



SIXT

Q1 2022

Investor Presentation

PULLACH
12 MAY 2022

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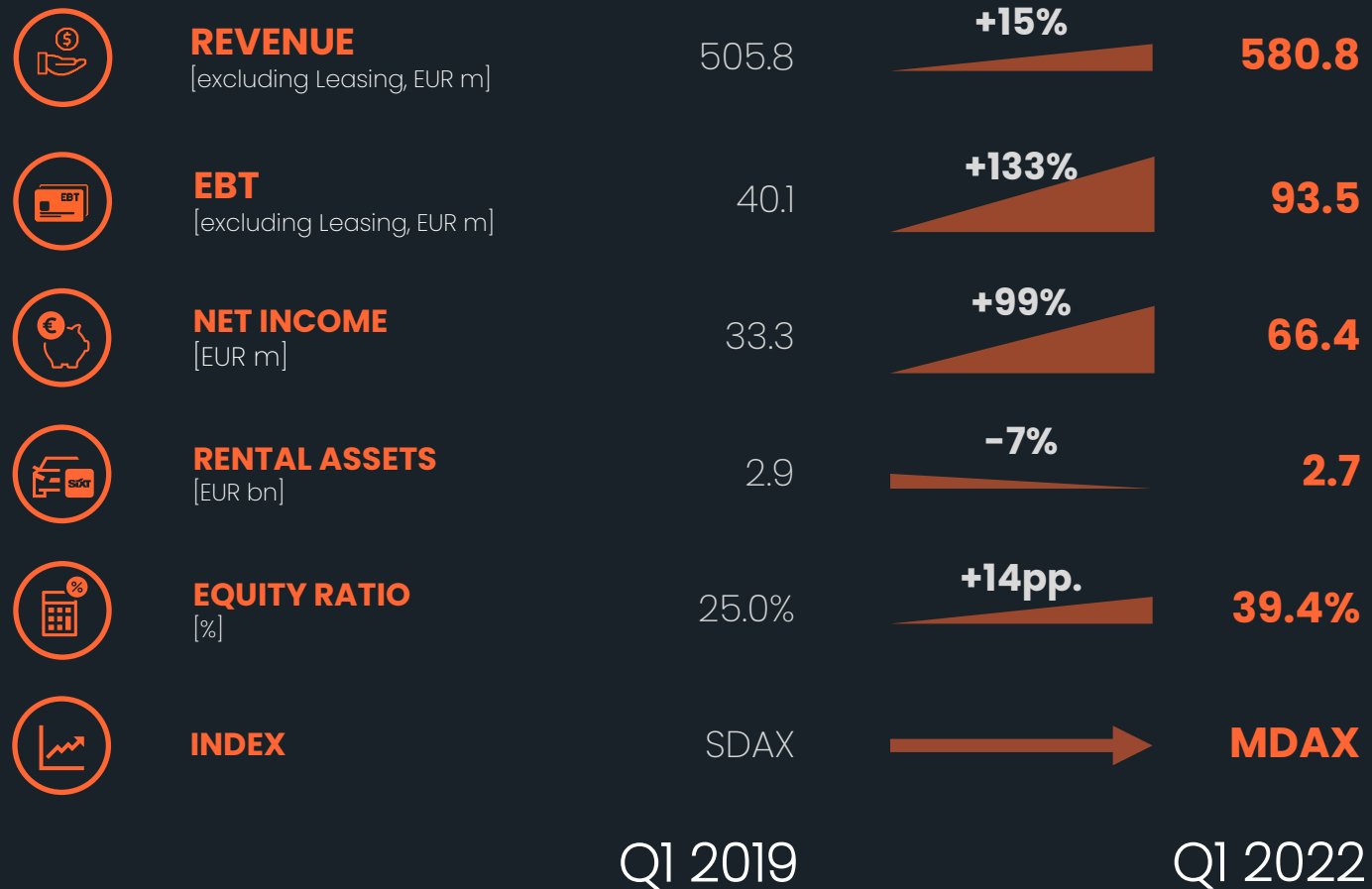
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Q1 2022 HIGHLIGHTS

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Q1 PERFORMANCE VS. PRE-PANDEMIC LEVELS



SIXT DOUBLES PROFIT VERSUS PRE-COVID – DRIVEN BY THE INTERPLAY OF SEVERAL GROWTH FACTORS



BROADER MARKET PRESENCE AS A RESULT OF CONSISTENTLY ADVANCING INTERNATIONALISATION



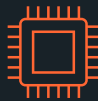
STRONG INTERNATIONAL BUSINESS



INCREASED PRICE LEVEL IN ALL MARKETS



STRICT COST MANAGEMENT



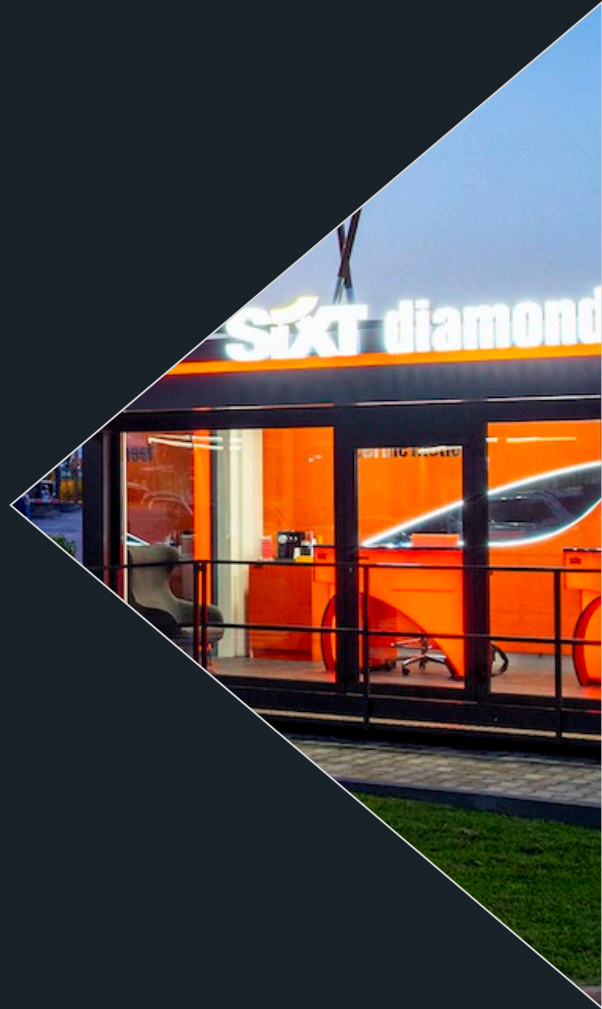
CONTINUOUS DIGITALISATION AND GROWING PRODUCT RANGE



FLEET SIZE WELL UP ON THE SAME QUARTER OF 2021

STRATEGY & BUSINESS UPDATE

THE SIXT STRATEGY

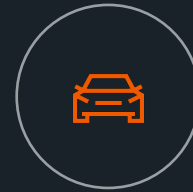


OUR VISION

Transform the way the world moves, because people expect better.

We make mobility as easy and flexible as possible.

Our customers can expect:
Better cars. Better service.
Better tech. Better people.



2022

USD ~83 bn

**RENTAL
MARKET**



2025

USD ~510 bn

**CAR RENTAL,
RIDE HAILING, TAXI
& CAR SHARING**



2030

USD ~6,700 bn

**TOTAL MARKET
INCL. PRIVATE CARS**

UNLIMITED OPPORTUNITY IN A USD 6.7 TN MARKET

SIXT TAKES THE LEAD IN NEW MOBILITY TRENDS

SHARED MOBILITY

Innovative mobility improves **social inclusivity and economic growth**

Up to 20% share of total mobility market by 2040

Requirement of more **sustainable and resilient urban mobility systems**



AUTONOMOUS VEHICLES

Long term **up to 50% lower cost** per mile compared to driver-based rides

Shift from OEMs to **tech players**

Adoption depends on **regulation, technology readiness and customer preferences**

MOBILITY AS A SERVICE

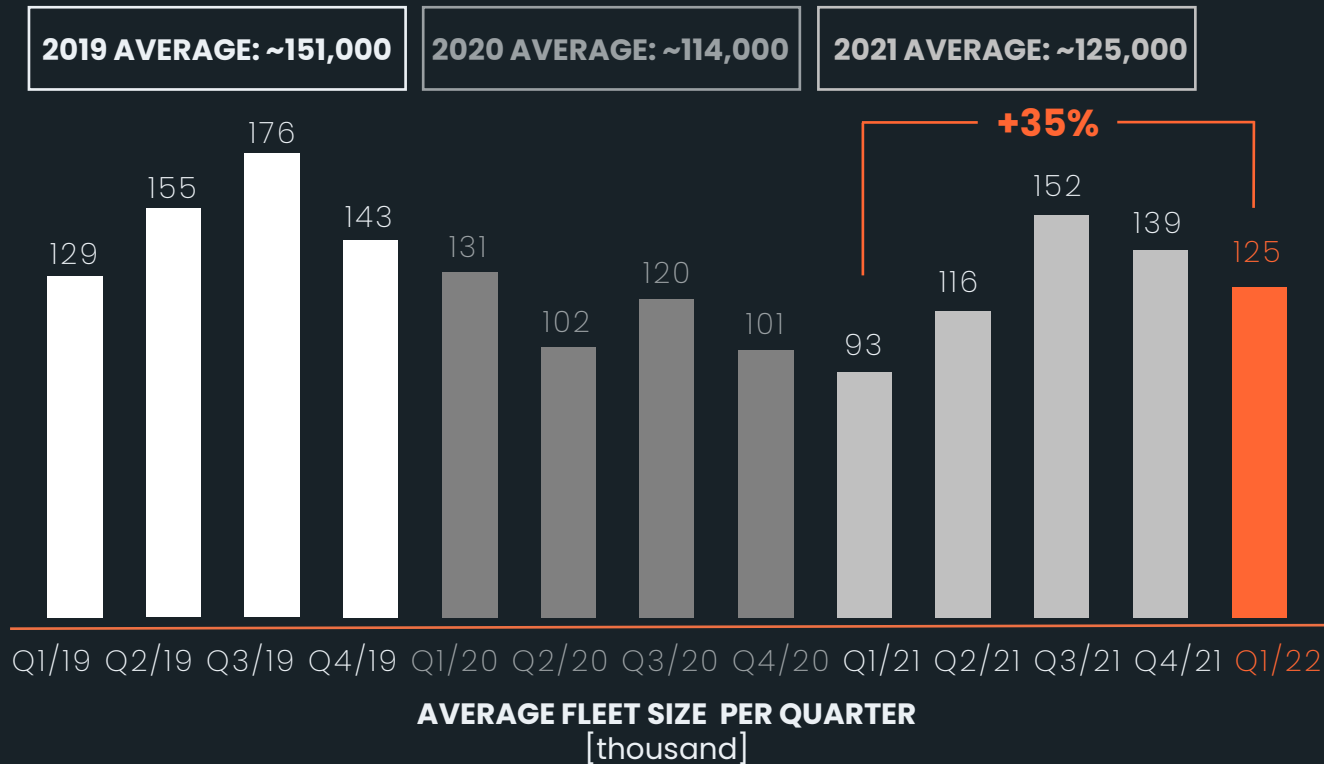
Encourages **move towards new mobility solutions**

Offers **lower cost of usage** versus total cost of ownership

Micromobility to show strong post-pandemic growth

FLEET SIZE BACK ON PRE-COVID LEVELS

Q1 2022 AVERAGE ~125,000 VEHICLES¹



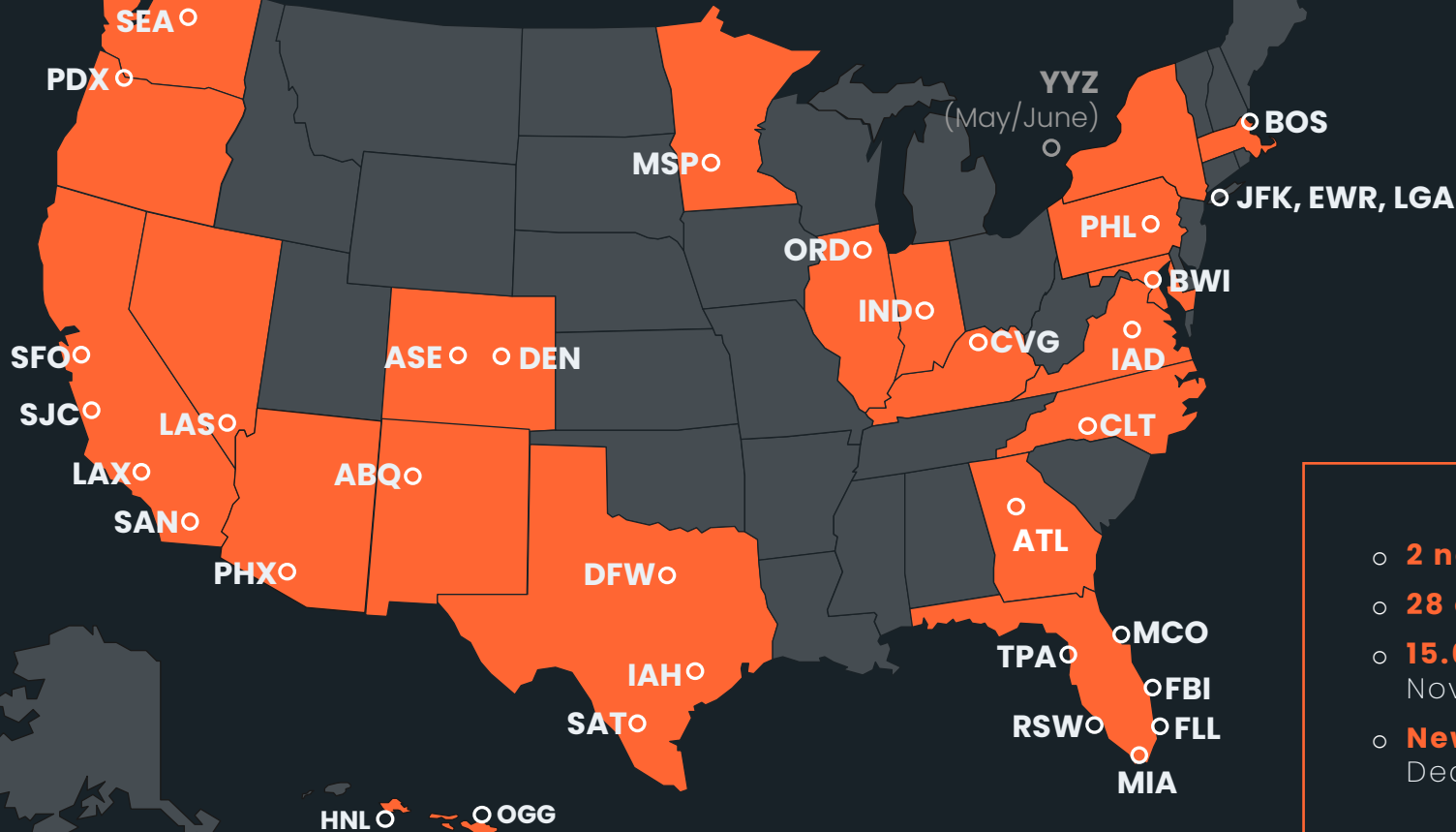


SIXT NORTH AMERICA NETWORK IS CONSTANTLY GROWING

SIXT airport
locations

YVR
(May/June)

CANADA



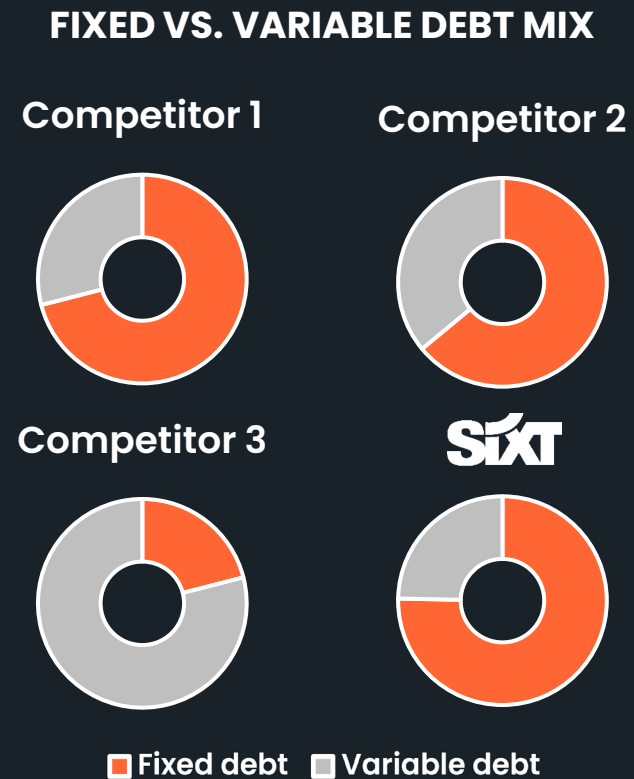
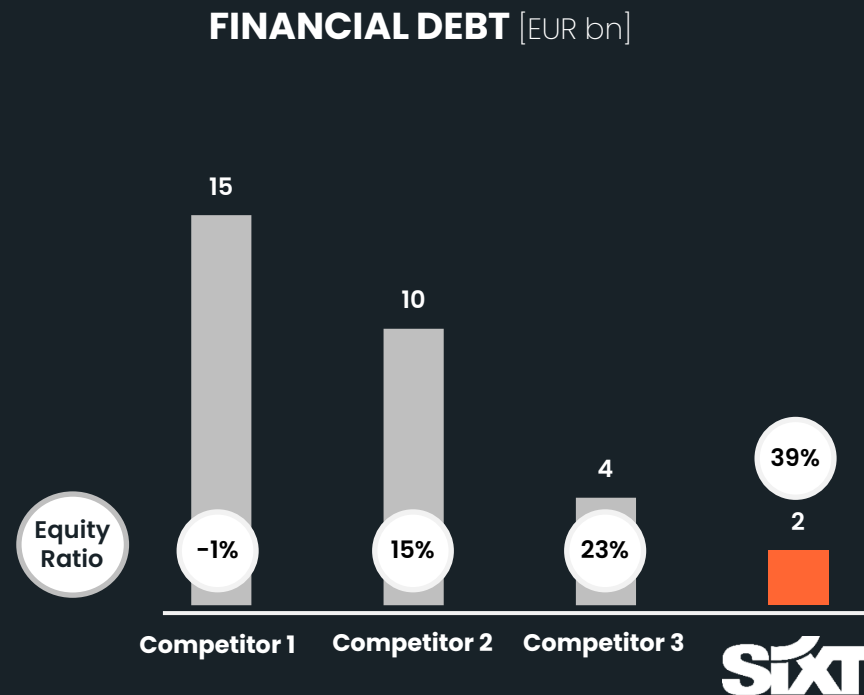
~100 US LOCATIONS

thereof 35 AIRPORTS

SIXT US AIRPORTS

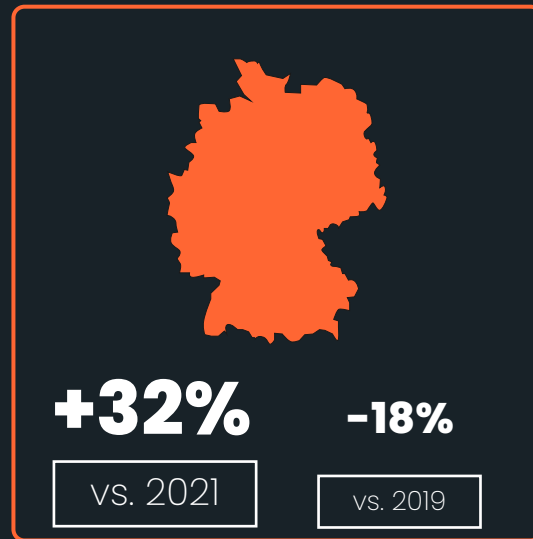
- **2 new** airport locations **in 2022**
- **28 of the top 30**
- **15.6% brand market share at Miami Airport** in November 2021
- **Newark Airport** market share reached **9.4%** in December 2021

LOWEST DEBT LEVEL AND HIGHEST FIXED DEBT SHARE AMONG PEERS – SIXT LESS IMPACTED BY INTEREST HIKES

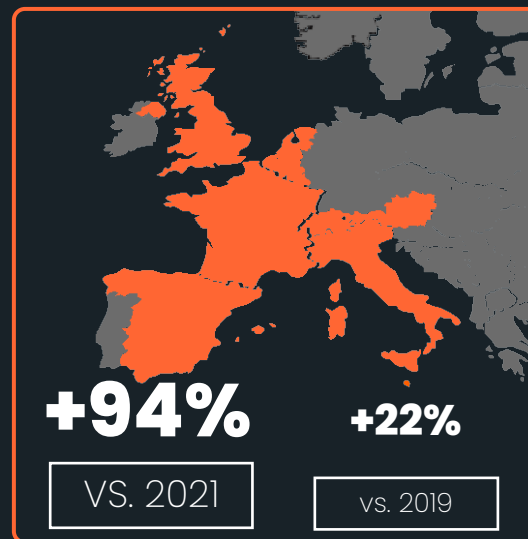


Q1 2022 RESULTS IN DETAIL

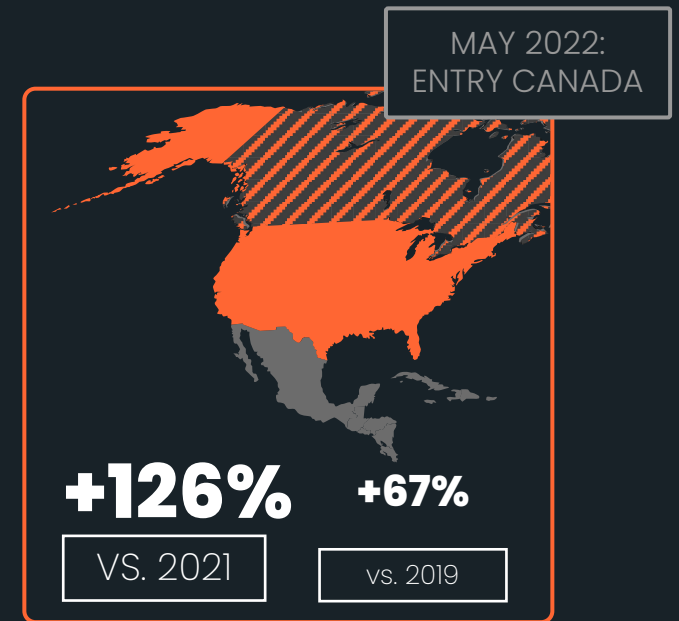
Q1 2022 REVENUE GROWTH – STRONG IMPROVEMENT ACROSS ALL SEGMENTS



GERMANY



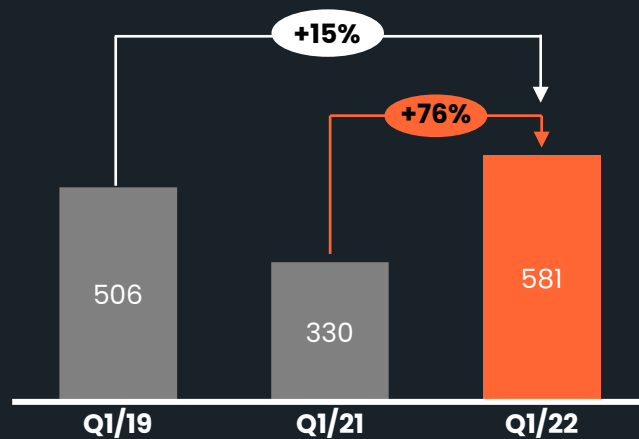
EUROPE



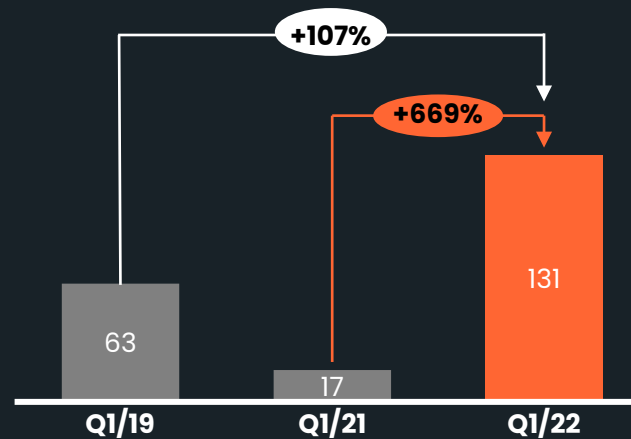
NORTH AMERICA

PROFIT RECOVERY OUTPACES REVENUE RECOVERY DRIVEN BY GOOD COST CONTROL

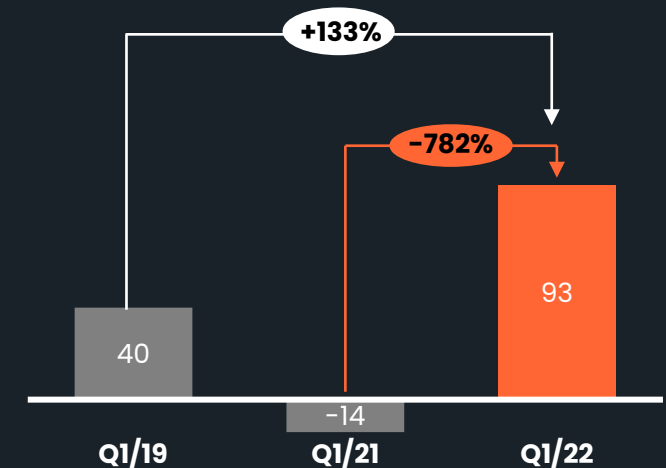
**GROUP
REVENUE** [EUR m]



**CORPORATE
EBITDA MOBILITY** [EUR m]

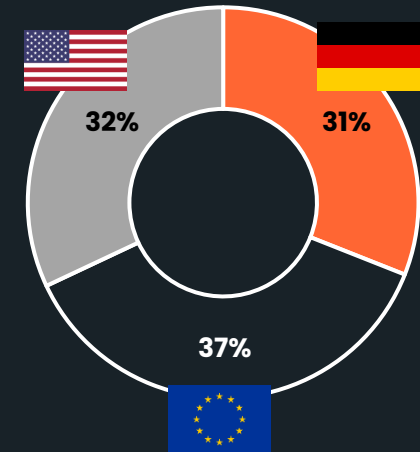
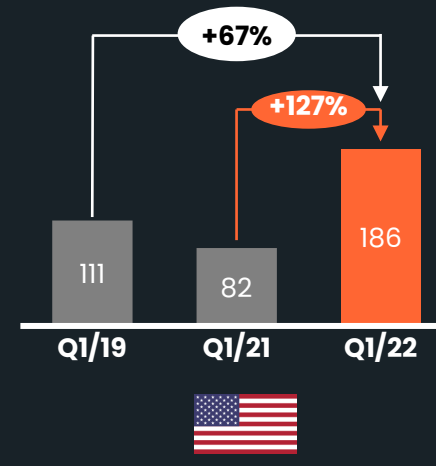
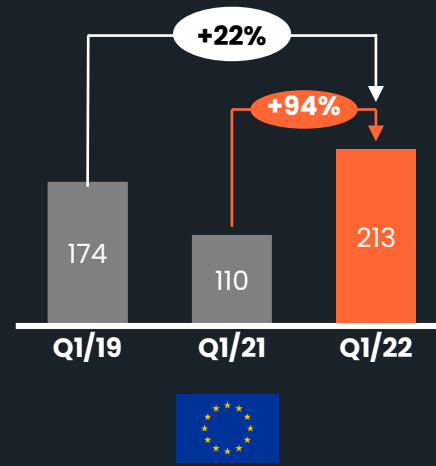
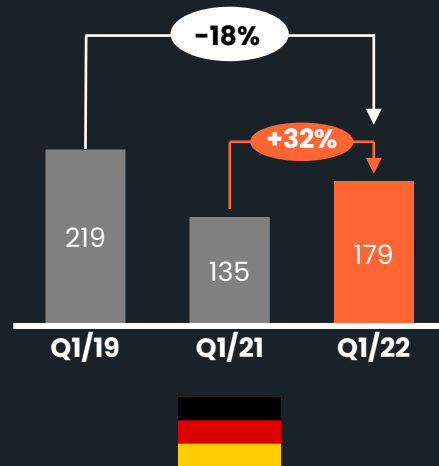


GROUP EBT
[EUR m]

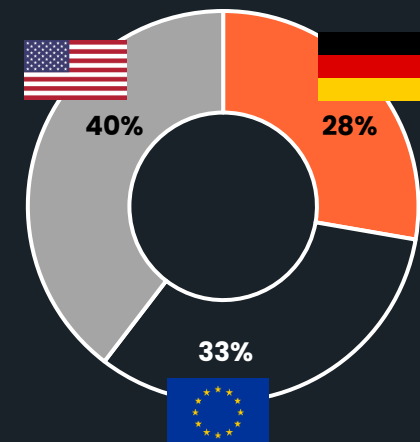
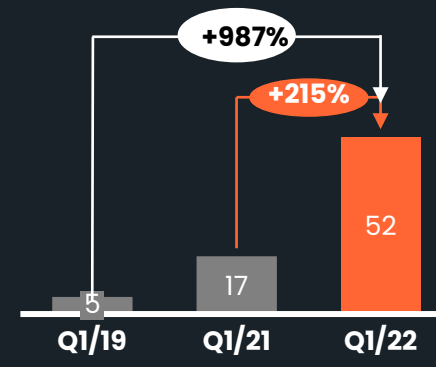
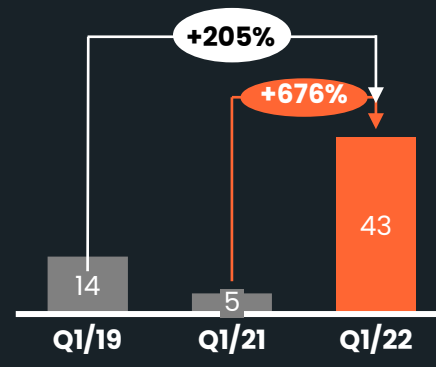
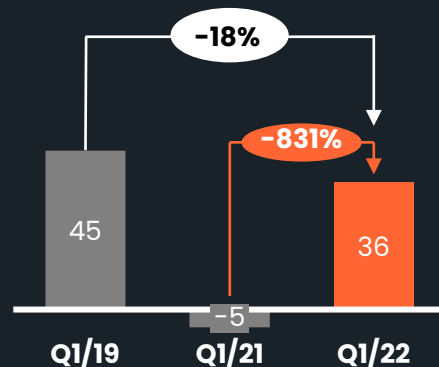


Q1 2022 SEGMENT UPDATE: PROFITABILITY ABROAD STRONGLY ABOVE PRE-COVID LEVELS

REVENUE¹ [EUR m]



CORPORATE EBITDA [EUR m]



¹Share of Group operating revenue generated in the respective regional segments (Germany, Europe excl. Germany, and North America)

OUTLOOK

OPPORTUNITIES



INTERNATIONAL EXPANSION



FURTHER PRODUCT DIGITALIZATION



TRANSATLANTIC TRAVEL COMEBACK



VAN & TRUCK



ROBUST PRICING



SHARED (E-)MOBILITY

2022



**REVENUE
SIGNIFICANTLY ABOVE
2021 LEVEL
EBT EUR 380 M - 480 M**

VEHICLE SOURCING



COVID-19



GROWTH & INFLATION LED
COST INCREASE



IMPACT OF WAR IN
UKRAINE



SLOW CORPORATE
TRAVEL RETURN



CHALLENGES



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