

PRESS RELEASE

AutoWallis expansion: the company takes over the largest Slovenian BMW dealership

Budapest, June 22, 2020 – Upon successfully closing the transaction of taking over the only BMW dealership in the Slovenian capital, AutoWallis shall enter the country’s automotive retail market, thus strengthening its presence in the Central and Eastern European region. The Ljubljana BMW dealership, which is also the largest one in Slovenia, opened in 2006, and besides the sales and servicing of BMW vehicles, it is also involved in MINI after-sales services. The Hungarian automotive company that is listed on the stock exchange aims to increase the turnover and improve sales in Ljubljana, contributing to increasing the market share of BMW in the Slovenian market.



By taking over the largest Slovenian BMW dealership, AutoWallis continues its expansion in the region. The company may enter the Slovenian market upon taking over the dealership situated in a central location of Ljubljana from A-Cosmos d.d., after obtaining the necessary approvals from the relevant (primarily

the competition) authorities. Besides the sales and servicing of new and used BMW vehicles, the local subsidiary of AutoWallis, WallisMotor Ljubljana, may also provide after-sales services to MINI vehicles in this site. Gábor Ormosy, the CEO of AutoWallis, pointed out that with the takeover of the Ljubljana BMW dealership AutoWallis would appear specifically in the international retail market for the first time, fulfilling an important element of its strategy announced last year. He added that they based their plans to improve the Ljubljana dealership on their experience from the past decades and the financial strength of AutoWallis. Péter Antal, member of the AutoWallis Board of Directors and General Manager of Wallis Motor, pointed out that their aim was to improve the numbers, contributing to increasing BMW’s market share in the Slovenian market. The group 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 in 14 countries of the Central and Eastern European region, and it has been present in Slovenia as well, with Wallis Automotive Europe being the exclusive authorized representative of the Jaguar and Land Rover brands there.

Christopher Holger Puth, Managing Director BMW Group Slovenia and Regional Manager for Importer Markets Croatia, Cyprus and Malta, said that customer satisfaction and customer experience were among the BMW Group’s top priorities. Accordingly, the BMW Group aims to build a strong, reliable and futureproof dealer network. “We are happy to welcome AutoWallis in Slovenia. AutoWallis is a reliable and strong partner of the BMW Group, and we are confident that they will bring added value and exceptional customer care standards to our customers in this market as well.”

The growth potential and economic indicators of the Slovenian market are similarly favorable as in the other 14 countries where AutoWallis operates. The performance of the Slovenian economy is above the EU average: between 2014 and 2016, the average annual growth was 2.7%, while the GDP increased by 4.8%, 4.1%, and 2.4% in 2017, 2018, and 2019, respectively. Slovenia’s GDP per capita was USD 39,000 last year, which is 16.3% higher than that of Hungary, reflecting a favorable purchasing power. Over the past years, the number of new vehicles sold has continually

increased: 50,091 new vehicles were registered in 2012, and 73,452 in 2019. BMW is a market leader among premium brands in the Slovenian market. In 2019, 1,560 new BMW vehicles were registered, 742 of these in the broader Ljubljana area.

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 British Motors, Wallis Motor Pest, Wallis Motor Duna and Wallis Autókölcsonző. 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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