

PRESS RELEASE

AutoWallis Sales Report *

Q1-Q3, 2019

AutoWallis: the third quarter also brings strong sales results in all three business units

Budapest, October 31, 2019 – AutoWallis has increased its new vehicle sales by almost one fifth, and advanced its used vehicle sales by 56%, while the Group has also produced good results in the service sector in the first nine months of the year. The organic growth is unfolding as defined in the strategy, and the corporation continues to explore the acquisition opportunities.

All three business units of AutoWallis Plc. (International Distribution, Domestic Distribution, Automotive Service Provider) realized growth in the first three quarters of 2019, when comparing the aggregated sales numbers, the service hours, and the rented fleet size, to the data from the same period of the previous year. Based on the corporate data of the first nine months, **Gábor Ormosy, the CEO of AutoWallis** pointed out that the realization of the strategy is progressing well, there are further possibilities in organic growth, and it is also evident that the markets of AutoWallis are characterized by a growth larger than the EU average. In terms of the activities, efficiency, business opportunities and value creating potential of the Group, Central Eastern Europe and the Balkan can be considered to be its actual regions of operation, where a significant growth could be observed in the first nine months in all of the currently covered 14 Central Eastern European countries, even if to a different degree, in accordance with the market trends of the region. (In this same period, the number of first registrations of personal vehicles increased by 10% in the Hungarian market, according to the data of DataHouse¹.) The growth is also owing to that AutoWallis is mostly present in the premium segment, which has increased its share in all markets of the relevant region considering the sales of vehicles. Gábor Ormosy highlighted that in their strategy they also calculated with acquisitions that could further increase the company's revenue and value-generating ability.

The **International Distribution Business Unit** of AutoWallis sold 18.2% more new cars in the first nine months compared to the first three quarters of the previous year, amounting to 1551 vehicles. The **Domestic Distribution Business Unit** increased the sales of new vehicles by 17.5% to 2332, and the sales of used cars by 55.7% to 651. Within the **Automotive Service Provider Business Unit**, the number of service hours increased by 16.6% to 37,943, the fleet size calculated on the basis of the vehicle rentals grew by 9% to 592 vehicles. Although the number of rental events decreased by 2.2% to 19,177, the number of rental days increased by 12.4% to 108,619 due to the increase of the average length of rental events.

¹ Source: DataHouse Új személygépjármű Forgalmbehelyezés elemzés – 2019. 1-9. hónap (DataHouse Analysis of the First Registration of New Personal Vehicles – first nine months of 2019)

	Q1-Q3, 2019	Q1-Q3, 2018	Changes
International Distribution Business Unit			
Number of new vehicles sold** (pcs.)	1 551	1 312	+18,2%
Domestic Distribution Business Unit			
Number of new vehicles sold** (pcs.)	2 332	1 984	+17,5%
Number of used vehicles sold** (pcs.)	651	418	+55,7%
Automotive Service Provider Business Unit			
Number of service hours (hours)	37 943	32 551	+16,6%
Rental Fleet Size (pcs.)	592	543	+9,0%
Number of rental events (pcs.)	19 177	19 613	-2,2%

*** Important information:**

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October 31, 2019

Preliminary, non-consolidated data.

The data published in the AutoWallis Sales Report (hereinafter referred to as "Data") are compiled based on the estimates of AutoWallis Plc. and its subsidiaries. The published Data are solely for informational purposes; AutoWallis Plc. assumes no liability for their completeness or accuracy.

The AutoWallis Sales Report is not suitable for estimating the financial or business results of AutoWallis Plc., or drawing and conclusions related to them, so it shall not be considered either to be a profit estimate or a profit forecast. The Data published in the AutoWallis Sales Report may be used for your personal purposes and under your own responsibility.

** The Q1-Q2, 2019 Sales Report included the designation "cars," but both the Q1-Q2 and the present Sales Report contains all vehicles in these lines, including motorbikes.

Planned publication(s):

Q1-Q4, 2019

January 31, 2020

The AutoWallis Plc. Sales Report is published on the last day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

AutoWallis Plc.

AutoWallis Plc., a company listed in the Premium category of the Budapest Stock Exchange, as well as in the BUX and BUMIX indices, aims to become a major mobility service provider in the Central and Eastern European region by 2029. By 2024, the company is planning to double its 2018 consolidated revenue of HUF 65.5 billion calculated on the basis of IFRS (International Financial Reporting Standard) standards, which it hopes to achieve primarily via its organic growth. In addition, the company intends to operate as an asset management company that represents a traditional, conservative business policy through the continuous, acquisition-based expansion of its portfolio focusing on automotive investments. The AutoWallis Group is present in 14 countries of the Central and Eastern European region (Albania, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Hungary, Kosovo, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia), where it is engaged in the retail and wholesale of vehicles, parts, and accessories, in repair and maintenance services, as well as in short- and long-term vehicle rentals. The group includes Wallis Automotive Europe, Wallis Motor Pest, Wallis Motor Duna and Wallis Autókölcsonzó. The vehicles represented by the group include BMW cars and motorbikes, Saab spare vehicle parts, as well as the following brands: MINI, Isuzu, Jaguar, Land Rover, Maserati, Ssangyong, and Sixt rent-a-car. Out of these, BMW holds a dominant position in the premium car market, while Sixt is a leader in the car rental market. www.autowallis.hu

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