

## PRESS RELEASE

### AutoWallis Sales Report \*

Q1-Q3, 2021

#### **AutoWallis: New vehicle sales more than tripled in the first nine months of the year**

**Budapest, October 15, 2021 – In line with forecasts, AutoWallis’s sales have performed well in the first three quarters of the year thanks to both organic growth and the transactions concluded last year. The growth experienced by the Distribution Business Unit surpassed even the figures of the first half, managing to sell more than four times as many vehicles than in the same period in 2020, while the Retail & Services Business Unit sold almost three times as many. The trend was also good as regards services: both service hours and rental days more than doubled.**

In the first nine months, the growth experienced by AutoWallis was in line with the objectives laid down in its updated strategy published in September. Although the chip shortage in the car manufacturing industry affected sales areas and brands to varying degrees, the company continues to consider the updated forecasts for 2021 to be realistic. The number of vehicles sold by the company listed in the Premium category of the Budapest Stock Exchange increased by 241%, to 18,792 units. Sales were exceptional in both of the company’s business units, with the Distribution Business Unit and services and car rental services within the Retail & Services Business Unit performing exceptionally well. The **Distribution Business Unit** sold more than four times as many (+325%) vehicles for a total of 12,386 units, primarily thanks to the increased figures of the Opel and SsangYong brands in Q3. The **Retail & Services Business Unit** saw the sale of 5,201 new and 1,205 used vehicles, equal to growths of 185% and 55%, respectively. (The Hungarian passenger vehicle market grew by 5.9%\*) The latter experienced less dynamic growth because the increase in inventories was unable to keep pace with the growth in demand for used vehicles resulting from the chip shortage. **The Retail & Services Business Unit experienced significant growth:** the number of service hours more than doubled to almost 100 thousand hours. The beneficial trends also continued in the area of car rentals. The fleet of Sixt, represented by the AutoWallis Group, grew by 29% and increased the number of rental events by 51%, with the number of rental days undergoing an ever sharper rise of 101% to 123,016 days, showing a significant improvement in effectiveness.

\* Market data by DataHouse.

	Q1-Q3, 2021	Q1-Q3, 2020	Changes
<b>Distribution Business Unit</b>			
Number of new vehicles sold (pcs.) **	12 386	2 915	+324,9%
<b>Retail &amp; Services Business Unit</b>			
Number of new vehicles sold (pcs.)	5 201	1 823	+185,3%
Number of used vehicles sold (pcs.)	1 205	778	+54,9%
<i>Total Vehicle Sales</i>	<i>18 792</i>	<i>5 516</i>	<i>+240,7%</i>
Number of service hours (hours)	95 191	41 733	+128,1%
Rental Fleet Size (pcs.)	566	437	+29,5%
Number of rental events (pcs.)	10 550	6 976	+51,2%
Number of rental days (pcs.)	123 016	61 228	+100,9%

**\* Important information:**

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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.

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**Planned publication(s):**

Q1-Q4, 2021

January 15, 2022

The AutoWallis Plc. Sales Report is published on the 15. day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

\*\* 779 vehicles sold within the group

**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 vehicle trading company and mobility service provider in the Central and Eastern European region by 2029. 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, 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](http://www.autowallis.hu) [www.facebook.com/AutoWallis](https://www.facebook.com/AutoWallis)



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