

PRESS RELEASE

AutoWallis first quarter: Vehicle sales have rocketed due to organic growth and the six transactions concluded last year

Budapest, April 15, 2021 – Thanks to the six transactions concluded last year, the sales figures of AutoWallis are soaring: based on first quarter data, the corporation has more than tripled the results of the previous year's first quarter. The numbers show that the stock exchange automotive company has overcome most of the negative effects of the COVID-19 epidemic. In the first three months of the year, even the number of rental days has started to increase, surpassing the base period by more than 40%, and the service hour figures also indicate strengthening.

The first quarter sales figures of AutoWallis reveal a significant positive development, despite the restrictions introduced due to the third wave of the COVID-19 epidemic. In the corporation's **Distribution Business Unit**, the number of new vehicles sold has nearly quadrupled (+382.5%) to 4,555 pieces. The exceptional growth was triggered by an organic growth of 32.5% (1,251 pcs), as well as the Opel sales started in four countries in the beginning of this year: partly due to the wholesale distribution of this brand, the transactions increased the sales figure by a total of 250% (3,304 pcs). The **Retail & Services Business Unit** of the Premium category company of the Budapest Stock Exchange also performed well, which is especially remarkable in light of that sales were reduced by 1%, to 35,927 pieces, in the Hungarian personal vehicle and van market. Disregarding the effect of last year's transactions, the number of new vehicle sales at AutoWallis increased by 42%, while including the impact of last year's transactions (Iniciál Autóház, Wallis Kerepesi, domestic sales of Jaguar and Land Rover, as well as the BMW dealership in Ljubljana), there was a total growth of 238%, to 1678 pieces. Used vehicle sales have also performed well: together with the transactions, the number of used vehicles sold increased by 132% to 434 pieces (8% decrease without the transactions). The number of service hours has increased by 40%, while taking the above-mentioned four transactions into consideration, it has demonstrated a 2.5-fold increase (+152.7%) to 29,447. Although the COVID-19-related restrictions still limit the growth potential of the vehicle rental sector, the positive turn is already in sight: the number of rental days has increased by 43% with an improved size efficiency, as the growth was accompanied by a decrease in the fleet size (-22%) and the number of rental events (-48%). All this clearly shows that AutoWallis has responded well to the new business environment changed by the COVID-19 restrictions, and has managed to carry out a cost-effective transformation.

Gábor Ormosy, CEO of AutoWallis Plc., said that the first quarter sales figures were an important milestone in the history of the company. He emphasized that **the now published numbers were in line with the earlier announced plan of achieving a threefold increase of the company's revenues by 2021 to above HUF 230 billion compared to last year** with the help of organic growth and the six transactions concluded in 2020. He added that **with the reopening of the economy and the recovering of tourism, he was expecting further growth in after-sales activities within the Retail & Services Business Unit, and the number of new vehicle orders were also promising**, despite the uncertainty about the pace of the epidemic coming to an end.

* Market data by DataHouse.

	Q1, 2021	Q1, 2020	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.)	4 555	944	+382,5%
Retail & Services Business Unit			
Number of new vehicles sold (pcs.)	1 678	496	+238,3%
Number of used vehicles sold (pcs.)	434	187	+132,1%
<i>Total Vehicle Sales</i>	6 667	<i>1 627</i>	+309,8%
Number of service hours (hours)	29 447	11 655	+152,7%
Rental Fleet Size (pcs.)	421	539	-21,9%
Number of rental events (pcs.)	1 862	3 610	-48,4%
Number of rental days (pcs.)	30 320	21 211	+42,9%

* 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-Q2, 2021

July 15, 2021

Q1-Q3, 2021

October 15, 2021

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).

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. 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.



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