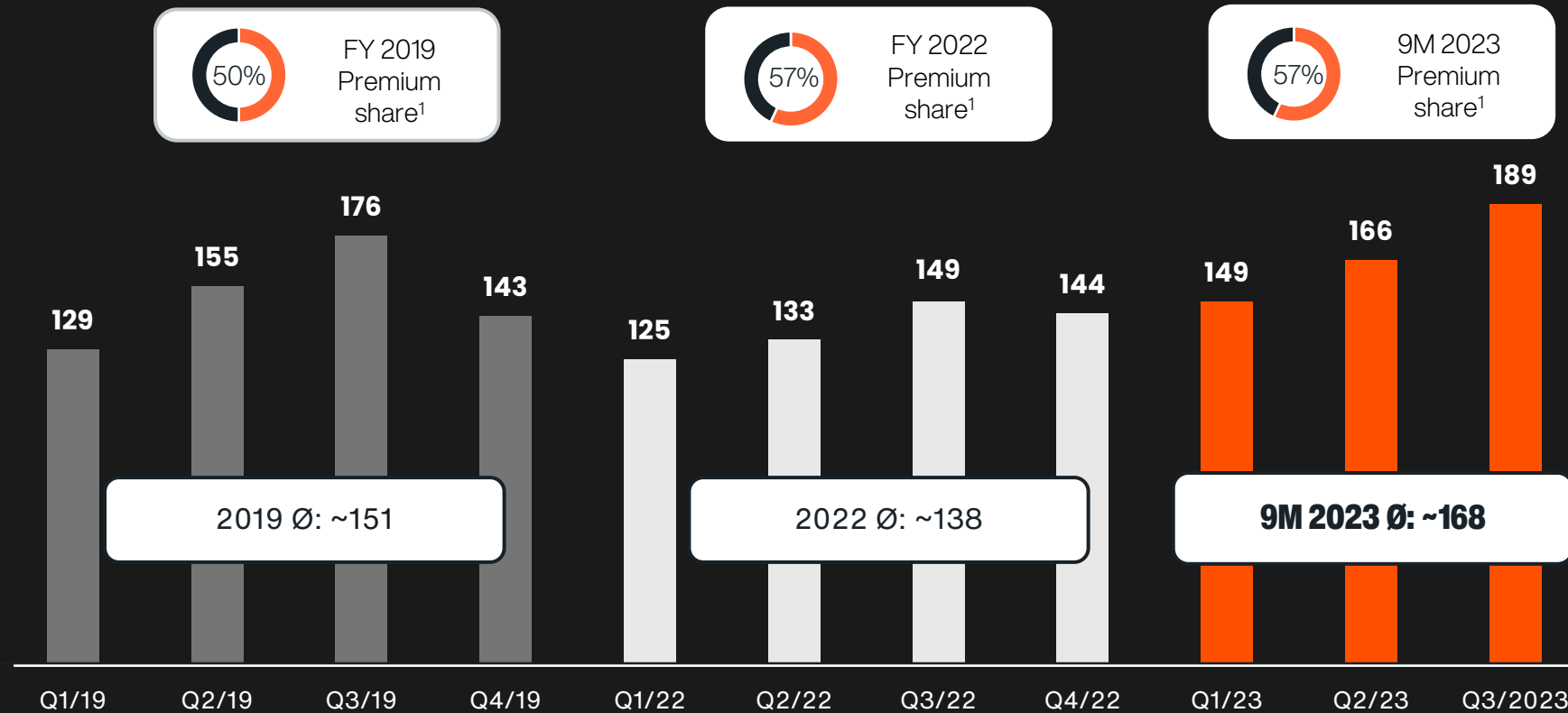
# GROWTH DRIVERS



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

## AVERAGE FLEET SIZE (EXCL. FRANCHISE)

[THOUSAND]



# 9M DELIVERED STRONG REVENUE GROWTH IN ALL SEGMENTS GERMANY WITH A STRONG CATCH-UP

## GERMANY

**+25%**

vs. 2022

**+10%**

vs. 2019



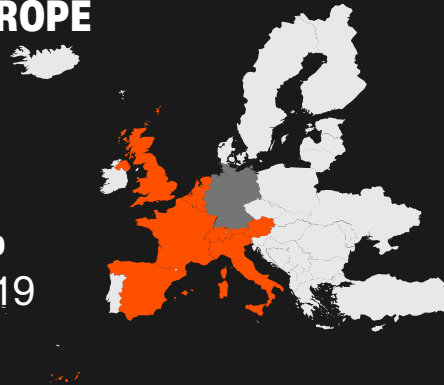
## EUROPE

**+15%**

vs. 2022

**+43%**

vs. 2019



## NORTH AMERICA

**+18%**

vs. 2022

**+113%**

vs. 2019

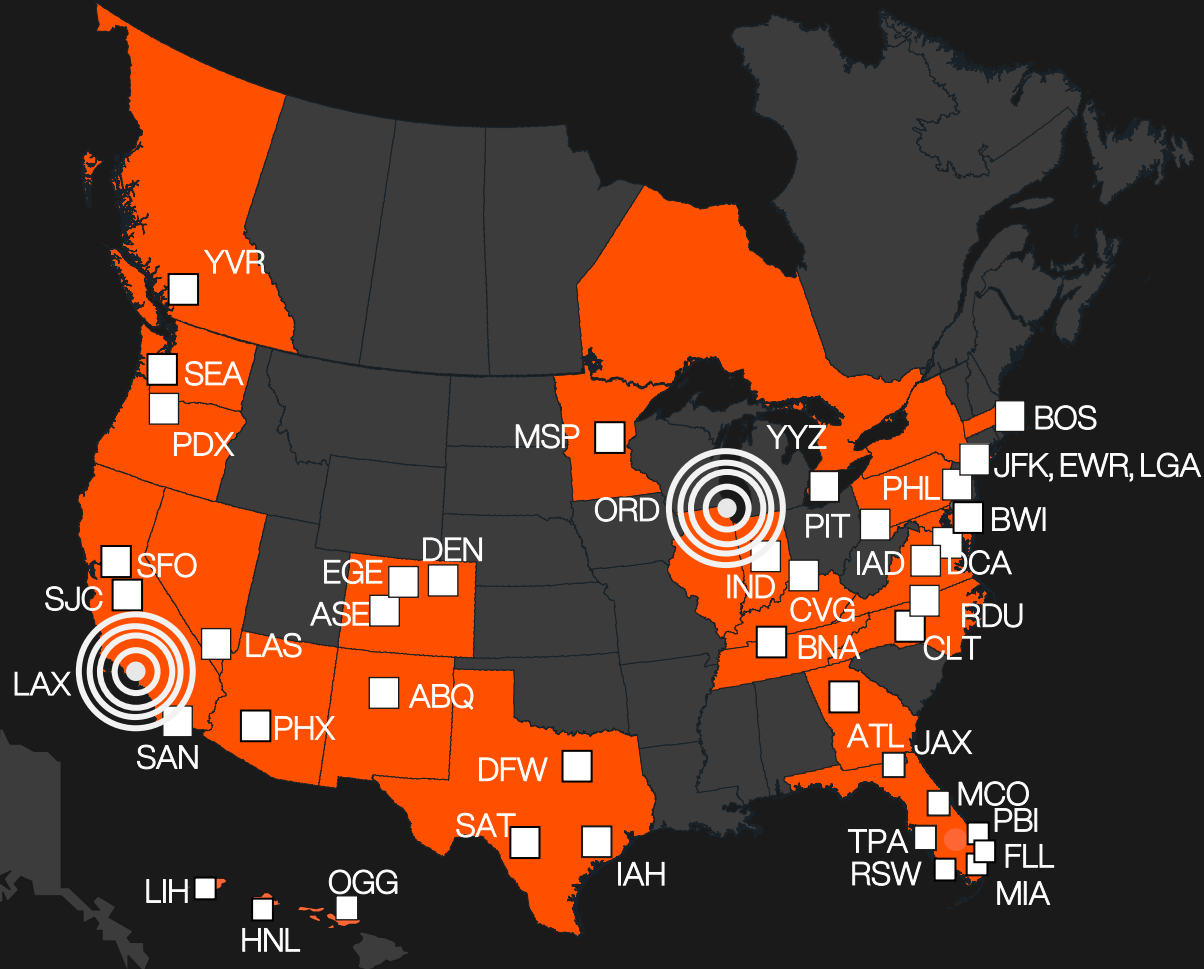


# SIXT IN NORTH AMERICA: CONTINUED EXPANSION

**>100 BRANCHES**

**43 TOP AIRPORTS**

ALREADY 12 NEW BRANCH OPENINGS  
IN 2023 SO FAR

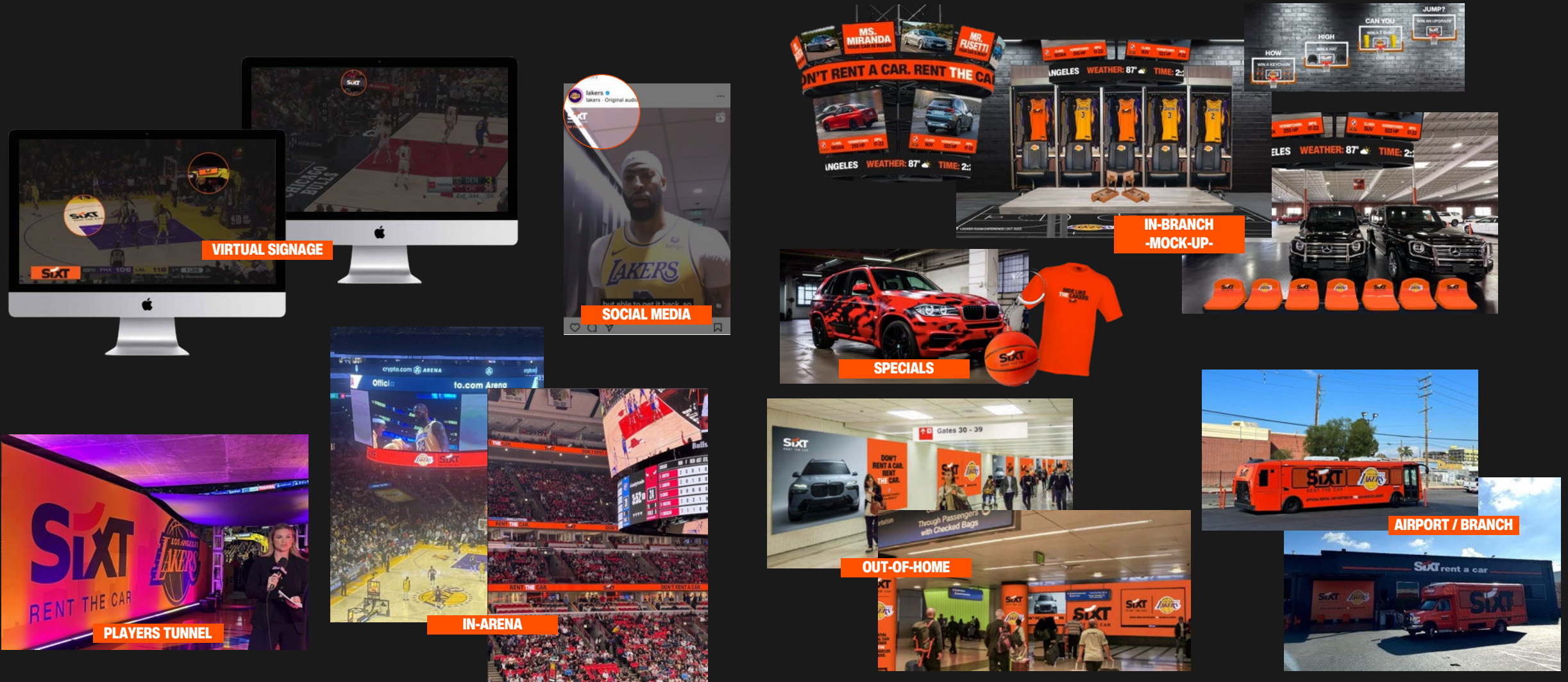


**NUMBER OF BRANCHES AT U.S. AIRPORTS**



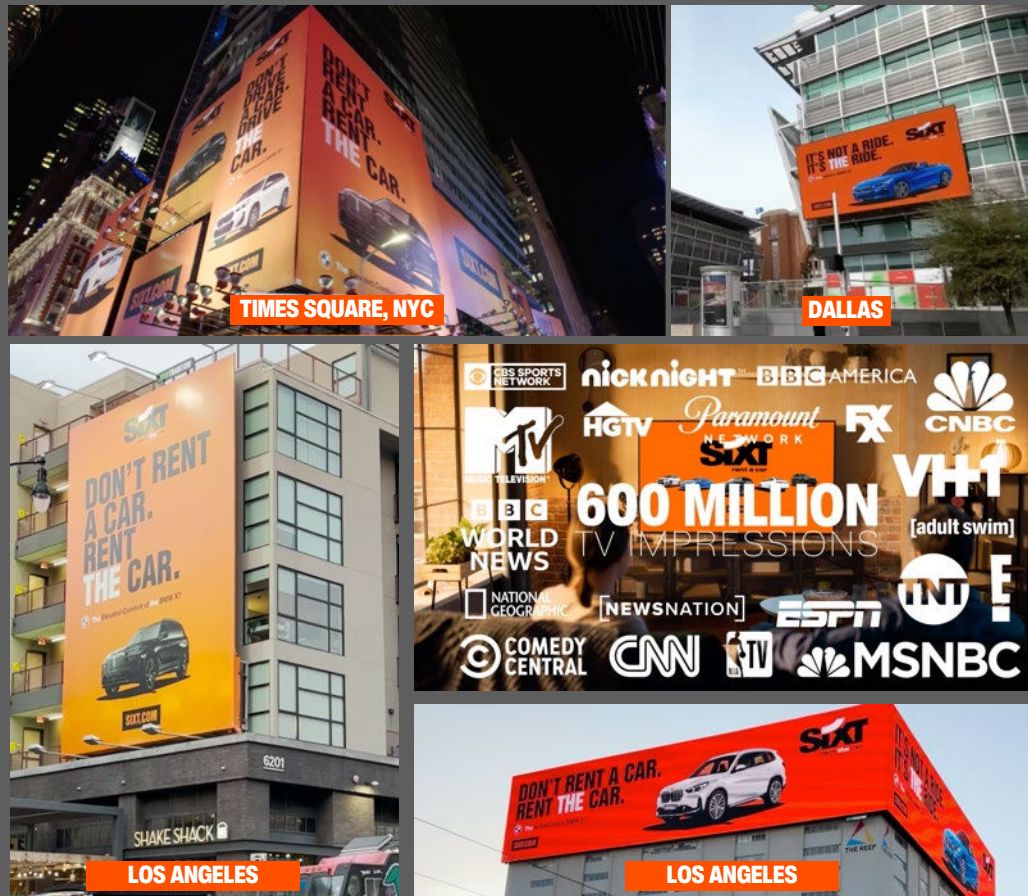


# NEW PARTNERSIPS WITH CHICAGO BULLS AND L.A. LAKERS: LEVERAGED IN A VARIETY OF CHANNELS

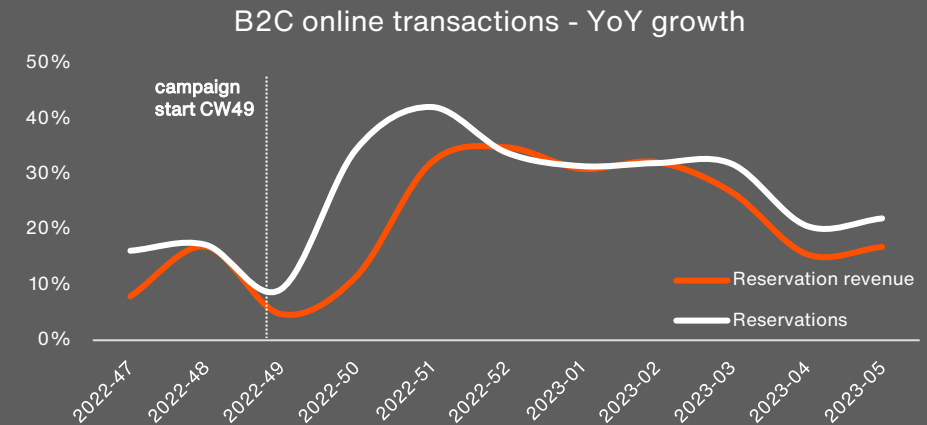


# "RENT THE CAR" CAMPAIGN: IMMEDIATE BUSINESS UPLIFT; CONTINUED IN Q3 2023

## Comprehensive campaign across the US



## With immediate business impact





# HIGHLIGHTS FROM THE PAST MONTHS



## U.S. BASKETBALL PARTNERSHIPS

Long-term cooperations with  
L.A. Lakers and Chicago Bulls



## NEW DOWNTOWN BRANCHES NA

Houston, Fort Worth, Boston,  
Jersey City, Toronto



## INVESTMENT IN BLACKLANE

Together, SIXT and Blacklane will  
further expand their presence in  
international markets



## NEW OPENING AT MUNICH "WERKSVIERTEL"

Biggest Downtown branch of SIXT in  
Europe in terms of parking capacity



## MARKET LEADERSHIP AT CDG + NCE

First time ever at #1 in the important  
travel month of July



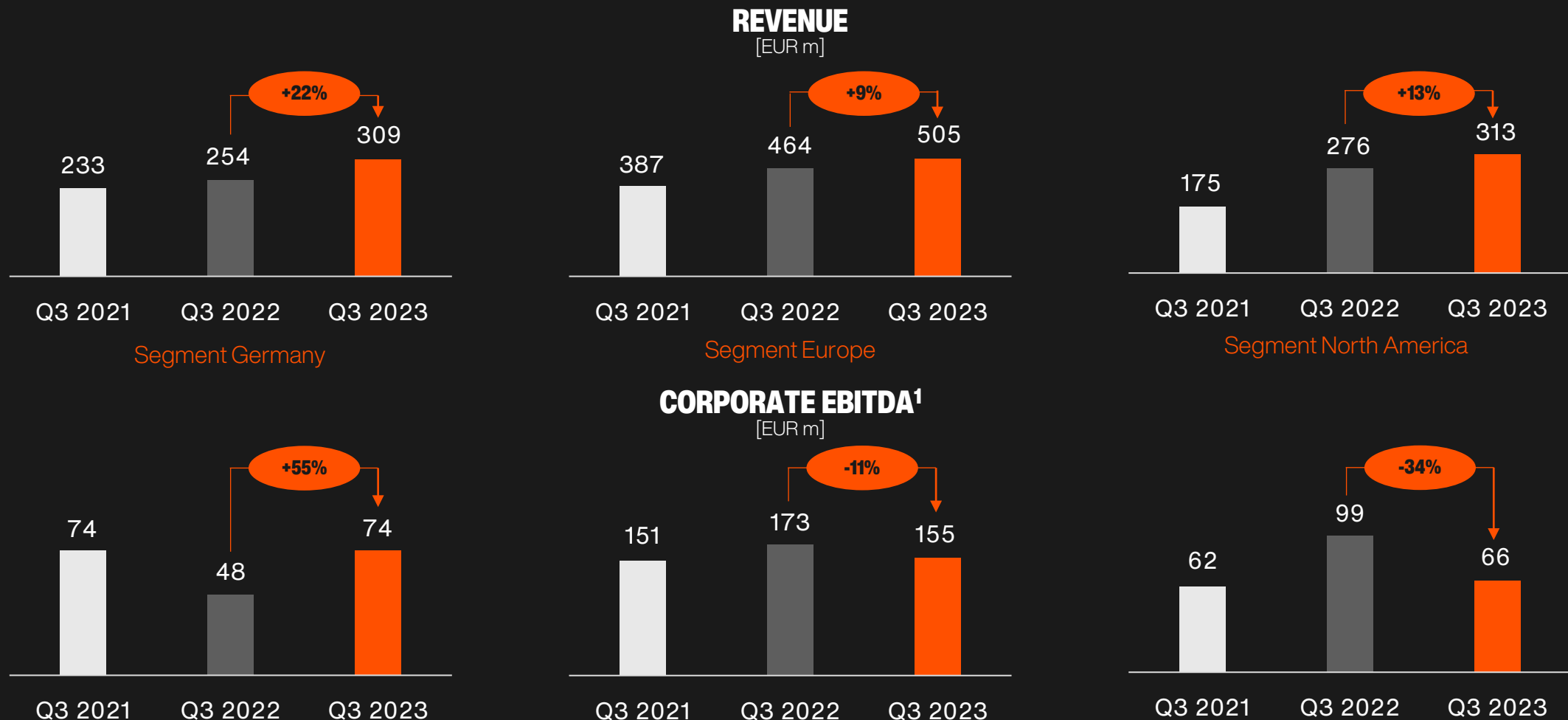
## BORROWER'S NOTE LOANS

Further borrower's note loans with  
a total volume of EUR 314m

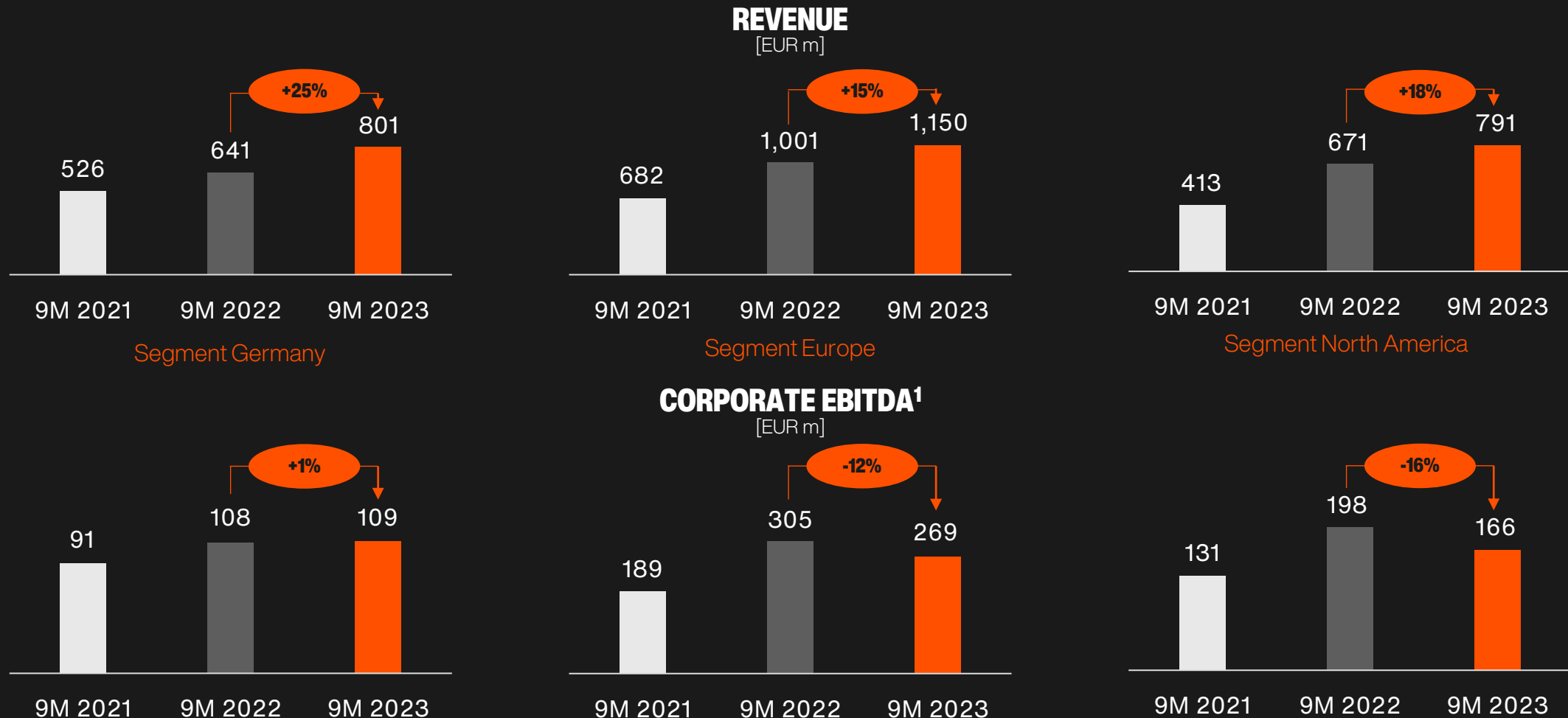
# SOME MORE DETAILS



# Q3 2023 SEGMENT UPDATE: EARNINGS AND REVENUES IN LINE WITH EXPECTATIONS

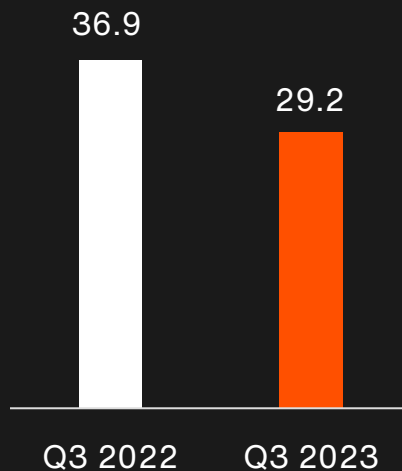


# 9M 2023 SEGMENT UPDATE: STRONG INCREASE OF REVENUES IN ALL THREE SEGMENTS

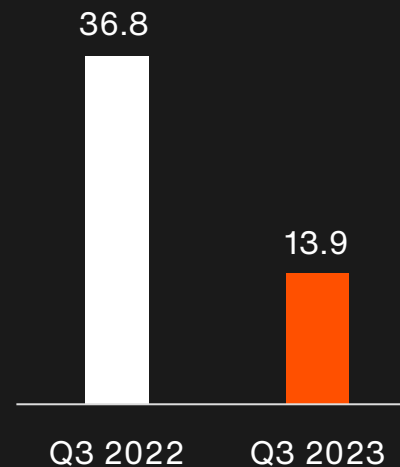


# COMFORTABLE EQUITY RATIO AND LOW NET FINANCIAL DEBT SECURE COMPETITIVE FINANCING

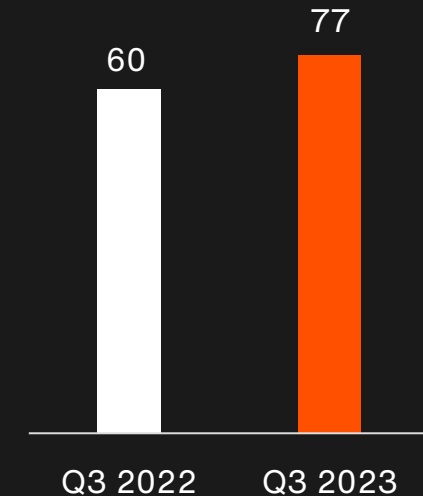
**EQUITY RATIO**  
[%]



**INTEREST COVERAGE<sup>1</sup>**  
[X]



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



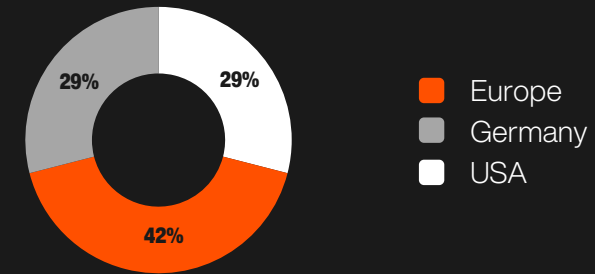
# HIGH DEGREE OF RESILIENCE DIVERSIFIED CUSTOMER & REVENUE MIX AND A FLEXIBLE BUSINESS MODEL

## CUSTOMER MIX 9M 2023

Based on Revenue [%]



## REVENUE SPLIT 9M 2023

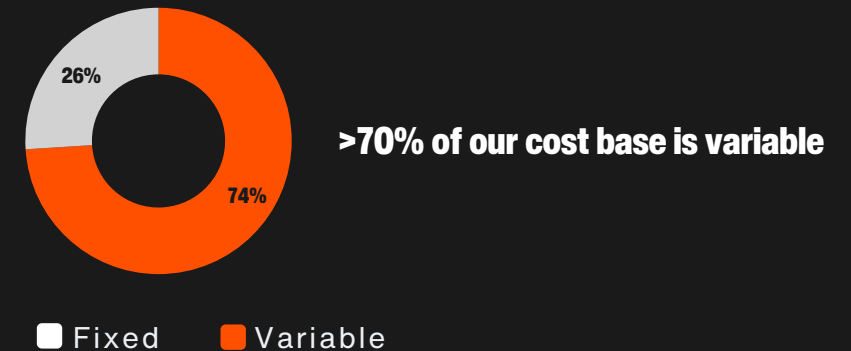


## HOLDING PERIOD 9M 2023



## VARIABLE COST BASE

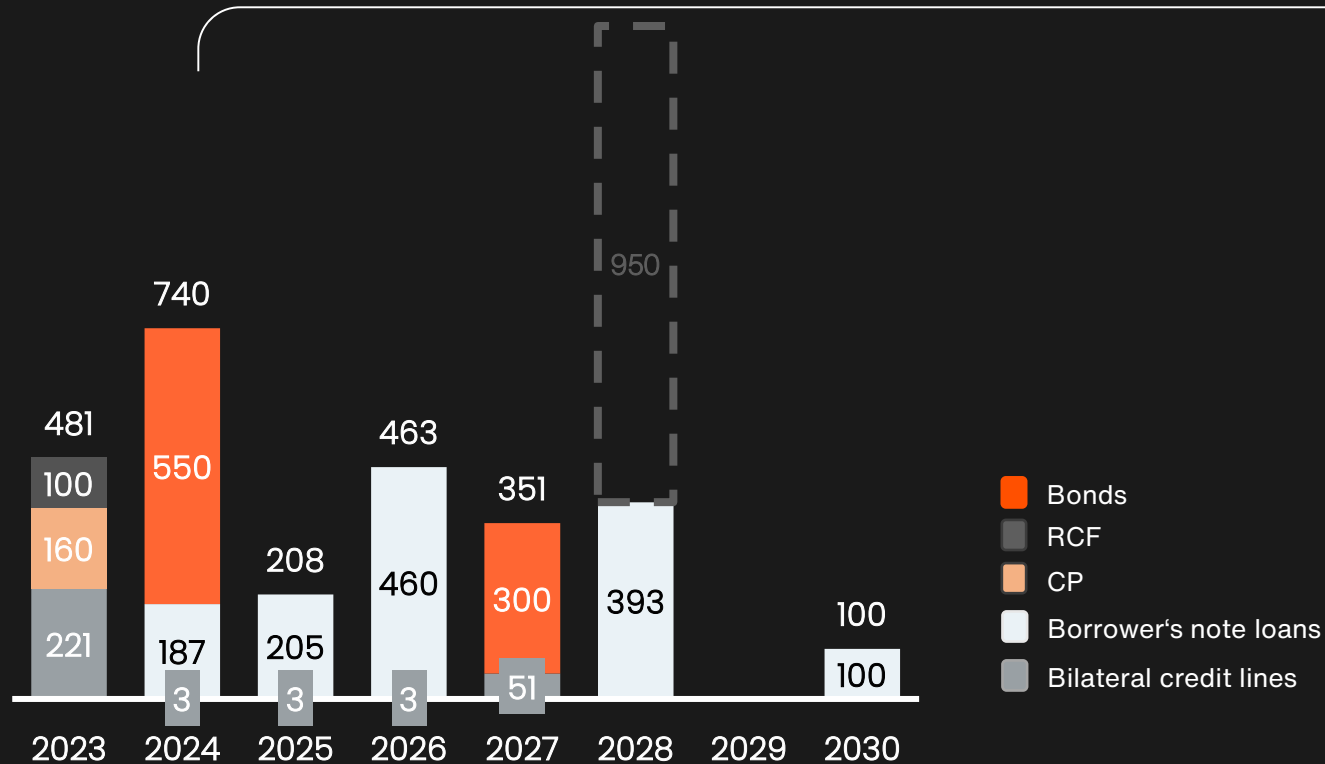
[as of 30 Sep 2023]



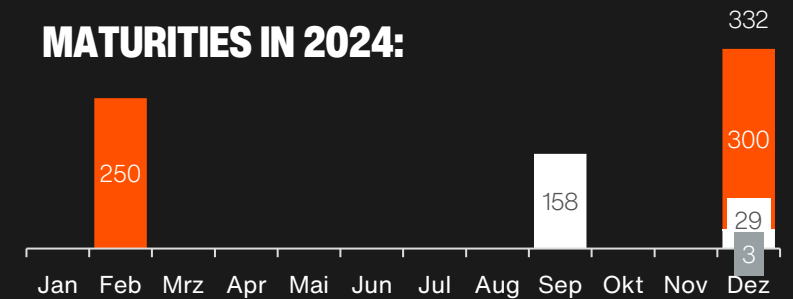


# FOCUS TOPIC 2024: REFINANCING

## MATURITY PROFILE as of 31 October 2023<sup>1</sup> [EUR m]



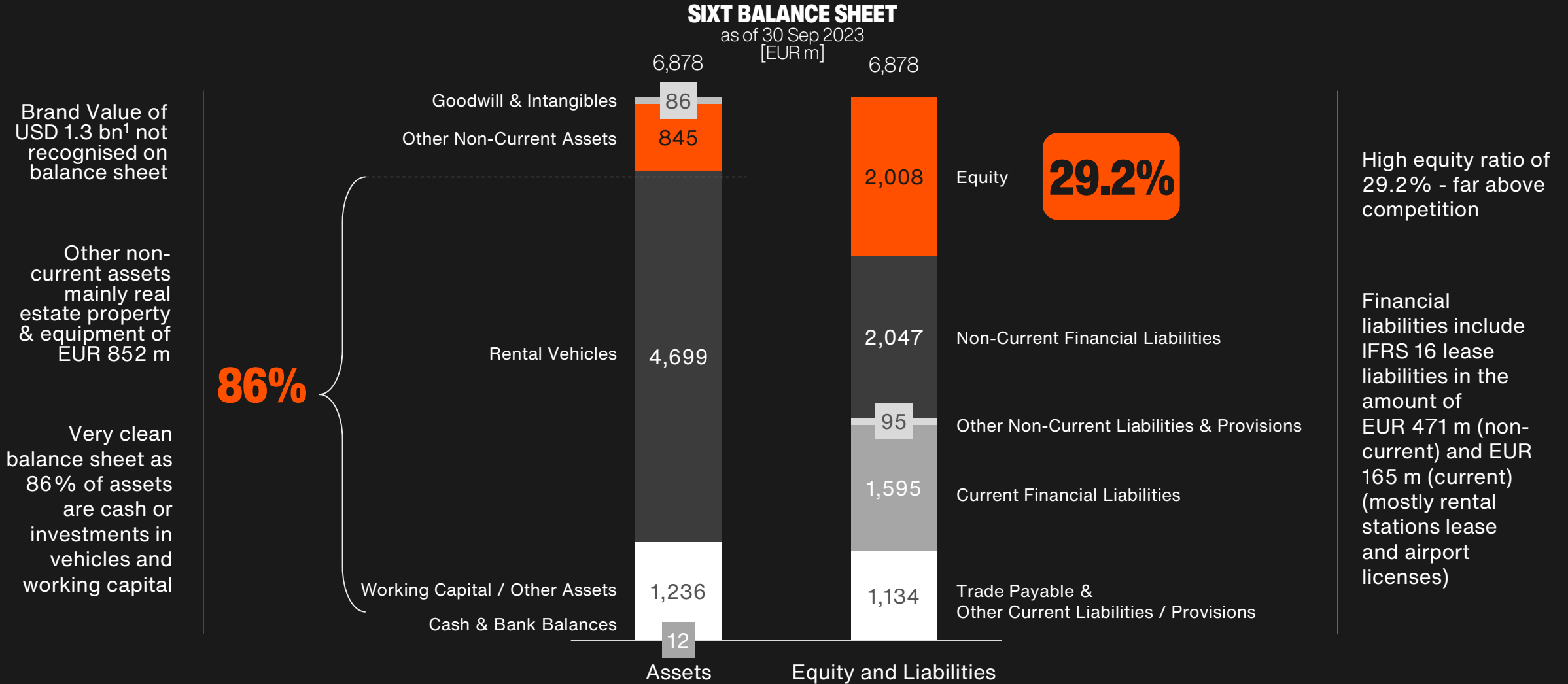
## MATURITIES IN 2024:



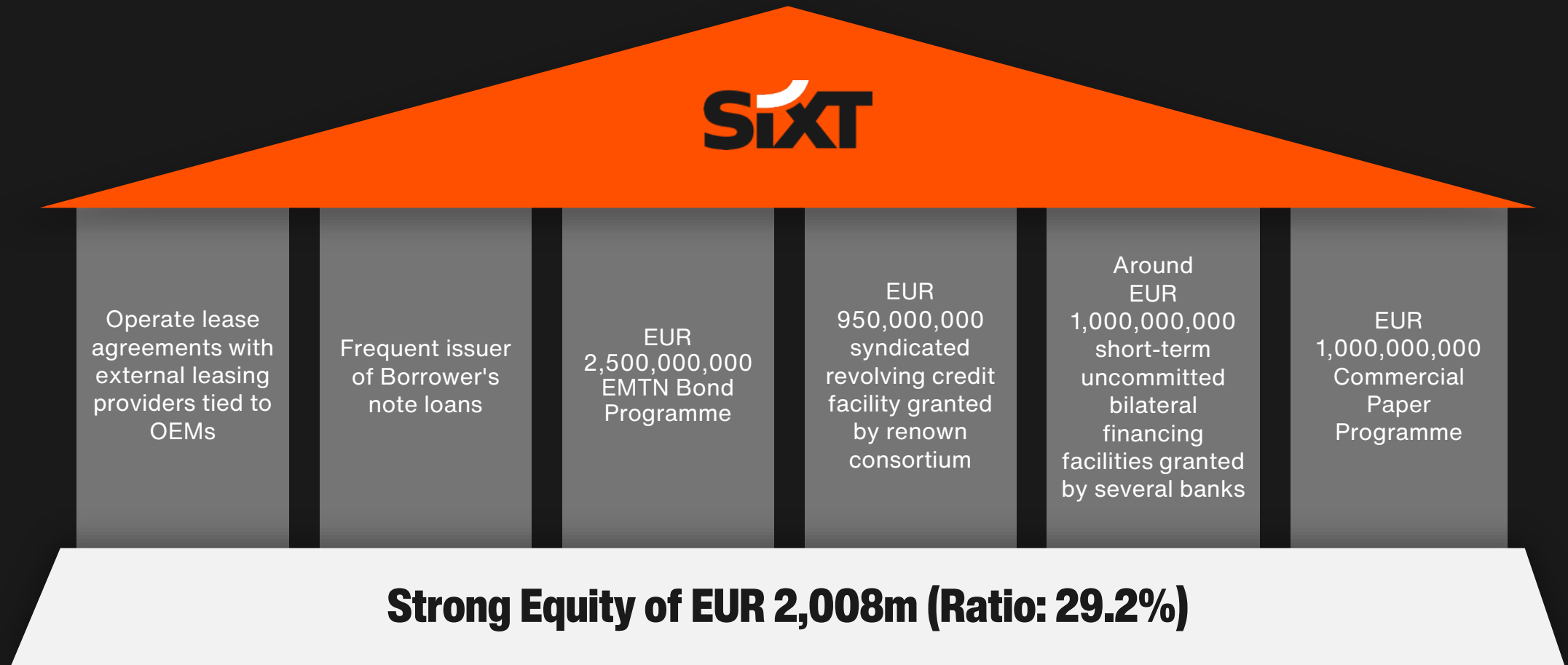
## SIXT's conservative financing approach, tackling 2024 maturities already early in 2023:

- Bond issuance in June 2023: EUR 300 m
- Placement of additional Borrower's note loans in Q3/Q4: Privat Placements in the amount of EUR 314 m
- Prolongation of core element RCF (EUR 950 m) until 2028
- Premature repayment of borrower's note loans with variable interest rate and originally due in 2024 in H2 2023: EUR 70 m
- No premature repayment of bonds and borrower's note loans with fix interest rate due in 2024 due to favourable interest rates

# STRONG BALANCE SHEET QUALITY WITH 86% EARNINGS ASSETS



# ACCESS TO DIVERSE SOURCES OF LIQUIDITY



# OUTLOOK

## FINACIAL YEAR 2023



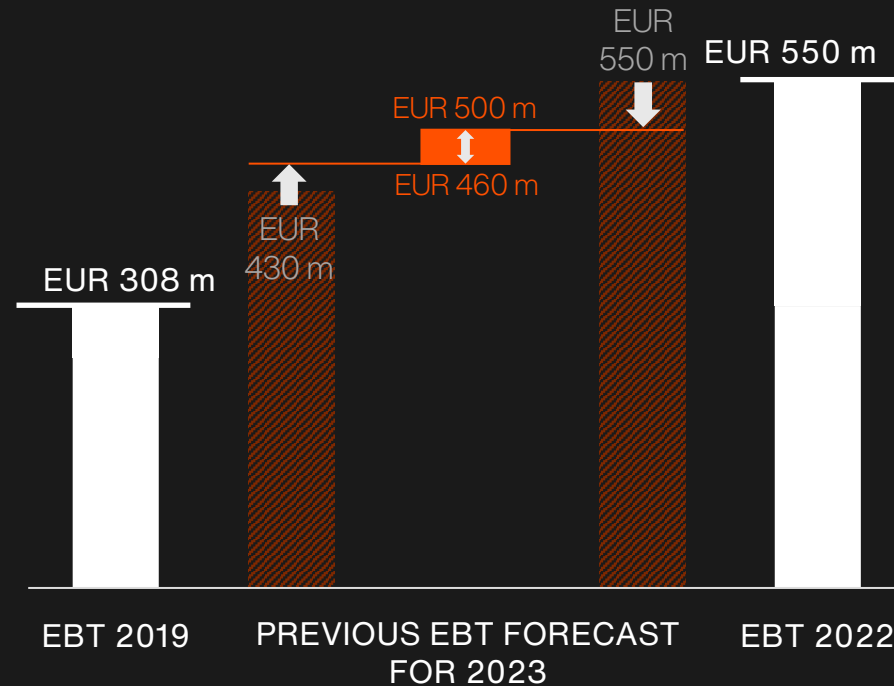
# FY 2023: SPECIFIED FORECAST

## REVENUE FORECAST

➤ EUR 3.6 bn

## EBT FORECAST

➤ EUR 460-500 m





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