



# SIXT SE FY 2025 EARNINGS

# 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.

# HIGHLIGHTS

## FY 2025



# HIGHLIGHTS: RECORD REVENUE AND STRONG EARNINGS INCREASE IN CHALLENGING ENVIRONMENT; FURTHER PROFITABLE GROWTH IN 2026



## GROWTH STORY CONTINUED

**REVENUE GROWTH  
ACROSS ALL SEGMENTS**

**MARKET SHARE GAINS  
IN ALL REGIONS**



## PROFIT INCREASED

**EBT INCREASE OF 19.5%  
VS. FY 2024**

**ATTRACTIVE DIVIDEND  
PROPOSAL (+18.5%)**



## EXPANSION OF PREMIUM OFFER

**CUSTOMER LOYALTY ENABLES  
FURTHER GROWTH**

**56% PREMIUM SHARE WITH  
20K ADDITIONAL  
PREMIUM VEHICLES**



## FURTHER PROFITABLE GROWTH IN 2026

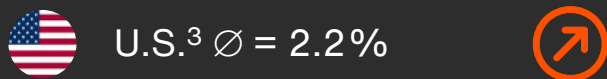
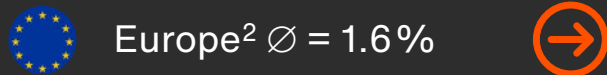
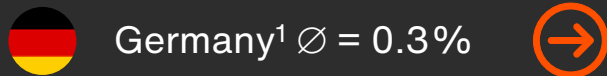
**REVENUE:  
EUR 4.45 - 4.60 BN**

**EBT MARGIN  
IN THE AREA OF 10%**

# MARKET ENVIRONMENT 2025: LOW GDP GROWTH AND WEAK U.S. CONSUMER SENTIMENT MET MODERATE TOURISM MARKET GROWTH

## GDP DEVELOPMENT (YOY) [FIGURES IN %]

Q1 2025 – Q4 2025



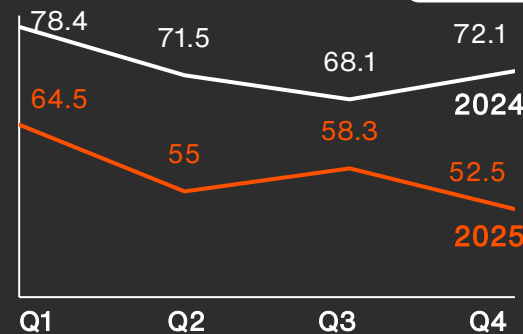
## INDEX OF US CONSUMER SENTIMENT

Q1 2024 – Q4 2024 / Q1 2025 – Q4 2025

**-37%**  
Q4 YOY

**M**

Weaker U.S. consumer confidence<sup>4</sup>



## INTERNATIONAL TOURISTS

[FY 2025 vs. 2024, %]



UN Tourism

**+4.0%<sup>5</sup>**



## GLOBAL AIR PASSENGER TRAFFIC

[FY 2025 vs. 2024, %]



**+5.3%<sup>6</sup>**



## U.S.-SPECIFIC

### U.S. GOVERNMENT SHUTDOWN

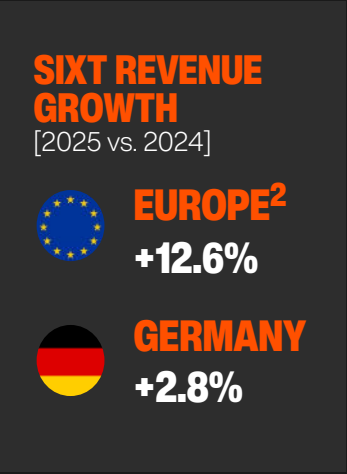
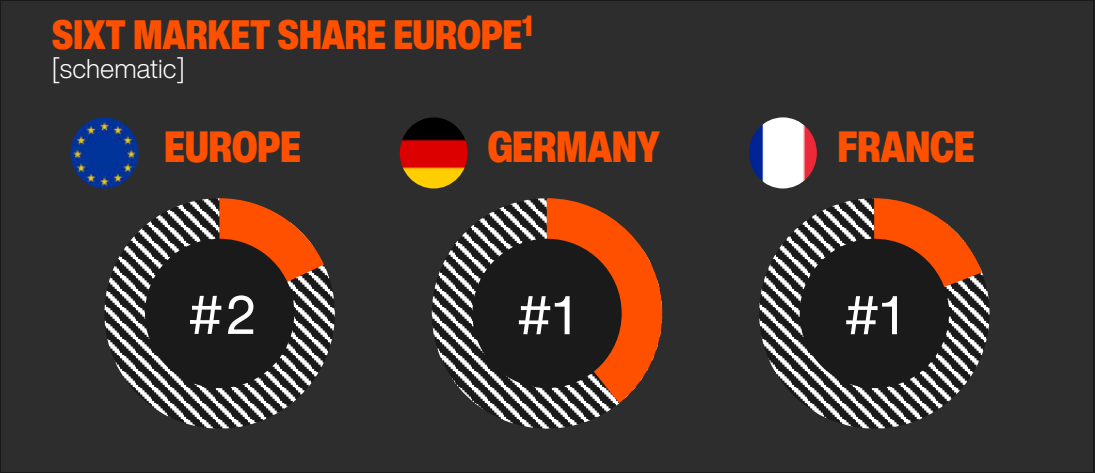
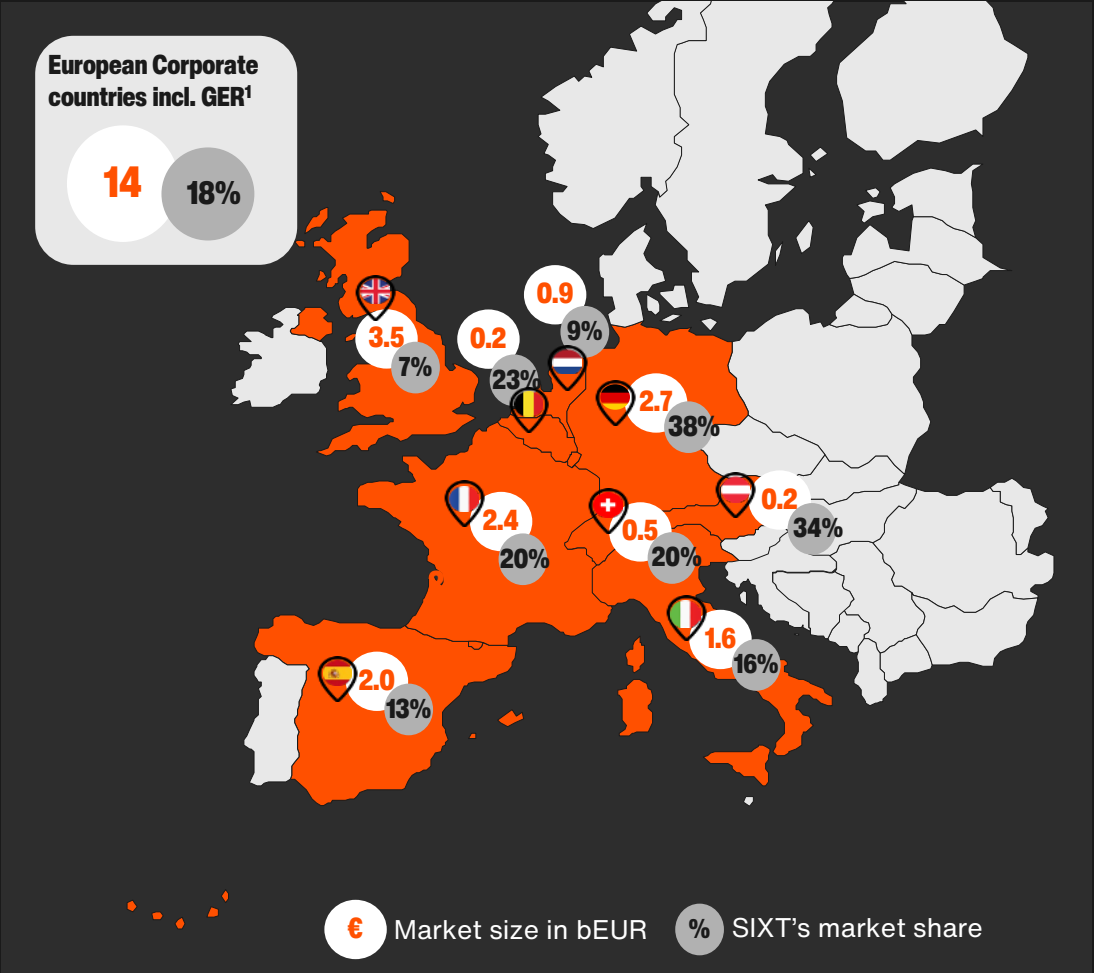
**FAA FLIGHT CANCELLATIONS**

**RESIDUAL VALUE UNCERTAINTIES**

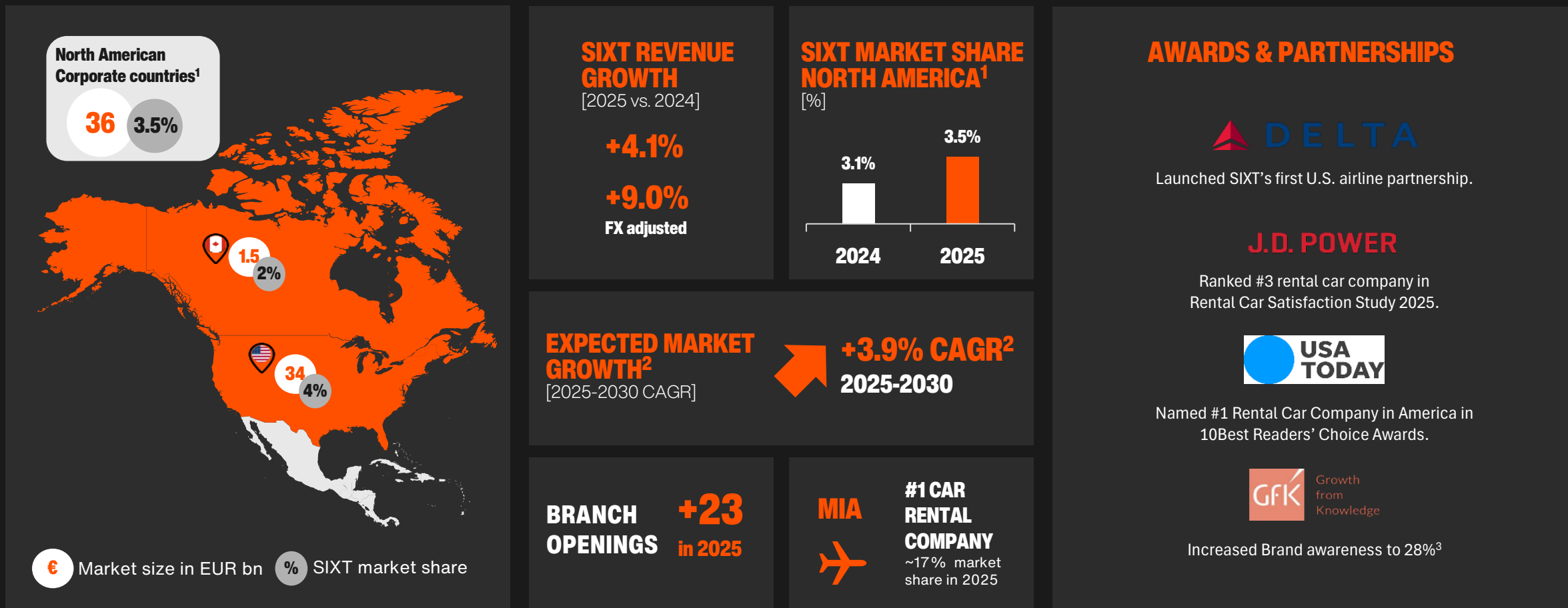
**VEHICLE RECALLS**



# SIXT EUROPE WITH STRONG PERFORMANCE 2025 AND LOTS OF GROWTH POTENTIAL AHEAD



# SIXT IS CONTINUOUSLY EXPANDING ITS MARKET PRESENCE IN NORTH AMERICA WITH ENORMOUS GROWTH POTENTIAL



# LOYALTY PROGRAM SIXT ONE ADDED TO MOBILITY PLATFORM: TRANSFORMING TRANSACTIONS INTO RELATIONSHIPS

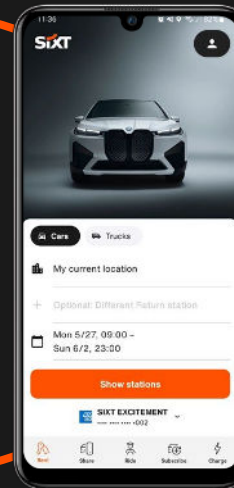
## SIXT'S PRODUCTS INTEGRATED IN ONE APP

**SIXT**rent  
Short and Term Long Rental

**SIXT** van & truck  
Commercial vehicle solutions

**SIXT**+  
THE CAR SUBSCRIPTION  
Car subscription

**SIXT**one  
Global Rewards Program



4.8 ★  
64K reviews



4.7 ★  
95K reviews



**SIXT**ride  
Professional transfer services

**SIXT**share  
Car sharing and micro mobility

**SIXT**charge  
Charging solution

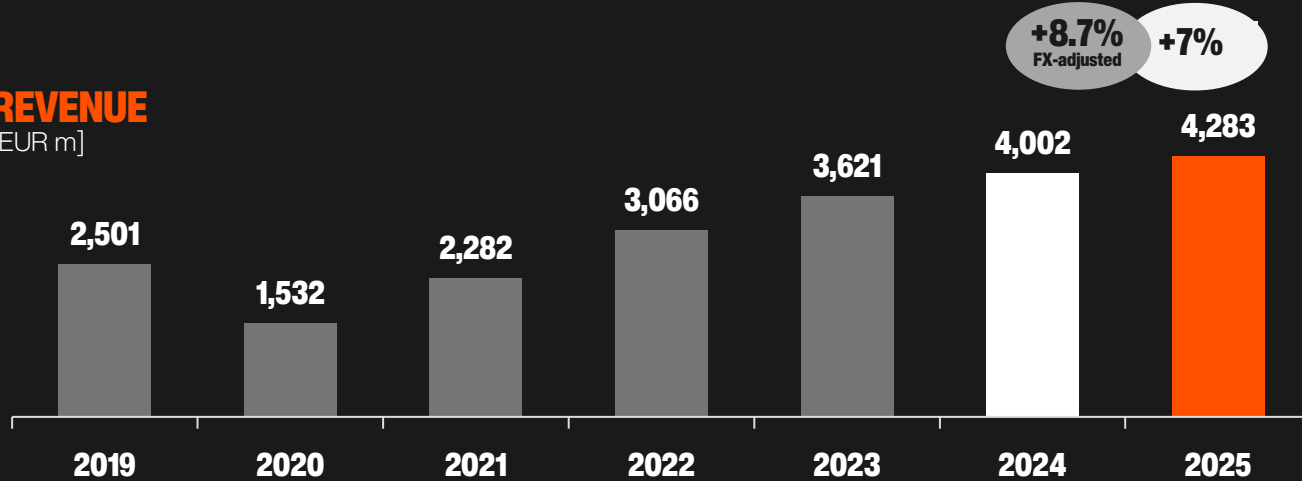
# FINANCIAL PERFORMANCE

## FY 2025

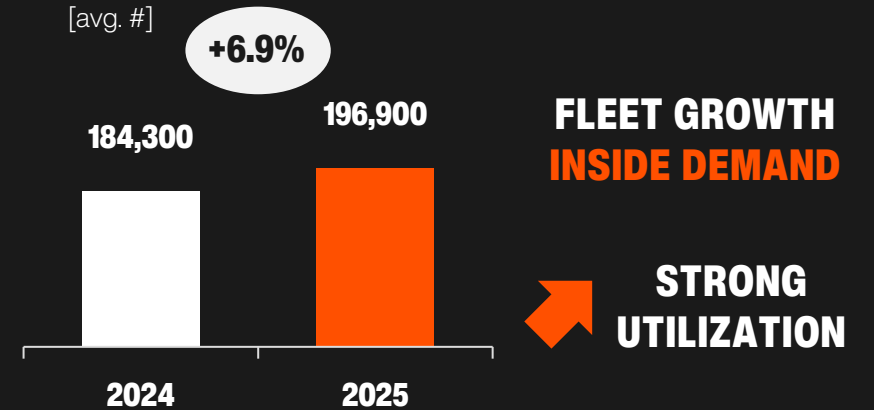


# OPERATIONAL PERFORMANCE: CONTINUED GROWTH SERVED WITH A TIGHT AND HIGHLY UTILIZED FLEET

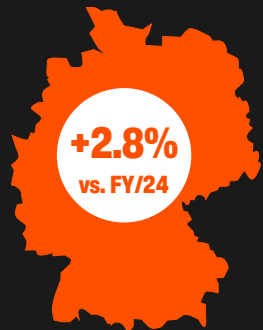
## REVENUE [EUR m]



## FLEET [avg. #]

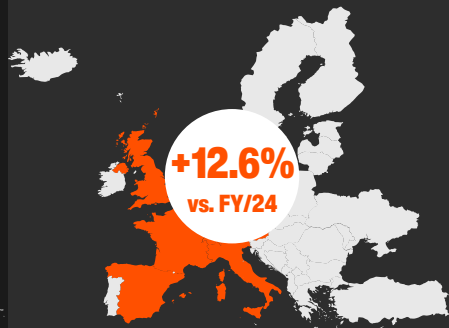


## GERMANY



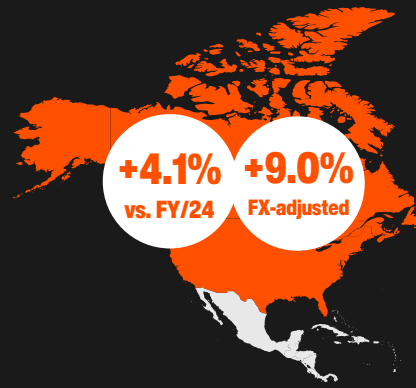
**FY 2025: EUR 1.2 BN**

## EUROPE

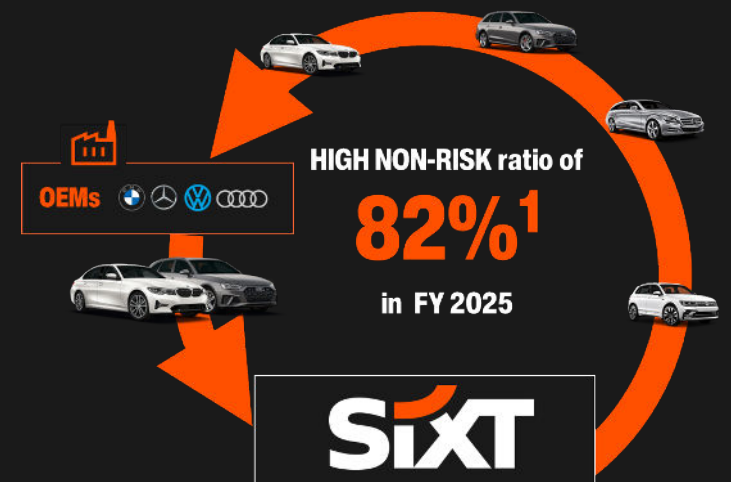


**FY 2025: EUR 1.7 BN**

## NORTH AMERICA

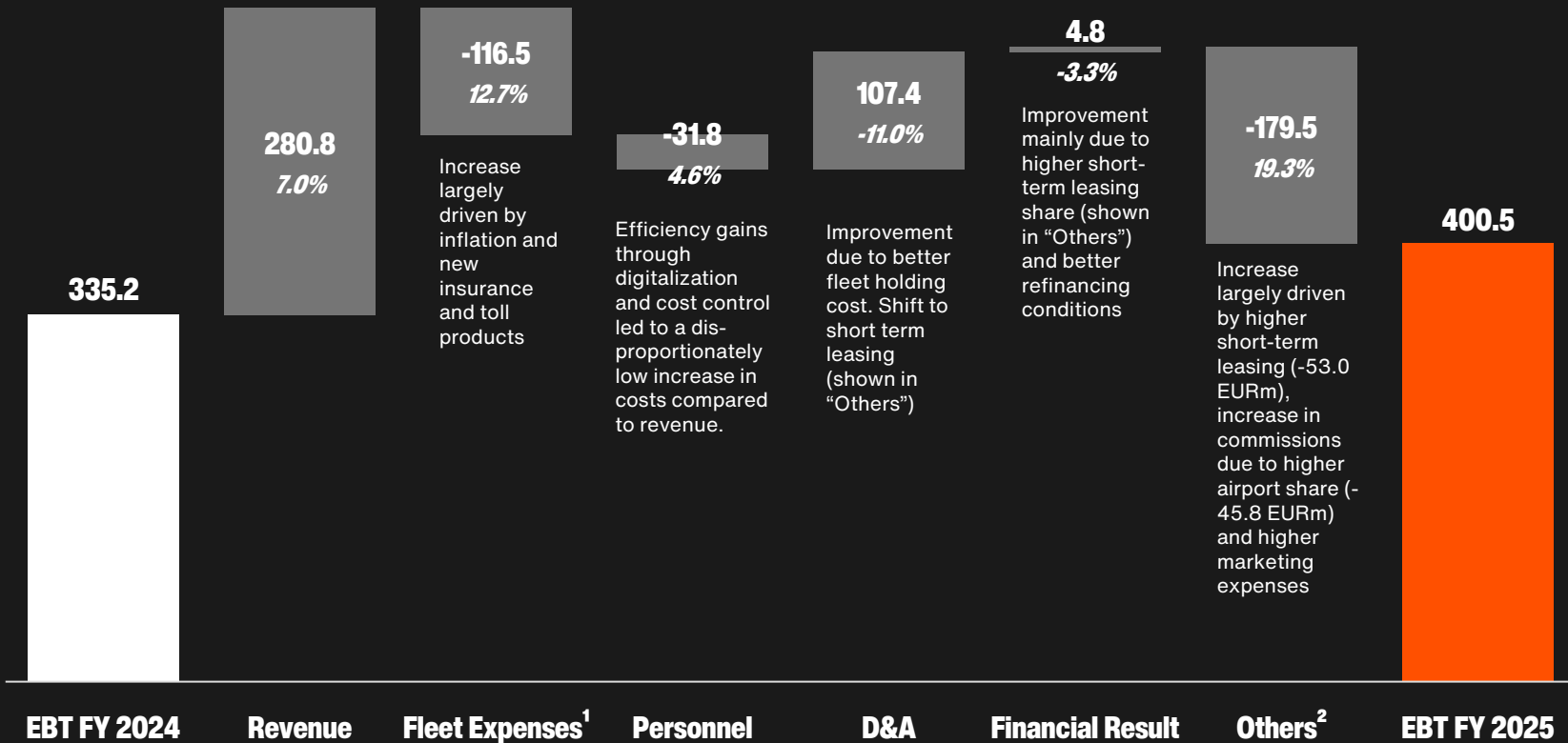


**FY 2025: EUR 1.4 BN**



# EBT BRIDGE: PROFITABILITY SIGNIFICANTLY INCREASED DRIVEN BY HIGHER REVENUE AND IMPROVED FLEET HOLDING COST

**EBT**  
[EUR m / %]



## INITIAL REVENUE AND PROFITABILITY TARGETS IMPACTED BY SUBSTANTIAL HEADWINDS:

GDP stagnation in Germany

Unexpected currency effects EUR/USD

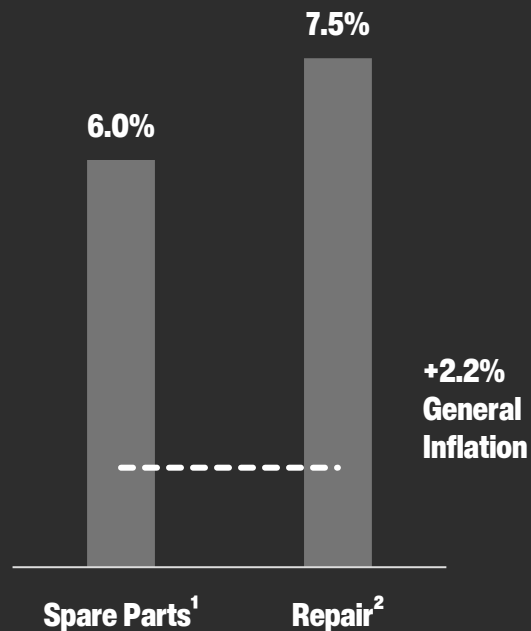
Heavily decreasing consumer sentiment & government shutdown in the US

Higher than expected fleet expenses, esp. repair, reconditioning, insurance

# CAR-RELATED INFLATION ABOVE GENERAL INFLATION - TARGETED MEASURES TO REDUCE RECONDITIONING & MAINTENANCE COSTS

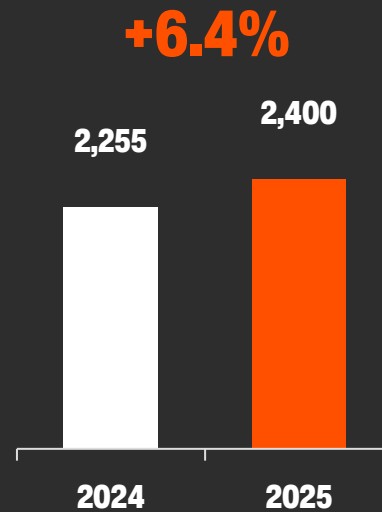
## CAR-RELATED INFLATION

[2025 vs. 2024, Germany, %]



## REPAIR, MAINTENANCE AND RECONDITIONING / VEHICLE

[EUR, %]



## COUNTERMEASURES

### MAINTENANCE TIMING

Identify and address necessary maintenance services early to avoid non-utilized times and better steering

### AI-BASED REPAIR MANAGEMENT

Automated, AI-driven damage detection enables immediate repair planning without manual lead times.

### EXPANSION OF REPAIR NETWORK

Economies of scale through bundled volume management and long-term partner relationships to achieve sustainable cost reductions

### STRATEGIC DE-FLEETING

Close alignment with partners to achieve efficient reconditioning at the end of holding period

# DIVIDEND PROPOSAL

## TO 2026 AGM

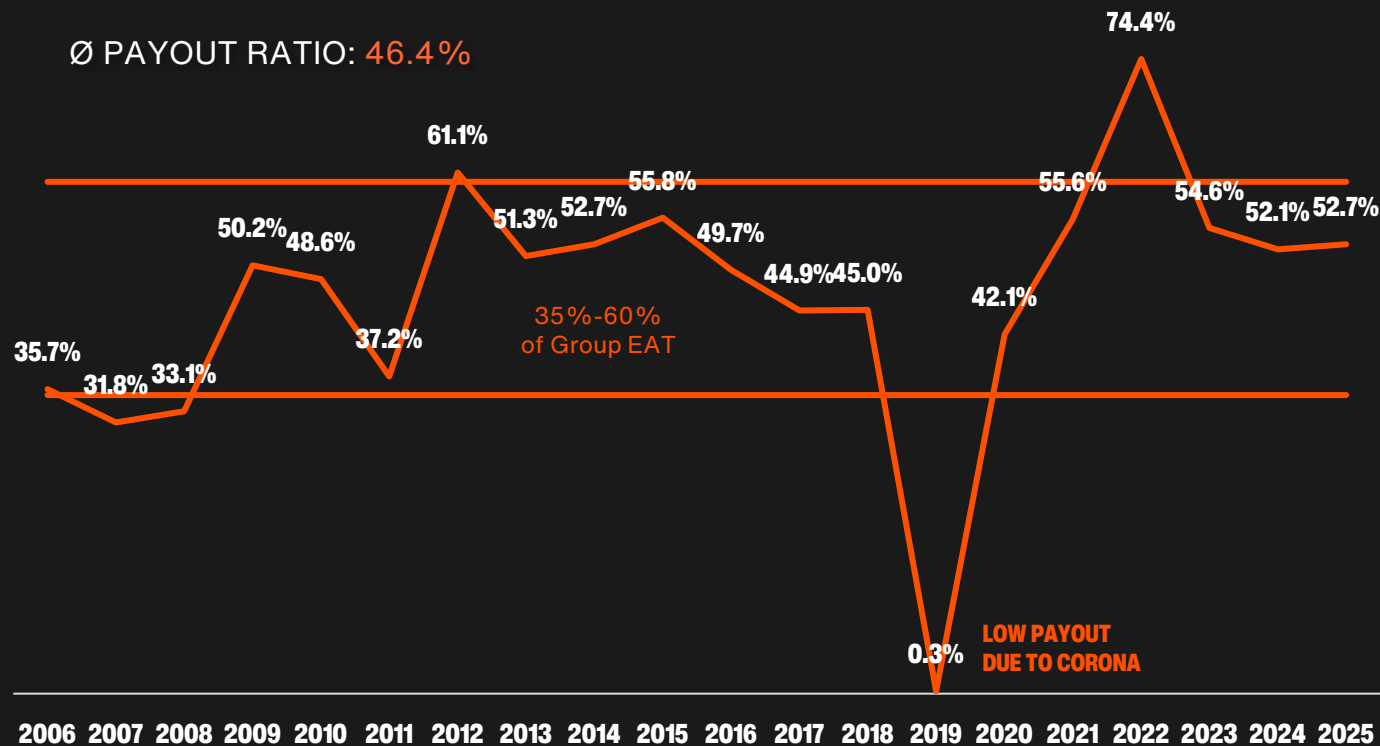


# DIVIDEND PROPOSAL + 18.5%: SHAREHOLDER-FRIENDLY IN LINE WITH OUR DIVIDEND POLICY

## PAY-OUT RATIO<sup>1</sup> AND DIVIDENDS

[2006 - 2025, %]

2022 INCL. SPECIAL DIVIDEND  
OF EUR 2.00 ON TOP



### DIVIDEND PROPOSAL TO AGM ON 17 JUNE 2026

EUR 3.20<sup>2</sup> per common share  
EUR 3.22<sup>2</sup> per preference share

PAY-OUT RATIO<sup>1</sup>  
52.7%

DIVIDEND POLICY<sup>1</sup>  
35-60%

10-YEAR Ø PAYOUT RATIO<sup>1</sup>  
46.4%

# OUTLOOK

## 2026

**40**  
YEARS  
STOCK  
LISTED




# SIXT ONE AS PLATFORM: REWARDING CUSTOMER LOYALTY WITH PREMIUM BENEFITS – FORMING TRANSACTIONS INTO RELATIONSHIPS

## BENEFITS FOR CUSTOMERS AND SIXT

- **Enhanced customer benefits**  
Faster pick-up processes, clearly defined status tiers, a transparent points system that enables to earn and redeem benefits
- **Platform for direct relationships**  
Strengthens repeat booking rates, increases the share of direct customer relationships, and thereby enhances the structural quality of revenues

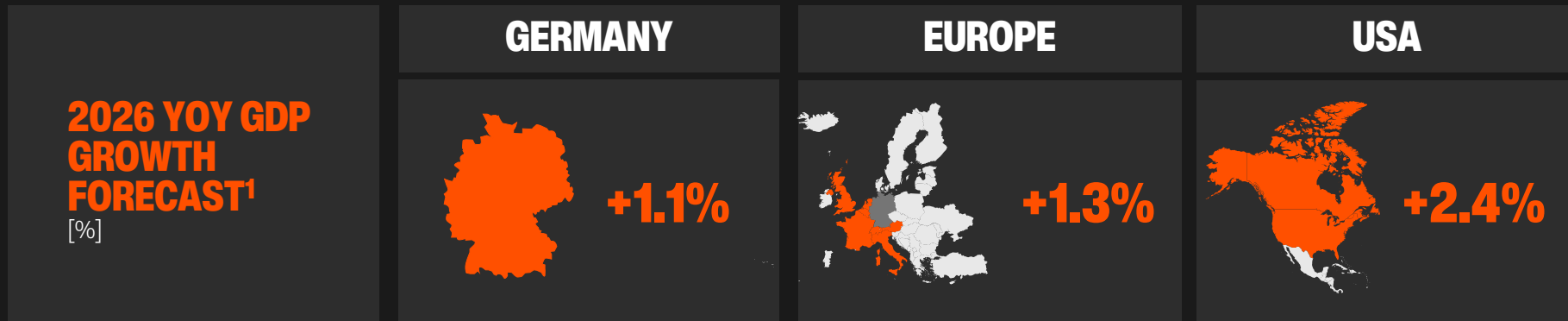


## RECENT PROGRESS

- >300k** members have joined in the U.S. since start with **membership growing steadily**
- 15%** of all rentals in the U.S. are already generated by **SIXT ONE members**
-  **DACH rollout completed** – remaining corporate countries on track for Q1

# 2026 MACRO ENVIRONMENT: SLIGHTLY IMPROVED GDP PROJECTIONS AND MIXED EXPECTATIONS IN TOURISM AND AUTOMOTIVE INDUSTRY

## MACRO



## TOURISM / AIRLINE

IATA<sup>2</sup> forecasts a 4.9% YoY growth in global passenger traffic

UN Tourism<sup>3</sup> forecasts a 3% to 4% growth in international tourist arrivals

## AUTOMOTIVE

Flat or slightly down new-vehicle demand in Europe and North America<sup>4</sup>

Margin pressure due to higher input costs, rising R&D spending, regulatory compliance, and macroeconomic headwinds<sup>5</sup>

# 2026 FINANCIAL OUTLOOK: FURTHER TOPLINE GROWTH WITH SUSTAINED PROFITABILITY

## REVENUE

**EUR 4.45-4.60 BN**

(2025: EUR 4.3 BN)

## EBT-MARGIN

**~10%**

(2025: 9.4%)

## RISKS

- Continued political and economic uncertainties
- Weaker summer travel than anticipated
- Residual value headwinds and continued tariff uncertainties
- Weak consumer sentiment in the US
- Persistent inflation and postponed interest rate cuts
- Further FX headwinds (EUR/USD)

## OPPORTUNITIES

- Economic recovery (esp. in Europe)
- Strongly increasing consumer sentiment & tourism in the US
- Strong summer travel business
- Rising residual values in the US

# Q&A SESSION



**THANK YOU!**





Sixt SE  
Investor Relations  
Zugspitzstr. 1  
82049 Pullach

+49 (0)89 74444 – 5104  
[investorrelations@sixt.com](mailto:investorrelations@sixt.com)



**DR. FRANZ WEINBERGER**  
Chief Financial Officer



**MARK CHRISTIAN SCHNEIDER**  
Head of Communications & Investor  
Relations



**ALEXANDER ENGE**  
Director Investor Relations



**DANIELA WURM**  
Executive Investor Relations &  
Communications