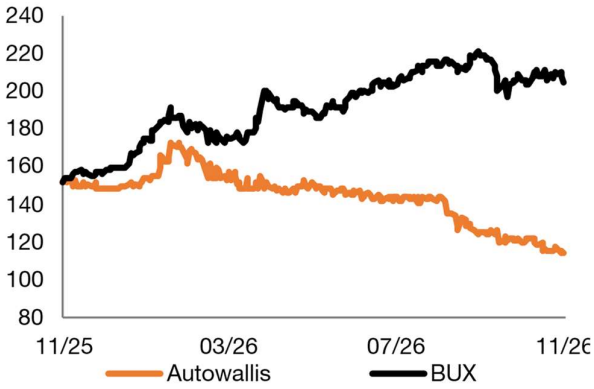
CONCORDE RESEARCH

CEE Equity Research | Hungary | Car dealership
19 November 2026

AutoWallis

Recommendation: Neutral (unch.)
Target price (Dec-27): HUF 120 (prev. HUF 154)

HUF million	25/Q3	26/Q3	Change (%)
Revenue	117,805	100,332	-14.8%
EBITDA	4,505	3,211	-28.7%
EBIT	2,391	973	-59.3%
Net profit	1,133	-2,620	-331.2%
EPS	2.12	-4.58	-315.9%
Gross margin	17.8%	20.7%	288bps
EBITDA margin	3.8%	3.2%	-62bps
EBIT margin	2.0%	1.0%	-106bps
PBT margin	1.5%	-2.2%	-374bps
No. of vehicles sold	13,092	11,838	-9.6%



Share price close as of 18/11/2026	HUF 114	Bloomberg	AUTOWALL HB
Number of diluted shares [mn]	539.5	Reuters	AUTW.BU
Market capitalization [HUF bn/EUR mn]	61.5/168	Free float	27.05%
Daily turnover 12M [EUR ths]	47.9	52-week range	HUF 114 – 173

Equity Analyst
Krisztian Karikas, CFA
+36 1 489 2213
k.karikas@con.hu

55-61 Alkotás Street,
H-1123 Budapest
www.con.hu

Net loss deepens in Q3 on weak sales and profitability

AutoWallis reported Q3 results this morning. Group revenue fell 15% YoY and EBITDA declined 29%, while the group swung to a HUF 2.6bn net loss. Distribution remained the main drag on revenue, but the sharp deterioration in Retail EBITDA was the key change from H1. Management acknowledged that nine-month earnings fell short of its own expectations, while keeping the 2028 targets unchanged and reiterating that acquisitions are needed to reach them. We further cut our forecast following the weak results and roll our TP to Dec-27. We set our new TP to HUF 120 and keep our Neutral recommendation until further visibility on improving profitability and outlook.

Group revenue decreased by 14.8% YoY to HUF 100.3bn in Q3, mainly driven by Distribution, where revenue fell 25.7% YoY to HUF 42.1bn. Retail revenue declined 6.4% YoY to HUF 54.2bn after growing in H1, while Mobility Services revenue increased 25% YoY to HUF 4.0bn. Group EBITDA fell 28.7% YoY to HUF 3.2bn, with the margin narrowing to 3.2% from 3.8%, while the group posted a HUF 2.6bn net loss versus a HUF 1.1bn profit a year earlier. This brought nine-month revenue to HUF 320.3bn (-9.3% YoY) and EBITDA to HUF 8.8bn (-30.0% YoY), with the EBITDA margin declining to 2.8% from 3.6%.

Distribution revenue declined 20% YoY to HUF 134.9bn in 9M on a 6.8% decrease in units sold, forint strength and an unfavorable model mix. KGM volumes fell 27% excluding the prior-year one-off, as competition from Chinese brands and dealer destocking continued, while production issues delayed around 1,400 Opel deliveries. Retail revenue fell 0.7% to HUF 175.8bn despite a

7.1% increase in new-car sales, supported by Slovenia and the Debrecen dealership, as FX and a shift toward volume brands weighed on reported revenue. Retail EBITDA fell 37% to HUF 3.4bn in 9M, including an 80% decline to HUF 390m in Q3, as lower margins and new-site start-up costs squeezed profitability. Mobility Services remained the fastest-growing segment, with nine-month revenue up 25% to HUF 9.6bn and EBITDA up 28% to HUF 4.2bn, supported by stronger rental and fleet activity, a 5.2% increase in average fleet size and a change in the accounting treatment of some customer contracts.

Group gross margin improved to 19.3% in 9M from 17.9%, reflecting a greater contribution from higher-margin businesses and warranty-related accounting effects, while gross profit fell 2% YoY to HUF 61.8bn. Net financial expense increased to HUF 3.3bn from HUF 2.1bn as a HUF 1.6bn Q3 FX loss largely reversed the H1 gain. The contribution from JVs and associates swung to a HUF 402m loss from a HUF 631m profit in 9M, reflecting Nissan and XPENG launch costs.

Management expects the ramp-up of new businesses to reduce FY26 pre-tax profit by HUF 3.5bn versus HUF 0.8bn in FY25, with HUF 1.6bn of the impact expected in Q4. Inventories rose HUF 17.7bn from year-end and reported Net debt/EBITDA increased to 5.9x from 4.5x. Management is prioritizing faster cash generation and selective acquisitions, with dividends envisaged after the active consolidation phase.

Changes in estimates

We further cut our estimate for this year and adjusted our growth forecast for AutoWallis. We also increased our effective tax rate assumption by 2%pt and rolled our target price to Dec-27. We set our new TP at HUF 120, implying limited upside potential. We remain Neutral until we have more visibility on the improvement in profitability. Based on our EPS forecast, AutoWallis currently trades at 26.3x/11.3x P/E ratios for '27/'28. We expect EPS to return to the levels seen in 2025 by the end of 2028 and improve thereafter. The continued investments into new brands weighed on this year's profitability but we expect it to materially improve next year as sales ramp up at newly launched brands.

FCFF MODEL [HUF MILLION]

Valuation - (HUF mn)	2027F	2028F	2029F	2030F	2031F	TY
NOPAT	5,867	8,861	10,805	12,315	13,457	
+ D&A	8,489	8,294	8,677	9,061	9,362	
+/- WC	-3,175	-3,040	-2,054	-3,483	-2,736	
- CAPEX	-9,763	-9,124	-9,111	-9,061	-9,362	
FCFF	**1,419**	**4,991**	**8,317**	**8,832**	**10,721**	**11,043**
WACC	9.3%	9.3%	9.3%	9.4%	9.4%	
DCF	1,298	4,180	6,373	6,188	6,866	110,465
LT growth	3.0%					
EV	**135,370**					
- Net Debt	-73,855					
Associates	1,992					
Equity Value	**63,507**					
No. of shares (mn)	539					
Liquidity discount	10%					
Fair value / share	106					
Dec-27 TP	**120**					

Source: Concorde Research

QUARTERLY RESULTS [HUF MILLION]

[HUF mn - except per share]	2025		2026			Changes	
	Q3	Q4	Q1	Q2	Q3	YoY	QoQ
P&L							
Revenues	117,805	124,210	102,395	115,098	100,332	-14.8%	-12.8%
EBITDA	4,505	6,244	3,688	1,928	3,211	-28.7%	66.5%
EBIT	2,391	4,125	-708	-153	973	-59.3%	-735.9%
PBT	1,822	2,662	-2,399	1,033	-2,202	-220.9%	-313.2%
Net income (parent)	1,133	2,128	-509	681	-2,620	-331.2%	-484.7%
Comprehensive income	938	1,877	-3,071	-840	-1,780	-289.8%	111.9%
EPS	2.12	3.99	-0.95	1.28	-4.58	-315.9%	-459.1%
Group Margins							
Gross margin	17.8%	20.6%	18.2%	17.3%	20.7%	288bps	332bps
EBITDA margin	3.8%	5.0%	3.6%	1.7%	3.2%	-62bps	153bps
EBIT margin	2.0%	3.3%	-0.7%	-0.1%	1.0%	-106bps	110bps
PBT margin	1.5%	2.1%	-2.3%	0.9%	-2.2%	-374bps	-309bps
Distribution BU							
Revenues	56,680	63,363	44,151	48,667	42,128	-25.7%	-13.4%
EBITDA	1,134	3,301	1,406	-960	769	-32.2%	-180.1%
PBT	882	2,354	287	229	-1,492	-269.2%	-751.5%
EBITDA margin	2.0%	5.2%	3.2%	-2.0%	1.8%	-18bps	380bps
PBT margin	1.6%	3.7%	0.7%	0.5%	-3.5%	-510bps	-401bps
No. of new vehicles sold	9,325	10,748	7,676	10,270	8,083	-13.3%	-21.3%
Retail and Services BU							
Revenues	57,950	58,378	56,284	63,270	54,234	-6.4%	-14.3%
EBITDA	1,905	1,744	1,522	1,530	390	-79.5%	-74.5%
PBT	626	292	2	526	-1,367	-318.4%	-359.9%
EBITDA margin	3.3%	3.0%	2.6%	2.4%	0.7%	-257bps	-170bps
PBT margin	1.1%	0.5%	0.0%	0.8%	-2.5%	-360bps	-335bps
No. of new vehicles sold	2,867	2,921	3,001	3,416	2,922	1.9%	-14.5%
No. of used vehicles sold	900	971	925	837	833	-7.4%	-0.5%
Total no. of vehicles sold	3,767	3,892	3,926	4,253	3,755	-0.3%	-11.7%
Service hours	72,152	77,404	81,762	84,831	78,433	8.7%	-7.5%
Mobility							
Revenues	3,175	2,469	2,419	3,161	3,970	25.0%	25.6%
EBITDA	1,466	1,199	760	1,358	2,056	40.2%	51.4%
PBT	314	16	-256	278	657	109.2%	136.3%
EBITDA margin	46.2%	48.6%	31.4%	43.0%	51.8%	562bps	883bps
PBT margin	9.9%	0.6%	-10.6%	8.8%	16.5%	666bps	775bps
Fleet size (rental)	4,032	4,037	3,981	4,099	4,242	5.2%	3.5%
Rents (units)	107,625	100,235	95,659	104,655	107,270	-0.3%	2.5%
Rental days	83,612	56,221	48,824	67,013	94,377	12.9%	40.8%

Source: AutoWallis, Concorde Research

APPENDIX

Indicators	2026F	2027F	2028F	2029F	2030F	2031F
EPS	-4.8	4.3	10.1	13.8	17.3	19.6
BVPS	116.1	120.5	130.5	144.3	161.6	181.2
CFPS	-3.2	2.6	9.3	15.4	16.4	19.9
P/E	-24.0x	26.3x	11.3x	8.3x	6.6x	5.8x
EV/EBITDA	13.7x	8.5x	6.8x	5.8x	5.0x	4.4x
P/BV	1.0x	0.9x	0.9x	0.8x	0.7x	0.6x
P/S	0.1x	0.1x	0.1x	0.1x	0.1x	0.1x
P/CF	-35.8x	43.3x	12.3x	7.4x	7.0x	5.7x
ROE	-4.0%	3.7%	8.0%	10.0%	11.3%	11.4%
ROA	-1.1%	1.0%	2.3%	3.1%	3.7%	4.1%
ROIC	1.0%	4.0%	5.9%	7.0%	7.8%	8.4%
Gross margin	18.9%	18.9%	18.9%	19.1%	19.3%	19.4%
EBITDA margin	2.3%	3.4%	3.8%	4.2%	4.5%	4.6%
EBIT margin	0.4%	1.6%	2.2%	2.6%	2.9%	3.0%
PBT margin	-0.8%	0.7%	1.4%	1.8%	2.2%	2.4%

Balance Sheet	2026F	2027F	2028F	2029F	2030F	2031F
Assets						
PP&E	39,204	39,713	40,045	40,218	40,218	40,218
Operating lease assets	6,510	6,638	6,720	6,764	6,764	6,764
ROU assets	11,557	11,876	12,083	12,192	12,192	12,192
Inventories	82,224	83,990	85,215	84,690	88,436	91,378
Other inventories	257	257	257	257	257	257
Trade receivables	23,493	25,843	28,405	29,716	31,030	32,062
Cash and equivalents	10,065	7,602	8,406	12,043	13,115	18,963
Total assets	**223,183**	**227,775**	**235,237**	**241,385**	**248,809**	**259,752**
Equity	**62,645**	**64,985**	**70,411**	**77,854**	**87,168**	**97,740**
Liabilities						
Bonds	17,140	16,480	15,820	15,160	9,860	7,560
LT loans	16,475	16,475	16,475	16,475	16,475	16,475
ST loans	3,365	3,365	3,365	3,365	3,365	3,365
Inventory financing loar	11,547	11,795	11,966	11,893	12,417	12,829
Trade payables	35,239	36,180	36,926	35,659	37,236	38,475
Equity and liabilities	**223,183**	**227,775**	**235,237**	**241,385**	**248,809**	**259,752**

Income Statement	2026F	2027F	2028F	2029F	2030F	2031F
Revenues	**428,742**	**471,635**	**518,388**	**542,312**	**566,299**	**585,140**
OPEX	-416,867	-455,605	-498,619	-519,606	-541,225	-558,264
Depreciation	-8,146	-8,489	-8,294	-8,677	-9,061	-9,362
Other income / expenses	-1,971	178	184	188	191	193
Operating profit	**1,758**	**7,719**	**11,659**	**14,217**	**16,204**	**17,707**
EBITDA	9,904	16,209	19,953	22,894	25,265	27,069
Financial profit	-4,544	-4,890	-5,019	-4,923	-4,449	-4,297
Profit before taxes	**-3,286**	**3,079**	**7,140**	**9,794**	**12,254**	**13,910**
Taxes	723	-739	-1,714	-2,351	-2,941	-3,338
Profit after tax	**-2,563**	**2,340**	**5,426**	**7,444**	**9,313**	**10,572**

Source: AutoWallis, Concorde Research

Concorde Securities Ltd. does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interests that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. For analysts certification and other important disclosures, please refer to the "Disclaimer" section at the end of this report.

DISCLAIMER

This research report has been prepared by Concorde Securities Ltd., a full-service Hungarian investment banking, investment management and brokerage firm. Concorde Securities Ltd. is under the supervision of the National Bank of Hungary in its capacity as financial supervisory authority.

Concorde Securities Ltd. is registered in Hungary and does not have any subsidiaries, branches or offices outside of Hungary. Therefore we are not allowed to provide direct investment banking services to US investors and restrictions may apply to our potential investment banking services according to your country's jurisdiction.

Our salespeople, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are their own and may be contrary to the opinions expressed in our research products, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed by our analysts or traders.

Our research, sales and trading professionals are paid based on the profitability of the respective divisions of Concorde Securities Ltd., which from time-to-time may include revenues from the firm's capital market activity. Concorde Securities Ltd. does not prohibit analysts, salespeople and traders from maintaining a financial interest in the securities or futures of any companies that they cover or trade on their clients' behalf in strict compliance with the Hungarian Capital Markets Act.

ANALYSTS CERTIFICATION

The research analysts undersigned and responsible for the preparation of this report hereby certify that (i) the views expressed in this research report accurately reflect their personal views about any and all of the securities or issuers referred to in this research report; (ii) no part of the analysts' compensation was, is or will be directly or indirectly related to the specific recommendation or views expressed in this report and (iii) no part of their compensation is tied to any specific investment transactions performed by Concorde Securities Ltd.

Name and job title of individuals involved in the production of this report are disclosed at the end of this report.

Concorde Securities Ltd. is a leading manager and underwriter of Hungarian equity offerings. We have investment banking and other business relations with a substantial percentage of the companies traded on the Budapest Stock Exchange and covered by our research department. Concorde Securities Ltd, its directors and employees may have a position in these securities, which may change at any time.

Concorde Securities Ltd. acted as Lead Manager of the private and public share placement of the shares of FHB in 2003, Masterplast in 2012 and Duna House in 2016. Concorde Securities Ltd. acted as the Co-lead Manager of Gedeon Richter's exchangeable bond issue in September 2004. Concorde Securities Ltd. has provided financial advice to Magyar Telekom.

EXPLANATION OF RATINGS AND METHODOLOGY

Rating	Trigger
Buy	Total return is expected to exceed 20% in the next 12 months
Accumulate	Total return is expected to be in the range of 10-20%
Neutral	Total return is expected to be in the range of 10%-(-10%)
Reduce	Total return is expected to be in the range of -10-(-20%)
Sell	Total return is expected to be lower than -20%
Under Revision	The stock is put Under Revision if covering analyst considers new information may change the valuation materially and if this may take more time.
Coverage in transition	Coverage in transition rating is assigned to a stock if there is a change in analyst.

Securities prices:

Prices are taken as of the previous day's close on the home market unless otherwise stated.

Valuations and risks:

Analysis of specific risks to set stock target prices highlighted in our investment case(s) are outlined throughout the report. For details of methodologies used to determine our price targets and risks related to the achievement of the targets referred to in the main body of the report or at Rating Methodology on our website. (https://www.con.hu/wp-content/uploads/2016/04/Methodology_concorde_research.pdf?tstamp=201710021038)

Research disclosures:

Concorde Securities Ltd. may have published other investment recommendations in respect of the same securities/instruments recommended in this report during the preceding 12 months. Disclosure of previous investment recommendations produced by Concorde Securities Ltd. in the previous 12 months can be found at Rating history. (https://www.con.hu/wp-content/uploads/2016/04/Rating-history.pdf?tstamp=201710021038)

GENERAL

This report is provided for information purposes only and does not represent an offer for sale, or the solicitation of any offer to buy or sell any securities.

The information, and any opinions, estimates and forecast have been obtained from sources believed by us to be reliable, but no representation or warranty, express or implied is made by us as to their accuracy or completeness. The information, opinions, estimates and forecasts may well be affected by subsequent changes in market conditions. This document may not be reproduced in whole or in part, or published for any purpose.

REPRODUCTION OR REBROADCAST OF ANY PORTION OF THIS RESEARCH REPORT IS STRICTLY PROHIBITED WITHOUT THE WRITTEN PERMISSION OF CONCORDE SECURITIES LTD.

DISCLAIMER II.

This research/commentary was prepared by the assignment of Budapest Stock Exchange Ltd. (registered seat: 1054 Budapest, Szabadság tér 7. Platina torony I. ép. IV. emelet; company registration number: 01-10-044764, hereinafter: BSE) under the agreement which was concluded by and between BSE and Concorde Securities Ltd. (registered seat: H-1123 Budapest Alkotás utca 50., company registration number: 01-10-043521, hereinafter: Investment Service Provider)

BSE shall not be liable for the content of this research/commentary, especially for the accuracy and completeness of the information therein and for the forecasts and conclusions; the Service Provider shall be solely liable for these. The Service Provider is entitled to all copyrights regarding this research/commentary however BSE is entitled to use and advertise/spread it but BSE shall not modify its content.

This research/commentary shall not be qualified as investment advice specified in Point 9 Section 4 (2) of Act No. CXXXVIII of 2007 on Investment Firms and Commodity Dealers and on the Regulations Governing their Activities. Furthermore, this document shall not be qualified as an offer or call to tenders for the purchase, sale or hold of the financial instrument(s) concerned by the research/commentary.