



SIXT SE

Q1 2026 EARNINGS

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HIGHLIGHTS

Q1 2026



HIGHLIGHTS: RECORD REVENUE AND BREAKEVEN TARGET ACHIEVED; GUIDANCE CONFIRMED



REVENUE AND PROFIT INCREASED

**REVENUE GROWTH TO A NEW
RECORD OF EUR 929M**

**EBT INCREASE OF EUR 20M TO
EUR +2.1M ACHIEVING SEASONAL
BREAKEVEN TARGET**



SIXT ONE

**GLOBAL ROLL OUT OF
REWARDS PROGRAM TO ALL
CORPORATE COUNTRIES**

**MEMBERSHIP GROWING
STEADILY**



EXPANSION OF PREMIUM OFFER

**500TH BRANCH MODERNIZED
WITH BRUSSELS**

**58% PREMIUM SHARE WITH 9K
ADDITIONAL PREMIUM
VEHICLES**



2026 GUIDANCE CONFIRMED

**REVENUE:
EUR 4.45 - 4.60 BN**

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

REWARDS PROGRAM SIXT ONE: ROLLOUT TO ALL 13 CORPORATE COUNTRIES – TURNING TRANSACTIONS INTO LASTING 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



Rollout underway – Canada as final Corporate Country, closing the rollout across all 13 markets

~1 M

members have joined SIXT ONE with membership growing steadily

500 BRANCHES ROLLED OUT IN NEW DESIGN: UNDERLINING CONTINUOUS INVESTMENTS IN THE CUSTOMER EXPERIENCE

19 BRANCH OPENINGS IN Q1 2026

500 BRANCHES IN NEW DESIGN

SELECTED HIGHLIGHTS



MUNICH DOWNTOWN (STACHUS)



DUSSELDORF AIRPORT



BRUSSELS AIRPORT



NEWARK AIRPORT

BRANCH MODERNIZATION

BRUSSELS AIRPORT marks the 500th SIXT branch worldwide rolled out in the new design – out of 2,000+ locations globally.

REFRESHED DESIGN LANGUAGE – bold, clean and intuitive – guides customers seamlessly through the rental journey and reinforces SIXT's premium positioning.

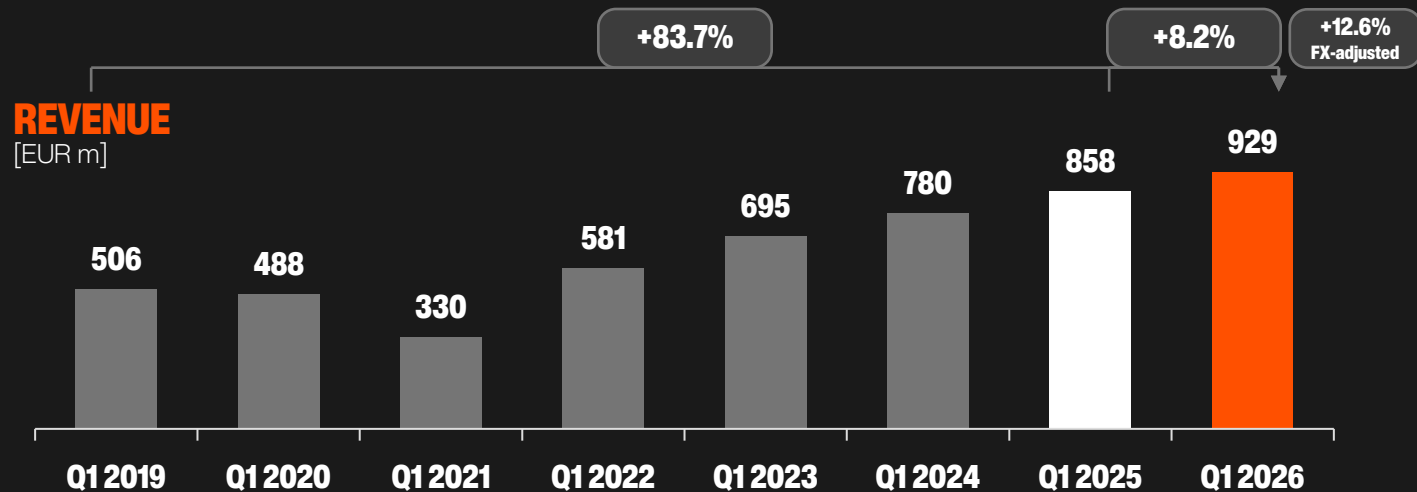
CONTINUOUS ROLLOUT – further branch modernizations planned throughout 2026 to lift the customer experience across the network.

FINANCIAL PERFORMANCE

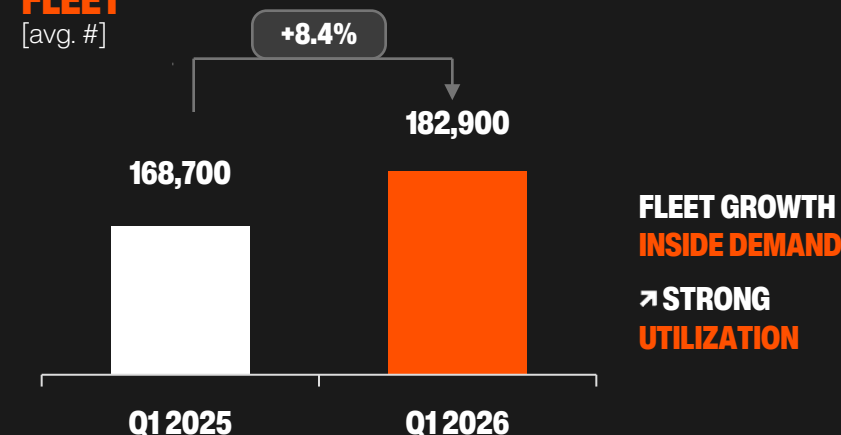
Q1 2026



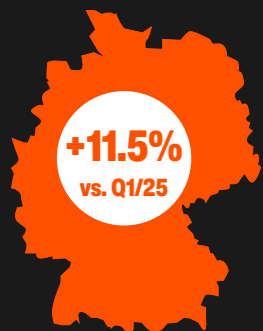
OPERATIONAL PERFORMANCE: CONTINUED GROWTH SERVED WITH A TIGHT AND HIGHLY UTILIZED FLEET



FLEET [avg. #]

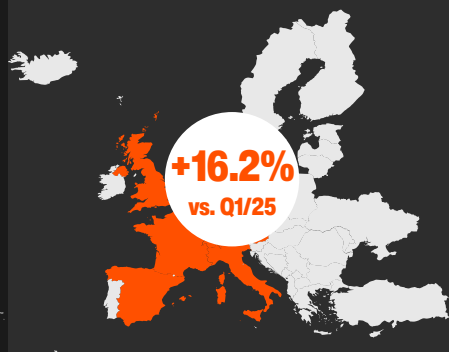


GERMANY



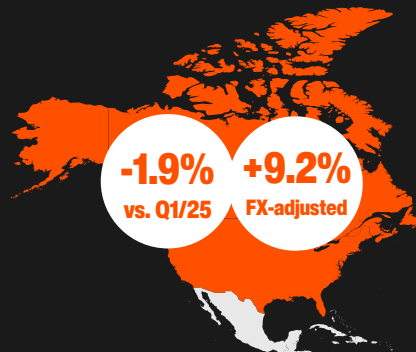
Q1 2026: EUR 271 M

EUROPE



Q1 2026: EUR 345 M

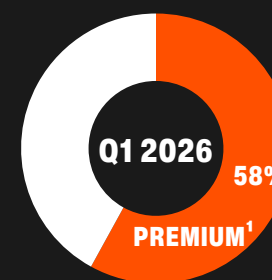
NORTH AMERICA



Q1 2026: EUR 310 M

PREMIUM VEHICLE SHARE [Q1 2026 / %]

[Q1 2026 / %]



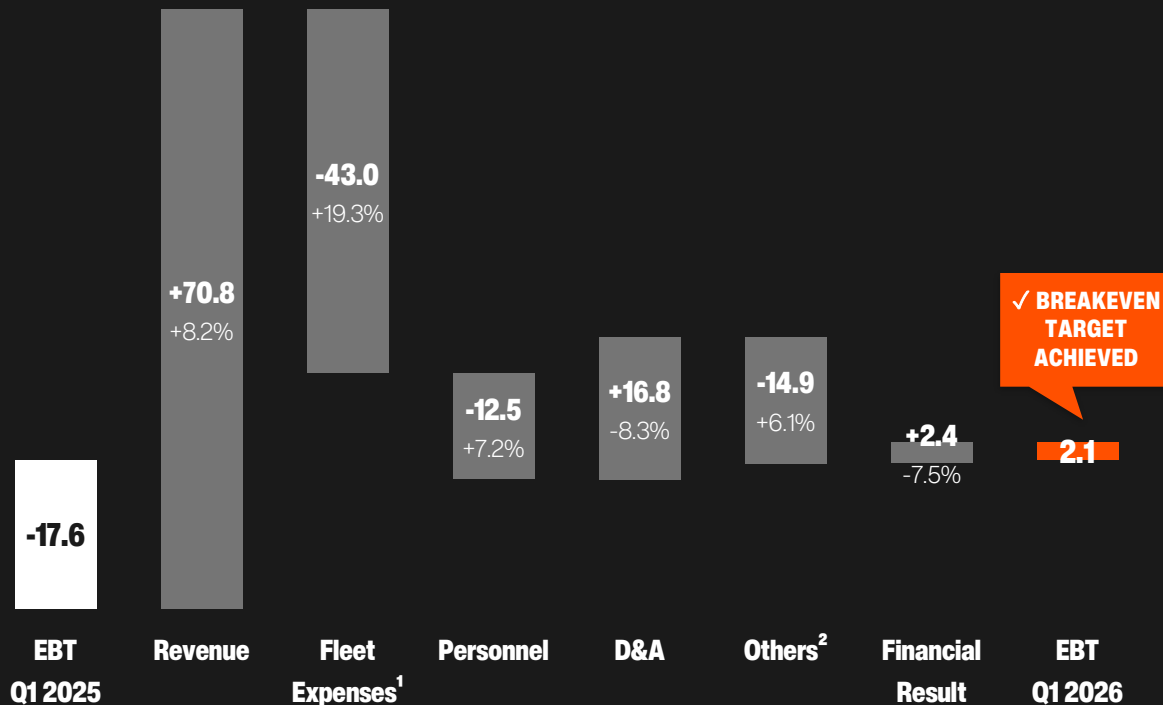
>9,000 ADDITIONAL PREMIUM VEHICLES in Q1 2026

¹Based on value share of infleeted vehicles in Q1 2026.

²Other includes brands with smaller volumes: Jaguar, Cadillac, Infiniti, Lexus, Lincoln, Bentley, Genesis, Land Rover, Lucid, Lamborghini, Rivian, Alfa Romeo, Aston Martin.

EBT BRIDGE: PROFITABILITY RECOVERY TO BREAKEVEN-LEVEL DRIVEN BY REVENUE GROWTH AND IMPROVED RESIDUAL VALUES

EBT
[EUR m / %]



KEY DRIVERS

- Fleet expenses +43.0m (+19.3%)**
 Increase largely driven by inflation as well as earlier infleets due to earlier easter holidays.
- Personnel -12.5m (+7.2%)**
 Efficiency gains and cost control led to a disproportionately low increase in costs compared to revenue.
- D&A +16.8m (-8.3%)**
 Stabilization of U.S. used car prices after Q1 2025 was still impacted by residual value headwinds
- Others -14.9m (+6.1%)**
 Increase largely driven by higher short-term leasing, increase in commissions due to higher airport presence, higher marketing expenses and higher impairments on receivables
- Financial result +2.4m (-7.5%)**
 Improvement mainly due to higher short-term leasing share and better refinancing conditions

OUTLOOK

2026

40
YEARS
STOCK
LISTED



2026 MACRO ENVIRONMENT: LOWERED GDP PROJECTIONS AND MIXED EXPECTATIONS IN TOURISM AND AUTOMOTIVE INDUSTRY

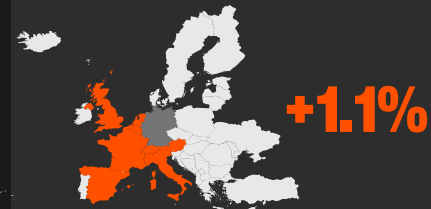
MACRO

**2026 YOY GDP
GROWTH
FORECAST¹**
[%]

GERMANY



EUROPE



USA



TOURISM / AIRLINE

- Robust demand growth: UN Tourism² forecasts 3–4% growth in global international arrivals, reflecting undiminished travel appetite worldwide.
- Elevated uncertainty from jet fuel risks: Rising jet fuel prices and the risk of regional supply shortages introduce significant uncertainty to the cost outlook – potentially offsetting expected airfare relief, creating meaningful downside risk for margin and pricing assumptions, and in more severe scenarios leading to flight cancellations across the sector.

AUTOMOTIVE

- **Global auto industry navigating a complex environment:** OEMs are broadly positioning 2026 as a transition year centered on stabilization and strategic realignment.

2026 GUIDANCE CONFIRMED: 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 with impacts on oil prices and supply of jet fuel
- Inflation putting pressure on travel budgets
- Residual value headwinds
- Weak consumer sentiment in the US
- Further FX headwinds (EUR/USD)

OPPORTUNITIES

- Strong summer travel business and flight re-routings from Middle East to Europe
- Economic recovery (esp. in Europe)
- Strongly increasing consumer sentiment & tourism in the US
- Rising residual values in the US

Q&A SESSION



THANK YOU!





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