



SIXT SE
Q3 2024 RESULTS

LEGAL DISCLAIMER

This presentation (together with the presenters' speeches and any other related verbal or written communications the "Presentation") contains forward-looking statements relating to the business, financial performance and results of Sixt SE (together with its subsidiaries, the "Company") and/or the industry in which the Company operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes," "expects," "predicts," "intends," "projects," "plans," "estimates," "aims," "foresees," "anticipates," "targets," and similar expressions. Forward-looking statements, including assumptions, opinions and views of the Company or cited from third party sources, are solely opinions and forecasts which are uncertain and subject to risks. Actual events may differ significantly from any anticipated development due to a number of factors, including without limitation, changes in general economic conditions, in particular in the Company's target markets and changes in competition levels. The Company does not guarantee that the assumptions underlying forward-looking statements are free from errors nor does it accept any responsibility for the future accuracy of opinions or any obligation to update the statements in the Presentation to reflect subsequent events. Forward-looking statements are made only as of the date of the Presentation. Neither the

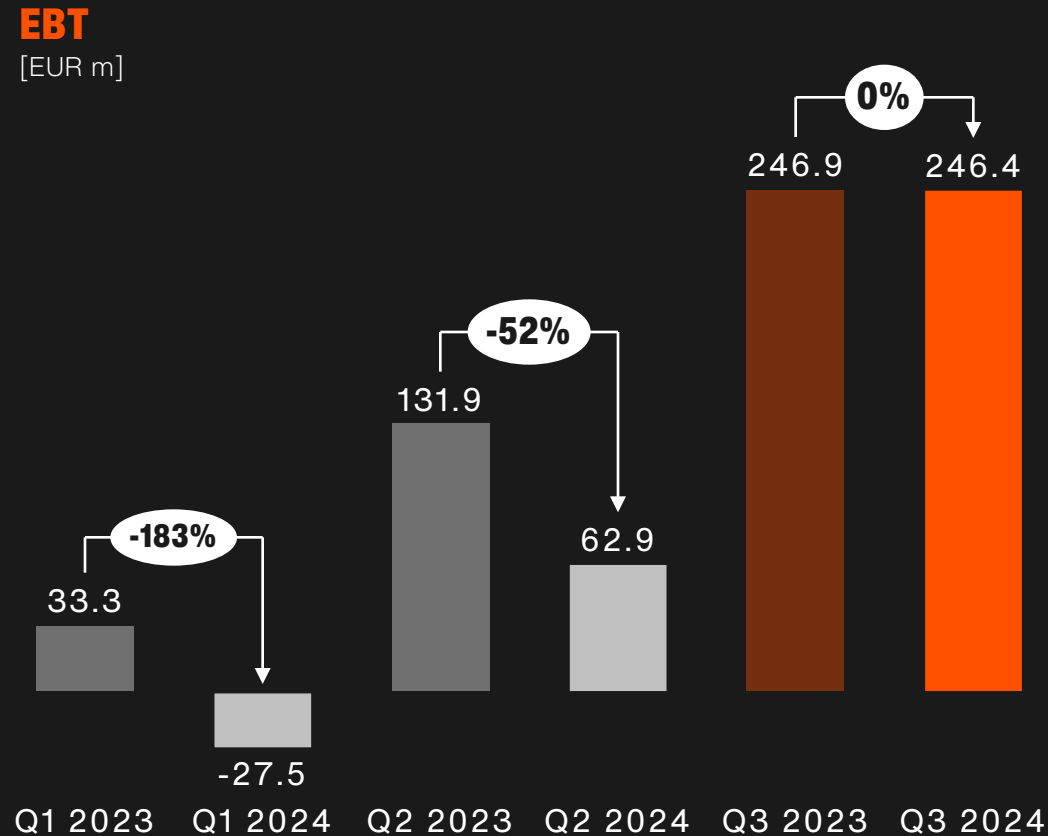
delivery of the Presentation nor any further discussions of the Company with any of the recipients thereof shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date. Consequently, the Company does not undertake any obligation to review, update or confirm expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of the Presentation. Furthermore, a totally different performance can ensue from an unexpected slump in demand or economic stagnation in our key markets. The actual development can differ materially from the forecasts made in this Presentation, in case one of the aforementioned risks or other risks not mentioned here should materialize and/or the assumption on which we have based our forecasts and prospects turn out to be wrong.

Certain industry and market information in the Presentation and/or related materials has been obtained by the Company from third party sources. The Company has not independently verified such information and neither the Company nor any of its directors provides any assurance as to the accuracy, fairness or completeness of such information or opinions contained in this document

and neither the Company nor any of its directors takes any responsibility for such information. This Presentation contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the basis of any analysis or other evaluation. In addition, the information in the Presentation is subject to change. No representation or warranty (express or implied) is made as to, and no reliance should be placed on, any information, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein. Due to rounding it is possible that figures may not add up exactly and that half or full year figures do not correspond to added quarterly figures. For the same reason, percentages may not exactly match absolute numbers they correspond to.

The Presentation does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company, nor shall it or any part of it form the basis of or be relied on in connection with any other investment whatsoever.

OUR COMEBACK: EBT IN Q3 BACK ON TRACK WITH MARGIN AROUND 20% DESPITE ONGOING CHALLENGING MARKET ENVIRONMENT

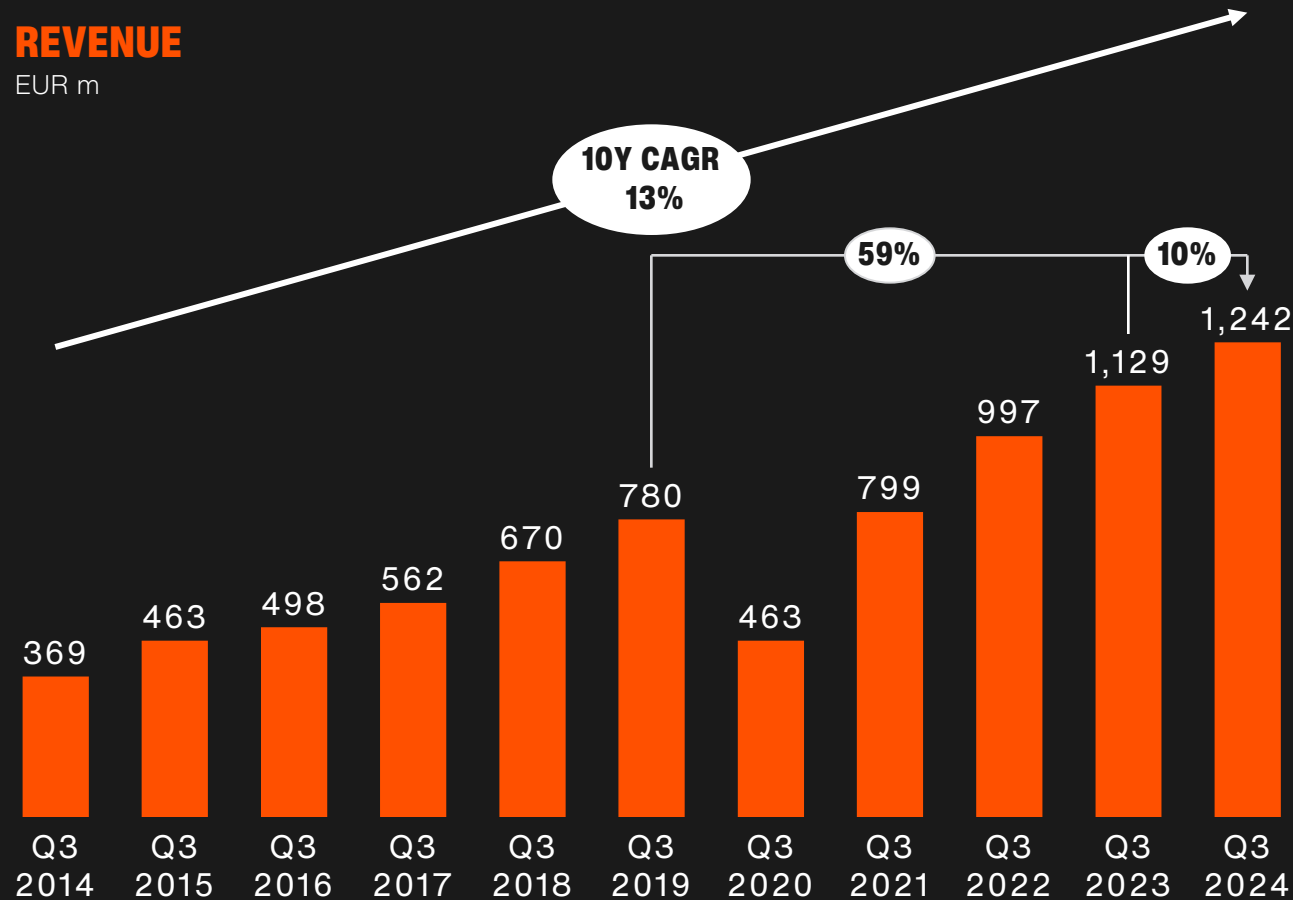


Q3/24 EBT
Margin:
19.8%

OUR TOP LINE PERFORMANCE: HIGH DEMAND, EXCEPTIONAL FLEET AND EXTENDED NETWORK IN LINE WITH OUR LONG-TERM DEVELOPMENT

REVENUE

EUR m



BRANCHES

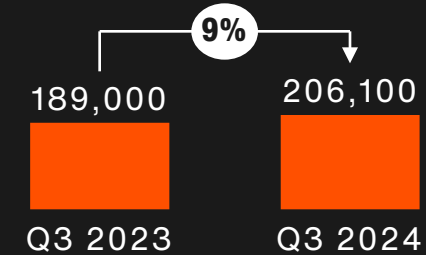
[#]



~50 branch openings in 9M/24

FLEET

[avg.#]

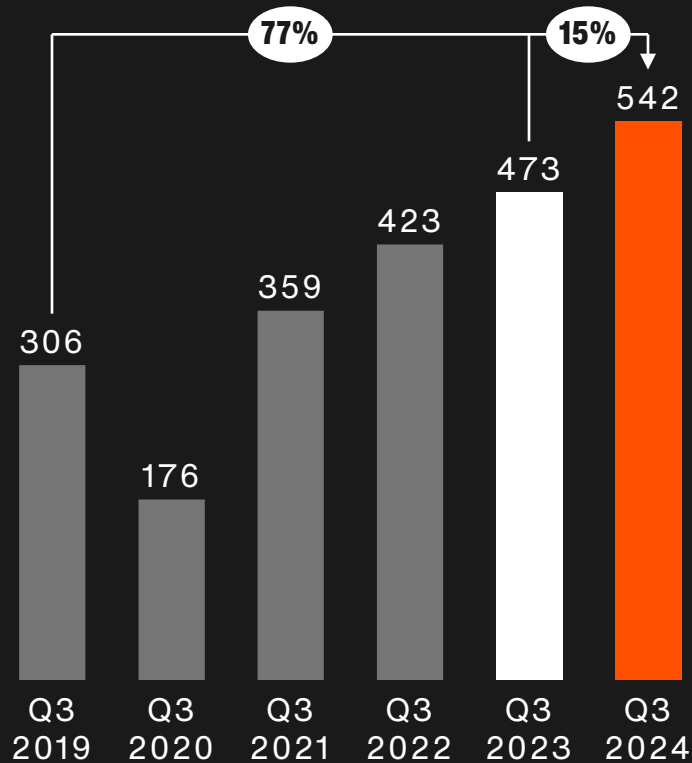


UTILIZATION

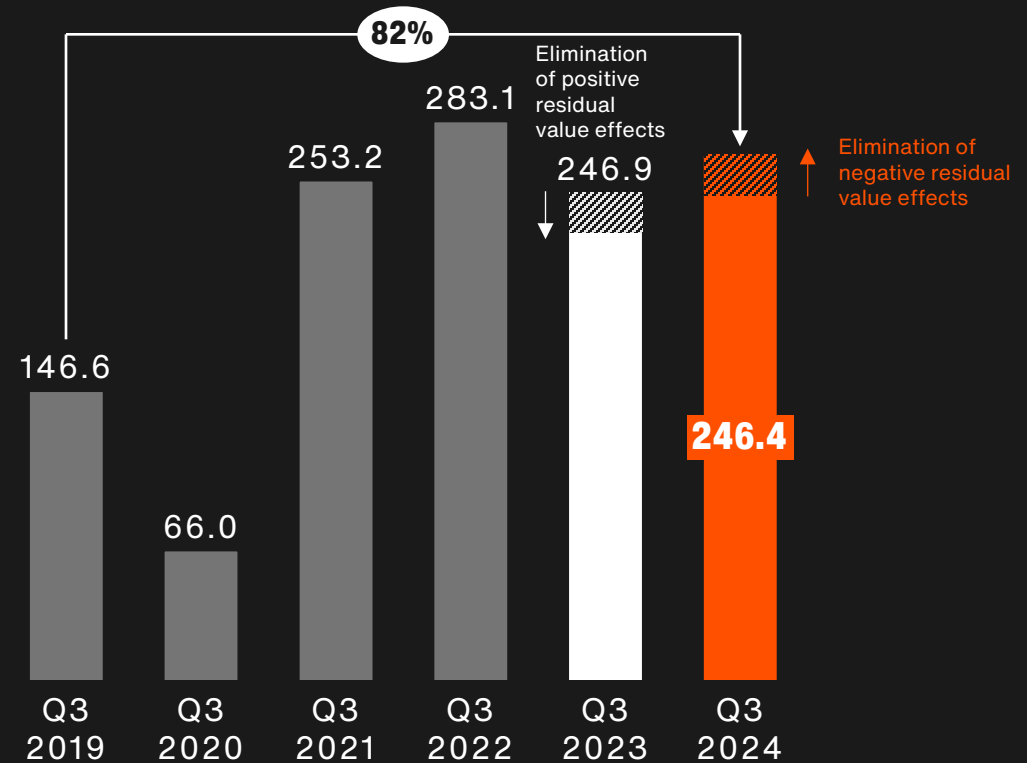


OUR EARNINGS: RECORD EBITDA DEMONSTRATES OPERATIONAL STRENGTH; SECOND BEST EBT IF NEGATIVE RESIDUAL VALUE EFFECTS ARE EXCLUDED

EBITDA
EUR m



EBT
EUR m



GLOBAL FOOTPRINT & FLEET



OUR INTERNATIONALISATION STRATEGY: FURTHER GROWTH ACROSS ALL SEGMENTS DESPITE GDP-WEAKNESS

REVENUE

EUR m

GERMANY

+7%

vs. Q3 2023

+13% vs. Q3 2019



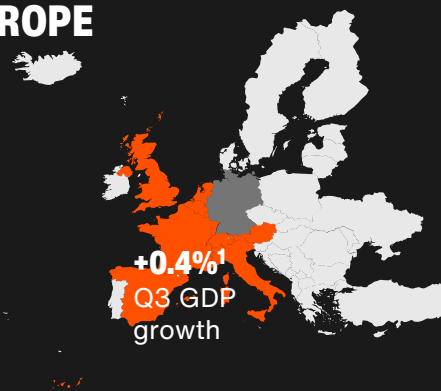
Q3 2024: EUR 329 million

EUROPE

+5%

vs. Q3 2023

+27% vs. Q3 2019



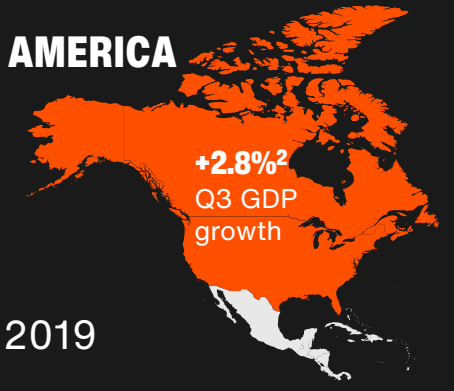
Q3 2024: EUR 532 million

NORTH AMERICA

+21%

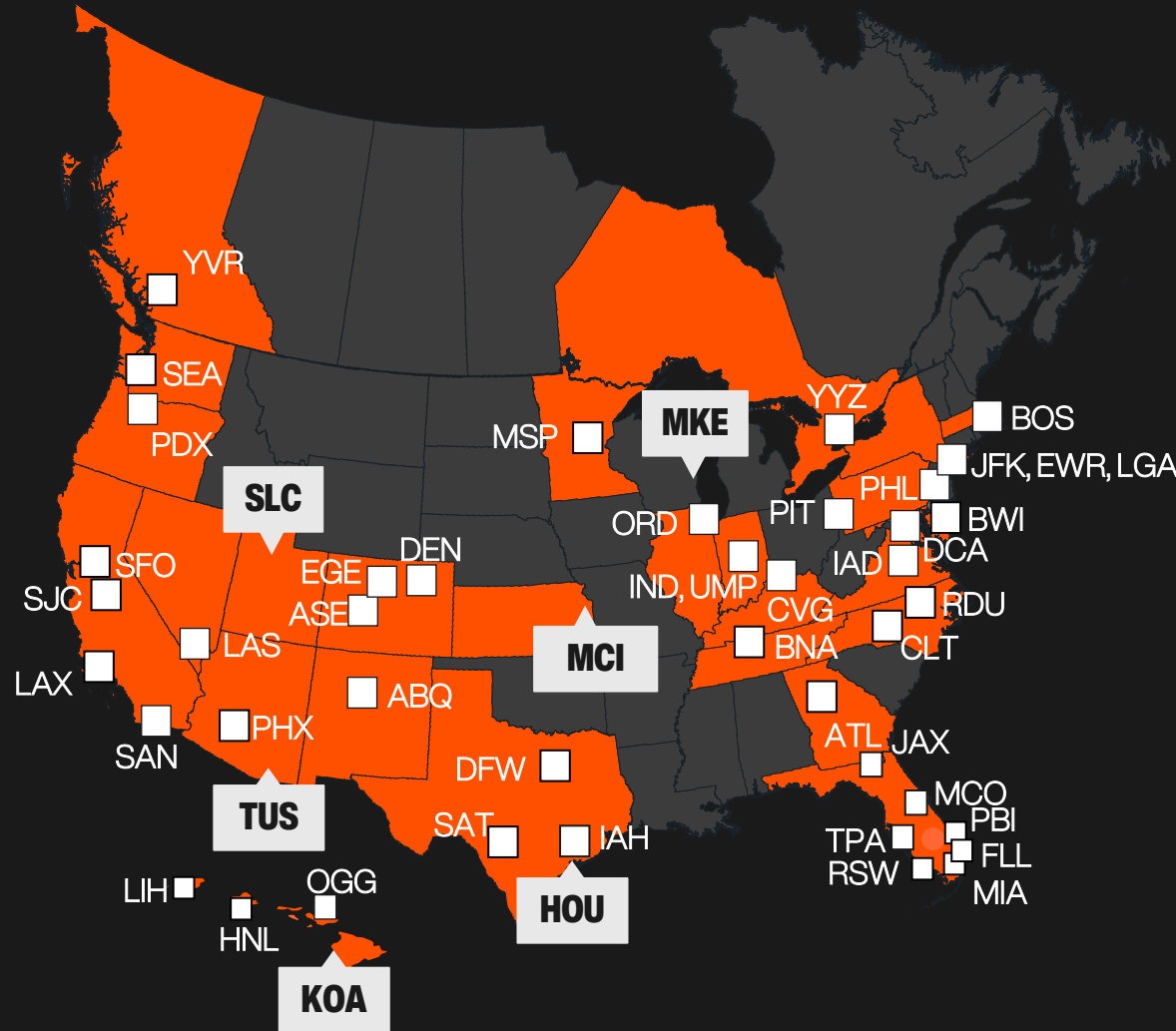
vs. Q3 2023

+461% vs. Q3 2019



Q3 2024: EUR 379 million

OUR PRESENCE IN NORTH AMERICA: FAST SCALING PRESENCE WITH 50TH US AIRPORT OPENING AS EARLY AS THIS YEAR



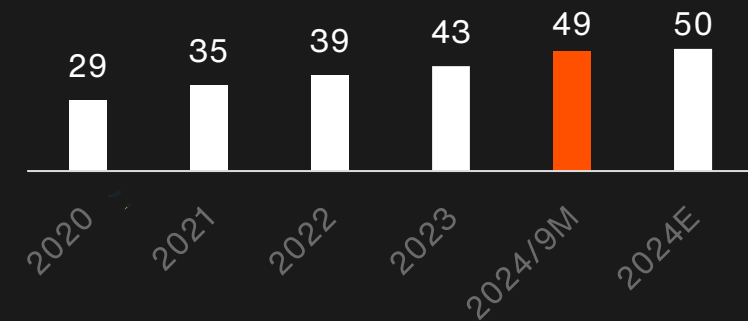
REVENUE CAGR IN NORTH AMERICA (2019-2023): 22%

>120 BRANCHES

49 U.S. AIRPORTS

6 NEW U.S. AIRPORT BRANCHES AND 12 NEW DOWNTOWN BRANCHES ALREADY OPENED SO FAR IN 2024

NUMBER OF BRANCHES AT U.S. AIRPORTS



OUR BRANCHES: CONTINUED OPENINGS GLOBALLY AND >70 MODERNISATIONS SINCE SUMMER 2023 TO FURTHER INCREASE CUSTOMER EXCITEMENT



OUR GLOBAL PREMIUM FLEET: ALREADY HIGH PREMIUM SHARE FURTHER INCREASED

Q3 2023
Premium share¹

54%

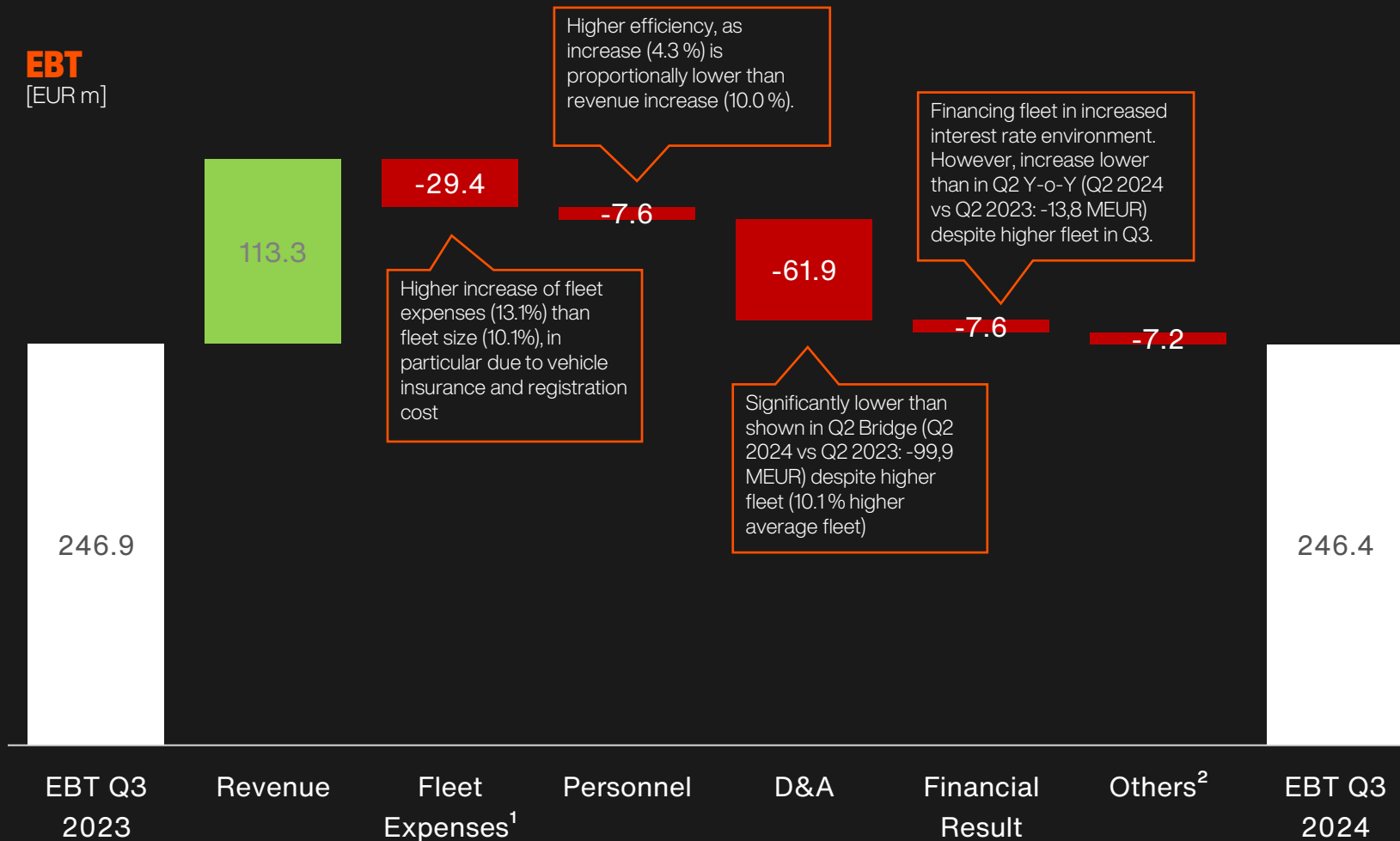
Q3 2024
Premium share¹

59%

EBT DEEP DIVE



OUR EBT BRIDGE: RESIDUAL VALUE EFFECTS COMPENSATED BY STRONG REVENUE GROWTH



¹The fleet expenses item comprises expenses for current rental operations (e.g. repairs, maintenance and reconditioning).

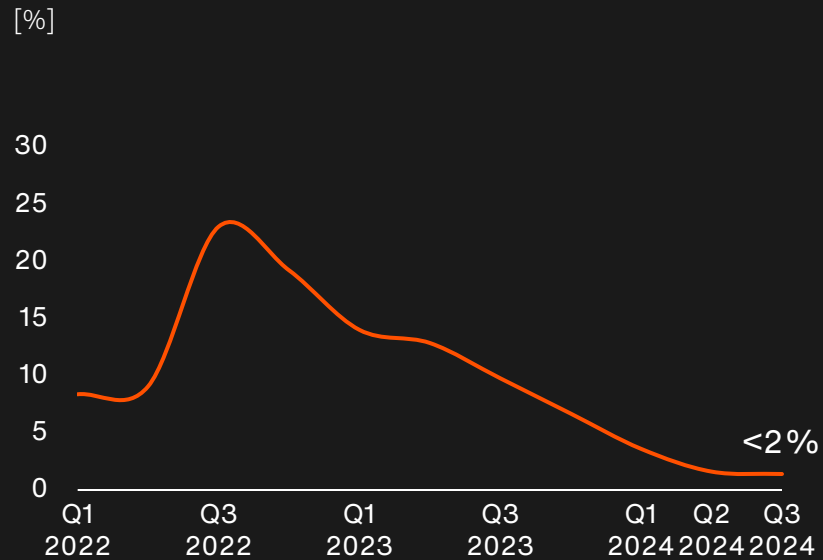
²Others consists of other operating income and other operating expenses.

UPDATE FLEET DE-RISKING

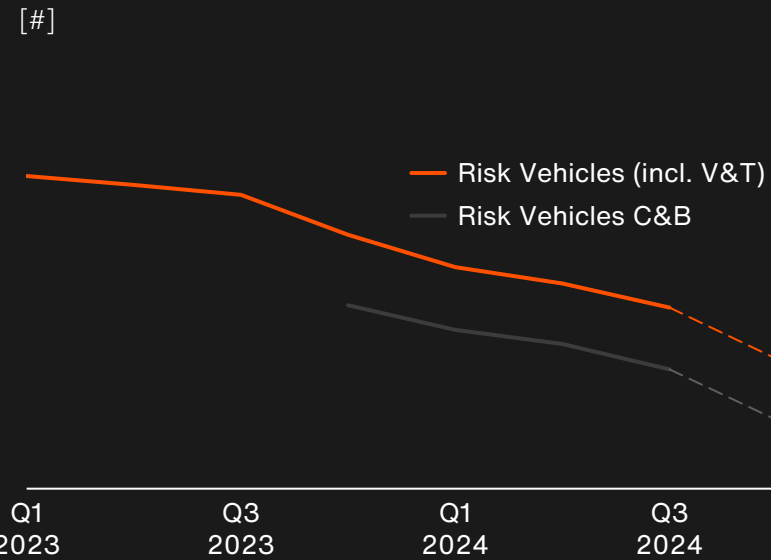


OUR EUROPEAN FLEET: RISK SHARE FURTHER REDUCED – ON TRACK TO REACH PRE-PANDEMIC LEVELS IN 2025

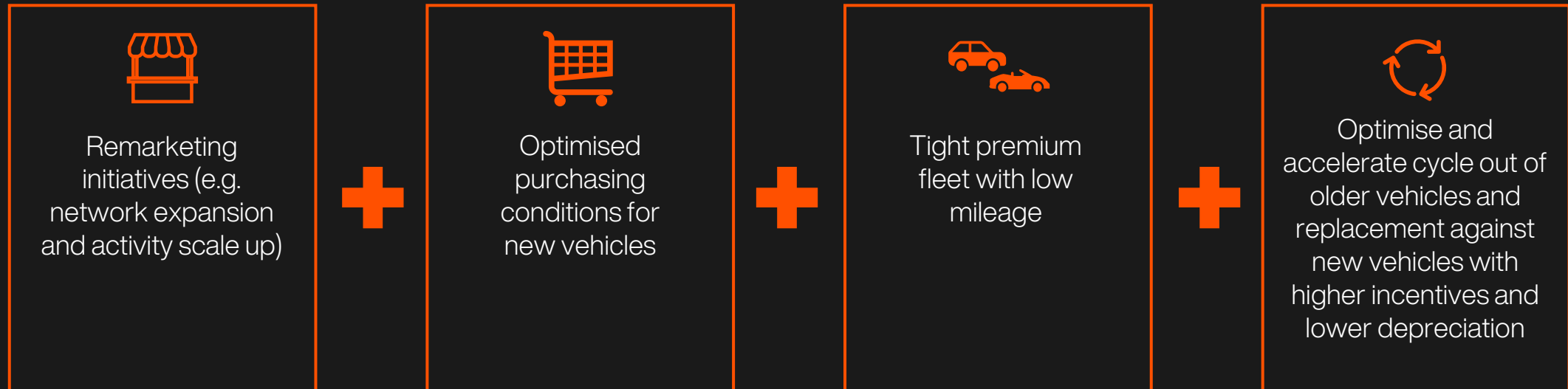
EUROPE - SHARE OF RISK VEHICLES INFLEETED*



EUROPE - RISK VEHICLES IN FLEET



OUR NORTH AMERICAN FLEET: REDUCTION OF RISK EXPOSURE AND VEHICLE COSTS THROUGH TARGETED MEASURES



Significant improvement of depreciation per unit in Q3 2024 vs. Q2 2024

OUTLOOK UPDATE



OUR FULL YEAR GUIDANCE: CONTINUED EXPECTATION OF SIGNIFICANT REVENUE GROWTH; PROJECTED EBT ON LEVEL OF MARKET EXPECTATION



UPDATED FORECAST FOR FULL YEAR 2024

- Significant revenue growth
- EBT of around EUR 340 million
(previously: EUR 340-390 million; latest market expectation: EUR 352 million)

Q&A SESSION



THANK YOU!

