



SIXT SE  
FY 2024 EARNINGS

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# 2024 AT A GLANCE

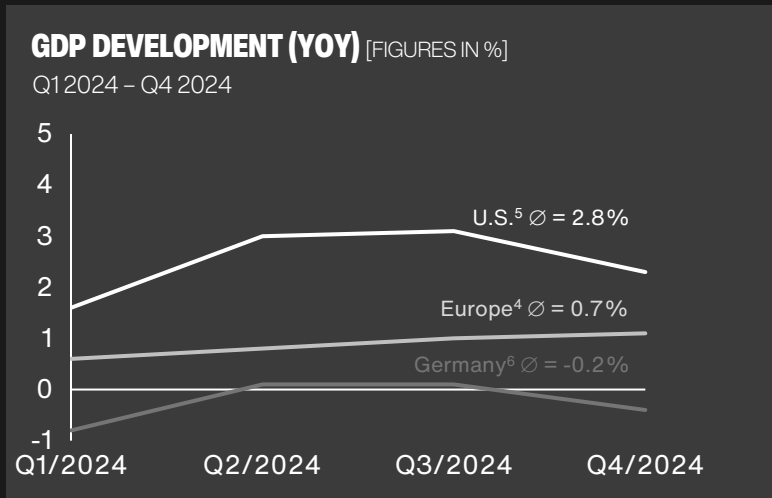
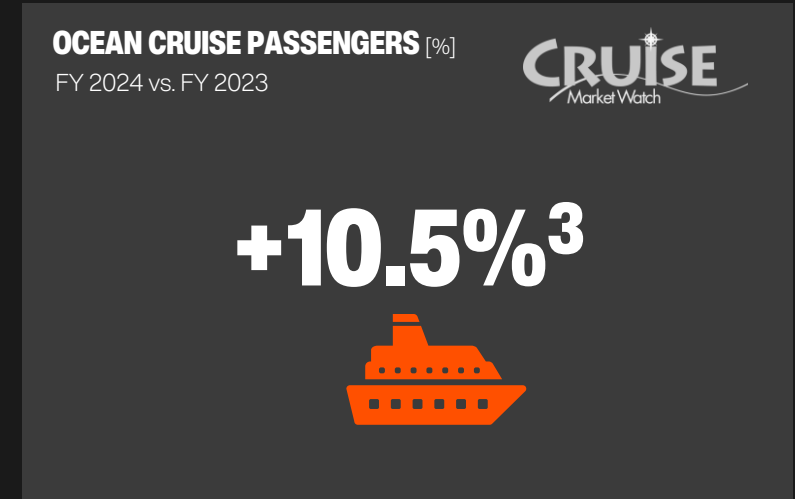
**SIXT**



**OWN THE  
ROAD AGAIN.**

Rent the Porsche 911 Carrera 4 GTS now at SIXT.

# OUR MARKET ENVIRONMENT 2024: STRONG TOURISM MARKET MEETS LOW GDP GROWTH, DECLINING RESIDUALS AND HIGH INTEREST RATES



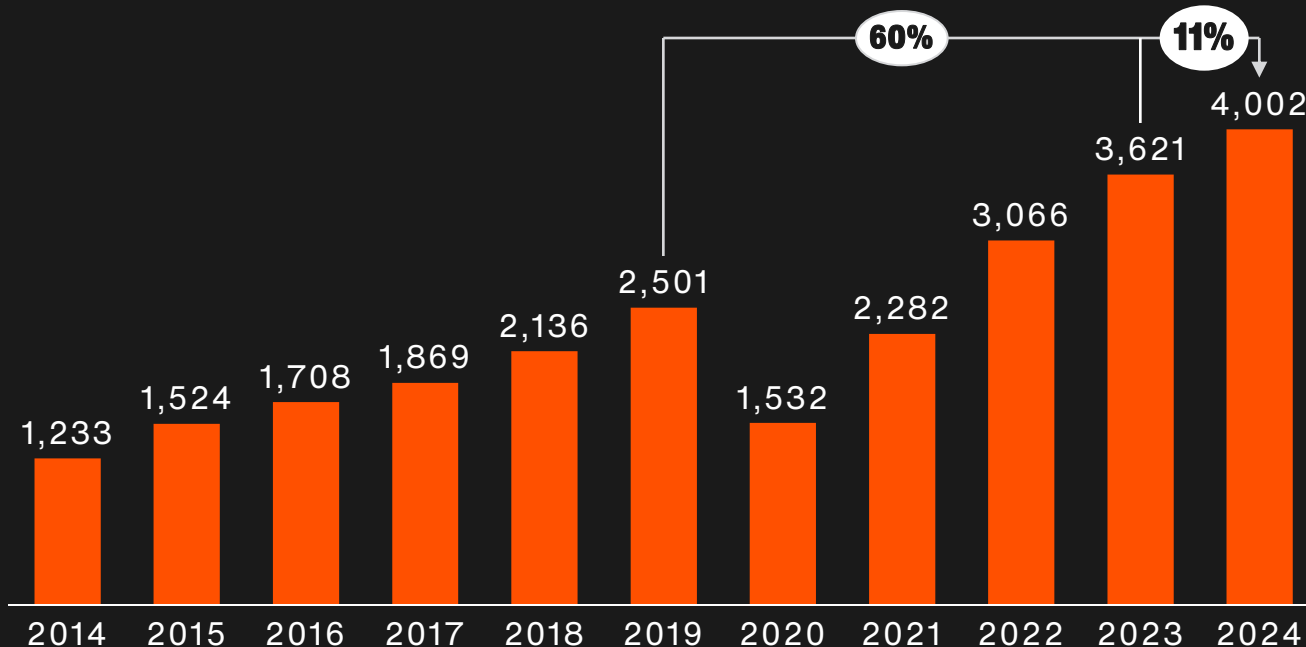
# OUR TOP LINE: FIRST TIME 4BN EUR ANNUAL REVENUE DRIVEN BY STRONG DEMAND, FLEET GROWTH AND NETWORK EXPANSION

## REVENUE<sup>1</sup>

EUR m

# >4bn EUR

## REVENUE 2024



## NEW BRANCHES

[#]



# +50

Branch openings in 2024

# 50<sup>th</sup>

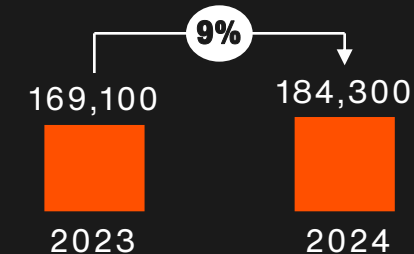
U.S. Airport Branch opened in DEC 24

Strong fleet growth inside demand reflected in higher utilization

## FLEET GROWTH

[avg.#]

## STRONG UTILIZATION



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

## REVENUE

EUR m

### GERMANY

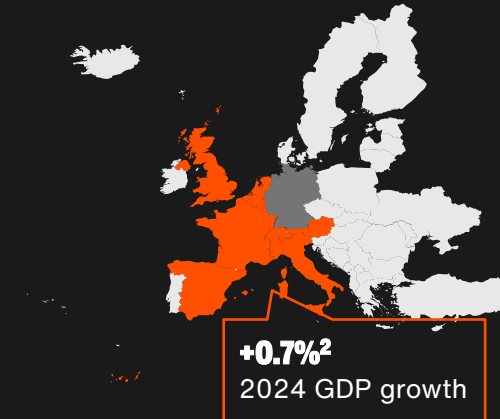
**+6%**  
vs. 2023



**2024: EUR 1.14 BN**

### EUROPE

**+6%**  
vs. 2023



**2024: EUR 1.55 BN**

### NORTH AMERICA

**+22%**  
vs. 2023



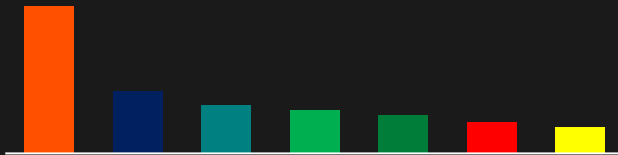
**2024: EUR 1.31 BN**

# OUR OPERATIONAL STRENGTH: RECORD EBITDA DRIVEN BY STRONG BRAND AND CONTINUED PREMIUM STRATEGY

**STRONG  
BRAND  
SIXT**

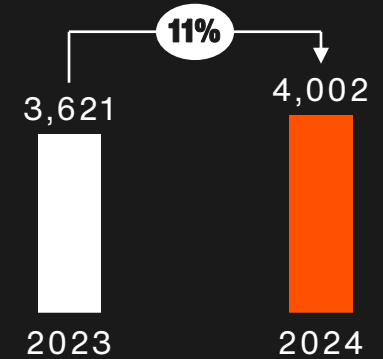
**BRAND VALUE<sup>1</sup>  
USD 2.2 BN**

Development 2017-2024<sup>2</sup>  
>500%



## REVENUE

EUR m



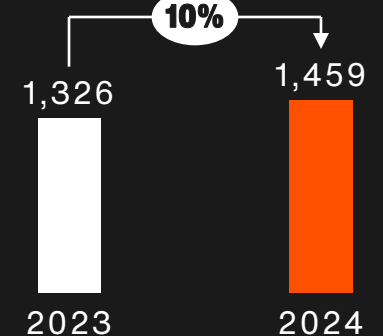
**HIGH OPERATIVE  
PROFITABILITY  
THANKS TO  
PREMIUM  
STRATEGY**



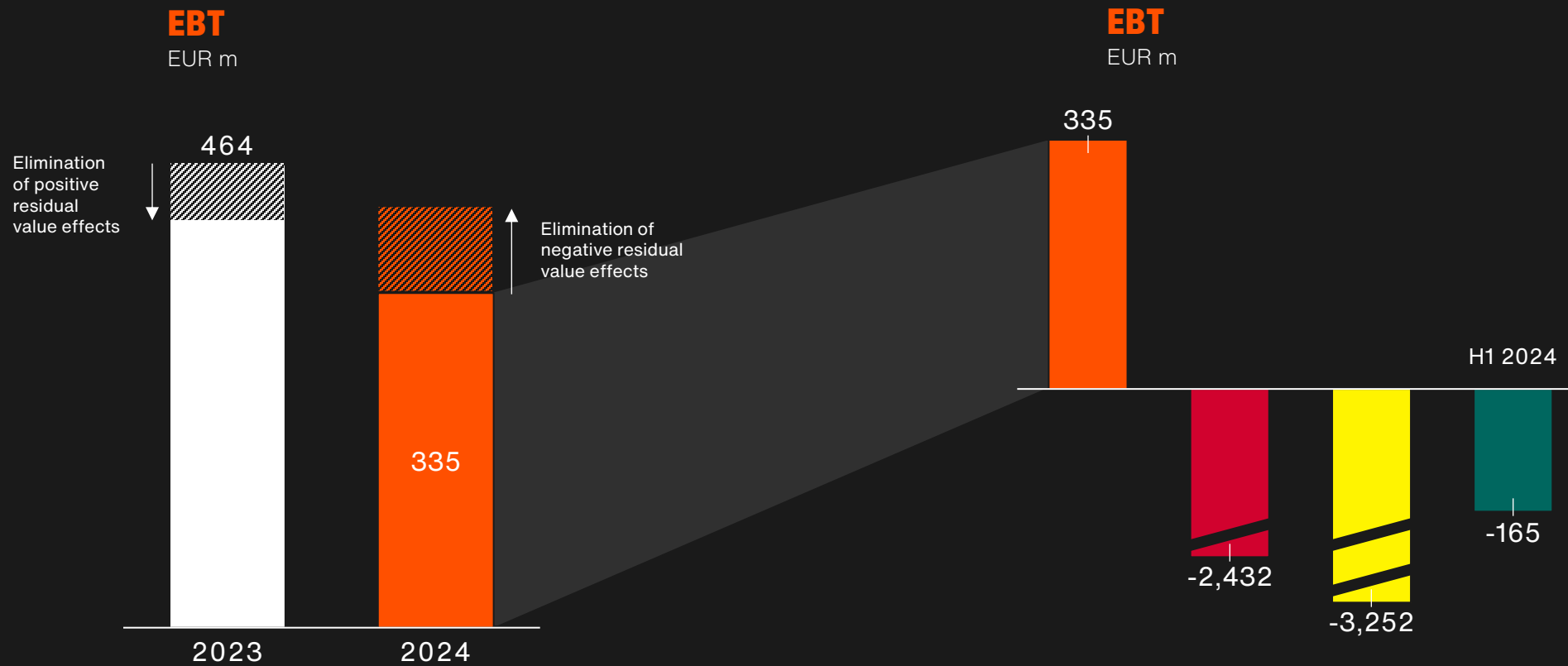
   
**~50%**  
**PREMIUM FLEET<sup>3</sup>**  
 

## EBITDA

EUR m

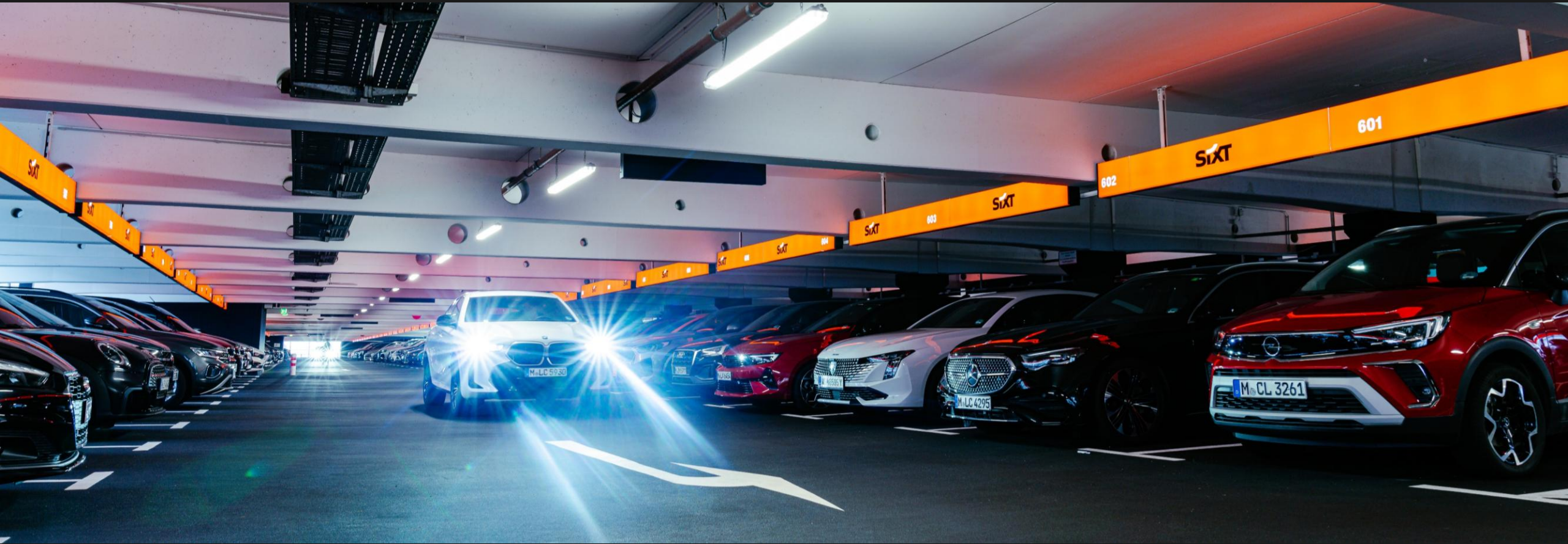


# OUR EARNINGS: STRONG PROFITABILITY COMPARED TO COMPETITION IN A HEAVILY IMPACTED MACROECONOMIC ENVIRONMENT





# FLEET UPDATE



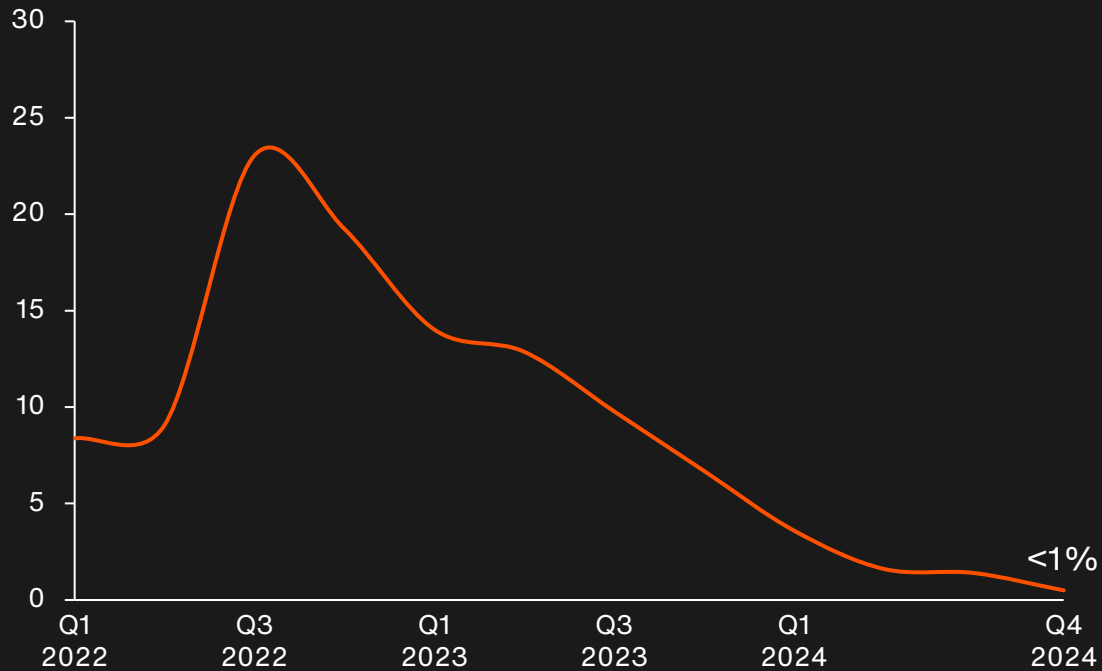
# OUR GENERAL APPROACH TO MANAGE RESIDUAL VALUE RISKS: WE HAVE INCREASED THE NON-RISK SHARE FROM 73% IN 2023 TO 79% IN 2024



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

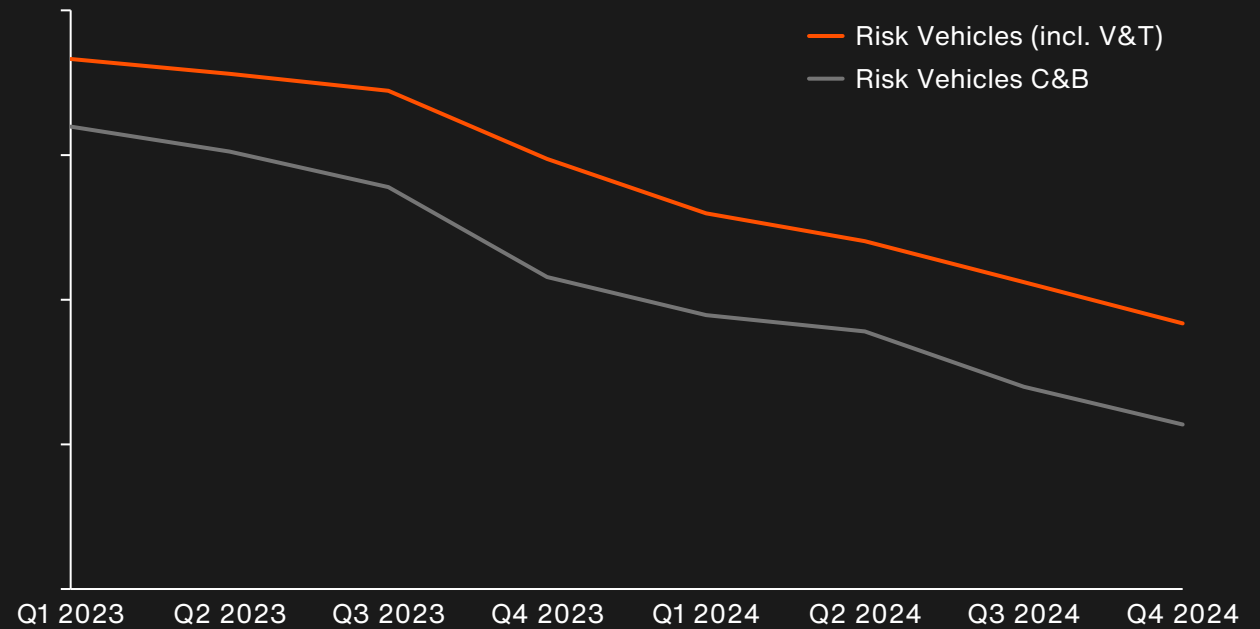
## EUROPE - SHARE OF RISK VEHICLES INFLEETED<sup>1</sup>

[%]



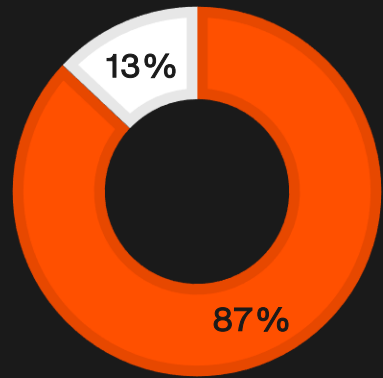
## EUROPE - RISK VEHICLES IN FLEET

[#]

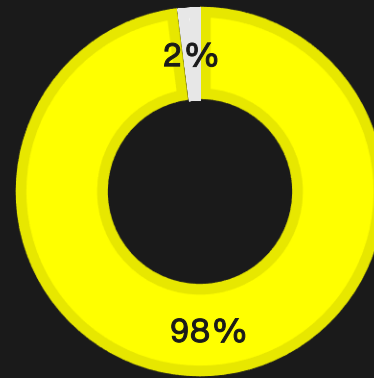


# OUR NORTH AMERICAN FLEET: LOWER RISK SHARE THAN COMPETITORS, BUT MARKET IS HISTORICALLY RISK-BASED

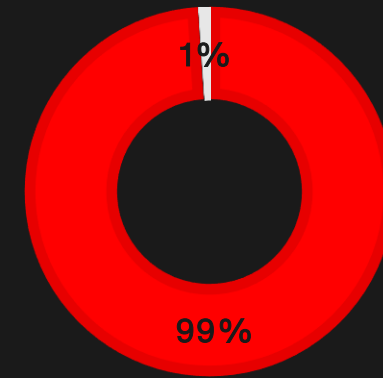
## (NORTH) AMERICA - FY 2024 RISK SHARE<sup>1</sup> [%]



■ Risk ■ Non-Risk



■ Risk ■ Non-Risk



■ Risk ■ Non-Risk

# DIVIDEND PROPOSAL



# OUR DIVIDEND PROPOSAL: SHAREHOLDER-FRIENDLY IN LINE WITH OUR DIVIDEND POLICY



## DIVIDEND PROPOSAL TO AGM ON 5 JUNE 2025

### PAYOUT RATIO

52.1%

(of consolidated earnings after tax of the Sixt Group)

EUR 2.70<sup>1</sup> per common share; EUR 2.72<sup>1</sup> per preference share

### 10-YEAR Ø PAYOUT RATIO

47.5%<sup>2</sup>

(of consolidated earnings after tax of the Sixt Group)

### DIVIDEND POLICY

35-60%

(of consolidated earnings after tax of the Sixt Group)

# OUTLOOK

## 2025



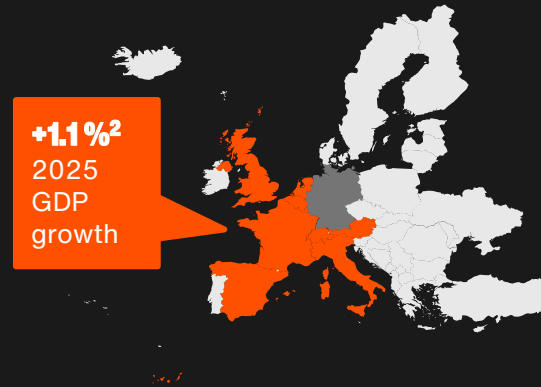
# OUR OUTLOOK 2025: INTERNATIONAL TOURISM IS EXPECTED TO SHOW CONTINUED GROWTH



## GERMANY



## EUROPE



## NORTH AMERICA



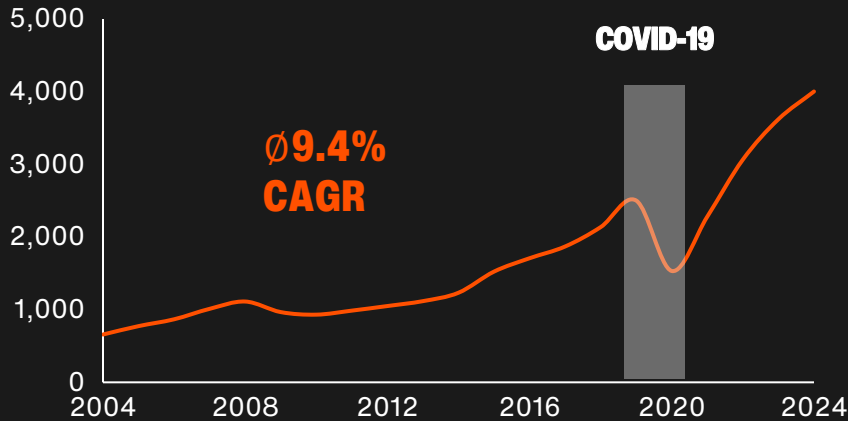
- High level of trip bookings for summer vacation (DERTOUR +21%, TUI +2%, Alltours +10%)<sup>3</sup>
- World Tourism Organization expects international tourist arrivals to grow 3-5%<sup>4</sup>
- U.S. Travel forecasts +8.8% for inbound visits, driven by resilient consumer spending<sup>5</sup>
- IATA predicts rising passenger numbers by 6.7% from 2024 to 2025<sup>6</sup>
- ETC forecasts a trend for multi-stop-trips with the need for more seamless transportation options<sup>7</sup>



# OUR 2025 FINANCIAL GUIDANCE: FURTHER REVENUE GROWTH AND EBT-MARGIN NORMALIZATION

## HISTORICAL TOTAL REVENUE<sup>1</sup> [FIGURES IN MILLION EUR]

DEVELOPMENT 2004 – 2024



## HISTORICAL EBT-MARGIN<sup>1</sup> [FIGURES IN %]

DEVELOPMENT 2004 – 2024



## GUIDANCE 2025

### REVENUE

**+5-10%**

(VS. 2024)

### EBT-MARGIN

**~10%**

### OPPORTUNITIES

- Economic recovery (esp. in Europe)
- Strong summer travel business
- Strong pricing, esp. in the summer season
- Rising residual values
- Noticeable interest rate cuts

### RISKS

- Political uncertainties in Germany, Europe and the U.S.
- Ongoing economic weakness (esp. in Europe)
- Weaker summer travel than anticipated
- Declining residual values
- Persistent inflation and postponed interest rate cuts

# Q&A SESSION



**THANK YOU!**





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