

PRESS RELEASE

AutoWallis Group's revenue increased by 20% in 2025, with international markets accounting for an increasing share

Budapest, February 27, 2026 – AutoWallis Group further strengthened its international presence, and partly as a result of this, its revenue grew by 20% to HUF 477 billion in 2025, representing a total market footprint of HUF 587 billion including companies jointly managed with partners. Growth was primarily driven by retail operations, while brands represented by the Distribution Business Unit also accelerated their sales momentum last year. The Group's profitability was affected by several one-off factors, including non-recurring expenditures related to the introduction of new brands aligned with its growth strategy, the opening of new points of sale, and acquisitions.

In line with its strategic objectives, AutoWallis Group increased its revenue by 20% to HUF 477 billion, while the number of vehicles sold rose by 11.7% to 54,046 units. The Group's total market footprint also expanded significantly: taking into account the performance of companies jointly managed with strategic partners, in which AutoWallis holds a 50% stake, consolidated revenue increased to HUF 587 billion (+20%). Growth reflected both organic expansion (+6.1%) and the impact of acquisitions. As a result of acquisitions and developments in recent years, the Company's international position further strengthened, with 66% of revenue generated from foreign markets in 2025 compared to 60% in the previous year. The number of new passenger car registrations increased by 1.8% in the EU, while the Group's regional markets – with the exception of Slovakia – recorded growth of between 6% and 9% in 2025 compared to the same period of the previous year.

In 2025, AutoWallis Group **further diversified its operations and strengthened its stability** by adding new promising brands to its portfolio and focusing on leveraging synergies from significant acquisitions completed in previous years. **Key business developments included** the launch of sales of BYD, Lexus, Renault and Dacia brands in Győr and Debrecen, the opening of the first Mercedes-Benz Trucks point of sale in the Czech Republic, the acquisition of distribution rights for the XPENG brand in Hungary, Slovenia and Croatia in cooperation with the Group's Portuguese partner, and the opening of the first related points of sale in Hungary and Slovenia. In 2025, AutoWallis also signed an agreement to acquire importer rights for another dynamically developing Chinese brand, NIO, covering five countries, and launched sales in Austria last year and in Hungary this year. These strategic agreements, along with one-off costs related to the introduction of new brands, the opening of new points of sale, and the Group's logistics center, weighed on the Company's results last year. In addition, certain brands performed below their post-COVID peak margin-generating levels due to intensified competition, particularly driven by the emergence of new Chinese brands, while **some one-off items**, such as exchange rate effects, had a positive impact on results.

Among the three business units of AutoWallis Group, once again, the **Retail Business Unit** delivered the strongest growth in 2025: its revenue increased by 38% to HUF 235 billion, primarily driven by previously completed Czech acquisitions and the opening of the Debrecen dealership, while organic growth across the portfolio averaged approximately 5%. The **Distribution Business Unit** exceeded its previous year's expansion, increasing its revenue by 6% to HUF 232 billion in 2025. The segment sold **6.8% more** vehicles compared to the same period of the previous year. Opel, a key brand within the portfolio, recovered its earlier



underperformance in the second half of the year and achieved outstanding annual growth of 15.8%. Sales of KGM declined by 8.8%, primarily due to intensified competition in the segment, particularly from new Chinese brands, which also adversely affected the brand's previously above-average margins. Among the other brands represented by the business unit, Jaguar and Land Rover also recorded a decline (-16.1%), explained by production disruptions caused by a cyberattack affecting the manufacturer and the phase-out of earlier Jaguar models. In order to improve profitability, AutoWallis implemented efficiency-enhancing and cost-reduction measures, most of which are expected to have a positive impact from 2026 onward. The new brands acquired in 2025 contributed only modestly to the business unit's performance so far, while their initial costs already had a considerable impact on the reporting period. Revenue in the **Mobility Services Business Unit** of the AutoWallis Group increased by 20% to HUF 10.1 billion, driven primarily by the excellent performance of the rent-a-car segment and fleet expansion (+5%).

AutoWallis Group's **EBITDA** increased by 7% to HUF 18.9 billion in 2025, while the EBITDA margin decreased from 5.1% to 3.9%, primarily due to initial costs associated with newly launched brands and business developments, which disproportionately impacted the early phase. These strategic investments support future growth and value creation, while temporarily affecting the profitability of the Group. As a result of efficiency-enhancing measures introduced last year in response to rapid growth, the Company achieved an EBITDA nearly HUF 100 million higher in the fourth quarter of 2025 compared to the same period of 2024, indicating that the decline seen in cumulative figures is temporary and, according to management, does not jeopardize the implementation of AutoWallis' strategy. Total comprehensive income amounted to HUF 4.9 billion (-34%) in 2025, while earnings per share reached HUF 10.7 (-17%). Cost of goods sold (CoGS) increased by 19% to HUF 390.8 billion, below the rate of revenue growth, while AutoWallis maintained its strong gross margin-generating capability. *Personnel expenses* increased by HUF 6.4 billion (+33%), of which HUF 3.8 billion (20%) can be attributed to acquisitions, while the remainder was driven by headcount expansion required for business developments (Debrecen and Győr dealerships) and wage increases due to labor market conditions (the average headcount of fully consolidated companies increased by 10% to 1,457 compared to the same period of 2024). In 2025, net *financial income and expenses* improved by more than HUF 2.5 billion compared to the previous year, amounting to HUF -3.2 billion (-45%). Interest expenses increased primarily due to acquisition-related loans taken out in the second half of 2024 and operational financing of newly acquired companies, largely offset by declining interest rates. Financial expenses related to leases increased in line with fleet expansion in the Mobility Services Business Unit and newly leased properties. Realized and unrealized foreign exchange differences had a favorable impact in 2025, resulting in a profit of nearly HUF 1.6 billion.

Commenting on the Group's 2025 results, Gábor Ormosy, CEO of AutoWallis Group, said that the Company's performance, now representing 30 brands in 17 countries across the region, was significantly supported by acquisitions completed in 2024 and business developments last year, in addition to organic growth. The 20% increase in revenue confirms that the Company remains on a clear upward growth trajectory: its diversified country, brand and activity portfolio operates efficiently, and AutoWallis continues to expand steadily despite a volatile economic environment and cyclical performance of the brands it represents. While maintaining gross margin generation at levels similar to previous years, EBITDA, profit before tax and net profit were lower compared to last year due to the ramp-up phase of newly introduced brands; however, this does not affect the feasibility of previously defined strategic objectives and continues to provide a stable foundation for the Group's growth strategy.



	Year 2025	Year 2024	Changes
Revenue	477 432	398 460	+20%
<i>Distribution Business Unit</i>	231 909	218 922	+6%
<i>Retail Business Unit</i>	235 408	171 113	+38%
<i>Mobility Services Business Unit</i>	10 115	8 425	+20%
Interest income from finance leases	1 745	1 932	-10%
Material expenses + Own performance capitalized	-16 296	-9 953	+64%
Services	-26 391	-22 832	+16%
Cost of goods sold	-390 846	-327 079	+19%
Personnel expenses	-25 977	-19 541	+33%
Depreciation and amortization	-7 666	-5 678	+35%
Profit of sales	12 001	15 309	-22%
Other income and expenses	-941	-939	+0%
Operating profit - EBIT	11 060	14 370	-23%
Financial gains and losses	-3 159	-5 711	-45%
Share of profit of associates and joint ventures **	186	438	-58%
PROFIT BEFORE TAXES	8 092	9 097	-11%
Tax expense	-2 375	-2 121	+12%
NET PROFIT	5 717	6 976	-18%
Other comprehensive income (expense) on retranslation of subsidiaries	-794	504	N/A
Total comprehensive income	4 923	7 480	-34%
EPS (HUF/ share)	10,70	12,81	-17%
EBITDA***	18 852	20 175	-7%
EBITDA%	3,9%	5,1%	-22%

About AutoWallis

Listed on the Prime Market of the Budapest Stock Exchange and the BUX and BUMIX indices, AutoWallis is the leading integrated car and mobility service provider in the Central and Eastern European region. It is important for the company to continuously expand its portfolio of automotive retail and mobility services, through organic and acquisition growth and to operate as a classic, conservative group with a business policy in line with ESG values and sensitive to social and environmental challenges. AutoWallis is present in 17 countries of the Central and Eastern European region (Albania, Austria, Bosnia and Herzegovina, Czech Republic, Bulgaria, Croatia, Greece, Hungary, Kosovo, Moldova, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia) with wholesale and retail motor vehicle and parts distribution, service, short-, and long-term car rental. Brands represented by the AutoWallis' Distribution Business Unit include Alpine, BYD, Dacia, Farizon, Isuzu, Jaguar, KGM, Land Rover, NIO, Nissan, Opel, Renault, XPENG, plus MG and Saab aftermarket. The brands represented by the Retail Business Unit include BMW cars and motorcycles, BYD, Dacia, Ford, Isuzu, Jaguar, KGM, KIA, Land Rover, Lexus, Maserati, Mercedes-Benz, Mercedes-Benz Trucks, MINI, NIO, Nissan, Opel, Peugeot, Renault, Suzuki, Toyota, XPENG, JoAutok.hu and AUTO-LICIT.HU, while the Mobility Services Business Unit is present on the Hungarian market with the brands wigo carsharing, wigo fleet, Sixt rent-a-car.

www.autowallis.com | www.facebook.com/AutoWallis | www.linkedin.com/company/autowallis/

Further information:

Orsolya Tölgyes, Front Page Communications

Mobile: +36 70 341 8959

Email: tolgyes.orsolya@frontpage.hu

