



SIXT SE

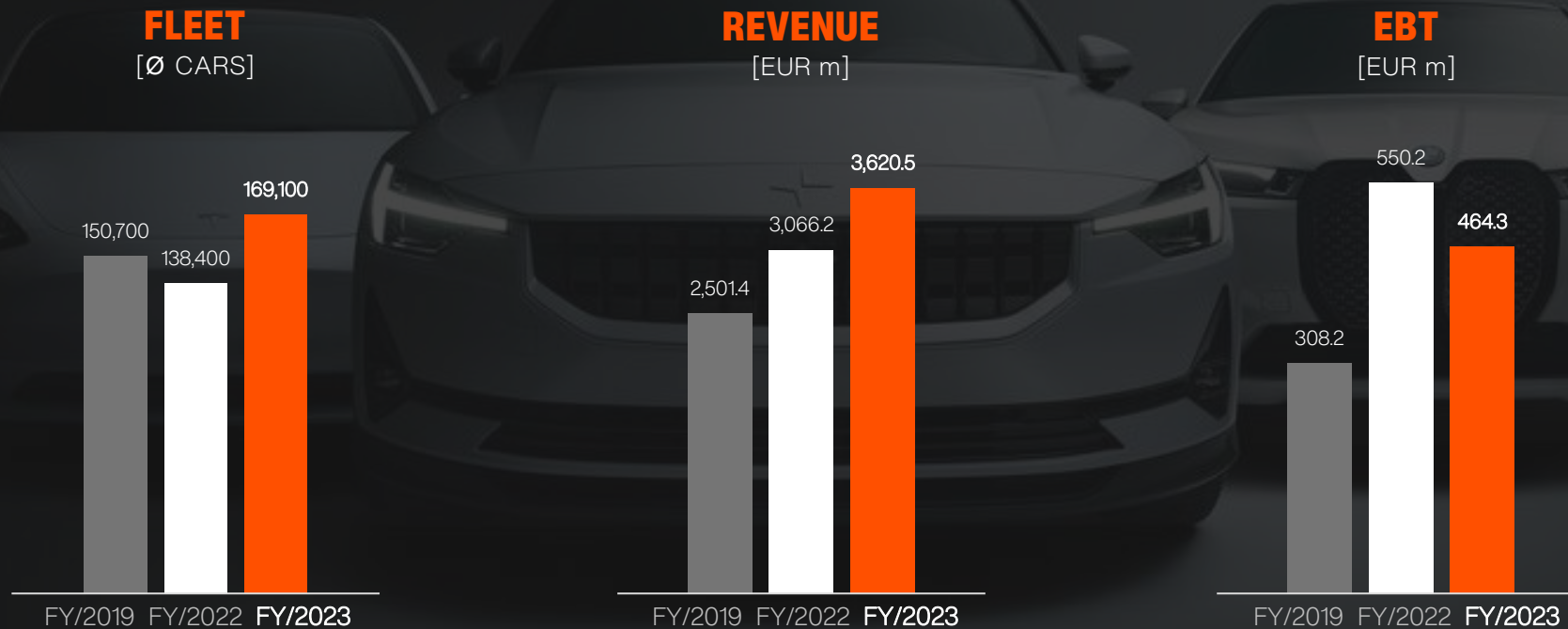
FY 2023 EARNINGS

KEY FIGURES



FY 2023: ANOTHER SUCCESSFUL YEAR

GROWTH STORY CONTINUED



FY 2023 WITH STRONG GROWTH IN ALL SEGMENTS

FIRST ONE BILLION REVENUE YEAR IN NORTH AMERICA

GERMANY

+24%

vs. 2022

+10%

vs. 2019



2023: EUR 1.08 BN

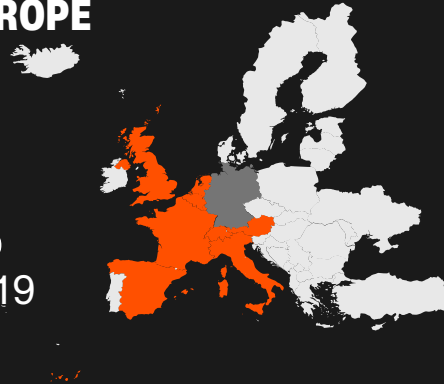
EUROPE

+14%

vs. 2022

+41%

vs. 2019



2023: EUR 1.46 BN

NORTH AMERICA

+19%

vs. 2022

+123%

vs. 2019

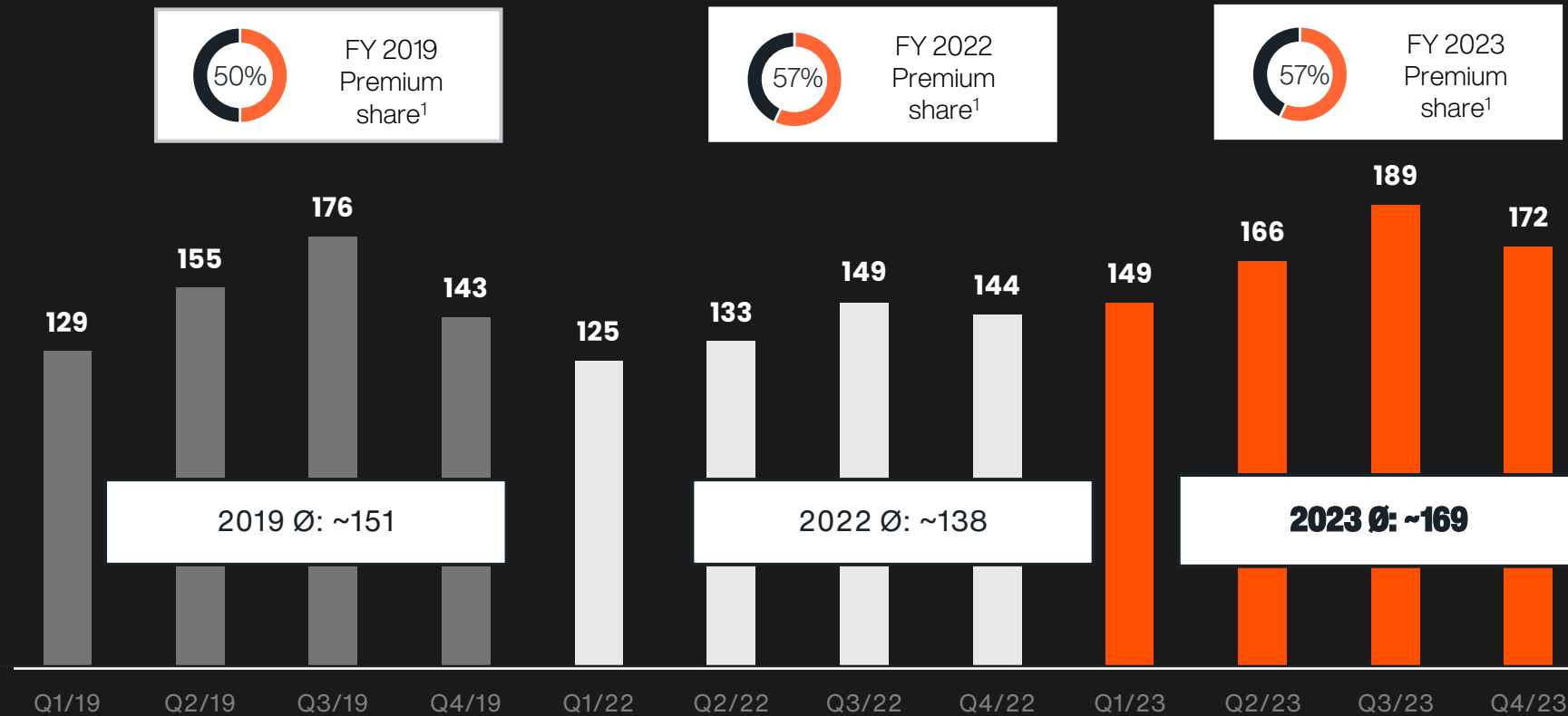


2023: EUR 1.08 BN

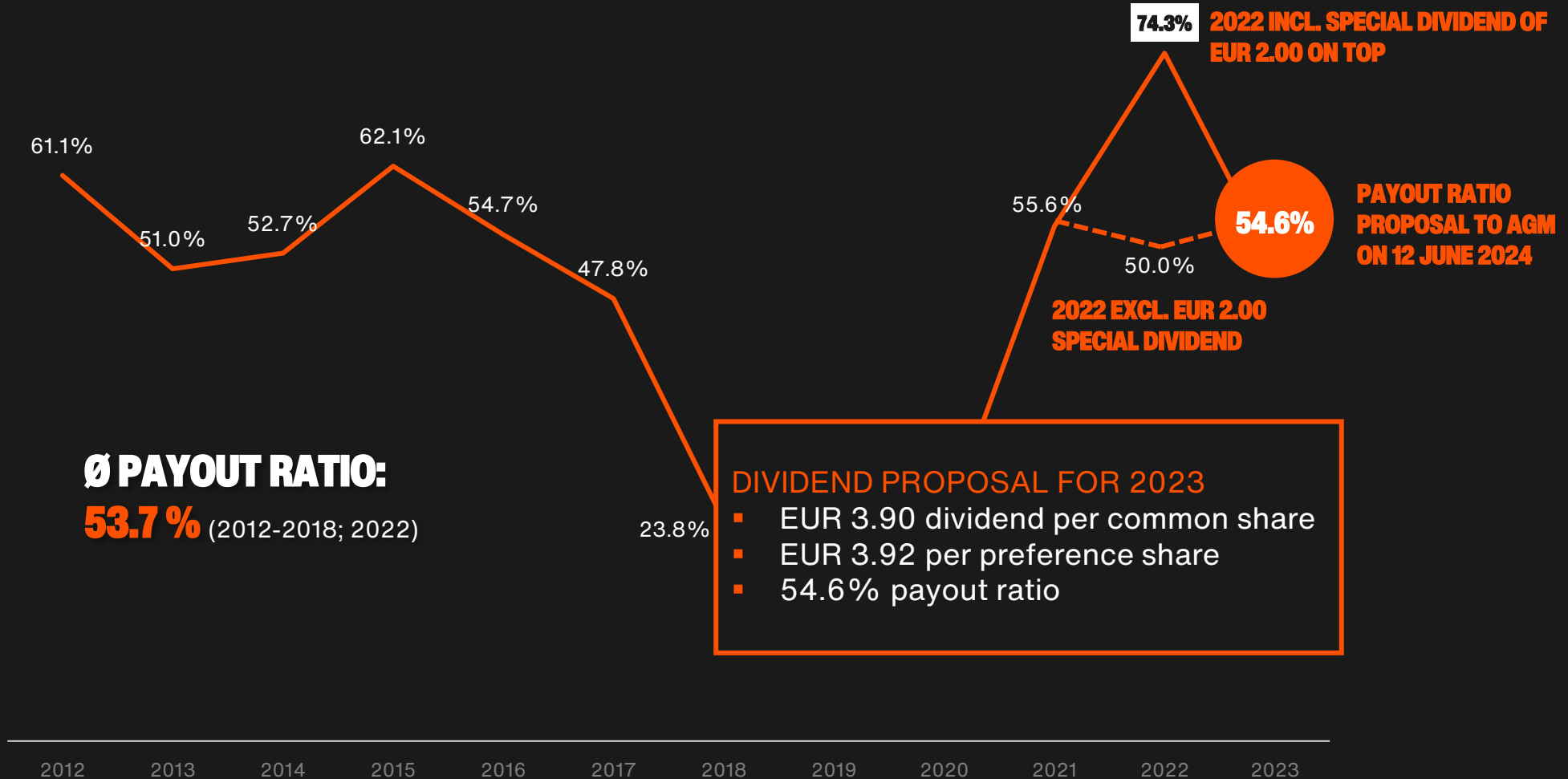
OUR FLEET: AT RECORD LEVELS WITH A CONTINUED HIGH SHARE OF PREMIUM CARS

AVERAGE FLEET SIZE (EXCL. FRANCHISE)

[THOUSAND]



ATTRACTIVE DIVIDEND PROPOSAL IN LINE WITH OUR DIVIDEND POLICY



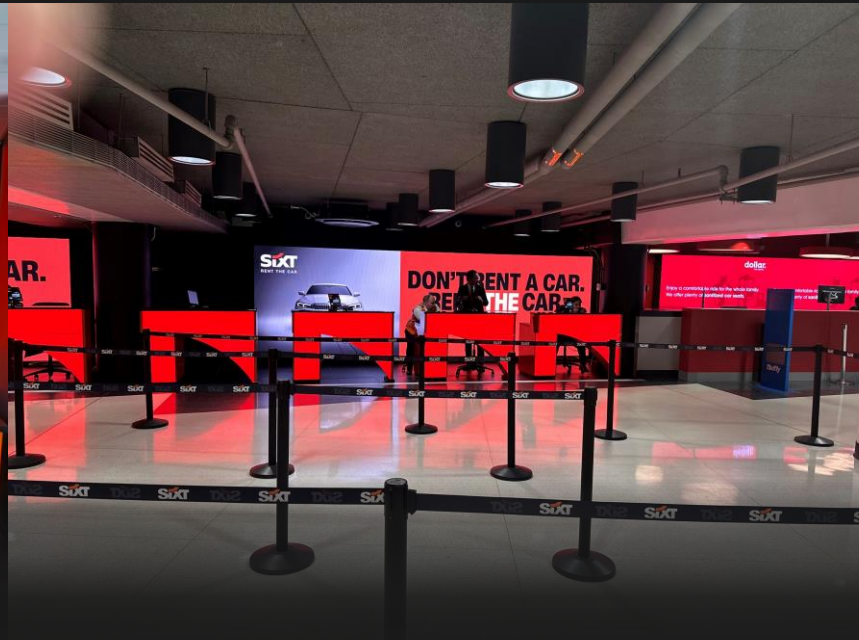
RECENT HIGHLIGHTS



OPENING OF FURTHER BRANCHES IN THE US NEW AIRPORT AND DOWNTOWN LOCATIONS



SALT LAKE CITY
INTERNATIONAL AIRPORT

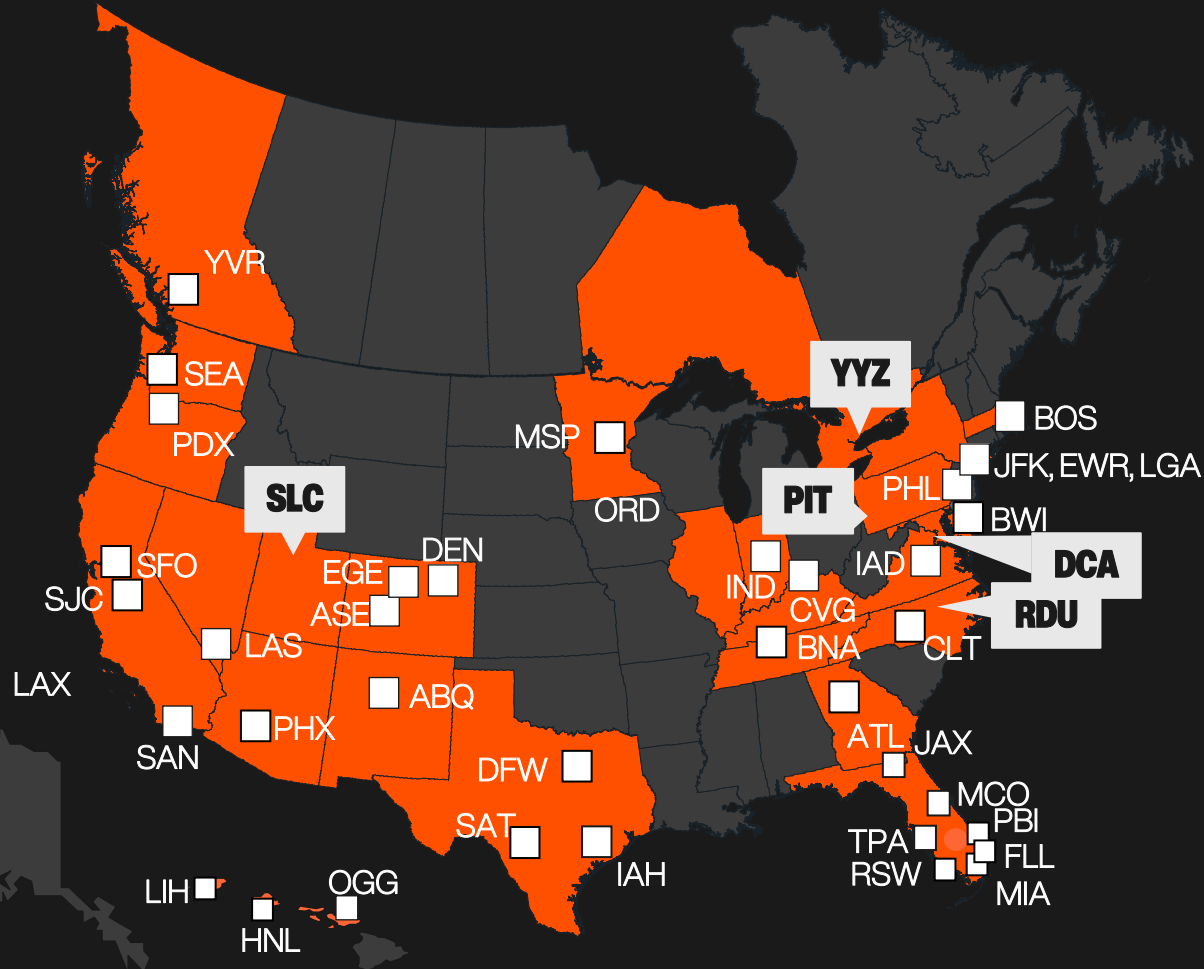


RONALD REAGAN WASHINGTON
NATIONAL AIRPORT



CHICAGO
DOWNTOWN

SIXT IN NORTH AMERICA: CONTINUED EXPANSION



>100 BRANCHES

44 TOP AIRPORTS

5 NEW AIRPORT BRANCHES
(4 US + 1 CA)

AND 14 NEW DOWNTOWN BRANCHES
(13 US + 1 CA)

OPENED IN 2023 AND 2024 SO FAR

NUMBER OF BRANCHES AT U.S. AIRPORTS



OPENING OF FURTHER BRANCHES IN GERMANY

NEW FLAGSHIP LOCATIONS IN SIXT'S HOME MARKET



**MUNICH
OSTBAHNHOF**



**FRANKFURT
(ZEIL)**

OPENING OF FURTHER BRANCHES IN EUROPE NOURISHING OUR STRONG MARKET POSITION



**PERUGIA
AIRPORT**



**LONDON HEATHROW
AIRPORT**

LAUNCH OF NEW BRAND CAMPAIGN IN SPAIN

RECENT EXAMPLE FOR OUR BOLD MARKETING



PALMA DE MALLORCA
AIRPORT



MADRID BARAJAS
AIRPORT T4

SIXT RENT-THE-CAR CAMPAIGN

CLOSE TO THE F1 RACING COURSE IN LAS VEGAS



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



VIRTUAL SIGNAGE



SOCIAL MEDIA



IN-BRANCH - Mockup



SPECIALS



PLAYERS TUNNEL & IN-ARENA



OUT-OF-HOME



AIRPORT/BRANCH

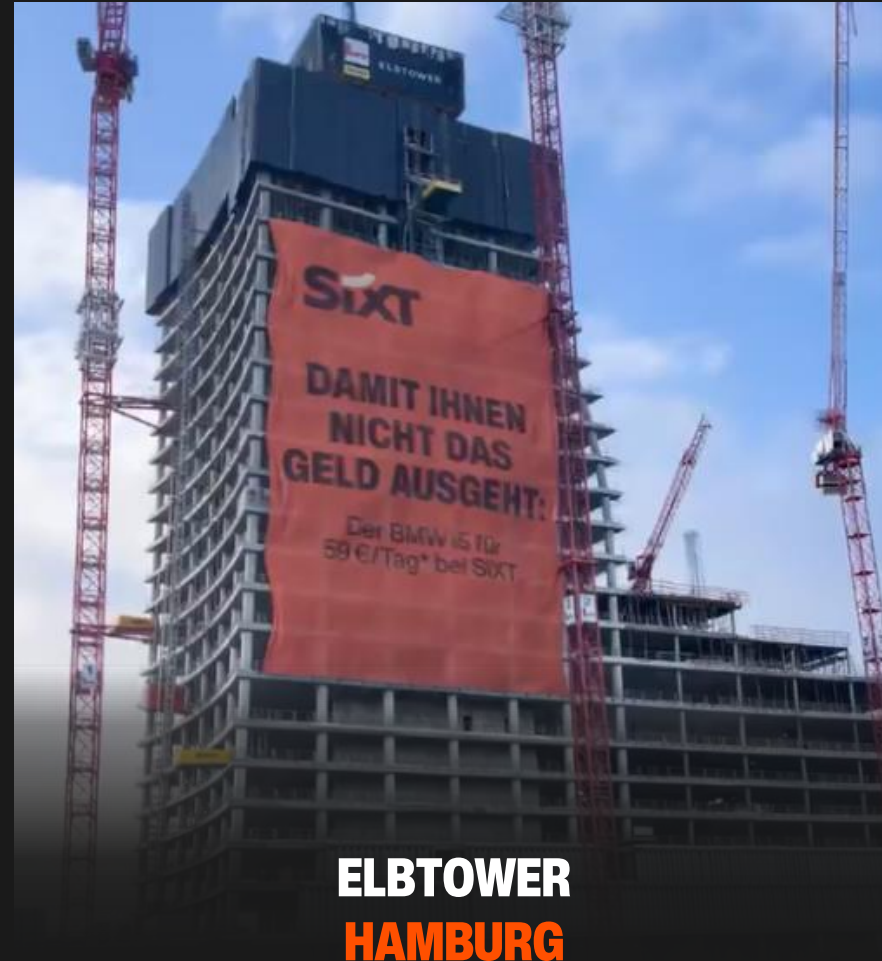
...AND IN GERMANY? SIXT STAYED SIXT



SIXT

**ZUG VERPASST?
SIXT!**

Günstige Mietwagen rund um die Uhr bei SIXT.



SIXT

**DAMIT IHNEN
NICHT DAS
GELD AUSGEHT:**

Der BMW i5 für
59 €/Tag* bei SIXT

**ELBTOWER
HAMBURG**

PURCHASE OF UP TO 250K STELLANTIS VEHICLES FOR AN EVEN BETTER CHOICE FOR ALL MOBILITY NEEDS



- **UP TO 250,000 LATEST GENERATION STELLANTIS VEHICLES** for the European and North American market by 2026
- **ATTRACTIVE CHOICE OF VEHICLES** including brands like Alfa Romeo, Chrysler, Citroën, Dodge, DS Automobiles, Fiat, Jeep, Lancia, Opel, Peugeot, Ram, Vauxhall and Maserati
- **HIGH FLEXIBILITY OF THE AGREEMENT** to adapt to actual levels of demand
- No impact on **PREMIUM STRATEGY** and relationships to and delivery volumes from **OTHER OEMs**

STRENGTHENING THE FINANCIAL BASIS FOR A CONTINUATION OF SIXT'S GROWTH STRATEGY



S&P CREDIT RATING

Investment Grade BBB / stable outlook

- First credit rating by one of the major credit rating agencies.
- With the assigned rating SIXT is among the best rated international car rental companies worldwide.
- Improved access to the capital markets and further optimization of the capital structure and financing costs.



BOND PLACEMENT

EUR 500m

- First rated bond with EUR 500 million benchmark volume and a 3.75% coupon proves positive rating impact vs. 2023 bond (5.125%).
- Order book in excess of impressive EUR 2.4 billion, a more than fourfold oversubscription at peak.
- Proceeds will be used for refinancing and strengthening the basis for a continuation of SIXT's growth strategy.

SIXT'S SUSTAINABILITY STRATEGY IN ACTION

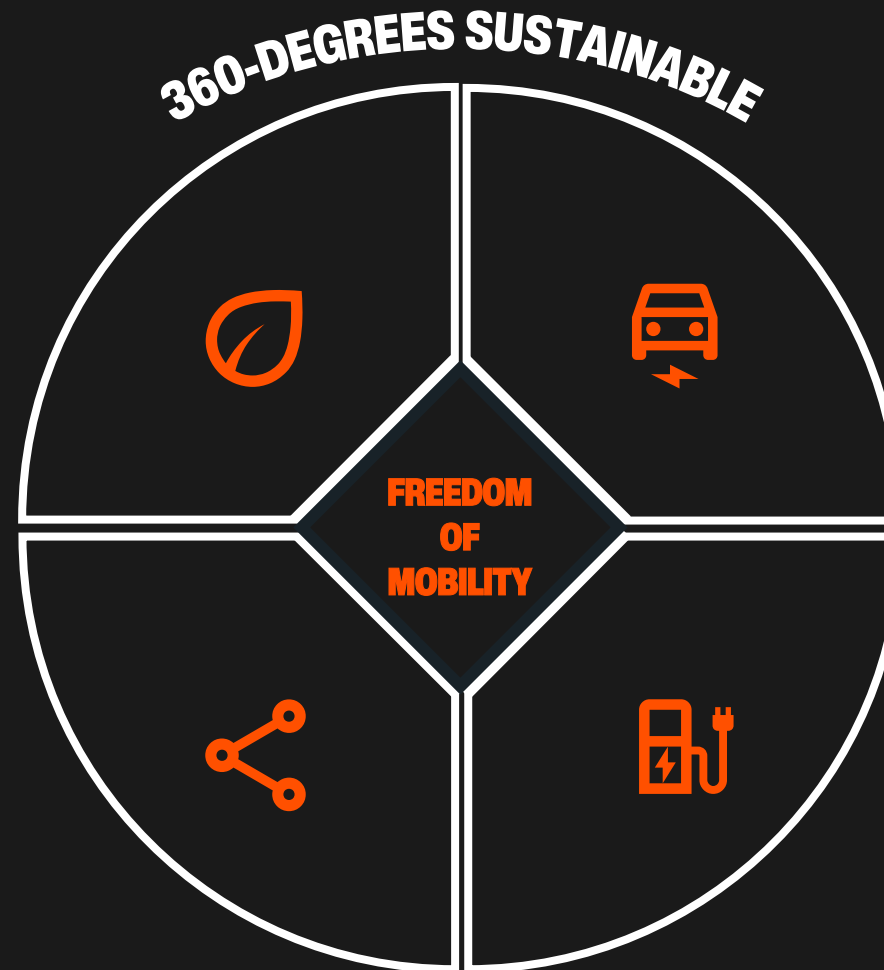
IMPLEMENTATION CONTINUED THROUGHOUT 2023

REDUCTION OF CO2 EMISSIONS AT BRANCHES & SITES

- As promised: compensation of all remaining emissions by the end of 2023

SHARED MOBILITY PLATFORM

- Integration of Miles in Germany
- Integration of Zity by Mobilize in France



ELECTRIC VEHICLES

- Attractive range of electrified vehicles of various brands
- Further development depending on cost and demand and strategies of OEMs

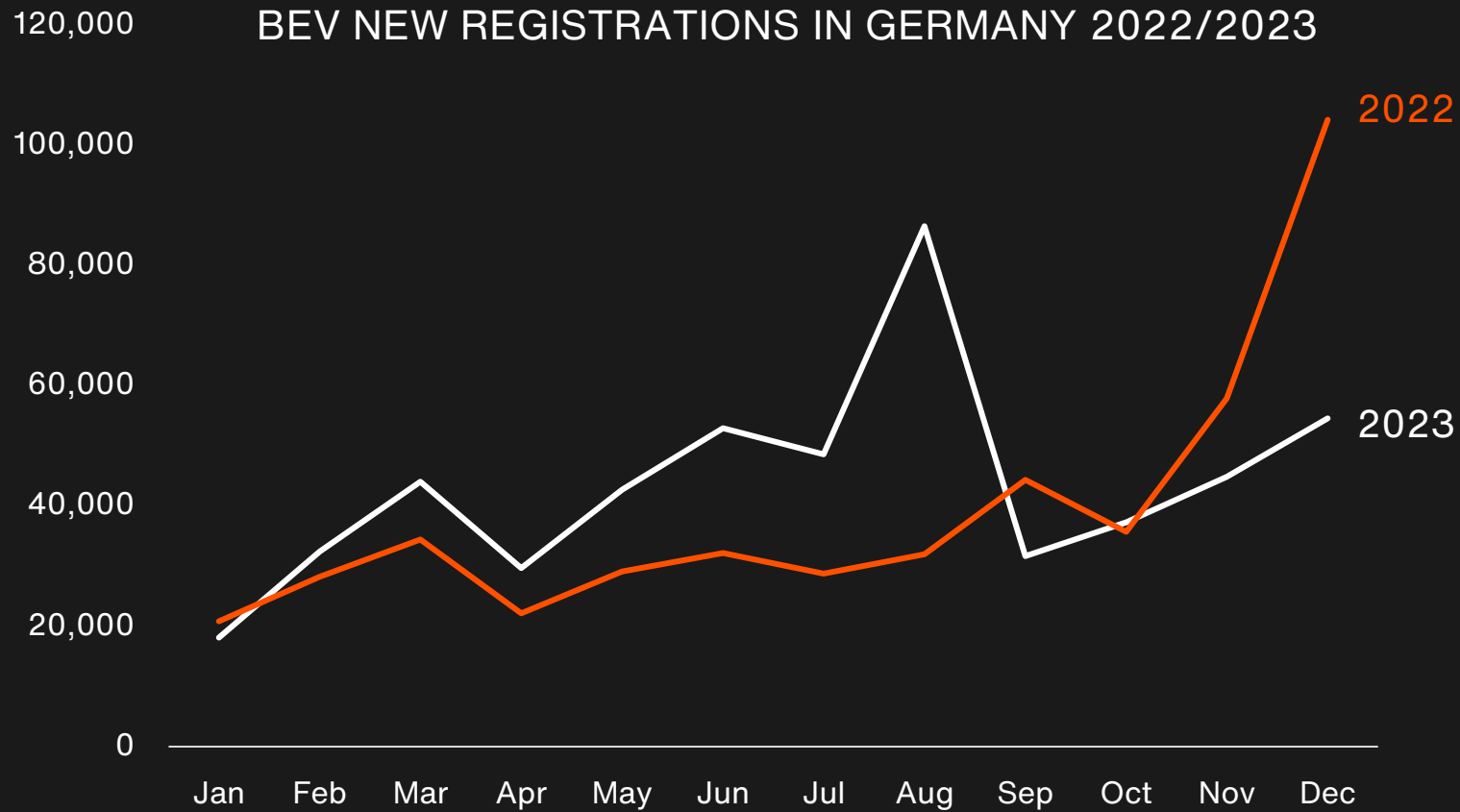
CHARGING INFRASTRUCTURE

- Growing number of rental branches equipped with own charging points
- Successful launch of SIXT charge to easily access to ~400,000 public charging points in Europe

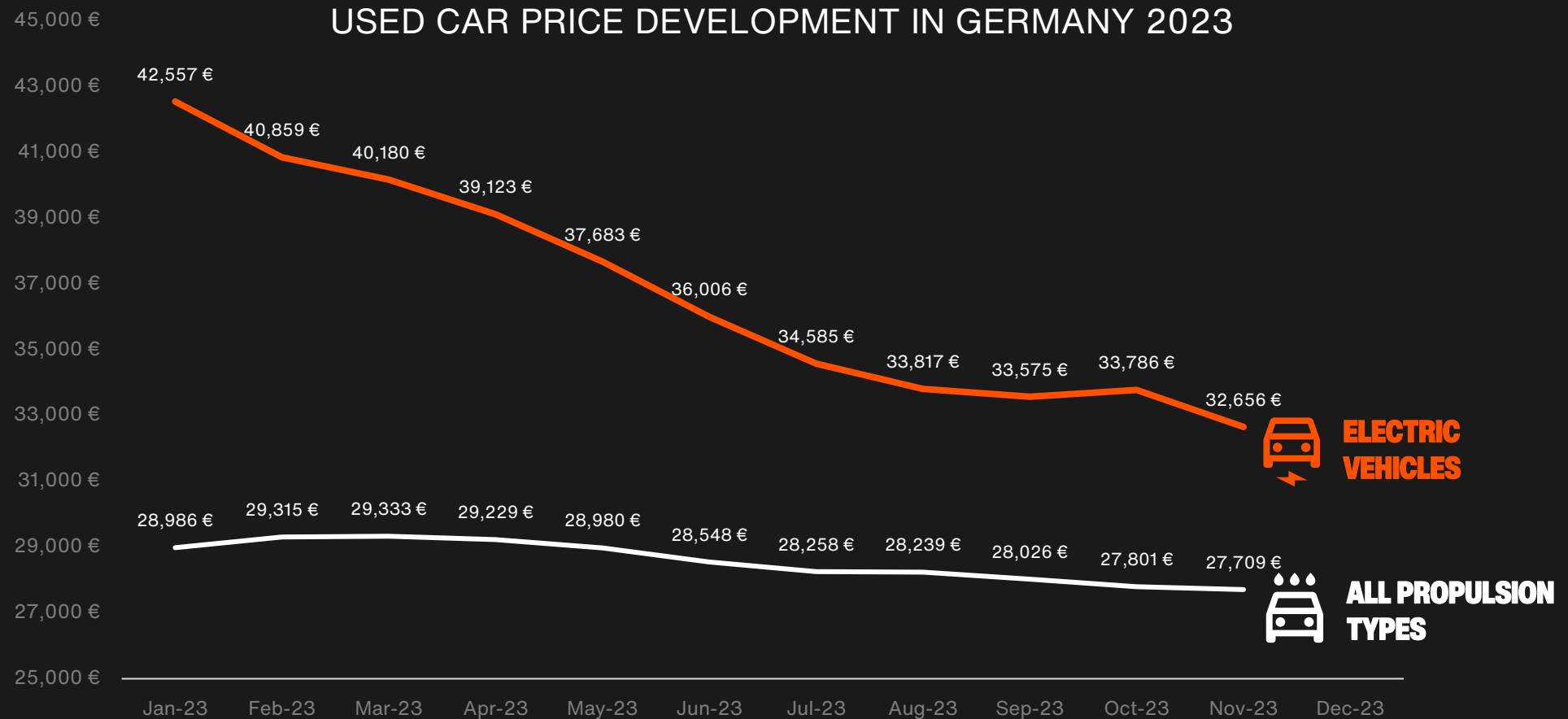
DEEP DIVE



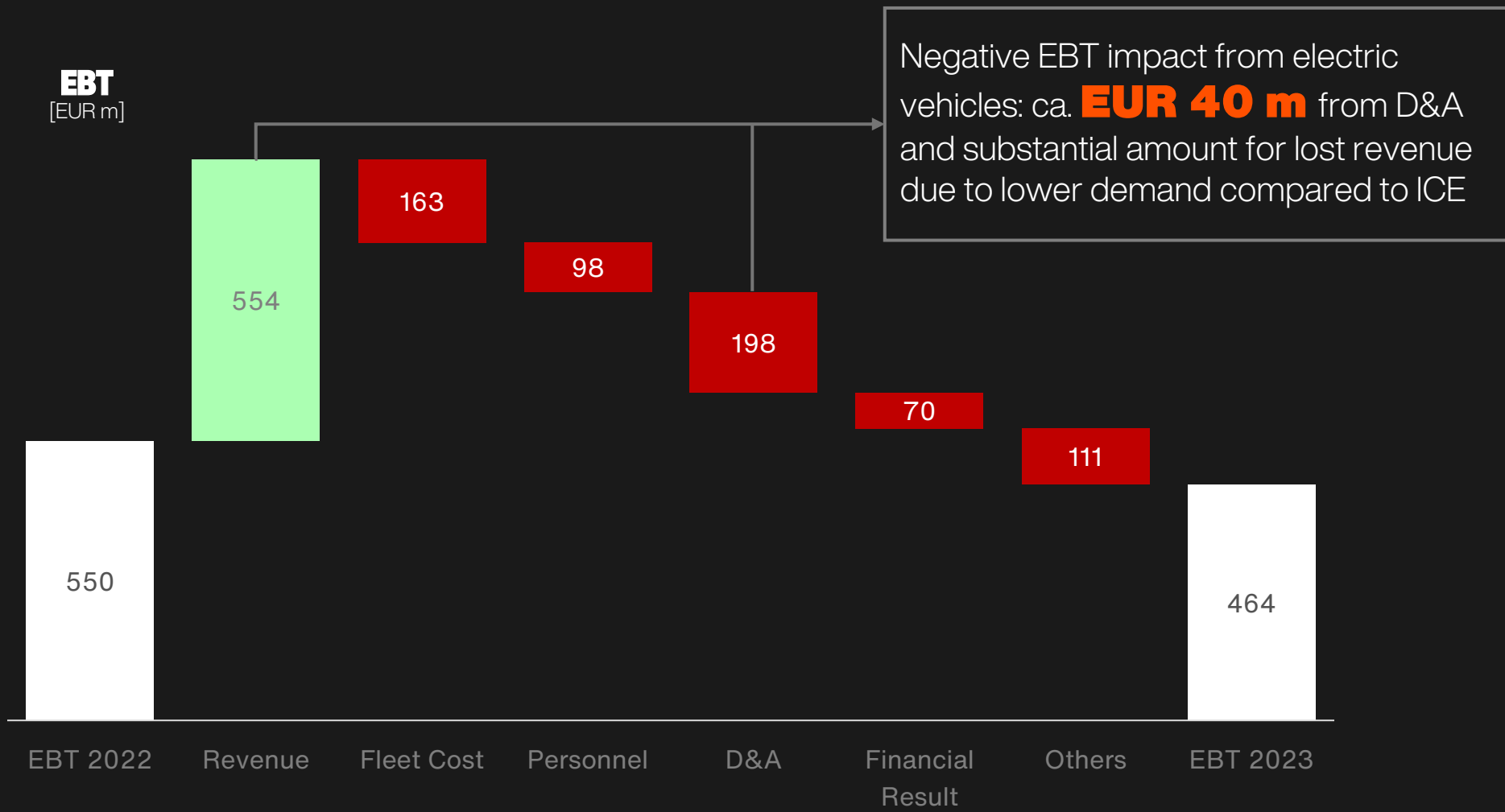
DEMAND FOR E-MOBILITY: FALLS SHORT OF POLITICAL EXPECTATIONS



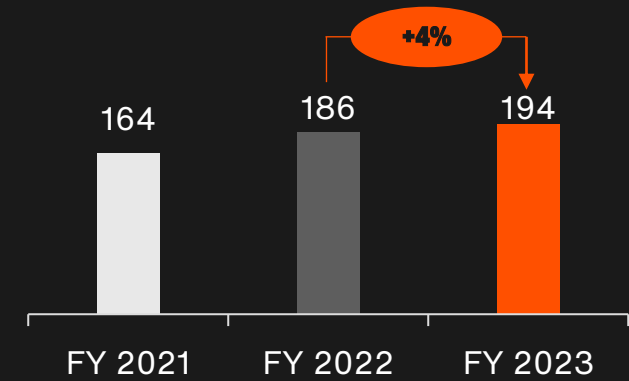
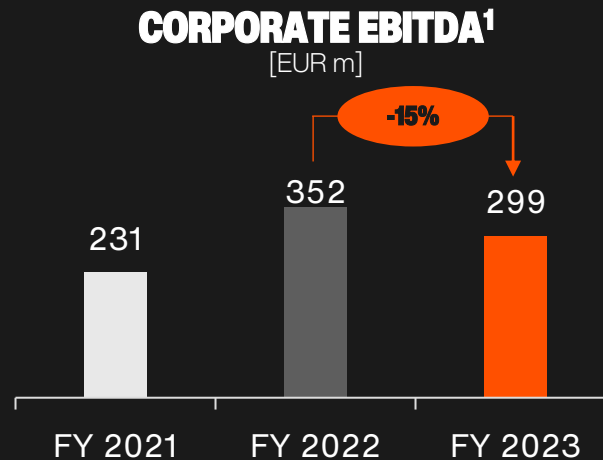
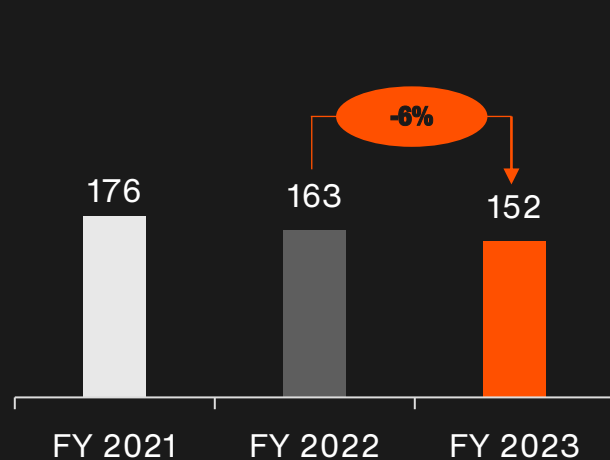
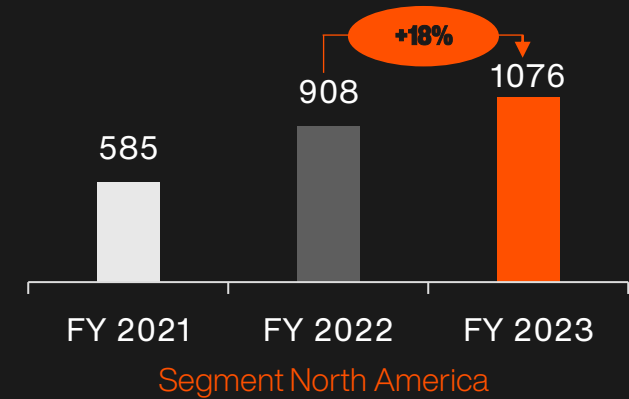
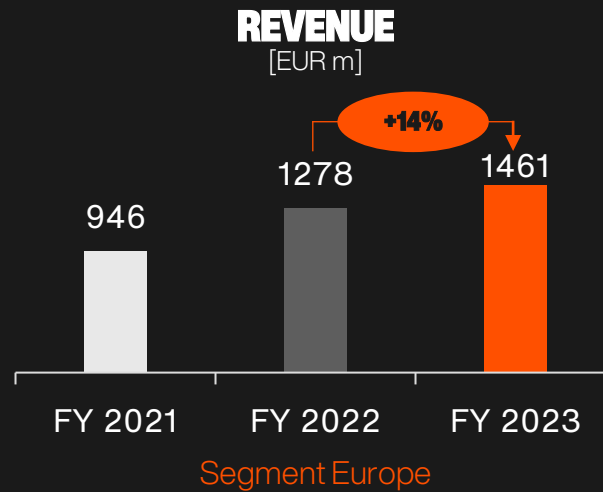
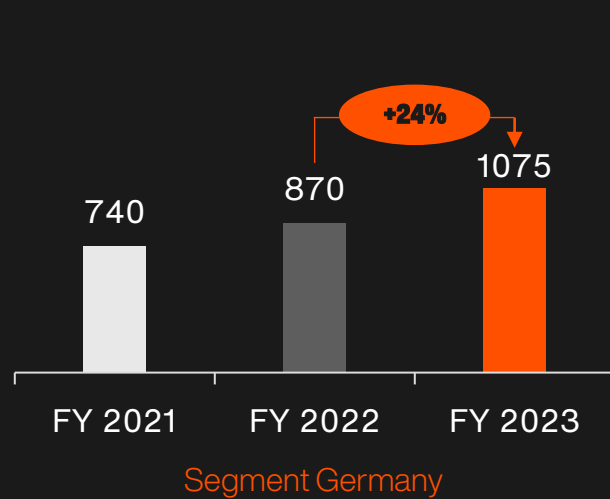
RESIDUAL VALUES: NEGATIVE DEVELOPMENT IN MARKET, SPECIFICALLY IN TERMS OF BEV



EBT BRIDGE: HIGHER REVENUE OFFSET BY COST HEADWIND FROM EVS AND HIGHER INTEREST RATES



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

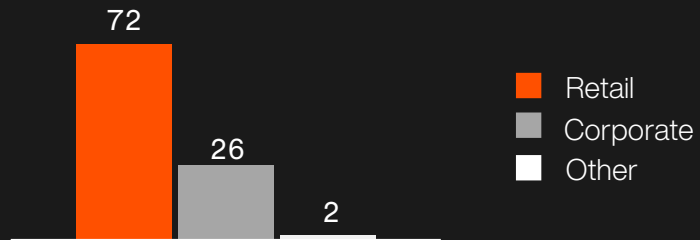


HIGH DEGREE OF RESILIENCE

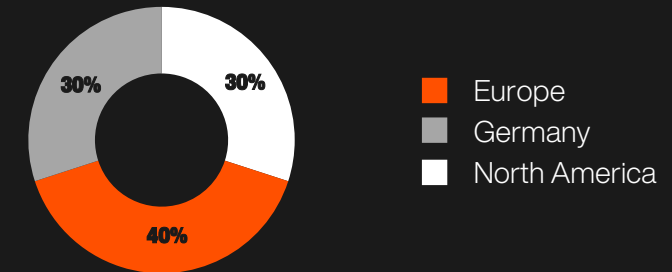
DIVERSIFICATION AND FLEXIBILITY

CUSTOMER MIX FY 2023

Based on Revenue [%]



REVENUE SPLIT FY 2023



HOLDING PERIOD FY 2023

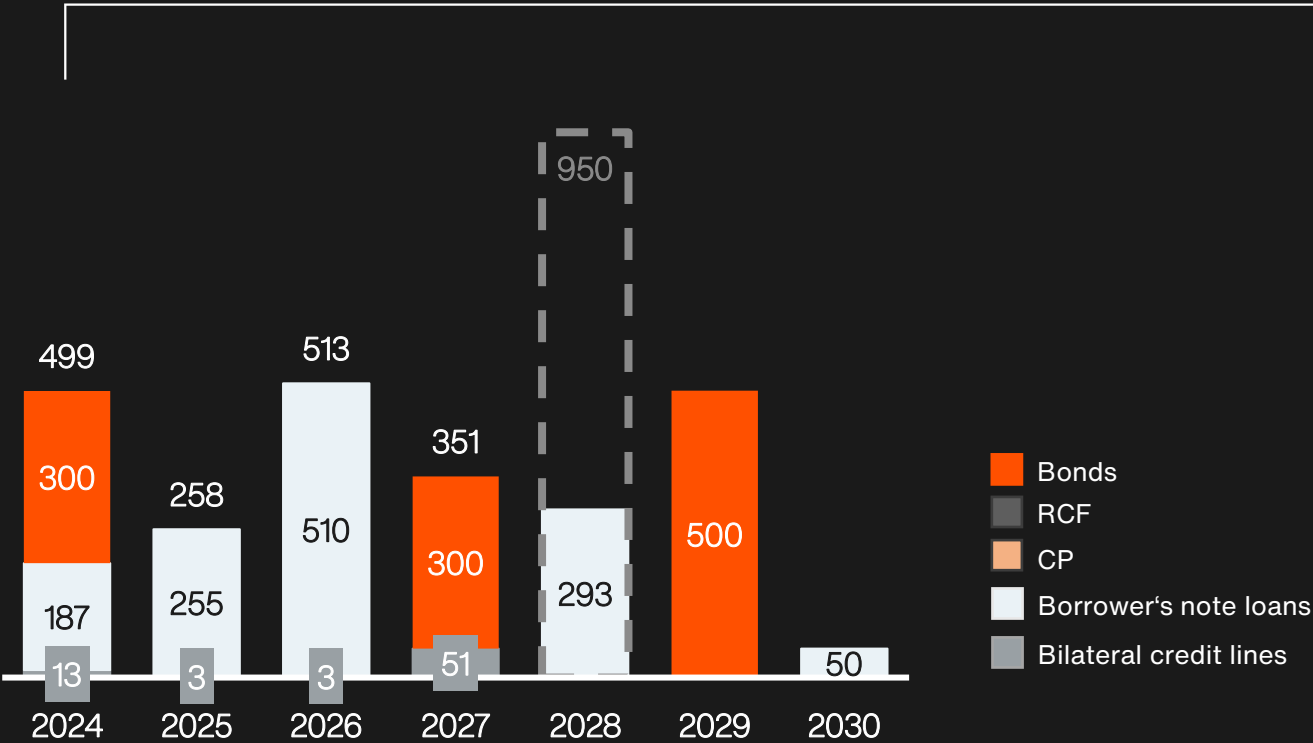


COST SPLIT FY 2023



WELL-BALANCED MATURITY PROFILE

MATURITY PROFILE as of 29 February 2024¹
[EUR m]



MATURITIES IN 2024:



Recent Activities:

- Benchmark Bond issuance in January 2024: EUR 500 m
- Repayment of Bond 2018/2024 in February 2024: EUR 250 m
- Early Repayment of certain borrower's note loans with higher spreads to reduce interest expense: EUR 149,5 m
- RCF unused: EUR 950 m

OUTLOOK

2024



SIXT "EXPECT BETTER" STRATEGY

RIGOROUS FOCUS ON PREMIUM EXPERIENCES IN 2024



MAKING IT AS FAST AND CONVENIENT AS POSSIBLE INNOVATIONS ALONG THE ENTIRE CUSTOMER JOURNEY



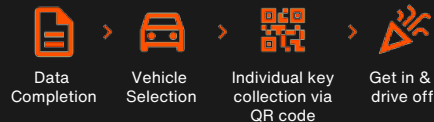
NEW BOOKING FUNNEL

providing an optimized and modernized structure for app/web



MOBILE CHECK-IN

reducing waiting time by skipping the counter



NEW PARKING EXPERIENCE

making parking areas more attractive

NEW CAR GATES

enhancing transparency when leaving the parking area



NEW CAR GATES

enhancing transparency when entering the parking area

MORE FULLY-CONNECTED VEHICLES

transmitting time stamp, mileage, fuel level automatically



INSTANT INVOICING

providing a transparent invoice directly after return

OUTLOOK: SIXT IS COMMITTED TO FURTHER GROWTH AND EXPECTS TO STAY HIGHLY PROFITABLE IN FY 2024

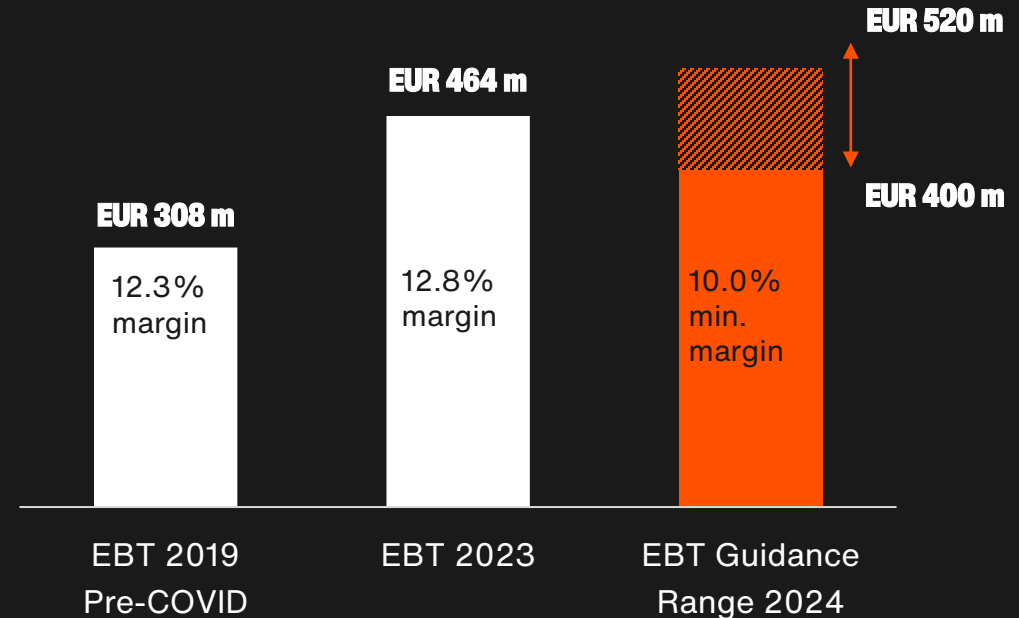


FORECAST FOR FULL YEAR 2024

- Significant revenue growth
- EBT between EUR 400 and 520 million

FORECAST FOR Q1 2024

- Significant revenue growth
- EBT between EUR minus 15 and minus 28 million









Q&A SESSION

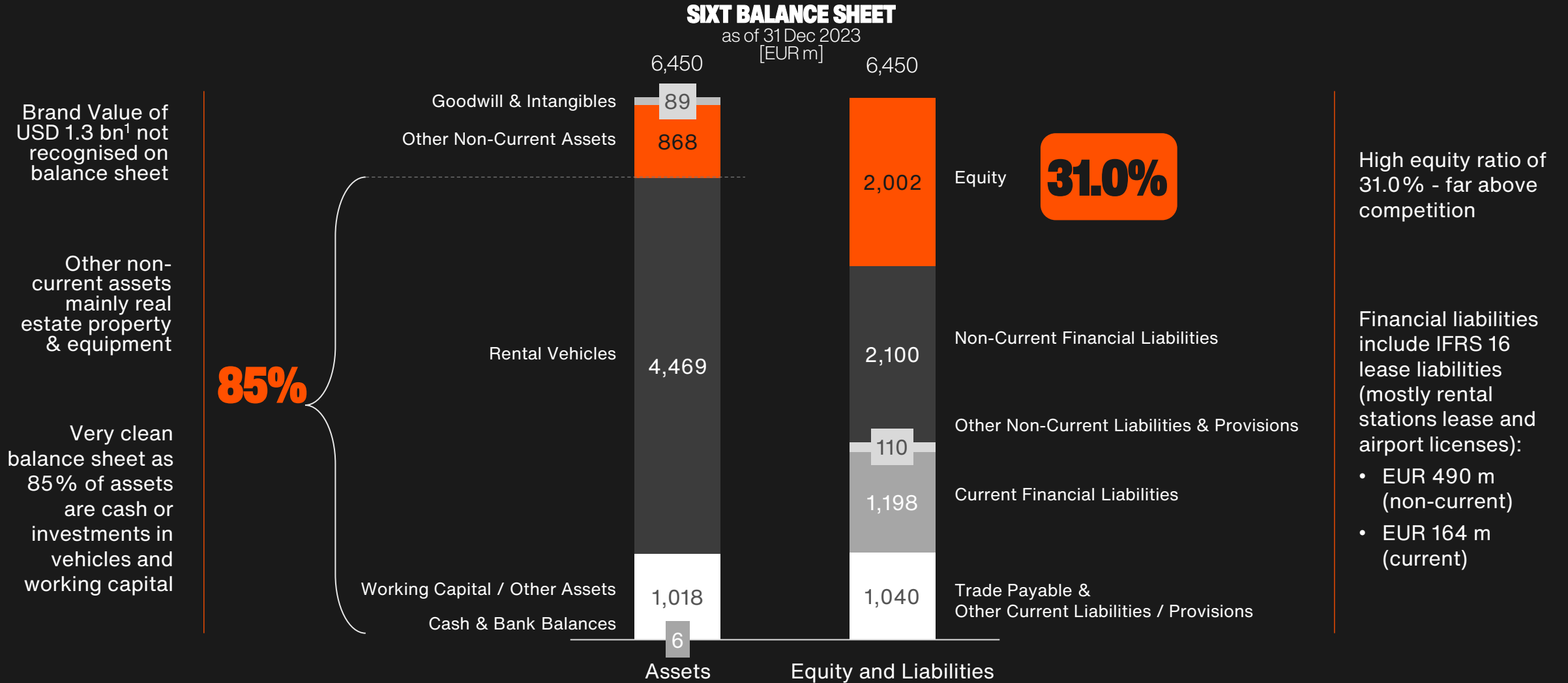
APPENDIX



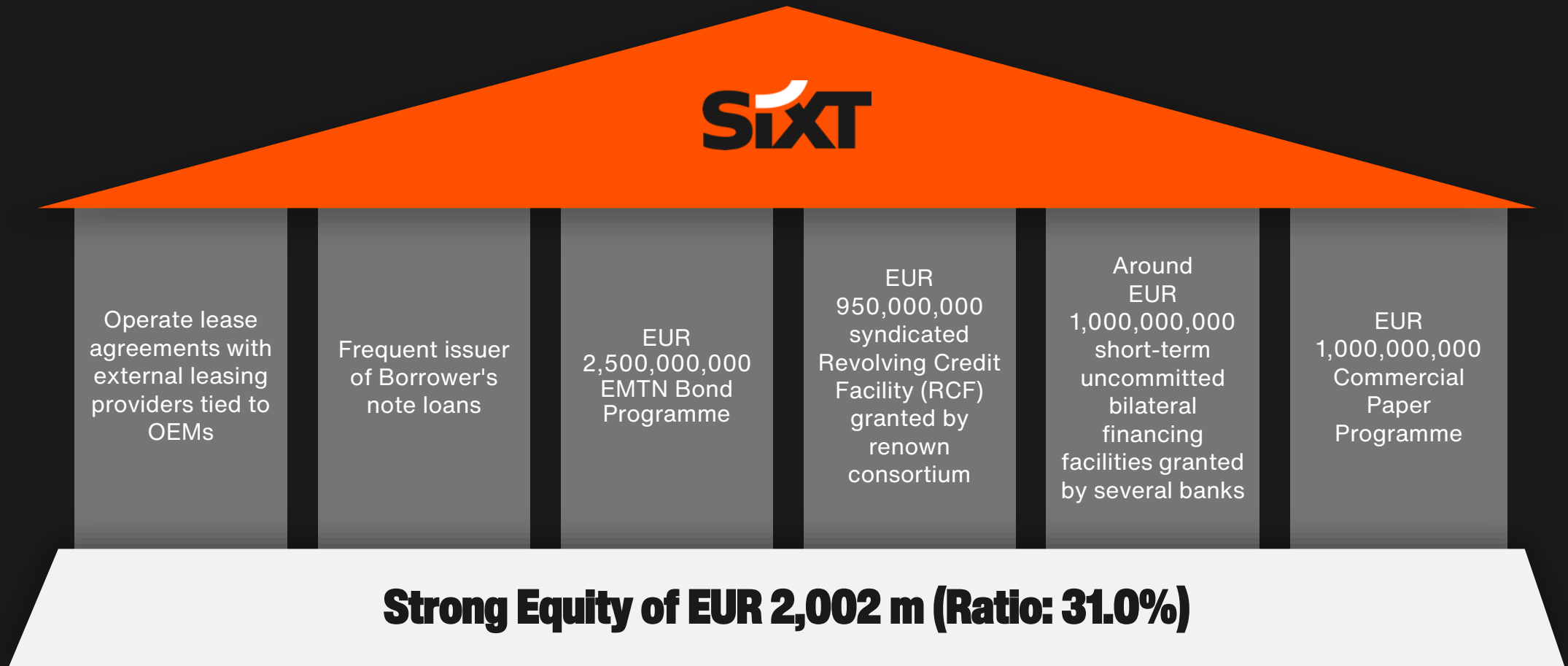
FY 2023: KEY FIGURES AT A GLANCE

		FY 2022		FY 2023
	REVENUE [EUR m]	3,066.2	+18%	3,620.5
	EBITDA [EUR m]	1,143.4	+16%	1,326.0
	EBT [EUR m]	550.2	-16%	464.3
	FLEET SIZE [Ø NUMBER OF CARS EXCL FRANCHISE]	138,400	+22%	169,100
	EQUITY RATIO [% , AS OF 31 DEC 2023]	35.7	-4.7 PP	31.0
	EMPLOYEES [HEADCOUNT, AS OF 31 DEC 2023]	7,914	+13%	8,982

STRONG BALANCE SHEET QUALITY WITH 85% EARNINGS ASSETS



ACCESS TO DIVERSE SOURCES OF LIQUIDITY





Sixt SE
Investor Relations
Zugspitzstrasse 1
82049 Pullach

+49 (0)89 74444 – 5104
investorrelations@sixt.com



PROF. DR. KAI ANDREJEWSKI
Chief Financial Officer



ALEXANDER ENGE
Director Investor Relations



CHRISTIAN WEISS
Executive Investor Relations