



# CAPITAL MARKETS UPDATE

**24 JUNE 2026 - FRANKFURT**

**40**  
YEARS  
STOCK  
LISTED

# 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.

# AGENDA



## 01:00PM – 2:00PM

SIXT Branch Visit – Frankfurt Airport Terminal 3

- Katja Braun – Senior Area Director Frankfurt Airport

### SIXT SHUTTLE

## 03:00PM – 5:00PM

Deep Dives – Deutsche Bank  
Taunusanlage 12  
60325 Frankfurt am Main

- Dr. Franz Weinberger – CFO: Introduction & Wrap-Up
- Danilo Seibt – SVP Pricing and Commercial Development: SIXT ONE
- Dennis Boehringer – CFO North America: Deep Dive U.S.
- Jean-Philippe Doyen – President Europe: Germany, France, Italy and Spain

### SIXT RIDE SHUTTLE / WALKING DISTANCE

## 06:00PM

Dinner @ Burbank Frankfurt  
Gutleutstraße 85  
60329 Frankfurt am Main

- Networking Dinner – hosted by SIXT Management



**13**  
YEARS WITH SIXT

---

# Dr. Franz Weinberger

CFO Sixt SE



Sixt Kunde.

1998



Sixt Aktionär.

2002

# Die Rezession nagt.



## Sixt beisst zurück.

(Mercedes C-Klasse für € 66,-/Tag inkl. 250 km nur unter [www.e-sixt.com](http://www.e-sixt.com))

### Wo sind deutsche Sparer sicher, wenn es zum Crash kommt?

2008



### In einem BMW von Sixt.

(Der BMW X5 für nur € 125,-/Tag\* inkl. 500 km unter [sixt.de](http://sixt.de))

Liebe Sixt-Aktionäre, bitte bringen Sie dieses Singblatt zur nächsten Hauptversammlung am 19. Juni in München mit.

Ode an die Freude über die Dividende

Freu - de schö - ne Bi - vi - den - de, Toch - ter aus Bi - lan - zi - an.

wir be - tre - ten treu - de - tran - ken die Jah - res - haupt - ver - sam - lung.

Bei - ne Zau - ber bin - den wie - der, was der Steu - brück streng ge - teilt;

Ak - tio - nä - re wer - den Bri - der, wo dein rei - cher Flü - gel weilt.

Wem der gro - ße Wurf ge - lan - gen, Share - hal - der von Sixt zu sein,

wer dies hal - da Ziel er - run - gen, mi - sche sei - nen Ju - bel ein!

Seid an - schlie - ßen, Mil - li - o - nen! Schließ - les Geld der gas - zen Welt!

Freu - de ist's mit an - zu - se - hen, wenn sich Schein zu Schein ge - sellt!

2008



# Für die T-Aktie spricht ein Schauspieler. Für unsere Aktie sprechen die Zahlen.

(Zweistellige Zuwachsraten in Umsatz und Ertrag)

1997

Sixt ist nicht auf eine Börse. Sixt ist auf Deutschlands Autoversorger No. 1. Informationen unter Telefon 089/744 44 202.



## Beenden Sie die Talfahrt Ihrer Börse.

(Das neue T-Modell der E-Klasse. Jetzt per Handyservice unter 0180/500 22 02\* mit dem Kennwort „E-Klasse“ mieten)

2003



© 2008 Sixt

# “For an entrepreneur, there are no saturated markets. There are only opportunities.”

Erich Sixt, Chairman of the Supervisory Board of Sixt SE



**1986**

**IPO**

Erich Sixt takes the company public – the foundation for future expansion.

**2009**

**Fourth generation**

Alexander and Konstantin Sixt join the leadership team; iPhone booking launched

**2013**

**Conversion to SE**

Sixt AG becomes the European Company Sixt SE.

**2017**

**Italy as own subsidiary**

Twelve airport branches opened across northern Italy in the first months.

**2021**

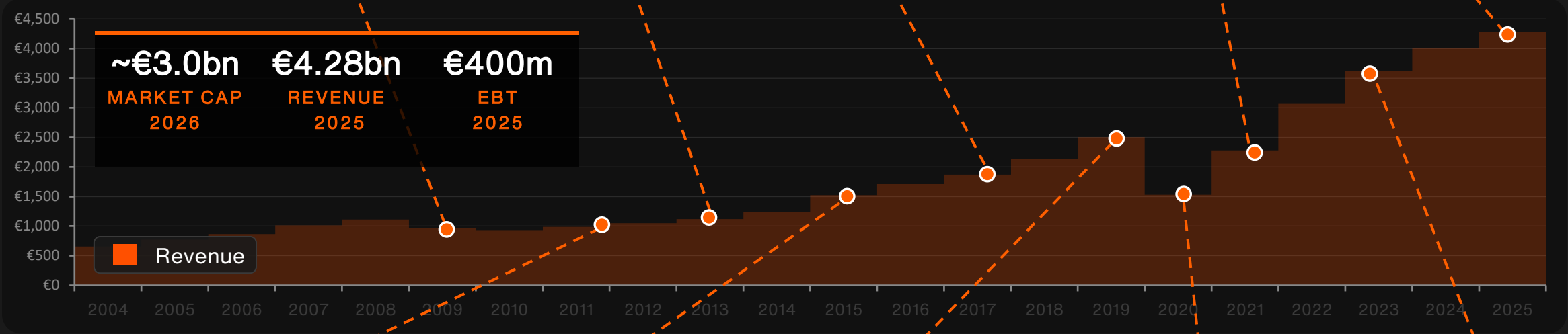
**Co-CEO era · record year**

Alexander & Konstantin Sixt become Co-CEOs; record EBT of €442m posted.

**2025**

**Launch SIXT ONE**

SIXT launches new loyalty program SIXT ONE, milestone of 1 million members in 2026



**1991**

**International expansion**

Regine Sixt drives international growth; market leadership in Germany achieved.

**2011**

**Entry into the US**

First US branches open in Florida; DriveNow joint venture with BMW launched.

**2015**

**Sixt Leasing IPO**

Sixt Leasing goes public; Alexander and Konstantin Sixt appointed to the Board.

**2019**

**Mobility platform ONE**

Integration of rent, share and ride in a single SIXT App.

**2020**

**SIXT+ launched · US push**

Car subscription introduced; 10 strategic US airport branches acquired during Covid.

**2023**

**US reaches 1.0 BN USD**

SIXT US business reaches 1.0 bn USD in revenue for the first time, before climbing further to 1.5 BN in 2025.

# CONSISTENT FAMILY OWNERSHIP AND EXPERIENCED MANAGEMENT TEAM

**40**  
YEARS  
STOCK  
LISTED

## SIXT MANAGEMENT BOARD [years with SIXT]



**Konstantin Sixt**  
21



**Alexander Sixt**  
17

**Co-CEOs**



**Nico Gabriel**  
22



**Dr. Franz Weinberger**  
13




**Vinzenz Pflanz**  
10

**COO CFO CBO**


**Σ 83  
YEARS  
SIXT EXPERIENCE**

## TODAYS PRESENTERS [years with SIXT]



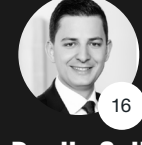
**Dennis Boehringer**  
14

**CFO SIXT North America**



**Jean-Philippe Doyen**  
17

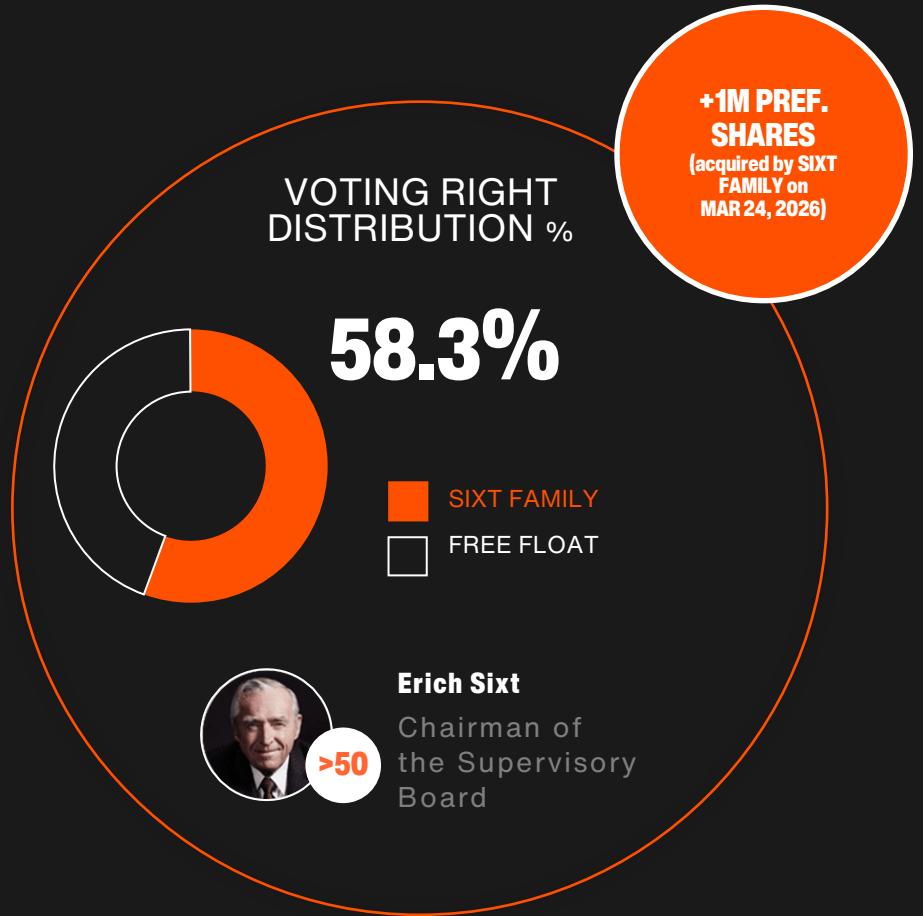

**President Europe**



**Danilo Seibt**  
16

**SVP Pricing and Commercial Development**

VOTING RIGHT DISTRIBUTION %

**Erich Sixt**  
>50

**Chairman of the Supervisory Board**

# REVENUE AND EBT DEVELOPMENT AT A GLANCE

## REVENUE

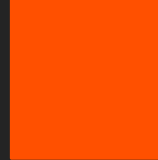
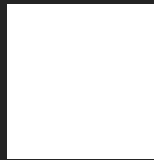
FY 2025 REVENUE

+10.5%

FY 2024 | FY 2025 · in €m

4,002

4,283



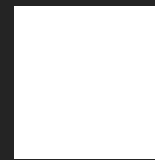
Q1 2026 REVENUE

+8.2%

Q1 2025 | Q1 2026 · in €m

858

929



REVENUE CAGR

in %

FY 2019 – FY 2025

9.4%

annualized growth rate

## EBT

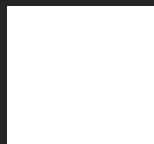
FY 2025 EBT

+19.5%

FY 2024 | FY 2025 · in €m

335

401



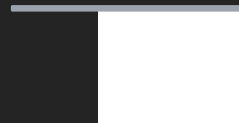
Q1 2026 EBT

+111.7%

Q1 2025 | Q1 2026 · in €m

-18

2



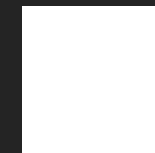
EBT MARGIN

+1.0pp

FY 2024 | FY 2025 · in %

8.4

9.4





---

## Danilo Seibt

SVP Pricing and Commercial Development  
SIXT ONE

# SIXT

one

**PLAY VIDEO**



**"We transform transactions into *customer relationships*. Our loyalty platform *structurally strengthens recurring revenue worldwide*."**

**40**  
YEARS  
STOCK  
LISTED

Konstantin Sixt, Co-CEO Sixt SE

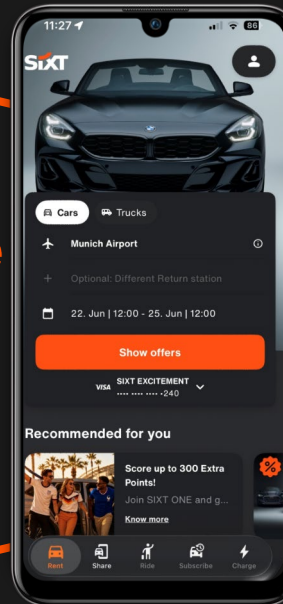
**SIXT'S PRODUCTS INTEGRATED IN ONE APP**

**SixT rent**  
Short and Long Term Rental

**SixT van & truck**  
Commercial vehicle solutions

**SixT+**  
THE CAR SUBSCRIPTION  
Car subscription

**SixT one**  
Global Rewards Program



4.8 ★  
66K reviews



4.7 ★  
105K reviews



**SixT share**  
Car sharing and micro mobility

**SixT charge**  
Charging solution

**SixT ride**  
Professional transfer services

# HOW TO EARN AND BENEFIT WITH OUR STATUS TIERS



## Silver

Upon joining

- ✓ Earn rental points
- ✓ Skip the counter
- ✓ Member-only offers
- ✓ Up to 8% discount

## Gold

From 2,000 status points

- ✓ Earn 10% more rental points
- ✓ Skip the counter
- ✓ Member-only offers
- ✓ Up to 10% discount

## Platinum

From 4,000 status points

- ✓ Earn 20% more rental points
- ✓ Skip the counter
- ✓ Member-only offers
- ✓ Up to 15% discount
- ✓ Free upgrades

## Diamond

From 6,000 status points

- ✓ Earn 30% more rental points
- ✓ Skip the counter
- ✓ Member-only offers
- ✓ Up to 20% discount
- ✓ Free upgrades
- ✓ Diamond Lounge access

## Status points for benefits

Earn status points to unlock higher tiers with even more amazing benefits.

## Rental points for savings

Earn & redeem rental points for instant savings on your bookings.

# DIRECT RELATIONSHIPS FUEL GROWTH AND IMPROVE REVENUE QUALITY



## Higher Frequency

*more rentals after enrollment*

## New customer growth

*vs. no SIXT ONE scenario*

## Higher reactivation

*improvement in winning back inactive customers*



- All 13 Corporate Countries live
- 1M+ members growing fast

## More Direct Bookings

*B2C share after enrollment*

## Lower Customer Acquisition Cost

*share of direct new customer acquisition*



# SIXT ONE EXPANDS AND EXTENDS

40  
YEARS  
STOCK  
LISTED



## Worldwide enrollment

Residents in all countries worldwide can enroll



## Rewards Store & Vehicle Upgrades

Redeem points for rewards and confirm upgrades digitally



## Product Expansion

Van & Truck · Share · Subscription added to the ecosystem



## Franchise expansion

Roll out across Franchise markets for global coverage



## Partner benefits

Expand membership value beyond SIXT





---

## Dennis Boehringer

CFO North America  
Deep Dive North America

# THE US AIRPORT MARKET IS **LARGE AND CONCENTRATED**



## US CAR RENTAL MARKET

# \$40<sub>B</sub>

**×2.4** US market size vs. the European market

**×13** US market size vs. Germany

×2.4 US TAM vs. European TAM — the world's largest single rental market.

2025 - Source: Euromonitor — Automotive & Mobility, market sizes (historical)

## WHERE THE OPPORTUNITY CONCENTRATES · SIXT PARTICIPATES ACROSS ALL TIERS

**\$40B** US CAR RENTAL TAM PARTICIPATING WITH 140 LOCATIONS

**\$20B** AIRPORT OPPORTUNITY

**\$14B** TOP 50 AIRPORTS **CORE FOCUS**

~70% of US airport revenue concentrates in 50 airports — targeted depth, not breadth, is what unlocks share.



## EXPECTED MARKET GROWTH 2025-2030

# +3.9% CAGR

## \$40B → \$48B

Total US car rental market, 2025 → 2030

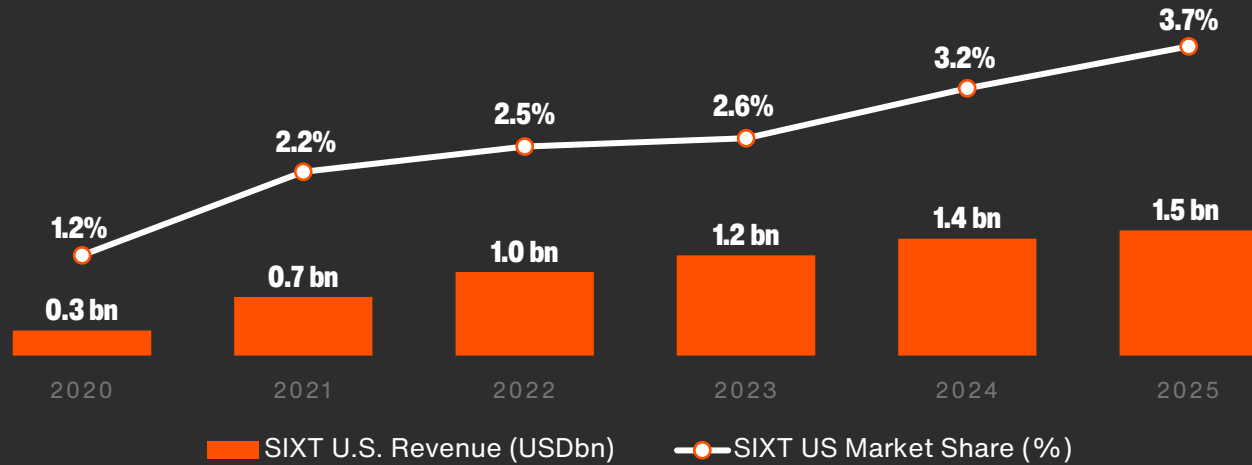
2025-2030 CAGR - Source: Euromonitor

*Concentrated market structure favors focused operators.*

# US MARKET SHARE HAS TRIPLED SINCE 2020



## SIXT US MARKET SHARE · 2020 - 2025<sup>2</sup>



## REVENUE GROWTH 2020 - 2025

>400%

IN EUR

Compounded revenue growth over five years — share gain translated to scale.



## OPERATIONAL MILESTONES · EXTERNAL RECOGNITION



Launched global rewards program  
SIXT ONE in all 13 corporate countries.



Major US airline partnership —  
integrated booking with Delta Air  
Lines.



Ranked #3 rental car company — J.D.  
Power 2025 Rental Car Satisfaction  
Study.



Named #1 Rental Car Company in  
America — USA TODAY Readers'  
Choice.

## US BRAND AWARENESS<sup>1</sup>

7% (2021) → 28% (2025)

# BUILDING PRESENCE AND DENSITY ACROSS THE US — SHARE GAINS COMPOUNDING



## SIXT US NETWORK

140

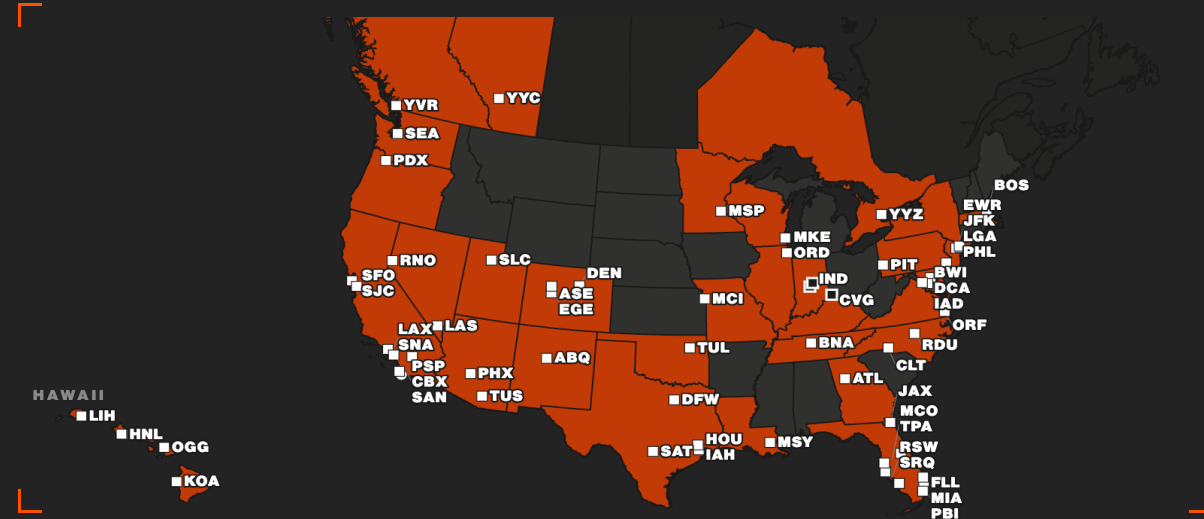
BRANCHES

59

AIRPORT

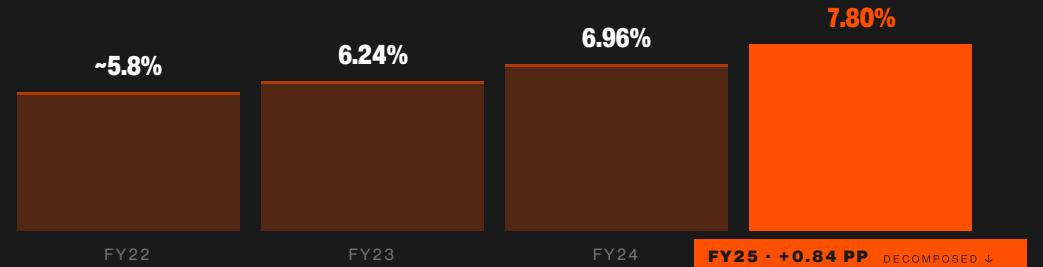
81

DOWNTOWN



## SHARE TRAJECTORY · COMMON SIXT AIRPORTS

Like-for-like, common SIXT airports only.



**FY25 · +0.84 PP** DECOMPOSED ↓  
↑  
**INSIDE THE FY25 +0.84 PP GAIN**

**MIA** #1  
**17%**

FY 2025 market share at Miami — SIXT's most established airport.

**EWR**  
**+2.1 pp**

9.4% → 11.5% FY 2025. Fastest share trajectory in the network.

**SLC**  
**4%**

**IN UNDER 2 YEARS**  
Airport share via shuttle today · on-terminal July 2026.

**~99%**

**From existing airports** — not new openings. Almost all SIXT airports gained market share YoY.

### RECENTLY OPENED

**HIGHLIGHTS** ■ Palm Springs ■ Sarasota ■ Calgary

### OPENING 2026

■ Dallas Love Field ■ Boise

### DOWNTOWN EXPANSION HIGHLIGHTS

■ Charlotte ■ NYC Upper East ■ NYC Chelsea

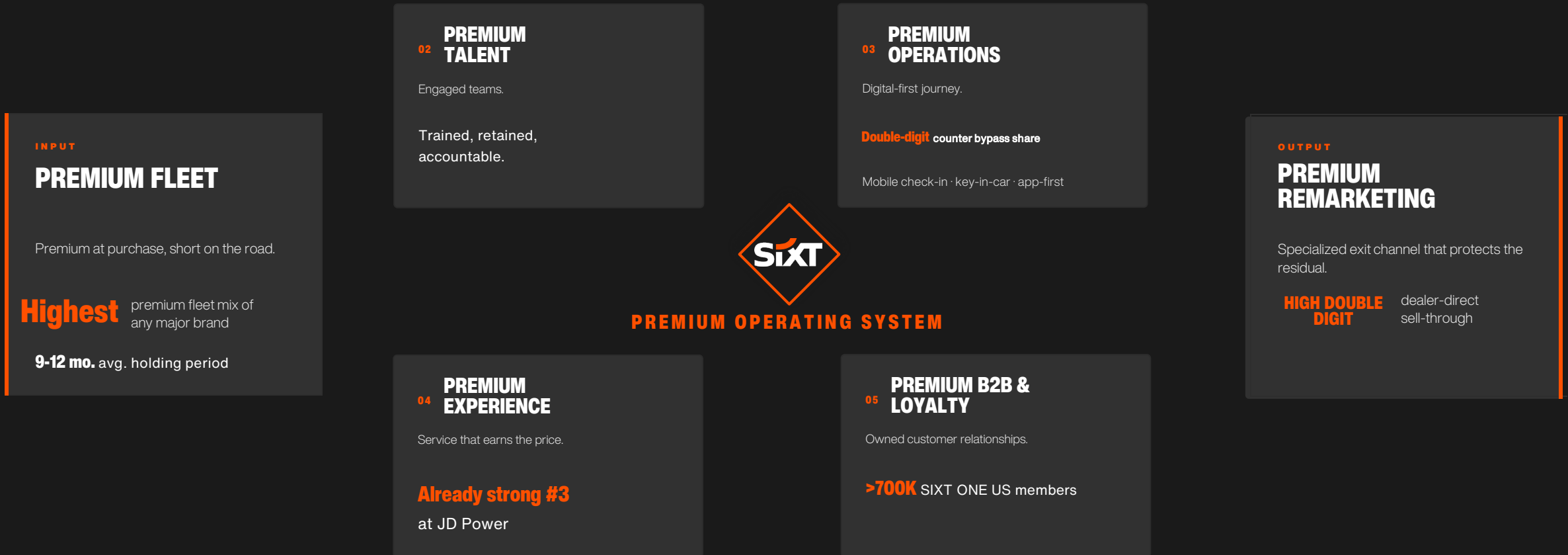
+ others

**“Premium is not an idea — it’s a *decision, a standard, and a discipline.*”**

Tom Kennedy, President & CEO North America



**SIX PREMIUM LEGS · EACH ONE REINFORCES THE OTHERS TO GENERATE PREMIUM MARGINS**



*Six legs, one system — integration is the durable advantage.*

# PREMIUM FLEET GENERATES PREMIUM MARGIN



## PREMIUM-WEIGHTED, STRUCTURALLY

PREMIUM PARTNERS



Long-term OEM partnerships — structural, not opportunistic.

## SHORT HOLDING, HIGH TURNOVER

# 9-12

months

Ensuring premium condition.

Vehicles exit the fleet at the right age **and** the right mileage — strict cycling captures premium experience and residual.

## PREMIUM FLEET EARNs PREMIUM CUSTOMERS

Higher return rate from first-time premium renters — FY 2025.

Premium isn't a vehicle category — it's how SIXT acquires the customers worth keeping. Across **2M+** first-time renters, premium-fleet customers return at materially higher rates than standard.

*Fleet works when the system works. Newark is the proof.*

# INVESTMENTS IN BRAND AND LOYALTY ARE PAYING OFF



**DIRECT CHANNEL** 01

**YESTERDAY** → **TODAY**

From **minority** to **dominant**.

Direct channel has evolved to dominant share of US bookings — owned channel mix removes intermediary economics.

**SIXT ONE LOYALTY** 02

Built from **zero to >1m** members in less than **six** months.

The US is now the majority of all SIXT ONE members globally — with the highest active rate of any SIXT region.

## LOYALTY → REVENUE

Loyalty is now a **primary engine** of growth.

Most of 2026 YTD US revenue growth flows from loyalty members — compounding economics from the first rental forward.

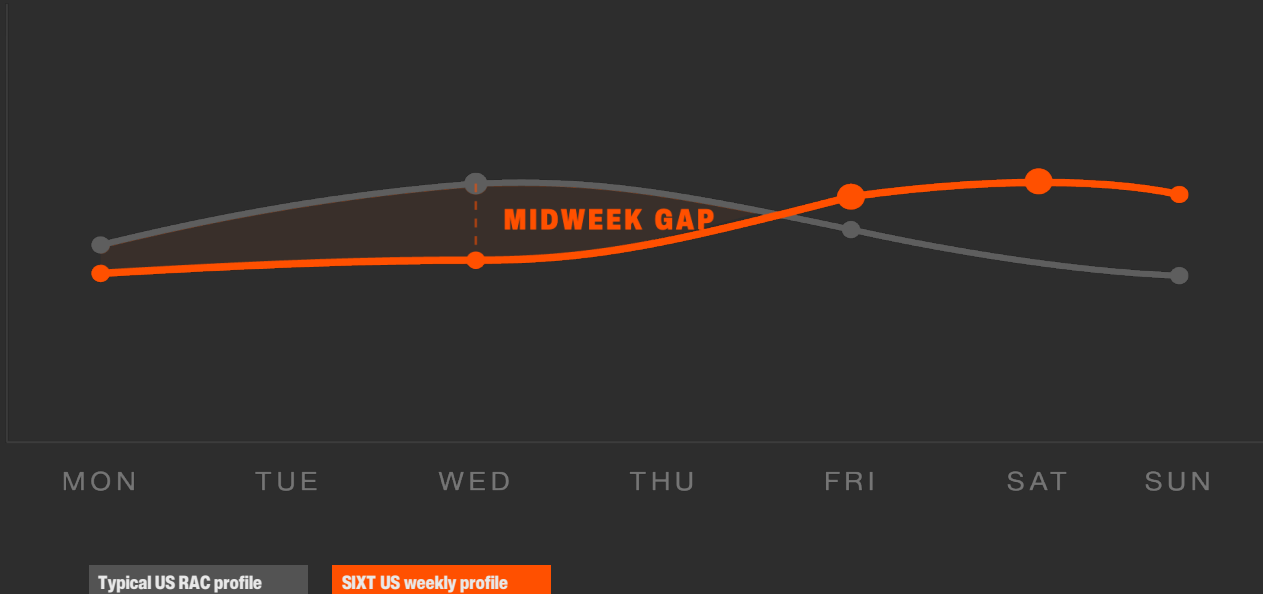
*Brand awareness, direct channel, loyalty — reinforcing forces lowering CAC as the network scales.*

# B2B: STRUCTURAL CAPACITY, STRUCTURAL OPPORTUNITY



## WEEKLY UTILIZATION PROFILE - SCHEMATIC

Two operating realities — one network. The gap between them is the B2B opportunity, structural rather than cyclical.



## WHERE WEEKEND CONCENTRATION SITS >90% of US airports peak on weekends.

*Industry profile is inverted — competitors at capacity midweek. SIXT capacity available when business travelers need it most.*

## THE UNLOCK

### Opportunity on midweek-to-weekend gap.

Average utilisation gap across our top airport stations.

## WHERE THE WEDGE STARTS

### SME → Mid-market → Large corporates.

SME first, then mid-market corporates, then large corporates.

## WHY NOW

Network coverage and loyalty infrastructure now in place — both required preconditions for sustained US B2B growth.

## WHAT IT UNLOCKS

A new revenue pool *and* midweek utilisation on the existing fleet — two effects, one motion.

# US REMARKETING: ONE OF THE LARGEST RESELLERS OF EUROPEAN OEMS



01

## SPECIALIZED FLEET ORGANIZATION

- **50+ experts** across fleet purchasing, planning, remarketing, and residual-value management
- Pricing, inventory, ops, regional sales, channel management
- Integrated US fleet organization — not a function bolted onto rental operations

02

## EXPANDING DEALER PLATFORM

- Brand new Manheim platform launched **May 2026**
- **100+ floorplan** financing options
- Transportation options embedded in platform available at checkout
- Faster sale to cash

03

## SCALE AND CHANNEL DEPTH

- **High double-digit** dealer-direct share
- **3,000+** active dealers on platform
- **Disciplined cycle time with low** median days to sale — quick inventory turnover, working-capital efficiency

04

## STRATEGIC BUYBACK SHARE

### **Low Double-digit share**

OF TOTAL SUMMER FLEET

- Peak-season capacity without **up- / down-fleeting risk**
- Residual protection on a strategic share of fleet

*Building the infrastructure is half the story — the intelligence layer is the other half.*

# NEWARK AIRPORT — BENEFITS FROM ALL PREMIUM FEATURES



## GREENFIELD PLAYBOOK

### All six premium legs, day one.

No legacy systems to bridge — premium fleet, app-first journey, Key-in-Car and Key Box pickup, owned channels from launch.

## SHARE TRAJECTORY

### +2.1 pp annual share gain.

9.4% FY 2024 → 11.5% FY 2025. Fastest trajectory in the SIXT US network.

## PLAYBOOK DEPLOYED

### New markets follow.

SLC on-terminal Jul 2026 is the next example — engineered to the same template from day one.



---

# Jean-Philippe Doyen

President Europe

Germany, France, Italy and Spain

**17**  
YEARS WITH SIXT

# 2025: STRONG REVENUE GROWTH AND PROFITABILITY IMPROVEMENT



7 new airport branches since Q1/24





57 new downtown Branches Since Q1/24



**REVENUE GROWTH EUROPE (EXCL. DE)**

**+13.1%**  
FY 25 vs 24



**+16.2%**  
Q1 26 vs Q1 25

**REVENUE GROWTH GERMANY**

**+2.6%**  
FY 25 vs 24

**+11.5%**  
Q1 26 vs Q1 25

Corporate  
Franchise



**#1**  
Leader in DE & FR

**#2**  
Market Share in Europe<sup>1</sup>

**+3.9%**  
CAGR 2025-2030<sup>2</sup>



# EUROPE WITH LOTS OF GROWTH POTENTIAL AHEAD



## FOUR STRUCTURAL TRENDS SHAPING EUROPE...

**01**  
Urban  
Mobility

**02**  
Digital  
Journey

**03**  
Inbound  
Travel

**04**  
Recurring  
Segment

## ...ADDRESSED ON EVERY LEVEL

### FOOTPRINT

Airport

Railway station

Downtown

### REVENUE MIX

SIXT+ subscription

B2C - B2B

Replacement

### CUSTOMER EXPERIENCE

Mobile check-in

Skip-the-counter

Key boxes

# DEEPEN, EXTEND, EXPAND — OUR CORE EUROPEAN MARKETS



## HOME MARKET

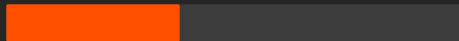
 **Germany**

MARKET SIZE 2025

**€2.7bn**

SIXT MARKET SHARE

**37.7%**



*#1 in market*

BRAND AWARENESS

**93%**

AMBITION  
**Deepen leadership**

## ESTABLISHED MARKET

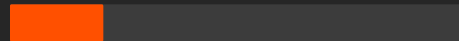
 **France**

MARKET SIZE 2025

**€2.4bn**

SIXT MARKET SHARE

**19.7%**



*#1 in market*

BRAND AWARENESS

**73%**

AMBITION  
**Extend leadership**

## EXPANSION MARKETS

 **Italy**

MARKET SIZE 2025

**€1.6bn**

SIXT MARKET SHARE

**16.4%**



*Strong & accelerating*

BRAND AWARENESS

**38%**

 **Spain**

MARKET SIZE 2025

**€2.0bn**

SIXT MARKET SHARE

**12.9%**



*Strong & accelerating*

BRAND AWARENESS

**59%**

AMBITION  
**Extend market share**

# GROWTH OPPORTUNITY IN CAR SUBSCRIPTION WITH SIXT+



## OWNERSHIP IS GIVING WAY

### From owning to using.

European consumers — particularly in urban areas — are shifting from car ownership toward flexible usage models. Total cost of ownership, EV uncertainty and changing mobility patterns are driving demand for subscription products.

#### FLEXIBILITY

Month-to-month commitment instead of multi-year leases

#### ALL-INCLUSIVE

Insurance, maintenance, taxes — one monthly price

#### EV-READY

Try electric without long-term residual value risk

→ A structural tailwind for asset-light mobility providers



MARKET GROWTH  
~25%  
CAGR  
until 2030



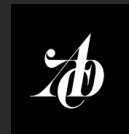
**WIR HABEN DEIN AUTO**  
Cora Schumacher empfiehlt SIXT+ auto abo



German Social Media campaign  
With Cora Schumacher

**12 x Awards**

Deutscher Digital Award, Art Directors Club, 9:16 Awards



**SIXT**

**SIXT**

**CARS  
AVAILABLE**



**GERMANY**

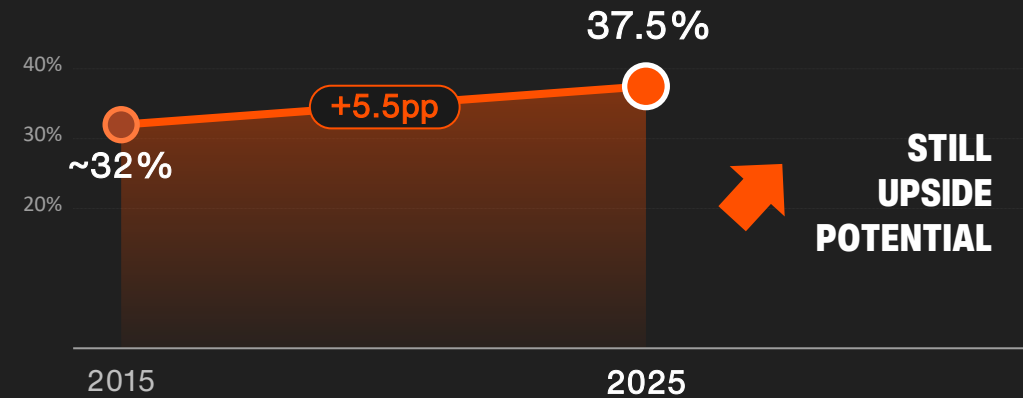
**40**  
**YEARS**  
**STOCK**  
**LISTED**

# GERMANY: MARKET LEADER WITH FURTHER UPSIDE POTENTIAL



## MARKET SHARE EVOLUTION

SIXT in Germany (% of market)



### KEY FACTS

- #1 MARKET SHARE IN GERMAN CAR RENTAL MARKET
- 350+ STATIONS — HIGH NETWORK DENSITY NATIONWIDE
- FULL MULTI-CHANNEL COVERAGE

# #1 MARKET LEADER

# REPLACEMENT: AN OPPORTUNITY FOR SIXT



01

## NEW CAR DELIVERY GAP

Bridging long delivery times

02

## AFTER-SALES

Workshop & warranty replacement

03

## ACCIDENT

Third-party liability claims

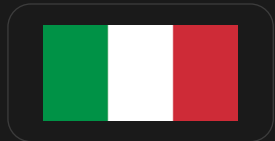
### WHY WE WIN-STRUCTURAL ADVANTAGES

- Densest German branch network
- Avg. fleet 2025 — broad multi-brand coverage
- Digital keyboxes enable round-the-clock pickup
- Brand fit — BMW customer gets a BMW, etc.





# FRANCE, ITALY AND SPAIN



**40**  
YEARS  
STOCK  
LISTED

# FRANCE: MARKET LEADER WITH FURTHER OPPORTUNITIES AHEAD

40  
YEARS  
STOCK  
LISTED



MARKET SIZE 2025

€2.4bn

SIXT MARKET SHARE

6.3%  
(2015)  19.7%  
(2025)

SHARE GROWTH

2.4x

## MAJOR GROWTH DRIVERS



**Digital journey transformation.** App-first rental, with key boxes rolling out across the network — 42 branches already live and 89 under implementation.



**Continued scaling of SIXT+.** Flexible long-term subscription — resilient, recurring revenue.



**B2B acceleration.** Targeting SMEs and major corporate accounts to further improve channel mix and fleet utilization.

AMBITION

**Extend market leadership**



# ITALY: HIGH-POTENTIAL MARKET, KEY DRIVER FOR EUROPEAN GROWTH

40  
YEARS  
STOCK  
LISTED



MARKET SIZE 2025

€1.6bn

SIXT MARKET SHARE

8%  
(2016)  16%  
(2025)

SHARE GROWTH

2x

## DEVELOPMENT AXES



**Integrated downtown network.** Milan as flagship, then Rome, Florence and beyond.



**Two-track airport strategy.** Optimise core hubs while selectively entering high-potential secondary airports.



**Rail traffic upside.** Capture strong expected growth in Italian rail volumes.



**B2B expansion.** Diversify channel mix to improve fleet utilization and profitability.

AMBITION  
**Extend market share**



# SPAIN: EXPANDING MARKET SHARE IN ONE OF THE LARGEST AVIATION MARKETS



## Spain – world #4 aviation market

PASSENGERS 2025

**321.6M**

Spanish airports

GROWTH VS 2024

**+3.9%**

3rd consecutive record year

AIRPORTS AT RECORD

**21**

simultaneously in 2025

WORLD RANKING

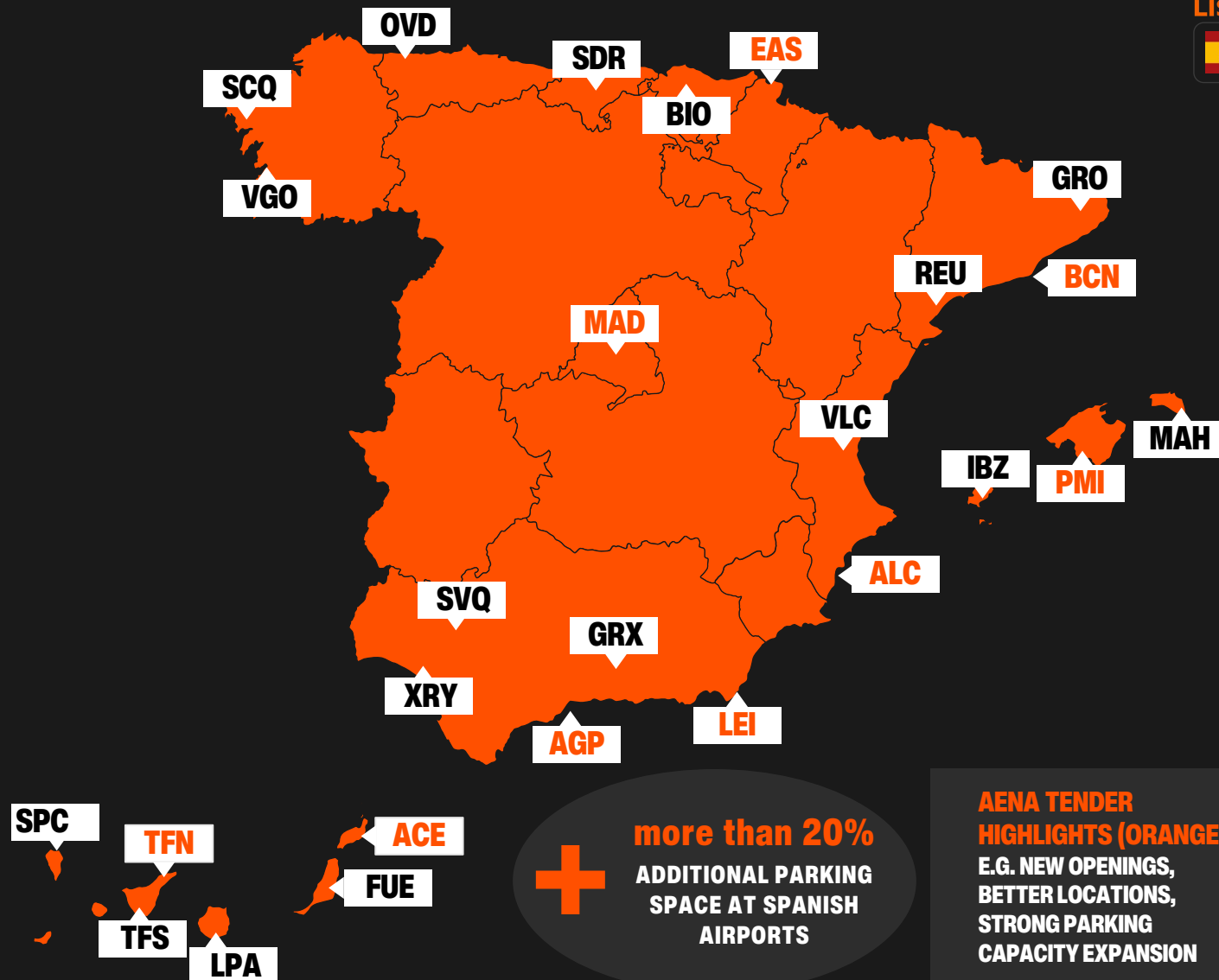
**#4**

largest aviation market

Source: AENA, 2026

2025 SIXT REVENUE – SPAIN

**+22% vs. 2024**



**+** more than 20%  
ADDITIONAL PARKING  
SPACE AT SPANISH  
AIRPORTS

**AENA TENDER HIGHLIGHTS (ORANGE)**  
E.G. NEW OPENINGS,  
BETTER LOCATIONS,  
STRONG PARKING  
CAPACITY EXPANSION

# SPAIN: MARKET SHARE DOUBLED — AND THE RUNWAY AHEAD IS LONG



MARKET SIZE

€2.0bn

SIXT MARKET SHARE

6% (2016)  13% (2025)

SHARE GAIN

+7pts

WHAT DROVE IT

## Airports & rail

AENA tender win.

ADIF rail station tender (2027/29) opens a high-potential extension into Spain's fast-growing rail network.

## Network densification

7 new branches in 2025 (BCN Sitges, Mataró, Sabadell, Valencia, Gijón, Santander, Pamplona). 2026 partnership with Spain's leading shopping-centre group enables further rollout.

## B2B & digital

Diversify channel mix to improve fleet utilization and profitability.

AMBITION  
**Extend market share**



# PLANNED EU REGULATION “CLEAN CORPORATE VEHICLES”



## EU COMMISSION PROPOSAL



**54% → 95%**

of all newly registered corporate cars by large companies in Germany should be “zero-emission vehicles” (BEV) from 2030 onwards - according to EU Commission's proposal.

- In late 2025, the EU Commission slightly **relaxed the 2035 ICE phase-out for passenger cars** — while simultaneously proposing a new regulation on clean corporate vehicles.
- With over **60% of all new EU car registrations being corporate vehicles**, the proposed regulation effectively accelerates the combustion engine phase-out.

## KEY CHALLENGES



**60%**

of public charging points in just 3 EU countries (Germany, France and Netherlands)

**80%**

of EU territory is underserved for Charging infrastructure

- **Infrastructure gap:** Airport fast chargers largely missing, charging buildout not feasible by 2030
- **Cost pressure:** Higher EV depreciation, lower residuals, longer turnaround times
- **Demand:** Reluctant customer demand for EV rentals due to insufficient charging infrastructure.
- **Supply chain:** Mandates deepen dependency on China-controlled battery production

## SIXT POSITION



**Infrastructure first**

**Rental exemption**

*“Quotas are counterproductive — the customer should decide in a market economy.”*  
— Konstantin Sixt, Handelsblatt (April 2026)

- Infrastructure-first advocacy: fast-charging & affordable electricity before quotas
- Arguing for rental-sector exemption (structurally different from classic fleets)



---

# Dr. Franz Weinberger

CFO Sixt SE  
Wrap-Up

# TODAY'S INVESTMENT TAKEAWAYS IN FIVE ACTS



1

## Experienced management and stable ownership

A long-tenured leadership team and stable family ownership provide continuity and support a consistent, long-term approach.

Founder-family aligned  
Consistent strategy

2

## SIXT ONE supports customer retention

The loyalty program with status tiers encourages repeat bookings and supports the direct channel, which can help manage acquisition cost over time.

1M+ members, growing  
Live in all 13 Corporate Countries

3

## North America: gradually building a position

US market share has improved since 2020 on a premium, direct and loyalty-based approach; airport presence and B2B are seen as further opportunities, subject to market conditions.

Share ~3x since 2020  
~\$1.5bn today

4

## Developing positions across European markets

An established position in Germany, ongoing development in France, and selective expansion in Spain and Italy; outcomes depend on competitive dynamics and tender results.

DE 37.7% · FR 19.7% share  
ES 12.9% · IT 16.4% share

5

## Focused on disciplined, profitable growth

We aim to deliver our confirmed 2026 guidance, with a continued emphasis on profitability. The stance remains unchanged: our priority is disciplined, profitable growth rather than expansion at any cost.

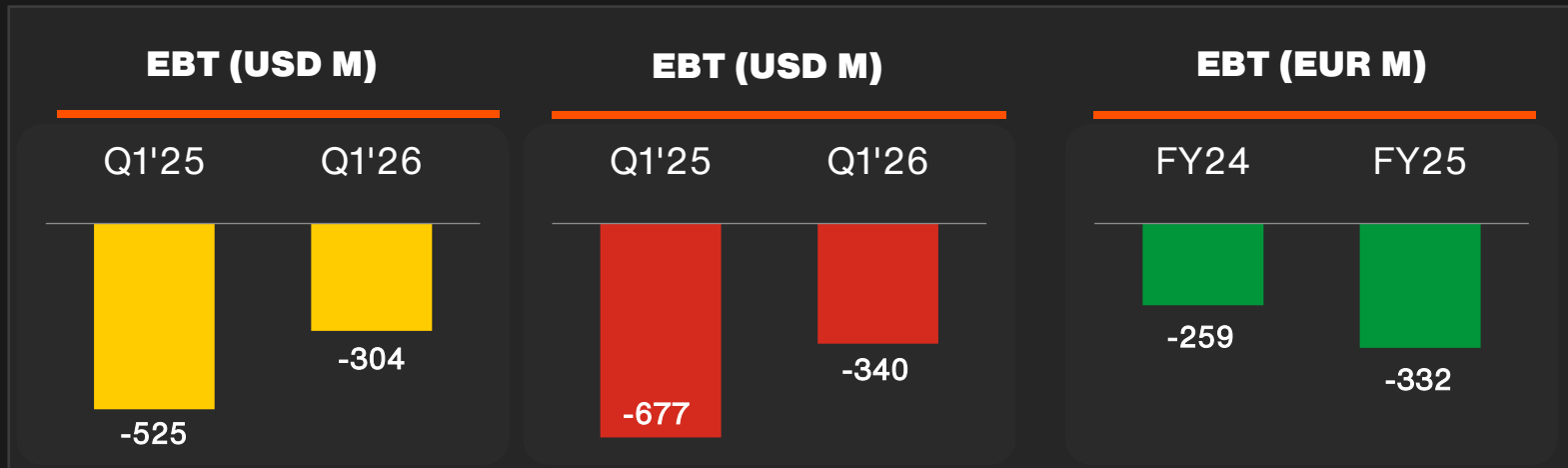
Revenue €4.45–4.60bn (2025: 4.3)  
EBT-margin ~10% (2025: 9.4%)

# 2026: LOWERED GDP PROJECTIONS AND INDUSTRY UNDER PRESSURE

## MACRO



## INDUSTRY PEERS



**AUTOHAUS**  
 Home > Nachrichten > Autohandel > Autovermieter in Not: Starcar beantragt Insolvenz  
**Autovermieter in Not: Starcar beantragt Insolvenz**  
 24.10.2025 18:08 Uhr | Lesezeit: 3 min

Insolvenz in Eigenverwaltung  
**Mietwagen-Anbieter Share-Tec vor Neuausrichtung**  
 fww | TRAVEL TALK  
 von Rita Münck | Freitag, 29. Mai 2026

**Frankfurter Rundschau**  
 Startseite > Wirtschaft  
**Insolvenz bei E-Auto-Vermieter: Platzhirsch in Deutschland kämpft ums Überleben**  
 08.06.2026, 11:23 Uhr  
**Arbstadt** – Am 7. April dieses Jahres stellte Nextmove beim Amtsgericht Erfurt einen Antrag auf Eröffnung eines Insolvenzverfahrens.

**Ultima Hora**  
 News | Local COMPANIES  
**OK Mobility and its creditors reach an agreement to refinance 300 million euros of debt**  
 The Mallorca-based platform agrees on conditions with Santander, CaixaBank and BBVA

# 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%)

**UNCHANGED VIEW**  
vs. 13 May (Q1 2026 earnings call)

## 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

# THANK YOU.

Questions & Discussion

---

SIXT SE Investor Relations · Capital Markets Update 2026

**SIXT**  
**CONTACT**

Sixt SE  
Investor Relations  
Zugspitzstrasse 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