



SIXT SE

INVESTOR PRESENTATION

SEPTEMBER 2024

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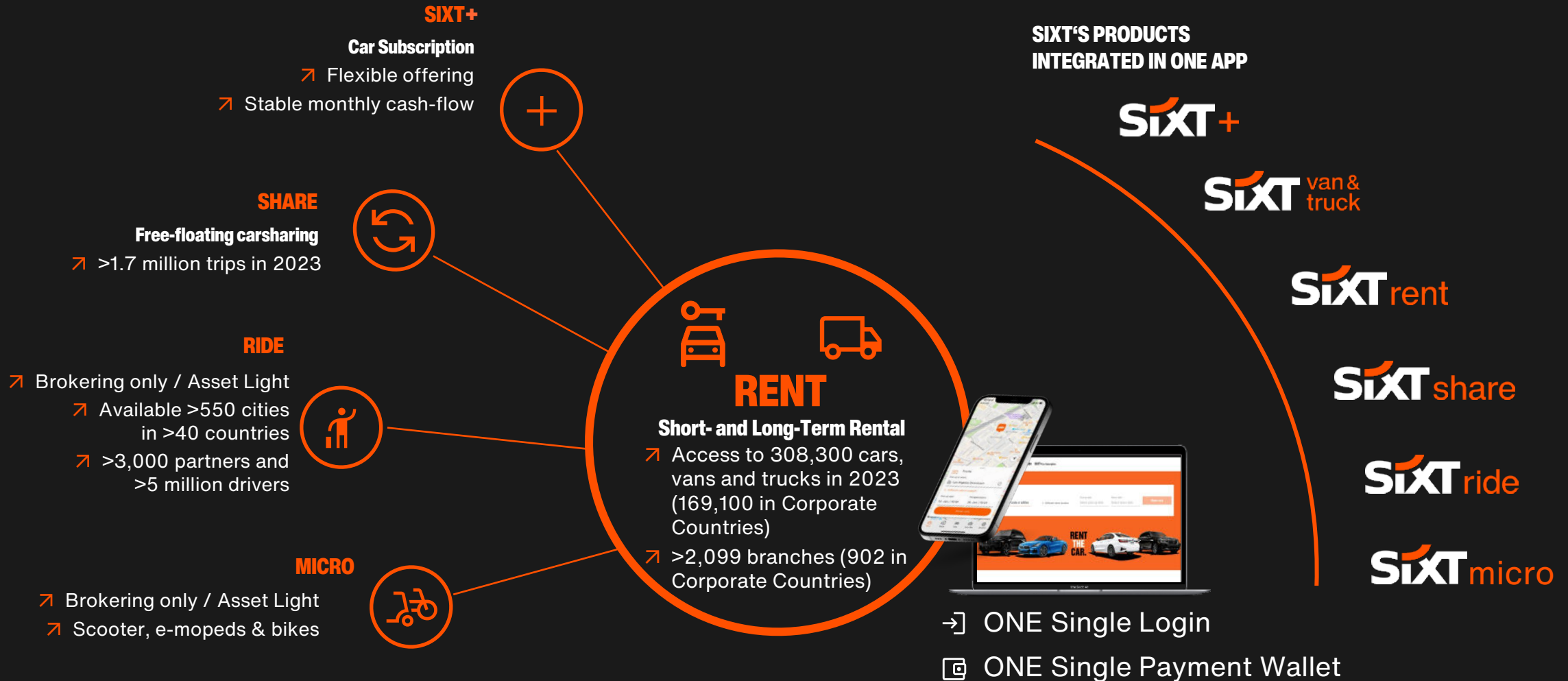
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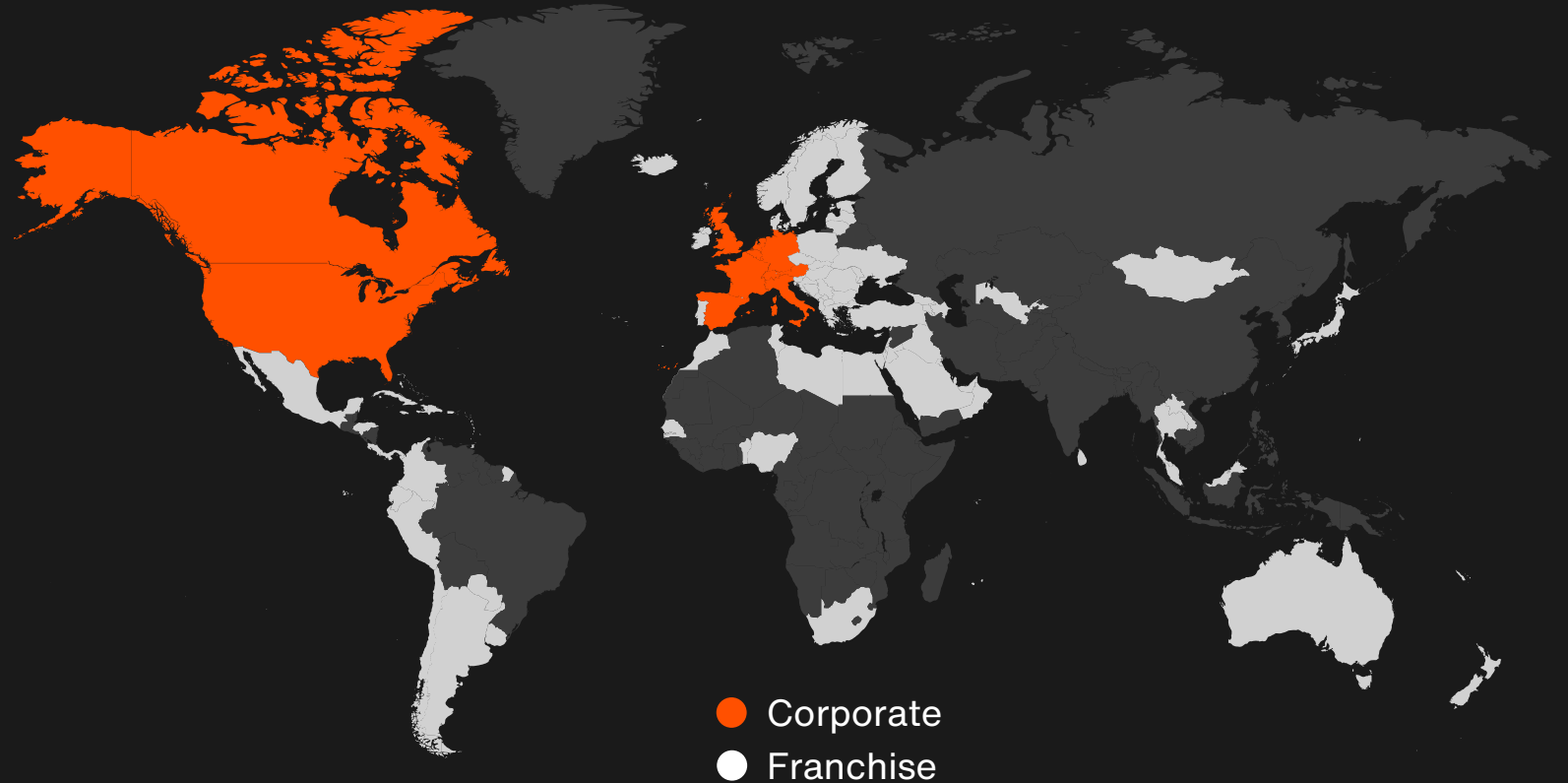
OUR BUSINESS: SIXT IS A FULLY INTEGRATED MOBILITY SERVICE PROVIDER WITH CAR RENTAL AT ITS CORE



OUR FOOTPRINT: SIXT HAS ITS OWN PRESENCE IN MAJOR MARKETS AND IS PRESENT IN SMALLER MARKETS VIA A FRANCHISE MODEL

>100 MARKETS
>2,000 BRANCHES

- 13 Corporate Countries - Sixt acting at own risk: DE, US, CA, ES, UK, FR, IT, BE, NL, LU, AT, CH, MC
 - Large rental markets with rather low economic and political risk
- Franchise in ~100 smaller rental markets
 - Independent companies with independent financing
 - Commission-based & asset-light model with very limited risks for Sixt
 - Fueling Sixt Corporate Country channels

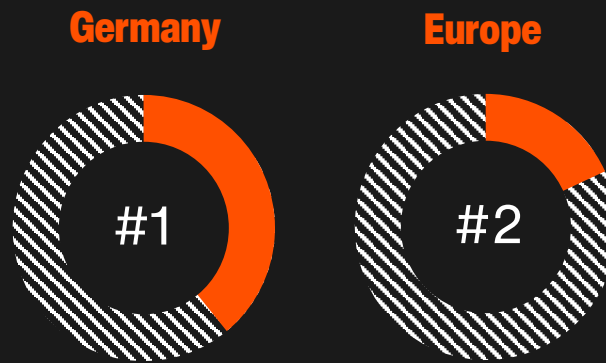


OUR EUROPEAN BUSINESS: CONTINUOUS EXPANSION OF MARKET POSITION

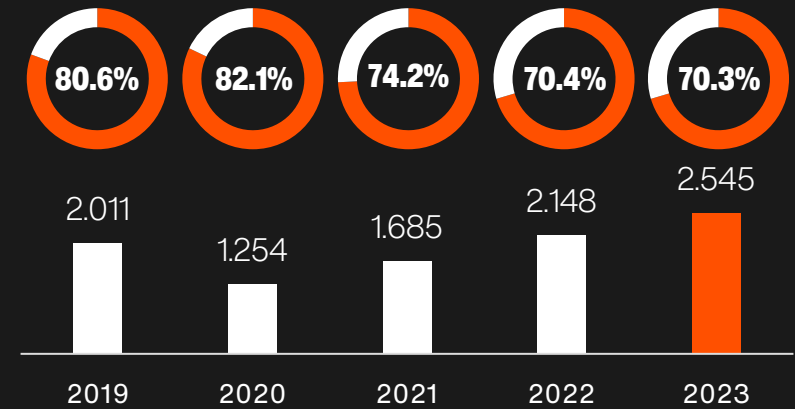


■ Corporate
■ Franchise

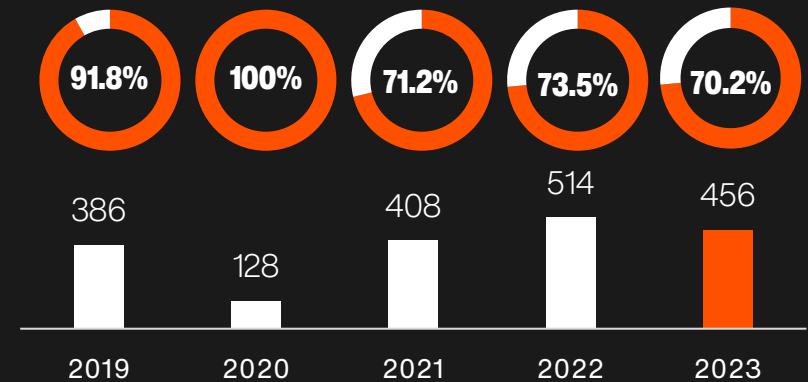
SIXT RENTAL MARKET SHARE 2023¹
(schematic)



EUROPE (incl. Germany) REVENUE [EUR m] / REVENUE SHARE (of total group revenue) [%]



EUROPE (incl. Germany) Corp. EBITDA [EUR m] / Corp. EBITDA SHARE (of total group Corp. EBITDA) [%]



Source: Annual Reports and company data; Corporate EBITDA is the sum of earnings before interest and taxes (EBIT) and depreciation and amortization expense including impairments (EBITDA) minus depreciation of rental vehicles and the fleet related interest result. Since financial year 2022 depreciation of rental vehicles contains the depreciation of right of use assets for rental vehicles financed by lease contracts, which was reported under depreciation of property and equipment in the previous year. The comparative figure for the year 2021 has been adjusted accordingly.¹Market share for Europe includes Sixt Corporate Countries in Europe (including Germany).¹Source: Euromonitor International and own estimates

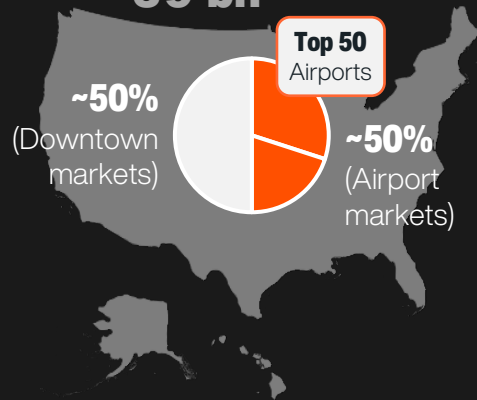
OUR US-BUSINESS: (FAST) RAMP-UP TO GAIN RELEVANCE

RENTAL MARKET

SIXT RENTAL MARKET SHARE 2023¹
(schematic)

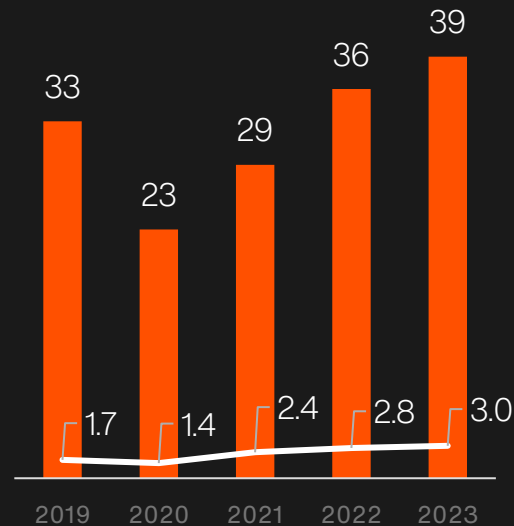


USD
39 bn

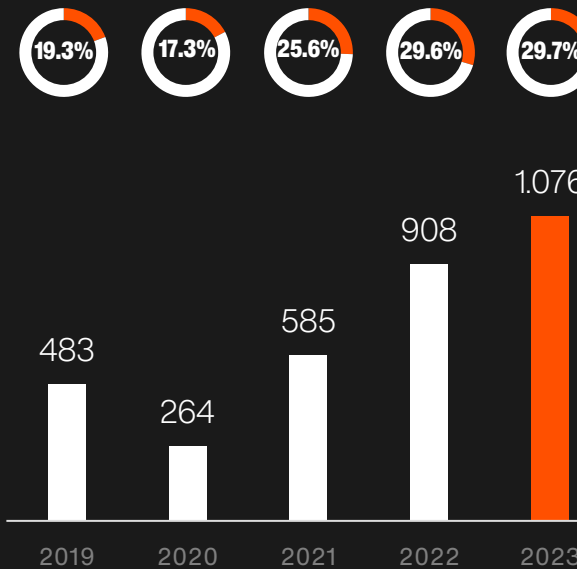


USA RENTAL MARKET SIZE [USD bn] AND SIXT MARKET SHARE [%]

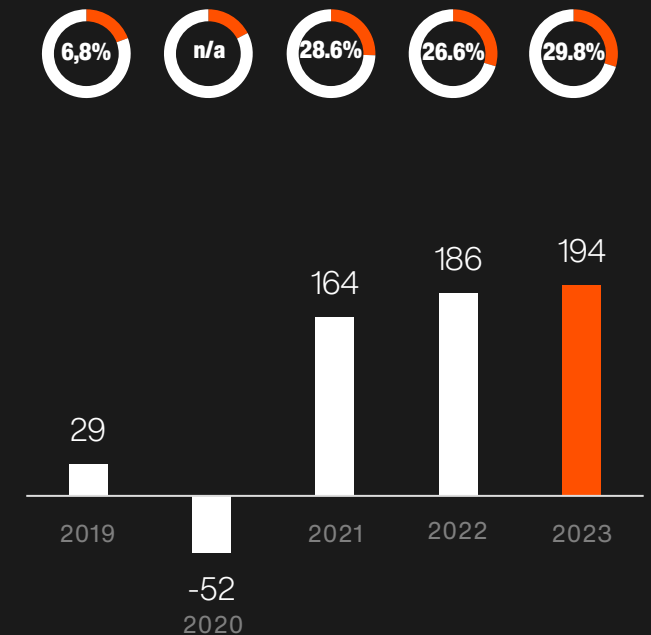
■ Market Size
■ Market Share Sixt



NORTH AMERICA REVENUE [EUR m] / REVENUE SHARE (of total group revenue) [%]

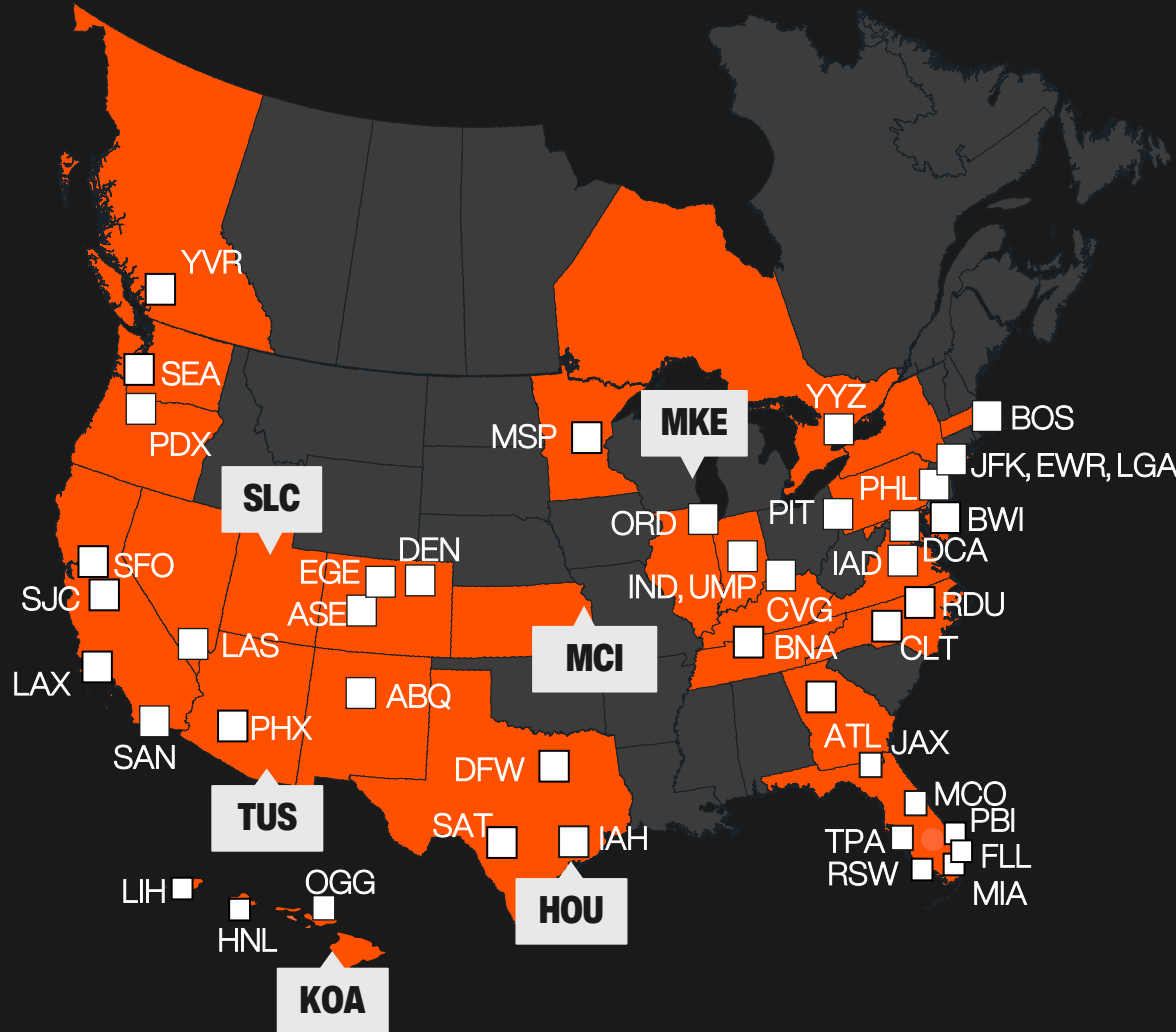


NORTH AMERICA Corp. EBITDA [EUR m] / Corp. EBITDA SHARE (of total group Corp. EBITDA) [%]



Source: Annual Reports and company data; Euromonitor International; US market data and own estimates; Corporate EBITDA is the sum of earnings before interest and taxes (EBIT) and depreciation and amortization expense including impairments (EBITDA) minus depreciation of rental vehicles and the fleet related interest result. Since financial year 2022 depreciation of rental vehicles contains the depreciation of right of use assets for rental vehicles financed by lease contracts, which was reported under depreciation of property and equipment in the previous year. The comparative figure for the year 2021 has been adjusted accordingly. ¹Source: Euromonitor International and own estimates

OUR PRESENCE IN THE US: FAST SCALING US-AIRPORT PRESENCE



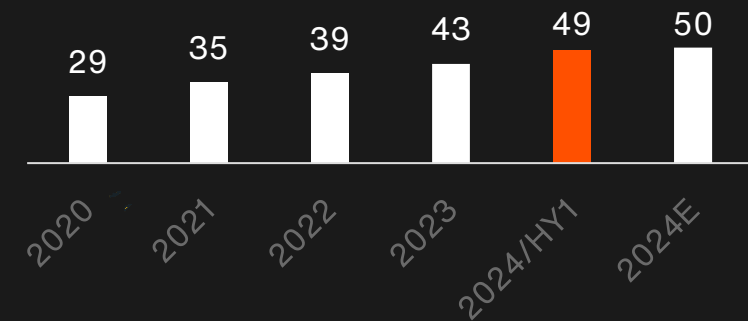
REVENUE CAGR IN NORTH AMERICA (2019-2023): 22%

>100 BRANCHES

49 U.S. AIRPORTS

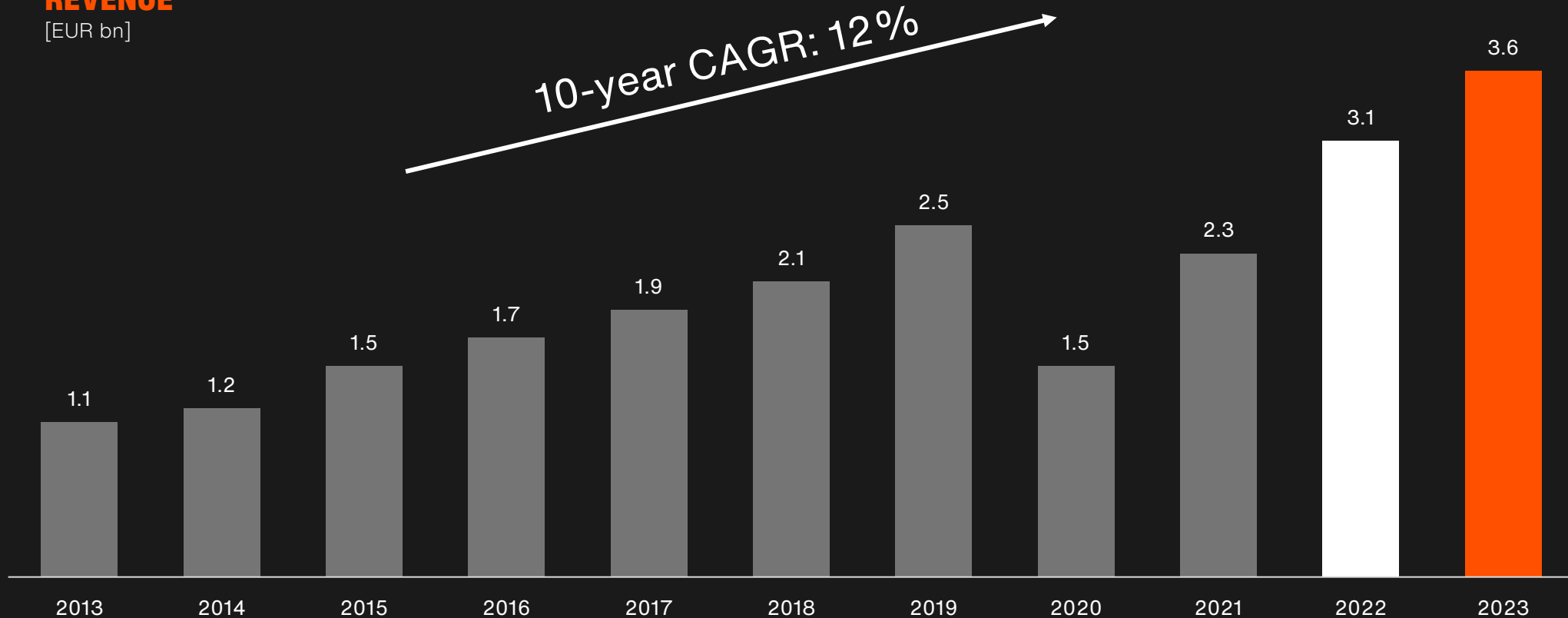
6 NEW U.S. AIRPORT BRANCHES AND 9 NEW DOWNTOWN BRANCHES ALREADY OPENED SO FAR IN 2024

NUMBER OF BRANCHES AT U.S. AIRPORTS



OUR GROWTH TRAJECTORY: SIXT HAS CONTINUOUSLY AND SIGNIFICANTLY INCREASED ITS REVENUE OVER THE LAST DECADE

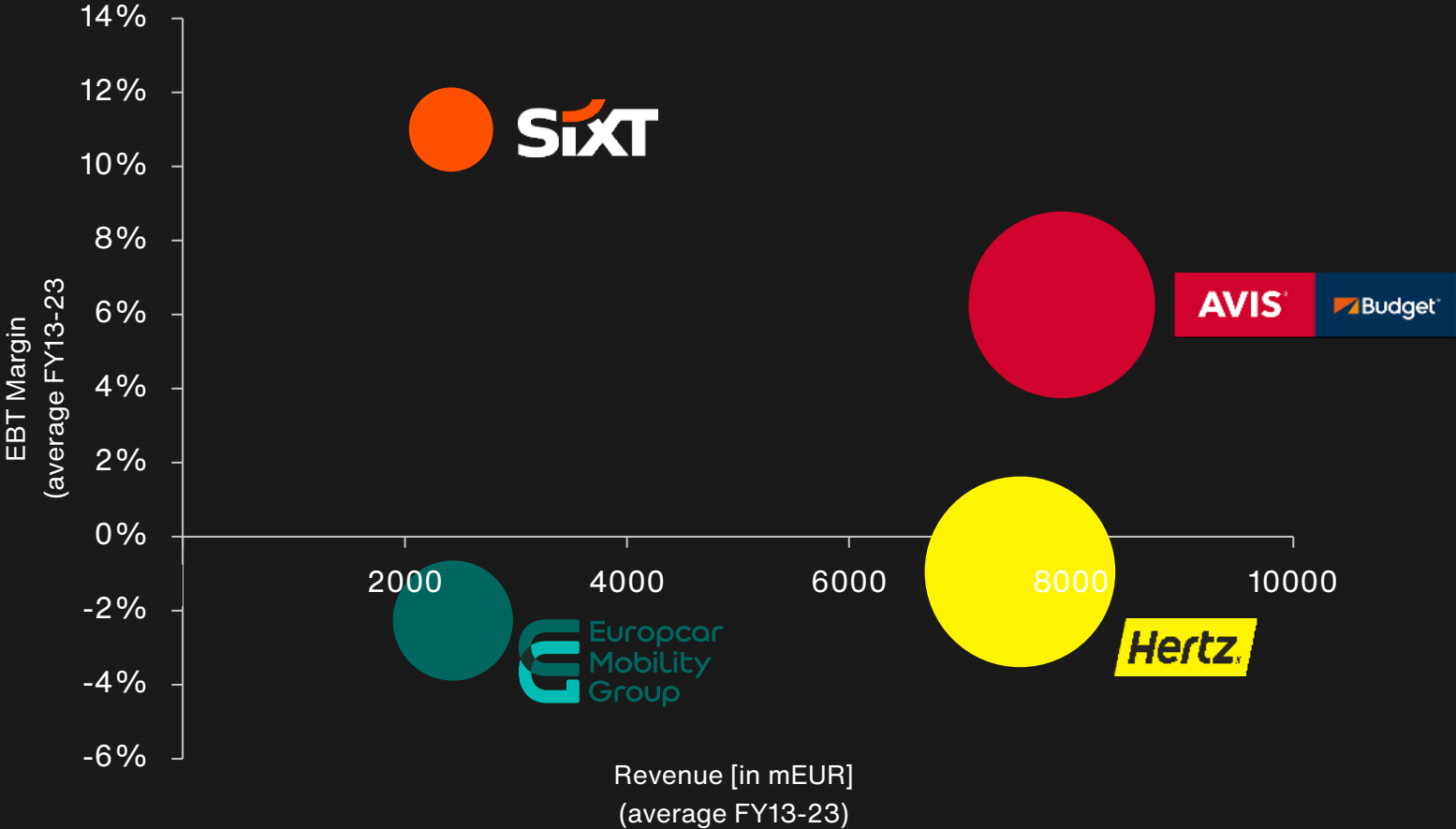
REVENUE
[EUR bn]



OUR PREMISE: DESPITE STRONG REVENUE GAINS, GROWTH IS NOT AN END IN ITSELF FOR SIXT - IT MUST BE PAIRED WITH HIGH PROFITABILITY

OVERVIEW MAJOR PLAYERS IN GLOBAL CAR RENTAL MARKET*

[Bubbles: Average Fleet Size FY13 - FY23]



“ We don’t want to be the largest mobility player on the planet, but the **most profitable** one. ”



ERICH SIXT
Chairman of the Supervisory Board

OUR PREMIUM STRATEGY: WE CREATE PREMIUM EXPERIENCES OUR CUSTOMERS LOVE BY EXCEEDING THEIR EXPECTATIONS

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 ADVERTISING: ALMOST ICONIC IN EUROPE & STRONG PARTNERSHIPS IN THE US



BRAND VALUE

USD 1.3 BN²

**“Rent THE Car
- not “a” car”**

Large Marketing Campaign
in the US in 2022 and 2023



BRAND AWARENESS¹

96% Germany¹

75% France¹

58% Spain¹

41% Italy¹

PARTNERSHIPS

with top tier sports franchises in
the US to increase trust as a
German brand in the US



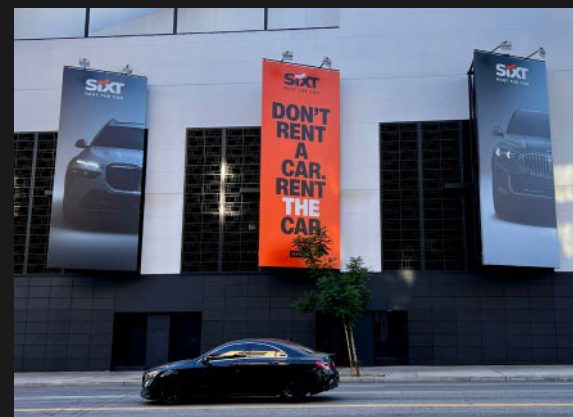
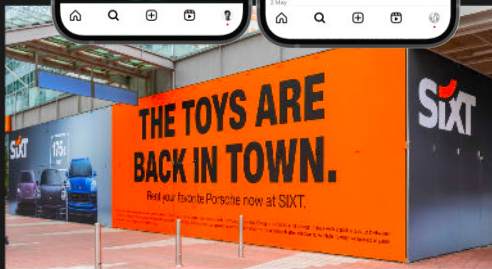
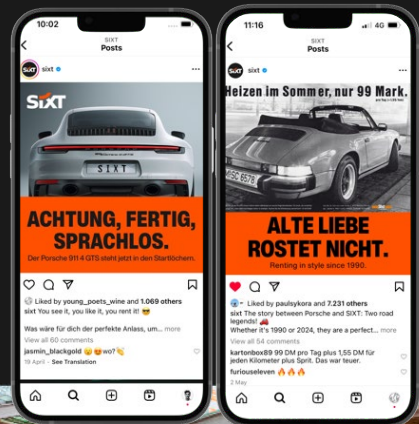
OUR RECENT HIGHLIGHTS: WE HAVE ONCE AGAIN ELEVATED THE EXPERIENCE FOR OUR CUSTOMERS IN MANY RESPECTS

1 EXCLUSIVE PORSCHE REALIZATIONS IN DE

2 ICONIC USA ACTIVATIONS

3 PREMIUM PARKING EXPERIENCE

4 NEW BRANCH DESIGNS

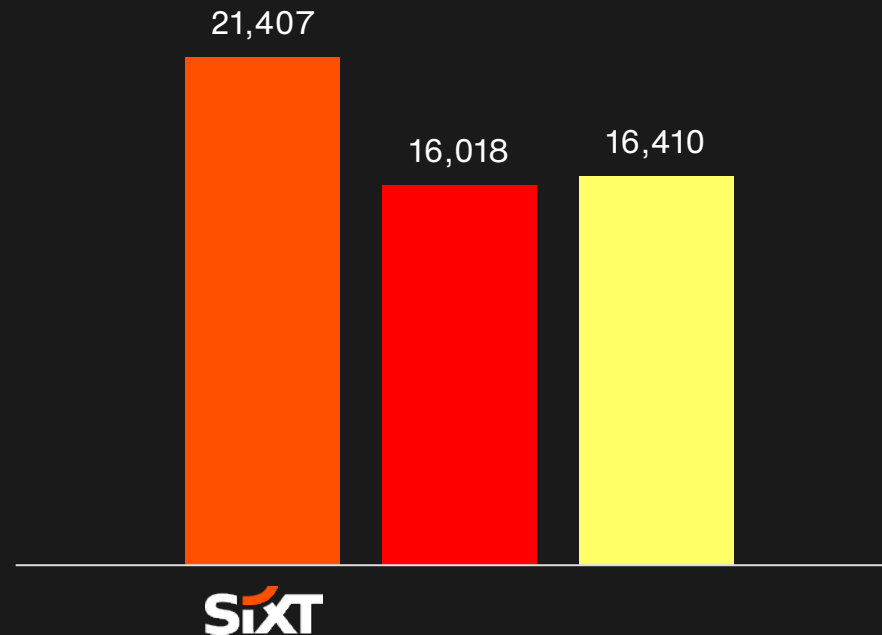


OUR REVENUE PER VEHICLE: CONSISTENT PREMIUM POSITIONING AS A KEY LEVER FOR OUTPERFORMING COMPETITORS

REVENUE PER VEHICLE

[2023, EUR]

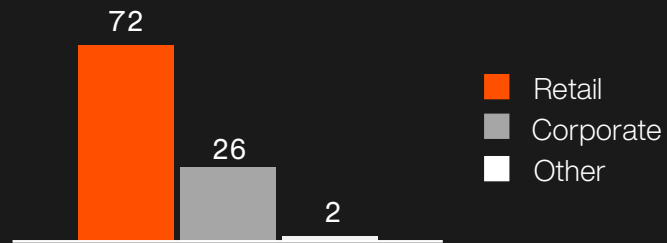
Historically, revenue per vehicle was on average around 30% higher than those of major competitors



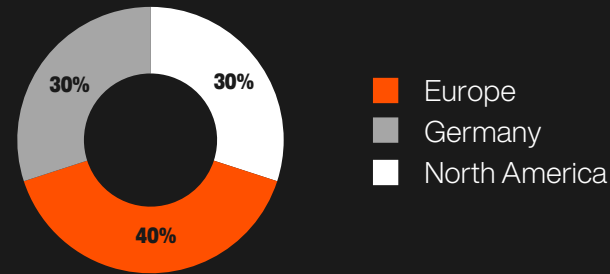
OUR RESILIENCE: FLEXIBILIZATION AND DIVERSIFICATION MAKE US ROBUST AGAINST UNCERTAINTIES

CUSTOMER MIX FY 2023

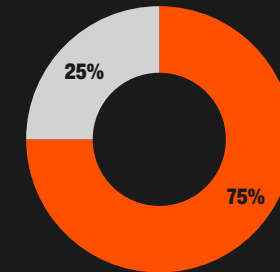
Based on Revenue [%]



REVENUE SPLIT FY 2023



COST SPLIT FY 2023



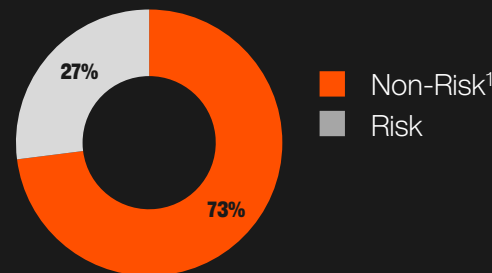
>70% of our cost base is variable

Fixed Variable

HOLDING PERIOD FY 2023



RISK VS. NON-RISK FY 2023

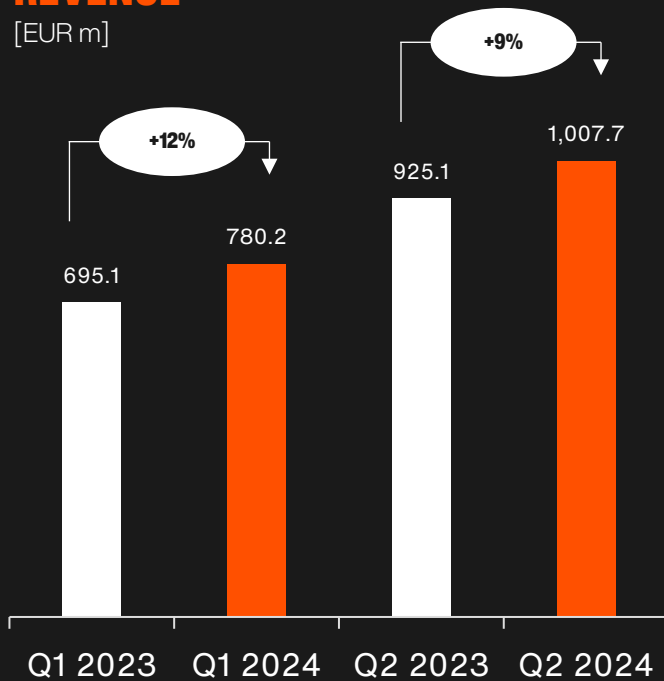


CREDIT RATING

AGENCY	S&P
ISSUER RATING	BBB
ANCHOR RATING	BBB+
OUTLOOK	STABLE

OUR FIRST HALF-YEAR 2024 REVENUE: GROWTH IN ALL SEGMENTS LEAD TO RECORD REVENUE

REVENUE [EUR m]



GERMANY

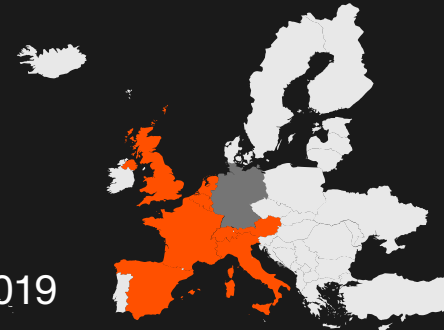
+7%
vs. H1 2023 **+16%**
vs. H1 2019



H1 2024:
EUR 529 million

EUROPE

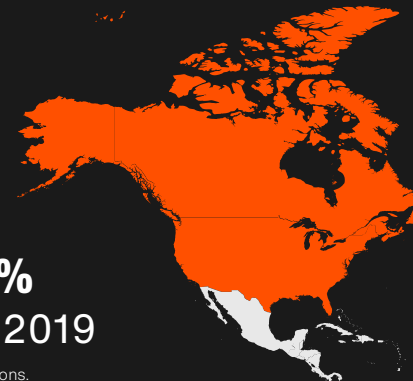
+3%
vs. H1 2023 **+50%**
vs. H1 2019



H1 2024:
EUR 662 million

NORTH AMERICA

+24%
vs. H1 2023 **+153%**
vs. H1 2019

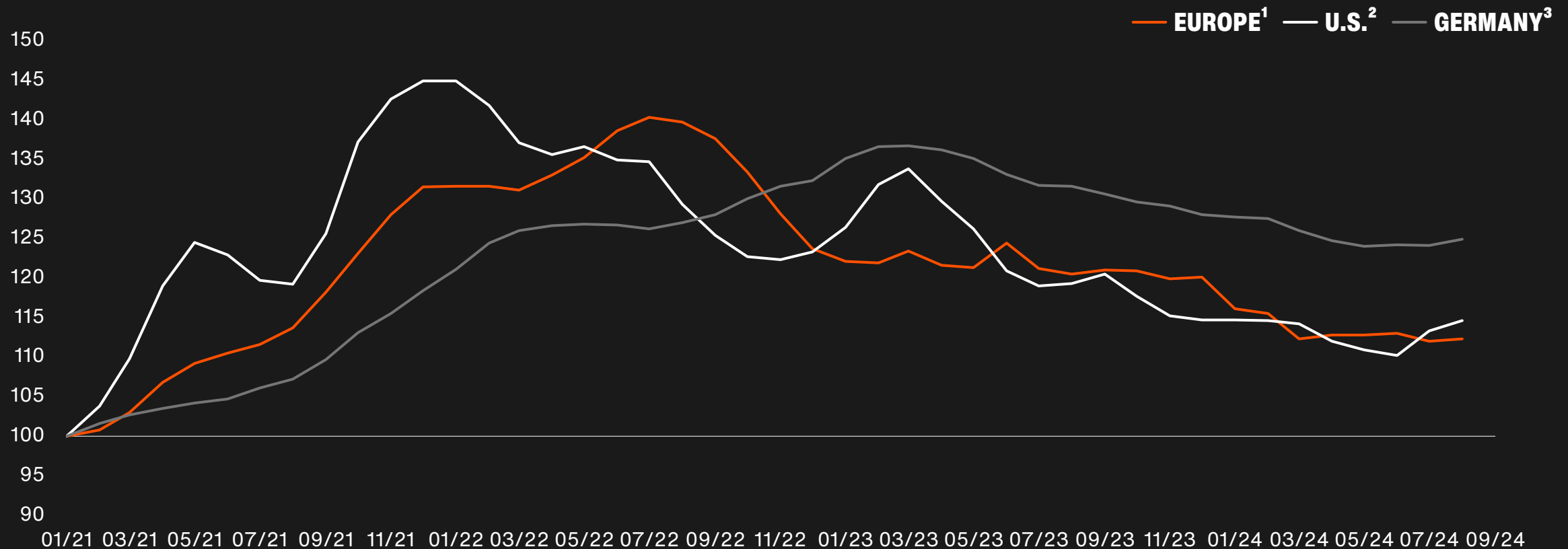


H1 2024:
EUR 594 million

OUR INDUSTRY'S MOST RECENT CHALLENGE: SIGNIFICANT DECLINE OF RESIDUAL VALUES AFTER THE END OF VEHICLE SHORTAGES

USED CAR PRICE DEVELOPMENT

















[Index 2021 = 100]



OUR APPROACH TO TACKLE THIS CHALLENGE: A COMPREHENSIVE AND PURPOSEFUL PACKAGE OF TOP- AND BOTTOM-LINE MEASURES

REACTING TO MARKET HEADWIND

TOP-LINE AND BOTTOM-LINE MEASURES

 <p>Additional growth (e.g., by opening of nearly 100 branches planned by the end of 2024)</p> 	 <p>Enhancing the experience across the whole customer journey (e.g. by reducing waiting times)</p> 	 <p>Upgraded rental fleet for all customer needs (including Stellantis and Porsche vehicles)</p> 	 <p>Increasing B2B, B2P and B2C Sales</p> 
TOP-LINE MEASURES			
BOTTOM-LINE MEASURES			
 <p>Ongoing fleet rotation (replacing cars bought during supply shortage by cars acquired at more attractive conditions)</p> 	 <p>Further adapting EV offer to changed market conditions</p> 	 <p>Further optimizing fleet and yield management</p> 	 <p>Further enhancing efficiency through strict management of direct and indirect costs</p> 

SIXT Q1 2024 EARNINGS PRESENTATION | MAY 2024

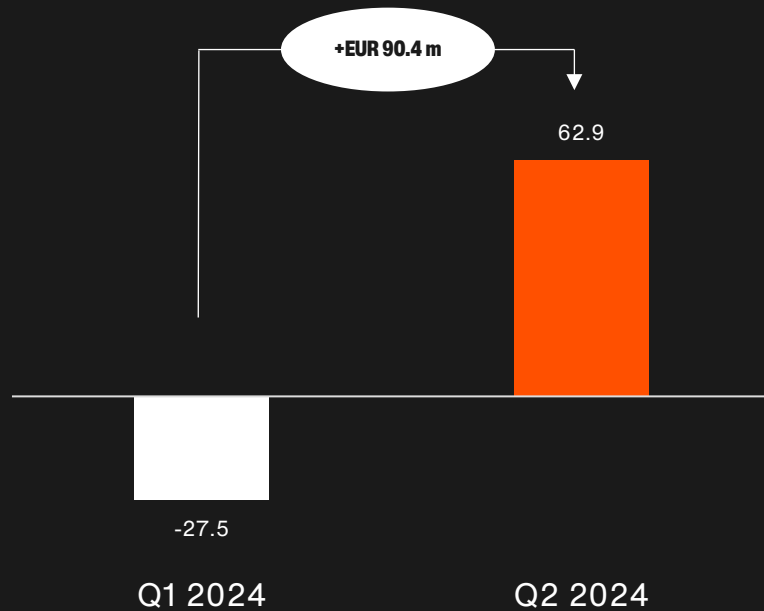
13

Slide taken from Q1 2024 presentation

OUR FIRST HALF-YEAR 2024 PROFITABILITY: INFLUENCED BY RESIDUAL VALUES BUT RESILIENCE & MEASURES TAKEN PAY OFF

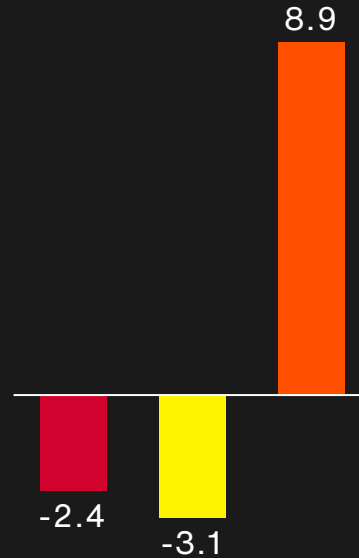
SIXT EBT

[EUR m]



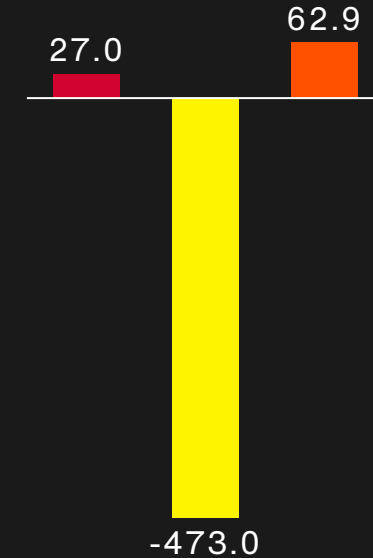
Q2 2024 YOY REVENUE GROWHT VS. PEERS

[%]



Q2 2024 EBT VS. PEERS

[in million / local currency]

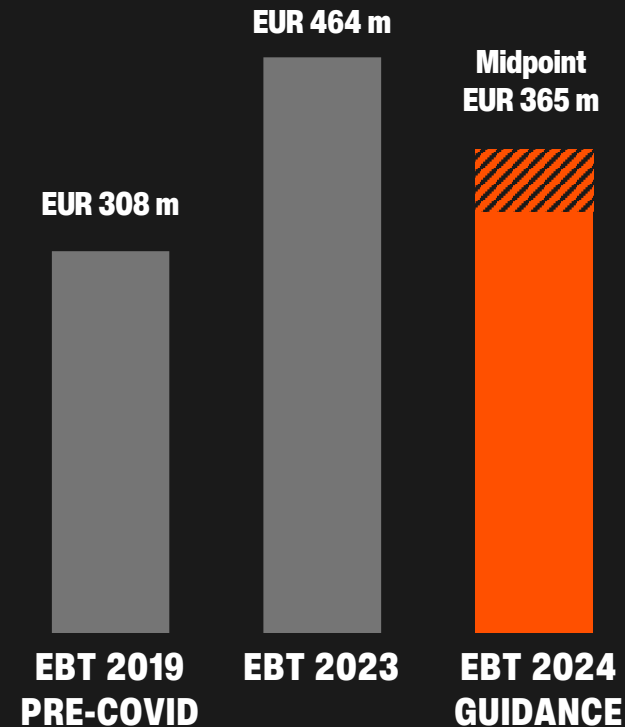


OUR FORECAST: WE EXPECT CONTINUED SIGNIFICANT REVENUE GROWTH IN FY 2024 AND EBT BETWEEN EUR 340 AND 390 MILLION



FORECAST FOR FULL YEAR 2024

- Significant revenue growth
- EBT between EUR 340 and 390 million



OUR INVESTMENT STORY IN A NUTSHELL

DESIRE FOR GROWTH



GROWTH OPPORTUNITIES



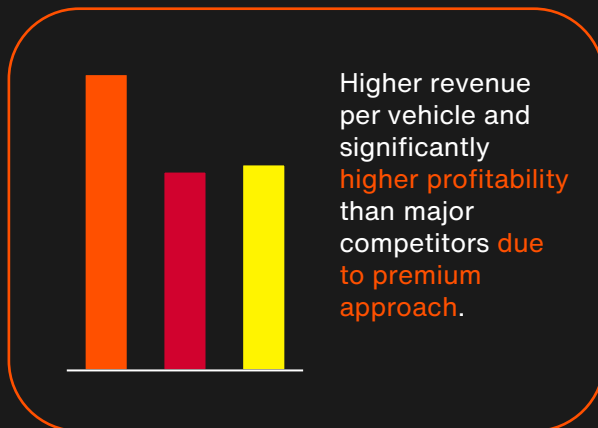
STRONG DEMAND



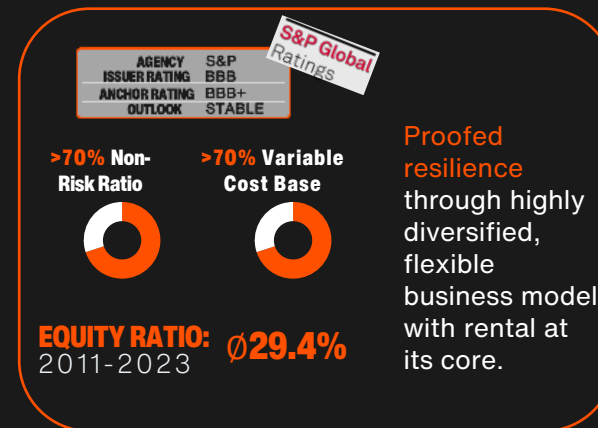
PREMIUM STRATEGY



PROFITABILITY



RESILIENCE



Q&A SESSION



THANK YOU!





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