

PRESS RELEASE

AutoWallis: EBITDA almost tripled to HUF 1.5 billion in the first quarter

Budapest, May 27, 2021 – AutoWallis reported a 142 percent increase in revenue and a 188 percent increase in EBITDA in its first quarter management report. Despite the adverse impact of the third wave of the coronavirus pandemic, both the distribution and retail & services business units of the listed automotive company demonstrated significant growth. The growth surpassing the targets set in the strategy published in 2019 can be attributed to both the transactions completed last year and organic growth.

With dynamically growing operating efficiency, **AutoWallis Plc. increased its revenue nearly two and a half times to HUF 48.7 billion** in the first quarter of 2021 compared to the first quarter of last year. This growth rate is particularly striking in light of the fact that while the EU passenger vehicle market saw only a 3.2 percent increase in sales during this period, and the Hungarian market experienced a 1.5 percent decrease, the AutoWallis Group recorded a 228 percent increase in the number of units sold in Hungary. This outstanding performance is driven by organic growth and the impact of last year's transactions. The numbers show that the listed automotive company has overcome most of the negative effects of the coronavirus epidemic.

Both divisions of the company listed in the Premium category of the Budapest Stock Exchange performed exceptionally well. The **revenue of the AutoWallis Group's Distribution Business Unit** increased by 165 percent to HUF 28.1 billion, mainly due to the launch of Opel sales in four countries at the beginning of this year. The **Retail & Services Business Unit's** revenue grew by 115 percent to HUF 20.6 billion, thanks to organic growth, as well as the acquisitions and transactions completed last year. In addition to the positive vehicle sales figures, there was also an increase in vehicle rentals this year, with the number of rental days increasing by 43 percent to 30,320. There was also an increase in service activity, which had previously been temporarily reduced due to the restrictions and lockdowns related to the epidemic: in addition to last year's acquisitions, organic growth led to an increase in the total number of service hours by 153 percent to 29,447.

The first quarter was a period of increasing efficiency for the AutoWallis Group, with revenue growth outpacing the increase in the **cost of goods sold (CoGS)**, resulting in the company's margin production growing from 10.2 percent to 12 percent in the first three months of the year. The 195 percent increase in **personnel expenses** is the result of the transactions carried out last year, which increased the average statistical headcount of the AutoWallis Group by 330 to 662. **Financial gains or losses** decreased by 79 percent to HUF 149 million, partly due to a reduction in the partially accounting exchange loss. At the same time, in addition to the favorable exchange rate effect, interest expenses slightly increased, mainly due to the financing of transactions carried out last year. As a result, the **EBITDA**, which AutoWallis's management considers to be the best indicator of profitability, increased by 188 percent to HUF 1.5 billion, while the **total comprehensive income** was a profit of HUF 406 million, compared to a loss of HUF 582 million in the previous year. **Gábor Ormosy, CEO of AutoWallis, said that the significant increase in earnings could be contributed to the acquisitions and organic growth in line with the growth strategy, the improved margin generation, as well as the disciplined cost management. Regarding the prospects, the CEO said that the company anticipated a revenue of HUF 230-253 billion and an EBITDA of HUF 5.7-6.3 billion for the year 2021.**

	Q1 2021	Q1 2020	Changes
Revenue	48 708 079	20 151 946	+142%
<i>Distribution Business Unit</i>	28 097 614	10 587 322	+165%
<i>Retail & Services Business Unit</i>	20 610 466	9 564 624	+115%
Material expense	-818 279	-554 860	+47%
Services	-2 150 241	-608 755	+253%
Cost of goods sold	-42 861 175	-18 096 961	+137%
Personnel expenses	-1 437 311	-486 880	+195%
Depreciation	-720 235	-327 527	+120%
Profit or loss from trading	720 839	76 962	+837%
Other income and expenses	23 456	104 532	-78%
OPERATING PROFIT OR LOSS - EBIT	744 295	181 494	+310%
Financial gains or losses	-148 558	-705 435	-79%
PROFIT BEFORE TAX	595 737	-523 941	-214%
Tax expense	-184 797	-67 844	+172%
NET PROFIT OR LOSS	410 940	-591 785	N.A.
Retranslation of subsidiaries	-5 143	9 333	-155%
Total comprehensive income	405 797	-582 452	N.A.
EPS (HUF/ share)	1,15	-2,15	N.A.
EBITDA**	1 464 530	509 021	+188%

* IFRS consolidated audited results

** Earnings Before Interest, Taxes, Depreciation and Amortization

The AutoWallis Group

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 vehicle trading company and mobility service provider in the Central and Eastern European region by the end of the decade. 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 brands represented by the group include BMW cars and motorbikes, Citroën, Dacia, Isuzu, Jaguar, Land Rover, Maserati, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, and Toyota, as well as Saab spare vehicle parts, and Sixt rent-a-car. AutoWallis received "The Share Capital Increase of the Year" award at the Best of BSE Award 2020 Gala. www.autowallis.hu www.facebook.com/AutoWallis



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