

## PRESS RELEASE

**AutoWallis saw enormous growth in the first half: Earnings per share increased by more than two and a half times**

**Budapest, August 31, 2022 – In the first half, the growth of AutoWallis’s profits exceeded even its 34 percent increase in revenue, leading the listed vehicle company to again close a new record half-year. The company’s net profit increased more than three-fold and its EBITDA more than doubled, meaning earnings per share was HUF 9 in the first half, more than at any time during the previous year. These excellent results are not unique but are part of a long-term trend; accordingly, AutoWallis also expects to set new records in all areas for the year as a whole.**

The AutoWallis Group again closed a record quarter, generating more earnings per share in the first six months of the year than in the whole of last year. A key factor in achieving this excellent result is that the company, listed in the Premium category of the Budapest Stock Exchange, saw a significant increase in its margin generation, which was 15 percent in the first half of the year compared to 12 percent last year. **AutoWallis CEO Gábor Ormosy said that the excellent numbers can be attributed to effective cost management and good pricing measures. He emphasized that there are a number of factors behind the growth and good results of the AutoWallis Group: it has a diversified portfolio of brands as well as wholesale and retail activities in 14 countries in the region that enjoy growth substantially higher than Hungarian and EU market averages. He also added that as the Group’s strategy is based on these strong pillars, the outlook for the future is also positive, without any need to reduce expectations with the current volume of orders even despite of negative macroeconomic trends.**

AutoWallis’s *revenue* grew by 34 percent to HUF 131 billion in the first half, even though EU markets experienced a downturn of 14 percent. **This exceptional growth was primarily organic** and was driven mainly by the Distribution Business Unit’s sales of Opel and SsangYong vehicles, with the sales of the Slovenian AvtoAktiv bolstering the Retail & Services Business Unit’s figures. In the first half, the Distribution Business Unit’s revenue increased by 44 percent and the Retail & Services Business Unit’s grew by 22 percent. The combined strength of the brands represented and sold by the Group and the variety of the brand range is illustrated by the fact that the Hungarian passenger vehicle market experienced a slowdown of 11 percent in the first six months.

Within costs, the value of *cost of goods sold* (CoGS) grew by 30 percent to HUF 111 billion, which is less than revenue figures, leading to an increase in the AutoWallis Group’s margin generation from 12 to 15 percent in the first half. The *value of contracted services* grew by 56 percent, again due to increases in marketing spending to support sales growth related to the import activities of the Opel and SsangYong brands, as well as in marketing and other turnover-proportionate costs connected to the increased turnover of the rental car service following the end of the coronavirus epidemic. The 46 percent increase in *personnel expenses* was caused primarily by the increase in staff numbers resulting from the organizational development measures taken in 2021 and the salary increases provided to keep pace with labor market changes. Thanks to the above, both average wages and the Group’s average headcount grew, the latter by 135 persons to 821. The value of *financial gains or losses* in H1 was HUF 373 million in losses, which is equal to growth of HUF 262 million compared to the 2021 base period primarily because the Group accounted for exchange rate

profits of almost zero in the first half of this year compared to an amount of HUF 286 million in the base period.

**In total, AutoWallis Group's net profits grew more than three-fold (+240%) to HUF 4.1 billion, its EBITDA more than doubled (+117%) to HUF 6.9 billion, and its total comprehensive income increased almost four-fold (+281%), to HUF 4.5 billion, leading to a rise of earnings per share to HUF 9.14 (+160%), which is more than the profits generated per share in all of last year.**

	H1 2022	H1 2021	Changes
<b>Revenue</b>	<b>131 045 612</b>	<b>97 651 046</b>	<b>+34%</b>
<i>Distribution Business Unit</i>	78 824 637	54 919 266	+44%
<i>Retail &amp; Services Business Unit</i>	52 220 975	42 731 781	+22%
Material expense	-2 428 957	-1 777 019	+37%
Services	-6 266 271	-4 014 929	+56%
Cost of goods sold	-111 106 962	-85 630 998	+30%
Personnel expenses	-4 730 120	-3 235 554	+46%
Depreciation and amortization	-1 631 046	-1 430 022	+14%
<b>Profit or loss from trading</b>	<b>4 882 256</b>	<b>1 562 524</b>	<b>+212%</b>
<b>Other income and expenses</b>	<b>332 897</b>	<b>99 574</b>	<b>+234%</b>
<b>OPERATING PROFIT OR LOSS - EBIT</b>	<b>5 215 153</b>	<b>1 662 098</b>	<b>+214%</b>
<b>Financial gains or losses</b>	<b>-373 043</b>	<b>-111 346</b>	<b>+235%</b>
<b>PROFIT BEFORE TAX</b>	<b>4 842 110</b>	<b>1 550 752</b>	<b>+212%</b>
Tax expense	-759 391	-351 324	+116%
<b>NET PROFIT OR LOSS</b>	<b>4 082 719</b>	<b>1 199 428</b>	<b>+240%</b>
Retranslation of subsidiaries	461 505	-6 474	N.A.
<b>Total comprehensive income</b>	<b>4 544 224</b>	<b>1 192 954</b>	<b>+281%</b>
<b>EPS (HUF/ share)</b>	<b>9,14</b>	<b>3,52</b>	<b>+160%</b>
<b>EBITDA**</b>	<b>6 901 239</b>	<b>3 181 210</b>	<b>+117%</b>

\* IFRS consolidated audited results

\*\* Earnings before interest, tax, depreciation and amortization

### 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 and to expand its automotive investment-focused investment portfolio through acquisitions. 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 is the two-time recipient of the "The Share Capital Increase of the Year" award at Best of BSE Award Galas (2020, 2021). [www.autowallis.hu](http://www.autowallis.hu) [www.facebook.com/AutoWallis](https://www.facebook.com/AutoWallis)

### Further information: