

SIXT



SIXT SE
ANALYST DAY 2024

AGENDA

10:00AM

OPENING REMARKS AND TRADING UPDATE

PROF. DR. KAI ANDREJEWSKI
CHIEF FINANCIAL OFFICER

10:15AM

FINANCE STRATEGY

DR. FRANZ WEINBERGER
HEAD OF CORPORATE FINANCE
& APPOINTED CFO

10:45AM

DEEP DIVE VAN & TRUCK

DR. PETER BEERMANN
EXECUTIVE VICE PRESIDENT
VAN & TRUCK

11:05AM

DEEP DIVE DIGITAL PROCESSES

PROF. DR. KAI ANDREJEWSKI
CHIEF FINANCIAL OFFICER

11:25AM

Q&A

11:45AM

END

OPENING REMARKS AND TRADING UPDATE



PROF. DR. KAI ANDREJEWSKI
Chief Financial Officer

INTRODUCTION FRANZ WEINBERGER

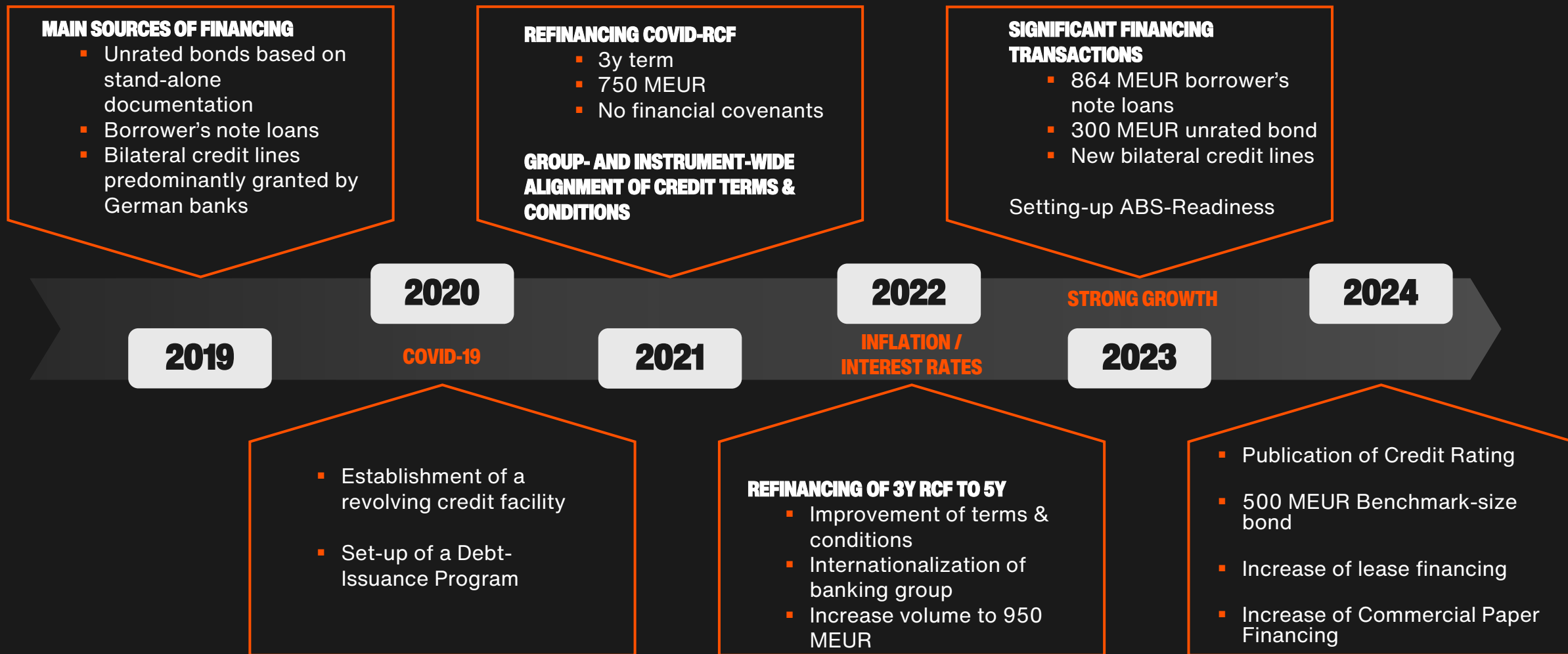


DR. FRANZ WEINBERGER
Head of Corporate Finance
& appointed CFO

**PRUDENT FINANCE STRATEGY & FUNDING PRINCIPLES
COMBINED WITH SHAREHOLDER-FRIENDLY AND SUSTAINABLE
DIVIDEND POLICY**



FINANCING MILESTONES / ONGOING FURTHER DEVELOPMENT



FINANCE STRATEGY & FUNDING PRINCIPLES



LTV-RATIO

- Loan-to-Rental Vehicles Ratio < 100%
- Real-Estate-Financing



FLEET FINANCING STRATEGY

Policy to fund:

- Base-Fleet with mid-to-long-term instruments (e.g. bonds, borrower`s note loans, etc.)
- Peak-Fleet with Commercial Paper, bilateral Credit Lines and RCF



WELL-DIVERSIFIED FUNDING MIX

- No dependence on single markets, instruments, banks or investors
- Diversification of funding sources and instruments with particular consideration of leasing



MATCHED FUNDING PRINCIPLES

- FX-Hedging of intercompany loans
- Risk-adequate interest rate hedging



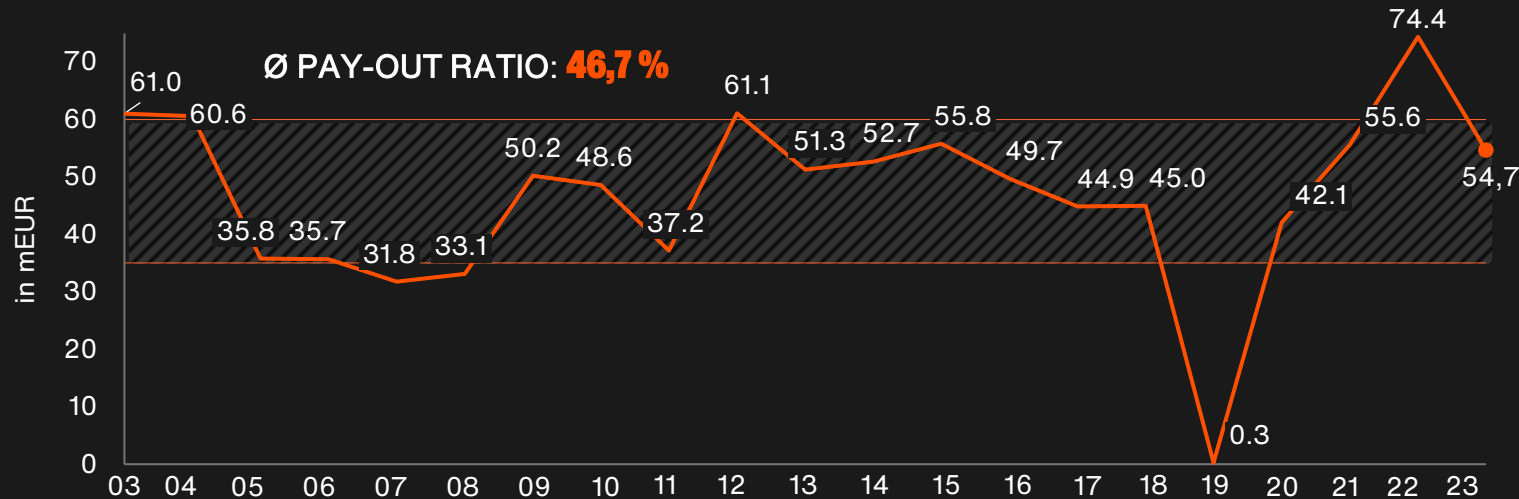
STAGGERED MATURITY PROFILE

- Avoidance of high refinancing risks in single periods

DIVIDEND POLICY

SHAREHOLDER-FRIENDLY, PRUDENT AND SUSTAINABLE

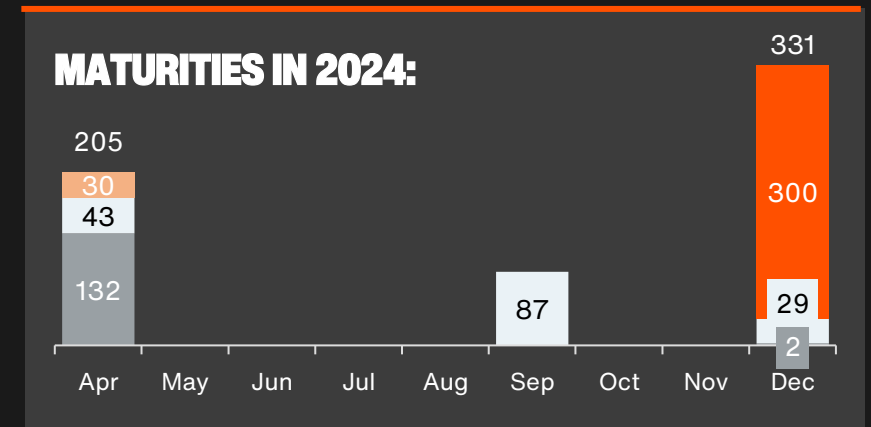
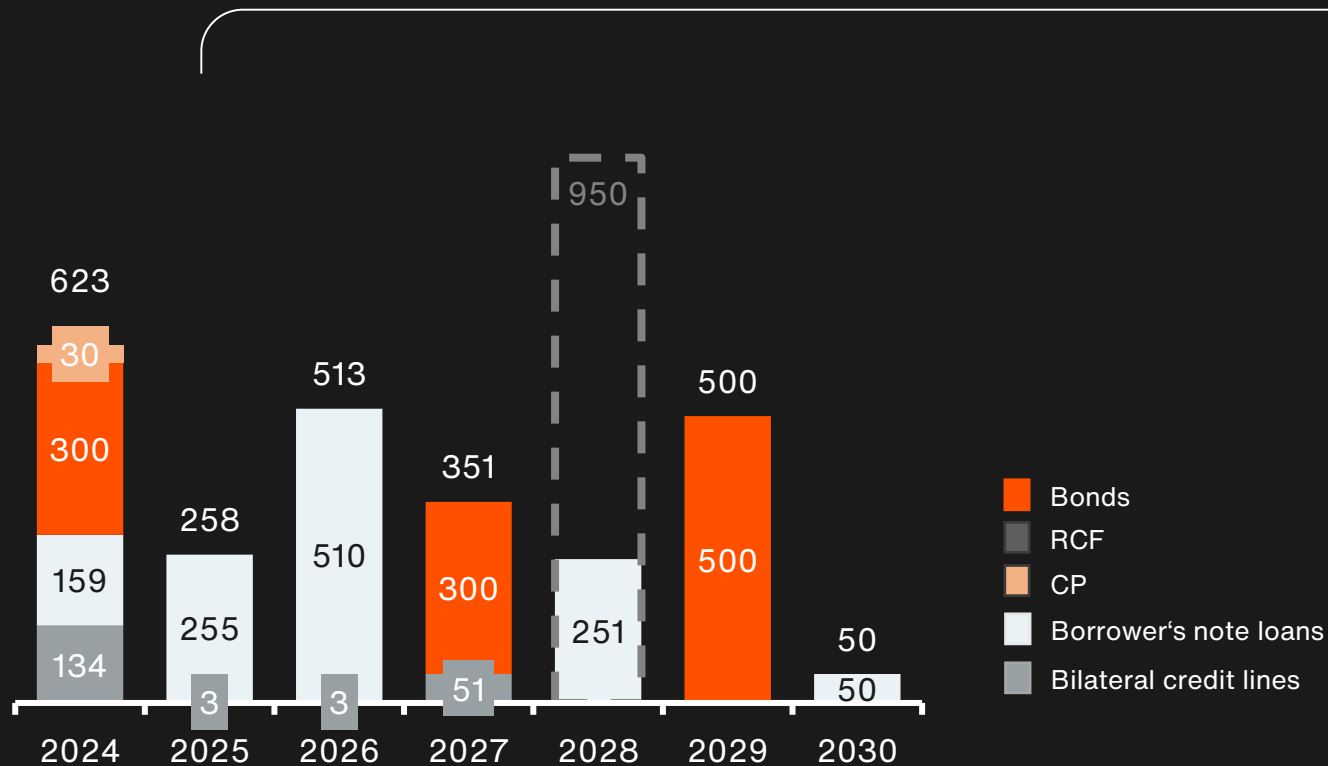
PAY-OUT RATIO¹ [EUR m]



- Dividend Policy is based on the earnings situation of the SIXT Group and allowing for **distributions between 35% and 60% of the consolidated earnings of the SIXT Group** as a dividend. In order to maintain or adjust the capital structure, the Group may propose different dividends to the shareholders or, in special situations, propose special dividends.
- Based on SIXT's prudent financial policy, SIXT suspended its ordinary dividend in FY20 and FY21 to preserve cash amid the COVID-19 pandemic. The dividend payments were resumed in 2022 and a special dividend paid in 2023 to compensate dividend suspension in 2020 and 2021.

WELL-STAGGERED MATURITY PROFILE

MATURITY PROFILE as of 31 March 2024¹
[EUR m]



DEEP DIVE RATING

SELECTION PROCESS

- Sector Coverage
- US- & EU- Footprint
- Investor / Bank acceptance
- Understanding of business model

RATING RESULT

- S&P
- Anchor Rating BBB+
- Comparable rating analysis – 1 notch
- **Rating BBB (outlook stable)**

HIGHLIGHT

"S&P explicitly honors the profitable revenue growth, the premium positioning and strategy of fleet acquisition based on solid balance sheet and moderate debt levels."

SPREAD / VOLUME ADVANTAGE

BOND

- Reoffer Spread 2024 +128bps vs. 2023 +216bps
- Orderbook 2024 > EUR 2.4bn. vs. 2023 > EUR 550m at peak

COMMERCIAL PAPER

- Spread 2024 +25bps vs. 2023 +35bps
- Larger volume expected

DEEP DIVE VAN & TRUCK



DR. PETER BEERMANN

EVP Van&Truck

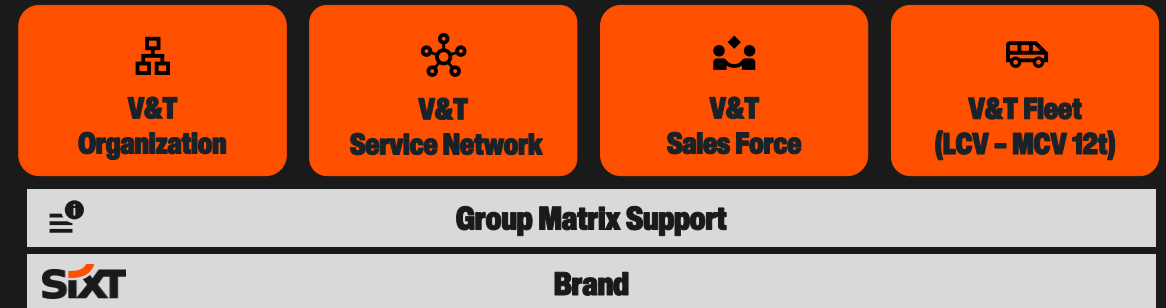
INTRODUCTION | SIXT VAN&TRUCK IS ON A SUCCESSFUL PATH TO REACH ITS MISSION

MISSION

SIXT VAN & TRUCK is aspiring to become the most profitable, efficient and reliable rental market leader, by providing customized, digitally-supported, and easy-to-use fulfillment tools to our customers.

PREMIUM PROPOSITION

Premium in B2B Commercial Vehicle Rental means first and foremost to provide the customer a specific tool for doing business at the right place and the right time with 100% reliability, full flexibility and maximum ease of use.



SIXT V&T EUROPEAN PRESENCE

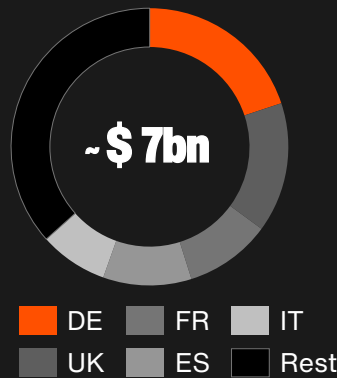


Germany France
United Kingdom Remaining markets

OPPORTUNITY | FRAGMENTED LEASING AND RENTAL MARKET AS MAJOR OPPORTUNITY IN EUROPE AND USA

EUROPE

LCV MARKET



SELECTED COMPETITORS BY RELEVANCE FOR SIXT V&T

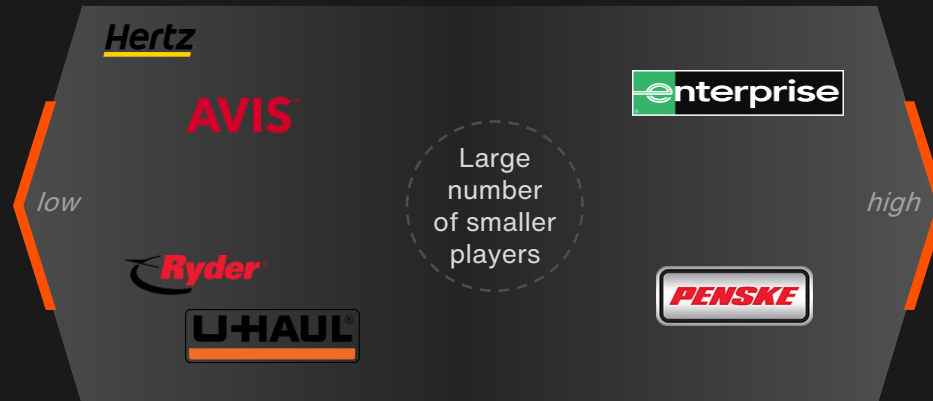


USA

TOTAL MARKET (LCV + MHCV)



SELECTED PLAYERS BY RELEVANCE FOR SIXT V&T



- Large, fragmented competitor landscape in many European market and the US
- 3-4 major players in each market coupled with many SME players → strong opportunity for market consolidation
- Limited offering of solutions (customized, digitalized) vs. “pure” vehicle

OPPORTUNITY | SIXT VAN&TRUCK OFFERS A COMPELLING PROPOSITION WITH CLEAR STRATEGIC OPPORTUNITIES

FOCUS

Improve flexibility of fleets
Support B2B clients in dynamic market conditions leveraging our B2C network

PROPOSITION

Solutions instead of “White Vans”
Four strategic pillars are at the core of our premium product proposition

OPPORTUNITIES

Key Market Opportunities
Four key initiatives identified

	LONG-TERM RENTAL (B2B)	SHORT-TERM RENTAL (B2C & B2B)
Business	Stable Service Fleet revenue of Corporate & SME customers plus high-yield CEP	High-Yield Private and Commercial business
Rental	1-12m (LTR) & 12m+ (ULTR)	1-7 days (STR)
Customer Benefit	Ownership & Leasing alternative for flexibility and ease-of-use	Short notice demand support



CUSTOMIZE

Provide industry specific solutions to serve V&T customers ‘ready to work’ needs



LOCALIZE

Provide product-empowered local network, incl. product PoE’s, to immediately serve customers



DIGITALIZE

Provide digital solutions to V&T customers to simplify their (rental) fleet mgmt. challenges



ELECTRIFY

Provide BEV fleet to support V&T customers regarding their sustainability goals

ULTRA LONG-TERM

Win share in European CV fleets with ULTR product (12+ month)

US MARKET

Enter the US Market inorganically or organically through potential partnerships

INORGANIC GROWTH

Add Profitable European growth via acquisitions

FLEET MGMT.

Take over technology-driven (“LMR”) operational fleet mgmt.

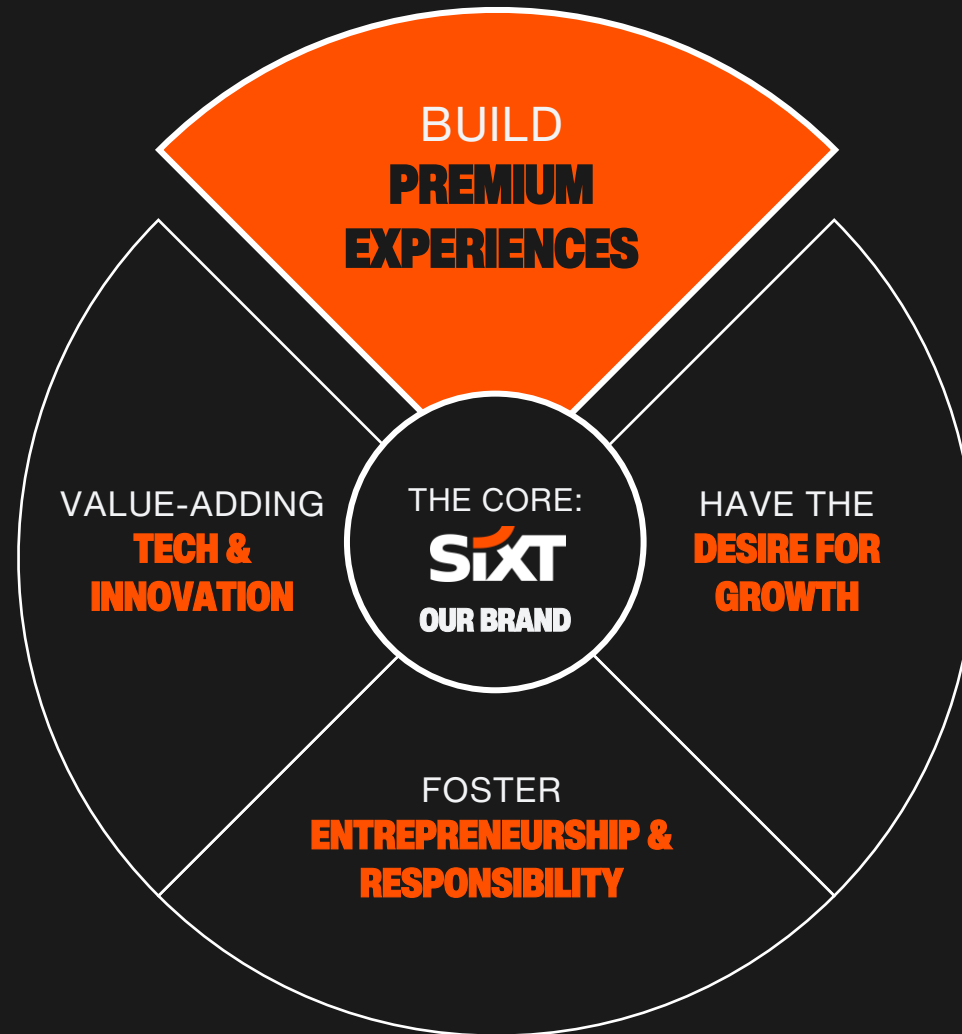
DEEP DIVE DIGITAL PROCESSES



PROF. DR. KAI ANDREJEWSKI
Chief Financial Officer

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



FOCUS TOPIC I: MOBILE CHECK-IN

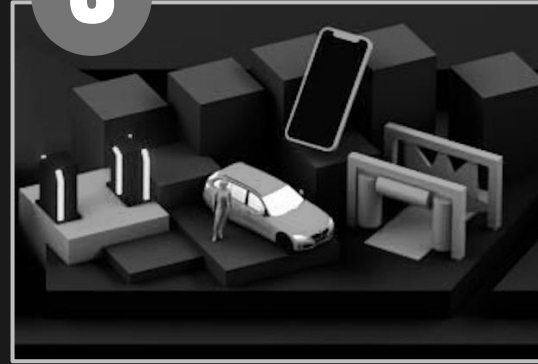
1 BOOKING



2 PICK-UP



3 RETURN

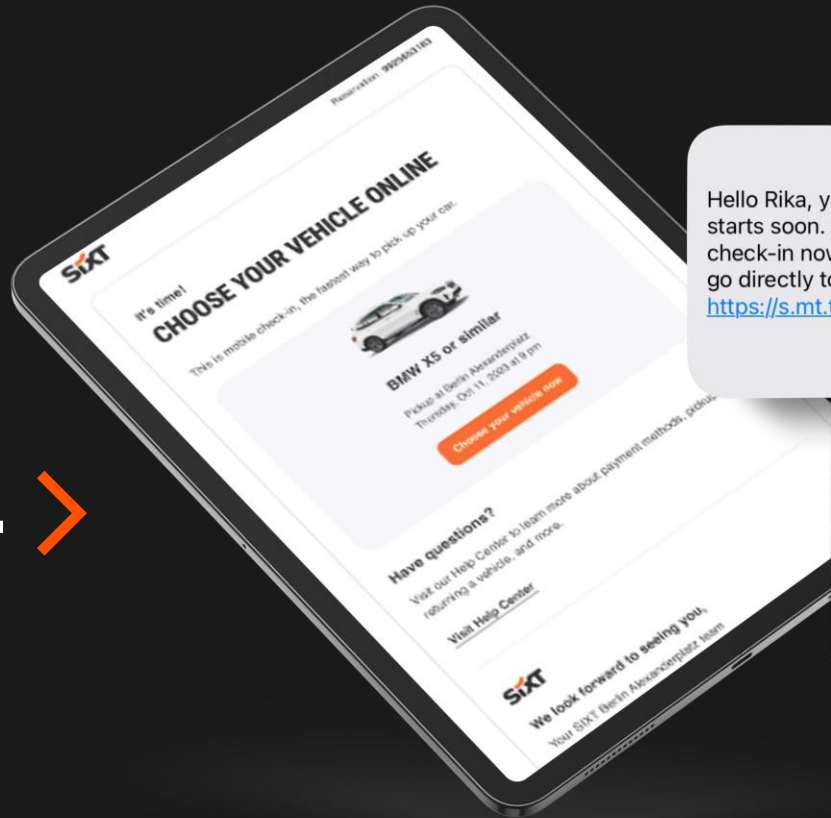


4 AFTER RENTAL



1-2 HOURS BEFORE THE RENTAL STARTS, WE INFORM CUSTOMERS THAT THE MOBILE CHECK-IN IS AVAILABLE

E-MAIL



Hello Rika, your SIXT rental starts soon. Use SIXT mobile check-in now to skip the line & go directly to key pick-up: <https://s.mt.to/ymke>



MESSAGE



APP

DIFFERENT WAYS TO ACCESS THE KEY AFTER COMPLETING THE MOBILE CHECK-IN



> **KEYS IN
THE CAR**



> **KEY BOX
PARKING**



> **BACK-UP**

MOBILE CHECK-IN: KEY ADVANTAGES

MORE SPEED

- Digital pre-selection of the car
- Avoiding queues
- No need to process the reservation at the counter
- More direct way to the parking

MORE TRANSPARENCY

- While choosing the preferred vehicle
- While choosing the insurance coverage
- While choosing extra products / services

MORE VALUE-CREATION

- Less routine tasks to be done at the counter (e.g. data collection for payment method, ID, driving license)
- Rental Agents can focus on individual customer needs

FOCUS TOPIC II: CAR GATES

1 BOOKING



2 PICK-UP



3 RETURN



4 AFTER RENTAL



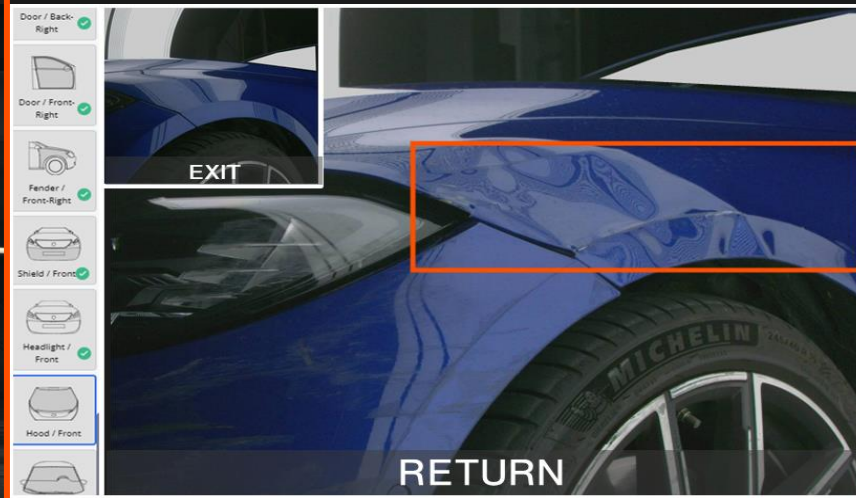
CAR GATES CREATE EVEN MORE TRANSPARENCY

> A.I. supported PHOTO DOCUMENTATION



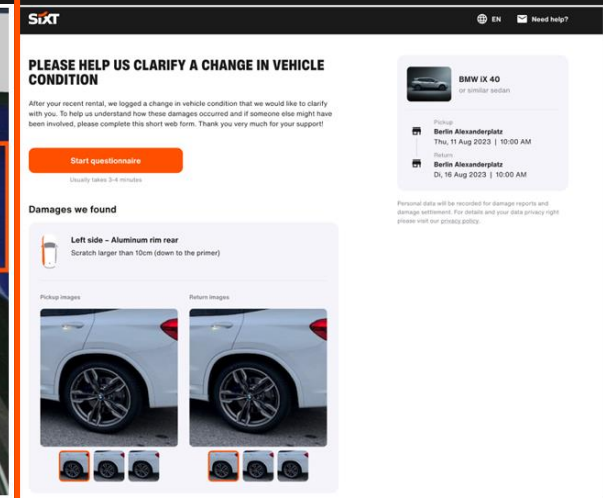
Upon drive-through, **between 200-300** photos are taken

> Accurate RENTAL ALLOCATION



The comparison of **timestamped exit and return photos** allows for accurate causer identification

> Transparent COMMUNICATION



Customers receive **the before and after** damage documentation

Q&A SESSION



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DR. FRANZ WEINBERGER
Head of Corporate Finance
& appointed CFO



ALEXANDER ENGE
Director Investor Relations



CHRISTIAN WEISS
Executive Investor Relations