Investor presentation

2025Q1-Q4

The leading car dealership and mobility service provider in the Central and Eastern European region

27 February 2026

Investment disclaimer

This document is an English translation of AutoWallis Group's investor presentation issued on 27th February 2026 in Hungarian. In case of any difference from the Hungarian version, the Hungarian version prevails.

This investor presentation is based on the Company's consolidated financial statements for the financial year ended 31 December 2025, which were prepared in accordance with the International Financial Reporting Standards endorsed by the EU (EU IFRS). The information contained in this presentation has not been audited and has not been reviewed by an independent auditor.

This investor presentation contains forward-looking statements and prospective statements on the Company's opinions and expectations, which are presented by the Company in good faith and in a reasonable manner. Such forward-looking statements rely on current plans, expectations and projections and may be affected by known or unknown risks, uncertainties or other factors which may cause the specific results, financial situation, performance or achieved goals of the Company or the industry to differ significantly from those explicitly or implicitly described in such forward-looking statements.

The Company will not be held liable for updating or modifying any such statement on the basis of new information or future events and for publishing such modifications. Therefore, having regard to such risks, uncertainties and other factors, we advise investors not to rely solely upon these forward-looking statements when making investment decisions.

The Company's financial figures relating to this investor presentation are also published in detail on the Company's website in a format that facilitates their use. The detailed financial data are available at: https://autowallis.com/en/announcements/

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01

Executive Summary

Economic and market environment

The majority of the region's automotive markets expanded in a weak macroeconomic environment

ECONOMIC ENVIRONMENT

- The stagnation and marginal growth of economic performance in the region where the Group operates and the improving trend in financing opportunities are having an impact on demand in the automotive market at the same time, which has stimulated the market for new and used cars.
- Inflation rates across the European Union, including, in particular, the relevant markets of the Group, varied in 2025 (between 2.5% and 6.8%)*, but still declined in comparison to the higher levels observed in previous years.
- The challenges faced by car manufacturers (stricter CO_2 quotas, the acceleration of electrification, the rise of Chinese brands, the impact of the US tariff measures, and geopolitical risks) may have a negative impact on car dealership companies as well.

EU SALES AND SERVICE ENVIRONMENT*

- In 2025, the number of first registrations of new passenger cars was up by 1.8% in EU markets and increased by 6 to 9% in the region where the Group operates (with the exception of Slovakia) from the same period of the previous year.
- In terms of first registrations of new passenger cars in 2025 for the premium brands represented by the Group, BMW Group achieved a 6.4% growth, while the figures of Mercedes-Benz were up by only 1.5%, and JLR Group recorded a significant decline of 17%, which is mostly attributable to the factory shutdown following the cyber attack that had occurred in the autumn of 2025.
- As for the mass market brands distributed by AutoWallis Group, the results also vary. While the brands of the Renault Group (Renault, Dacia and Alpine) expanded by 5.6%, Opel declined by 5.4%, losing some of its market share in Europe. The Japanese (Toyota and Nissan) and Korean (Kia) brands also experienced a downturn, but the number of newly registered KGM** vehicles remained about the same. Of the Chinese brands, BYD recorded outstanding growth, increasing its market share in a slowly expanding European automotive market.

**source: ACEA press release, 27 January 2026*
***source: Datahouse*

Key events in 2025

Dynamic business expansion in line with strategic goals

In April 2025, **AutoWallis opened its new BYD sales location in Győr**. This showroom in Western Hungary supports the further diversification of the leading integrated car dealership and mobility service provider of the Central and Eastern European region, as well as the continued expansion of this successful Chinese brand in Hungary.

At the end of April 2025, **AutoWallis opened its first sales and service location for heavy commercial vehicles in the Czech Republic**. The unit, which sells and services the trucks of Mercedes-Benz Trucks, is of strategic importance to the Group.

On 25 April 2025, AutoWallis held its **annual general meeting,** where shareholders decided to **transfer the 2024 profit to retained earnings in order to support the implementation of the company's dynamic growth strategy.**

In May 2025, the Group and its Portuguese partner entered into an agreement on the **distribution of XPENG (a Chinese brand producing innovative electric vehicles) in Hungary, Slovenia and Croatia**. The first Pop-Up sales locations were opened in Hungary and Slovenia in October.

In June 2025, the Group took another major step towards strengthening its international position by **securing import rights for the electric vehicle brand NIO in the electric vehicle markets with the greatest potential in the region, namely Hungary, Austria, the Czech Republic, Poland and Romania.** Sales launched in Austria in November 2025, and the models offered by the brand will become available in the remaining countries in 2026.

In June 2025, the Group **acquired an additional 40% share in Iniciál Group, thereby increasing its ownership share to 100%** in a dominant player in the Western Hungarian region that is engaged in the sales and servicing of ten automotive brands.

At the end of June 2025, the Group and its Portuguese partner **acquired the distribution rights for Nissan in Romania and Moldova.**

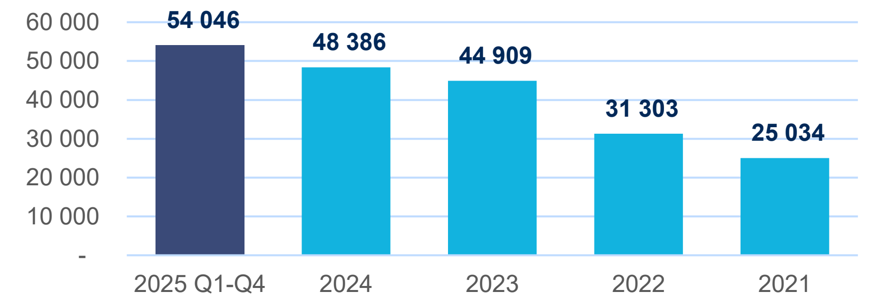
At the beginning of October 2025, the Group opened its first **Lexus dealership in Győr**, further strengthening its position in the domestic automotive retail market. With the introduction of Lexus, the number of brands represented by the Group increased to 30.

In line with its business strategy for the Retail Business Unit, the Group **opened a Renault and Dacia dealership in Debrecen** at the end of November 2025, and the **launch of XPENG dealerships in Budapest and in Trzin, Slovenia** in cooperation with Salvador Caetano Group was announced in December.

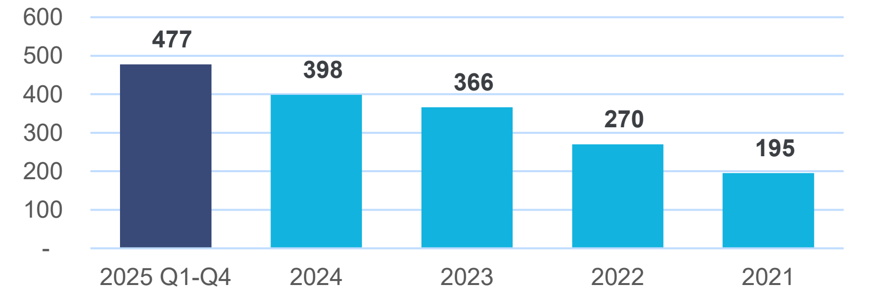
Portfolio

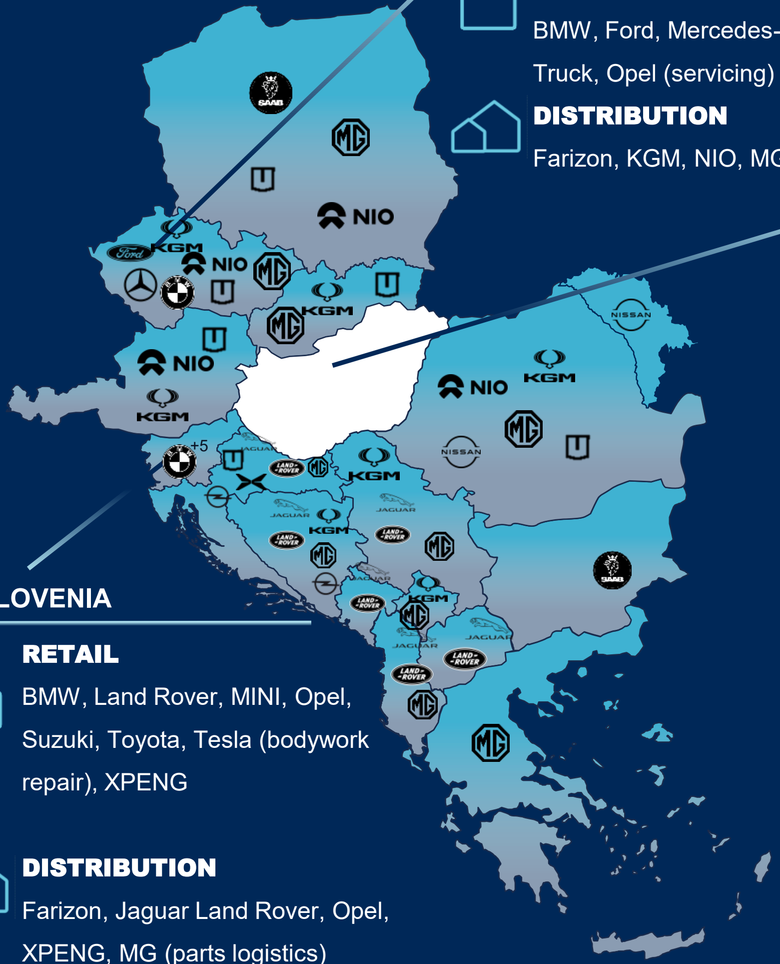
The acquisitions completed in 2024 and 2025, which were aligned with the strategic plan, further diversified the portfolio.

CHANGES IN THE VEHICLE SALES 25FY - 21FY



REVENUE 25FY - 21FY (HUF BILLION)





CZECH REPUBLIC

RETAIL

BMW, Ford, Mercedes-Benz, Mercedes-Benz Truck, Opel (servicing)

DISTRIBUTION

Farizon, KGM, NIO, MG (parts logistics)

HUNGARY

RETAIL

BMW, BMW motorcycles, BYD, Dacia, Isuzu, Jaguar Land Rover, KGM, Kia, Maserati, MINI, Nissan, Opel, Peugeot, Renault, Suzuki, Toyota, Lexus, XPENG, NIO, joautok.hu

DISTRIBUTION

Alpine, Dacia, Farizon, Isuzu, Jaguar Land Rover, KGM, NIO, Opel, Renault, XPENG, MG (parts logistics), Saab (parts), BYD (service partner)

MOBILITY

Sixt, wigo mobility & wigo fleet (Fleet / Rental / Sharing)

SLOVENIA

RETAIL

BMW, Land Rover, MINI, Opel, Suzuki, Toyota, Tesla (bodywork repair), XPENG

DISTRIBUTION

Farizon, Jaguar Land Rover, Opel, XPENG, MG (parts logistics)

Key results

Dynamic increase in revenue and sales volume during a period of business development

54,046 units (FY2025)	**HUF 477 billion** (FY2025)	**HUF 18.9 billion** (FY2025)	**HUF 10.70 / share** (FY2025)
+11.7%	**+19.8%**	**-6.6%**	**-16.5%**
vs. FY2024	vs. FY2024	vs. FY2024	vs. FY2024
VEHICLES SOLD	**REVENUE**	**EBITDA**	**EPS**

During the financial year, the Group was able to significantly improve its vehicle sales volume and achieved substantial growth in the mobility segment in terms of the number of rental transactions and rental days. This, along with the Group's expansion through acquisitions, resulted in a 20% increase in revenue and a gross margin that slightly exceeded this figure. This business growth in profitability was eroded by several independent unfavourable factors during the current period, some of which were only temporary. The most significant ones included the ongoing normalisation of the margins of certain brands (e.g., KGM), typically due to the rise of Chinese competitors, as well as the costs associated with the launch of new brands, the increase in operating expenses driven by inflation, and the impact of wage increases resulting from labour market processes, all of which had a negative impact on the growth of the Group's profits during the period.

02

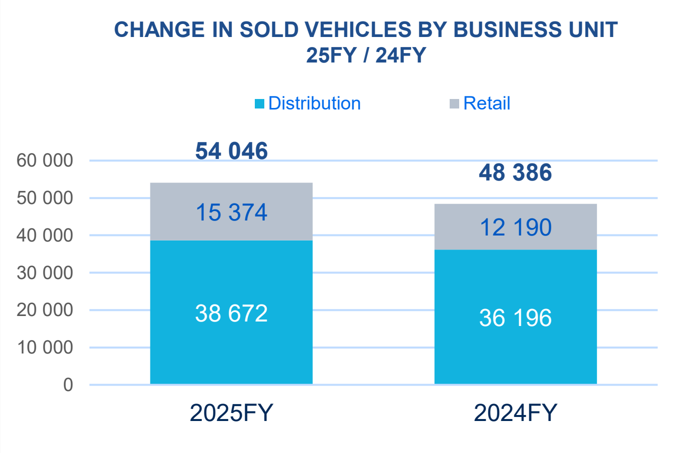
Operating Results

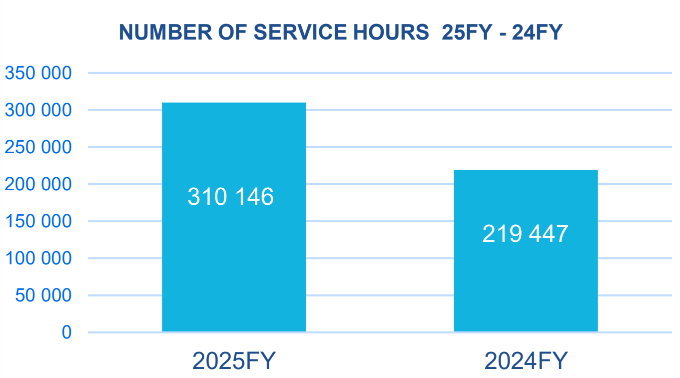
AutoWallis

Operating performance

Organic growth in distribution, rising volumes in vehicle sales supported by acquisitions, and dynamic growth in the number of service hours...

- The **Distribution Business Unit** sold **6.8% more** vehicles in 2025 than in the same period of the previous year. By the second half of the year, **Opel** had managed to make up for the decline in the first and second quarters of 2025, **achieving a year-on-year growth of 15.8%**, mostly thanks to the Croatian market. Despite one-off effects (the sale of fire damaged vehicles), **KGM** experienced a downturn (by 8.8%) in comparison to the same period of the previous year, which is explained by increased competition in the segment (the rise of Chinese manufacturers) and delays in model updates. Of the remaining brands distributed by the business unit, **JLR** recorded a decline (16.1%), which is largely explained by the lost production caused by a cyber attack on the manufacturer in the last quarter, eroding the growth observed during most of the year, as well as the discontinuation of Jaguar's models. Within the Group's total sales volume in this business unit, the share of our **Nissan** operations that had been launched in the Romanian market in Q3 was 843 units, while the Chinese brands (NIO, XPENG and Farizon) represented a small share in the figures of the business unit (NIO and XPENG sales were launched in Q4).
- The **Retail Business Unit sold 26.2% more vehicles** than in 2025, including 11,637 new (previous year: 9,637) and 3,737 used vehicles (previous year: 2,553). The main drivers were the **acquisitions and business development efforts** of the previous periods (the acquisition of Milan Král Group and NC Auto s.r.o and the foundation of AWSC Retail Kft.).
- In terms of the **services** of the Retail Business Unit, the 41.3% increase in the number of service hours was mostly attributable to acquisitions.

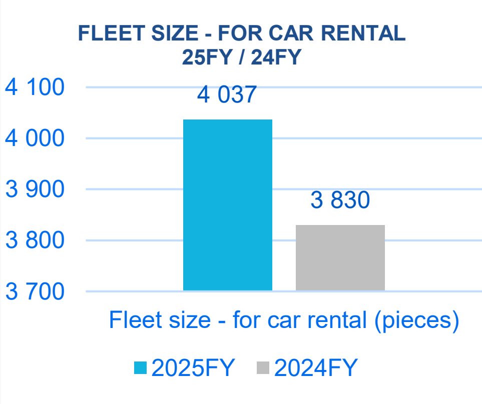


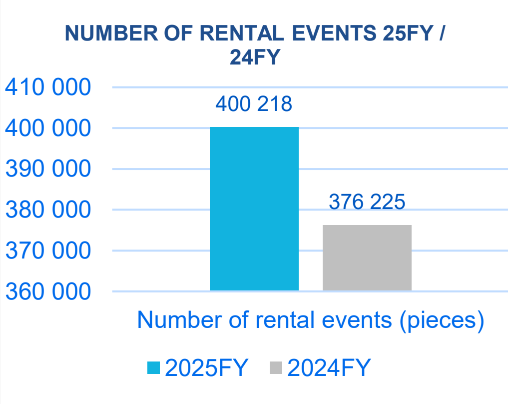


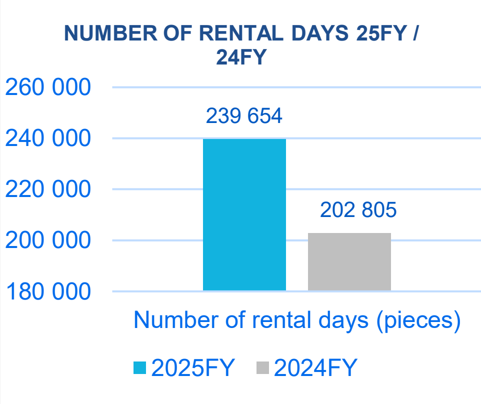
Operating performance

...and impressive growth in the mobility segment

- In the **Mobility Services Business Unit** of AutoWallis (which includes the Group's short-term and long-term car rental services, fleet management and carsharing), the number of rental days increased by 18% to 239,654 during the period as a result of an **improvement in the share of long-term rental transactions**.
- The average fleet size of AutoWallis Group increased by over 5% to more than 4,000 units, resulting from the **expanding customer base** of fleet management and short-term car rental, as well as the **increased turnover** of the short-term car rental segment**.**







03

Group Financial Results

AutoWallis

Financial performance

A revenue increase of 20 per cent...

- The Group's **revenue** exceeded HUF 477 billion in 2025, which is 20% higher than in the same period of the previous year. This includes the **effects of both organic growth** (6%) **and acquisitions** during the period.
- The **Distribution Business Unit** sold nearly 5% more vehicles compared to the same period of the previous year in the case of fully consolidated entities, and increased its revenue by 6%.
- The revenue of the **Retail Business Unit** was up by 38%, mostly as a result of the acquisitions completed during 2024 (Milan Král Group and NC Auto s.r.o. of the Czech Republic) and business development projects (the launch of the dealership in Debrecen), including an organic growth of 5%.
- The expansion of the **Mobility Services Business Unit** is explained by the excellent performance of the rent-a-car service and the increase in fleet size.

Note: financial data are also presented in euros (EUR) in the Annex

HUF mn	2025FY	2024FY	Changes %	Changes
Revenue	477.432	398.460	20%	78.972
Distribution business unit	231.909	218.922	6%	12.987
Retail & Services business unit	235.408	171.113	38%	64.295
Mobility Services business Unit	10.115	8.425	20%	1.691
Interest income from lease receivables	1.745	1.932	-10%	(.187)
Material expenses + Own performance capitalised	(16.296)	(9.953)	64%	(6.343)
Services	(26.391)	(22.832)	16%	(3.559)
Cost of goods sold	(390.846)	(327.079)	19%	(63.767)
personnel expenses	(25.977)	(19.541)	33%	(6.436)
Depreciation	(7.666)	(5.678)	35%	(1.988)
Profit or loss from trading	12.001	15.309	-22%	(3.308)
Other income and expenses	(941)	(939)	0%	(.2)
OPERATING PROFIT - EBIT	11.060	14.370	-23%	(3.310)
Interest income and expenses, net	(3.055)	(2.948)	4%	(.107)
Financing expenses from leases	(1.636)	(1.212)	35%	(.424)
Foreign exchange gains or loss, net	1.592	(1.577)	*N/A*	3.169
Expected credit loss and impairment of financial instruments	(55)	26	*N/A*	(.81)
Financial gain or losses	(3.154)	(5.711)	-45%	2.557
Share of profit of associates and joint ventures	186	438	-58%	(.252)
PROFIT BEFOR TAX	8.092	9.097	-11%	(1.005)
*Profit before tax%**	*1,7%*	*2,2%*	*-24%*	*N/A*
Tax expenses	(2.375)	(2.121)	26%	(254)
NET PROFIT OR LOSS	5.717	6.976	-22%	(1.259)
Retranslation of subisidiaries	(794)	504	-258%	(1.298)
TOTAL COMPREHENSIVE INCOME	**4.923**	**7.480**	**-34%**	**(2.557)**
EPS (HUF/Share)	**10,70**	**12,81**	**-17%**	**(2,11)**
EBITDA impact of items which never generate any net outflow of assets	(126)	(126)	0%	.0
EBITDA	**18.852**	**20.175**	**-7%**	**(1.323)**
EBITDA%	3,9%	5,1%	-22%	N/A
Gross Margin	86.586	71.381	21%	15.205
Gross margin %	18,1%	17,9%	1%	N/A
Profit before tax margin %	1,69%	2,28%	-26%	N/A

**Pre-tax profit% calculated without the consolidated results of the AutoWallis Caetano Holding Zrt. joint venture.*

Financial performance

...and a high gross margin similar to last year, which was exceeded by the increase in certain expenses serving business development purposes

- The HUF 63.8 billion or 19% change in **COGS** corresponds to the rate of revenue increase, and so the Group managed to **maintain its high gross margin** from the base period, primarily thanks to its performance in H2.
- The significant increase in **materials** comes from the Czech companies acquired in 2024. In addition to the effect of transactions, the value of **services** increased because of several one-off items (KGM rebranding, entry into new markets, relocation of the parts logistics centre, and the market launch of new brands), as well as marketing, insurance, financing and transportation costs, which increased in line with, but at a slower rate than, the expansion of business activities.
- Of the HUF 6.4 billion or 33% rise in **personnel expenses**, an amount of HUF 3.8 billion (20%) is explained by the effect of acquisitions. The rest of growth in expenses was the result of the increase in headcount associated with business development projects (the dealerships in Debrecen and Győr) and the pay rise given in response to changes in the labour market. The Group's average headcount for fully consolidated entities was 1,323 in 2024 and 1,457 in 2025 (+10%).
- The nearly HUF 2 billion rise in **depreciation and amortisation** was caused by the acquisitions, the increased vehicle fleet of the Mobility Services Business Unit, investments in car showrooms, and the move to the new headquarters.

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Financial performance

Improved financial results despite expanding business activities

- The net value of financial gains or losses improved by more than HUF 2.5 billion in 2025 in comparison with the base period of 2024.
  - The **net balance of interest income and interest expenses** increased mainly due to the interest on the loan taken out and bond issued in the second half of 2024 for acquisitions, and also due to the operational financing of the Group's new subsidiaries, which was mostly offset by declining interest rate levels.
  - The **rise in financial expenses from leases** is explained by the increased fleet size in the Mobility Services Business Unit and the newly rented properties.
  - Realised and unrealised foreign exchange differences caused by fluctuations of the HUF exchange rate were favourable during the current period. As a result, the Group recorded a gain of nearly HUF 1.6 billion.

The Group's **share of the consolidated profit of joint ventures*** was HUF 186 million, which was impacted by the improved market performance of the Renault and Dacia brands compared to the previous year and was negatively affected by the initial costs relating to Nissan and XPENG.

** Includes AutoWallis Caetano Holding Zrt. and its subsidiaries, which are engaged in the distribution of the Renault, Dacia and Alpine brands in Hungary, the XPENG brand in Hungary, Slovenia and Croatia and the Nissan brand in Romania and Moldova, as well as the retail of the Renault and Dacia brands in Hungary.*

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Financial performance

The Group's gross margin has remained stable since the last period, which indicates that operational foundations are strong. The decline in EBITDA and profits was caused mainly by the initial costs of launching new brands and business development projects, which are conscious, future-oriented investments.

- The Group's **gross margin has remained stable since the last period** thanks to the diversified nature of operations, which demonstrates the resilience of our portfolio.
- The decline in **EBITDA and profit before tax** is primarily attributable to the initial costs of launching new brands and business development projects. These are conscious, strategic investments that serve future growth and value creation, although they reduce profitability in the short term.
- The Group has been implementing measures aimed at enhancing operating efficiency in order to improve profitability.
- However, it is important to point out that improving profitability for certain brands (KGM, in particular) in segments where competition has increased due to the rise of Chinese manufacturers represents a significant challenge for the Group.
- The Group's **earnings per share** for the current period was HUF 10.70/share (mostly due to the one-off effects presented above), which constitutes a 16.5% decline from the comparative period.

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EPS (HUF/Share)	**10,70**	**12,81**	**-17%**	**(2,11)**
EBITDA impact of items which never generate any net outflow of assets	(126)	(126)	0%	.0
EBITDA	**18.852**	**20.175**	**-7%**	**(1.323)**
EBITDA%	3,9%	5,1%	-22%	N/A
Gross Margin	86.586	71.381	21%	15.205
Gross margin %	18,1%	17,9%	1%	N/A
Profit before tax margin %	1,69%	2,28%	-26%	N/A

**Pre-tax profit% calculated without the consolidated results of the AutoWallis Caetano Holding Zrt. joint venture.*

Financial position

Increase in the balance sheet total triggered by a temporary increase in inventories and property leases

- The value of **non-current assets** was up by 9% compared to the end of 2024, which is mostly explained by the expansion of the fleet of the Mobility Services Business Unit and changes in the contractual terms of vehicle leases (which caused the value of the vehicles leased to go up, while lease receivables declined), as well as the signing of new property lease contracts.
- The balance of **current assets** increased in comparison with the end of 2024, which is attributable to a temporary rise in the inventories of the Retail Business Unit (mostly BMW) at the reporting date, as well as inventories recorded by a new retail unit in 2025 (the Debrecen dealership). The increase in other current assets is partly explained by a temporary rise (HUF 9 billion) in the value of trade receivables and contract assets at the reporting date.
- The increase in **non-current liabilities** was due to the drawdown of a new loan under favourable financing terms. Another factor contributing to this increase was the long-term part of the liability arising from the acquisition of the remaining 40% share in Iniciál Group. The considerable rise in lease liabilities was caused by new property lease contracts (e.g., the Liberty office building) and the increase in vehicle leases in the fleet and rent-a-car businesses.
- The **change in current liabilities** was driven by the reduction in liabilities from reverse factoring as a result of the optimisation of working capital, while trade payables increased (mostly resulting from growing Opel sales). The temporary increase in other current liabilities relates to the deferral of bonuses to be given in connection with sales made during the current period.

HUF mn	25FY	24FY	Changes %	Changes
Property, plant and equipment	38 715	37 437	3%	1 278
Assets held for sales	6 388	2 988	114%	3 400
Right-of-use assets	11 252	8 363	35%	2 889
Net investment in lease (long term)	8 352	9 601	-13%	-1 249
Other non-current assets	15 224	14 728	3%	496
Non-current assets	79 931	73 117	9%	6 814
Goods	75 384	69 900	8%	5 484
Other current assets	51 120	37 127	37%	13 993
Cash and cash equivalents	16 004	24 422	-34%	-8 418
Current assets	142 508	131 449	8%	11.059
Assets total	**222 439**	**204 566**	**9%**	**17.873**

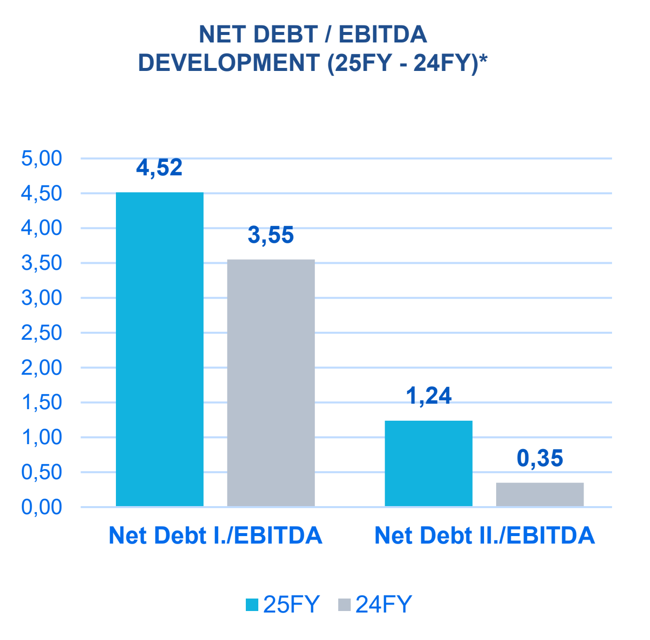
HUF mn	25FY	24FY	Changes %	Changes
Equity total	65 208	62 895	4%	2 313
Long term debentures	16 332	17 839	-8%	-1 507
Long term loans	16 475	10 324	60%	6 151
Long term lease liabilities	13 418	10 420	29%	2 998
Other long term liabilities (non-interest bearing)	6 414	7 339	-13%	-925
Long term liabilities	52 639	45 922	15%	6 717
Short term loans	3 365	3 812	-12%	-447
Inventory financing loans	11 417	10 365	10%	1 052
Short term lease liabilities	7 288	7 352	-1%	-64
Liabilities from reverse factoring	27 108	32 105	-16%	-4 997
Other short term liabilities (interest bearing)	1 694	160	959%	1 534
Accounts payable and advance payment received from customers	36 248	28 318	28%	7 930
Other short term liabilities (non-interest bearing)	17 472	13 637	28%	3 835
Short term liabilities	104 592	95 749	9%	8 843
Liabilities	**157 231**	**141 671**	**11%**	**15 560**
Equity and liabilities	**222 439**	**204 566**	**9%**	**17 873**

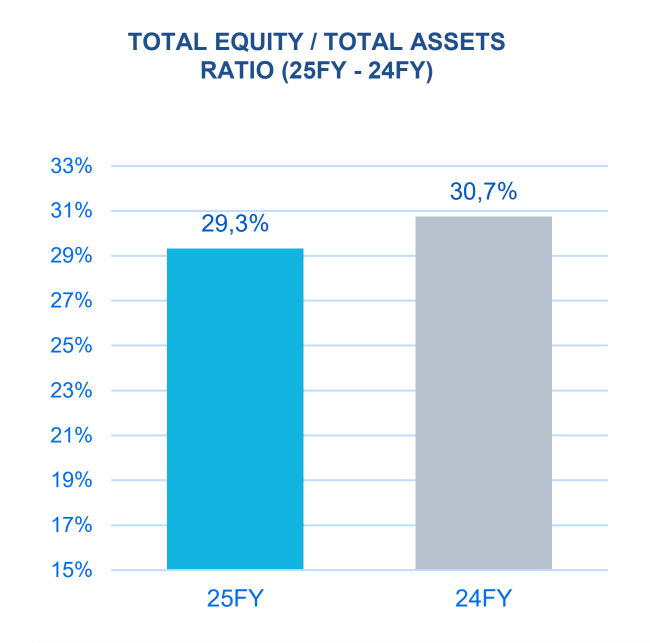
Note: financial data are also presented in euros (EUR) in the Annex

Financial strength

Net debt increased due to the financing of acquisitions, while the initial costs of launching new brands (which serve as the foundation for future growth potential) had a temporary negative impact on EBITDA

- The Group maintained its healthy capital structure, and its **equity/total assets ratio remains very high at around 30%**.
- The Group **continues to have adequate liquidity and solid debt service coverage**, as demonstrated by the available cash balance of over HUF 16 billion at the reporting date. Both the Net Debt/EBITDA ratio that takes into account total debt and the Net Debt/EBITDA ratio that excludes items related to inventory financing (inventory loans, IFRS 16, reverse factoring) increased temporarily, but still remained robust.





Note: the 12-month rolling EBITDA was used

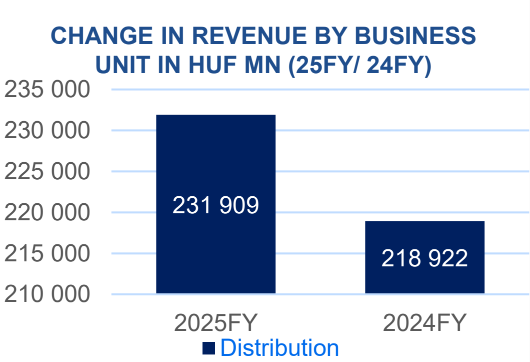
04

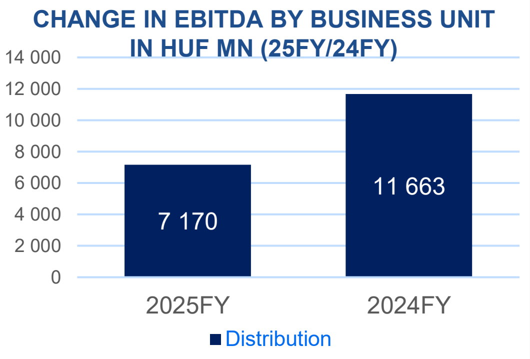
Business Unit Results

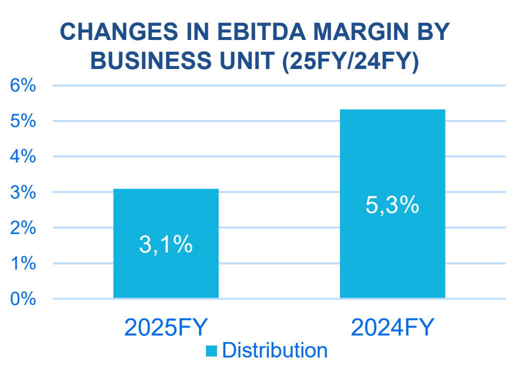
AutoWallis

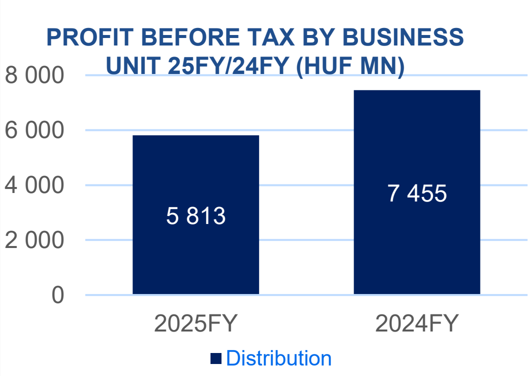
Analysis by business unit – Distribution Business Unit

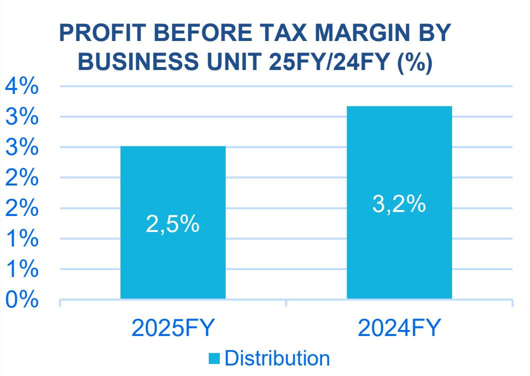
- The **revenue** of the Distribution Business Unit exceeded the result of the comparative period by almost 6%, which is in line with the growth in sales volumes.
- The key driver of this growth was the considerable improvement in the performance of **Opel** compared to the previous period (a revenue increase of 18%). The brand achieved significantly better results in the countries where AutoWallis operates than its average performance in the entire EU market (where it shrank by 5.4%).
- The revenue of the Distribution Business Unit was negatively impacted by the decline in the sales volume of **KGM** (-9%) owing to the increased competition in the segment (the rise of Chinese manufacturers) and delayed model updates, and by the challenges faced by the manufacturer of **JLR** during the period, as mentioned in earlier slides.









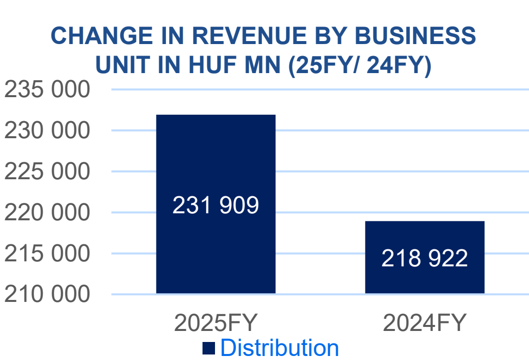


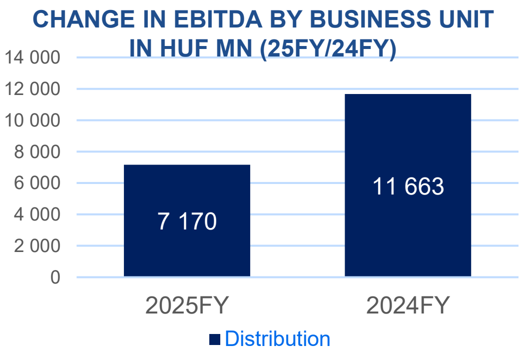
Note: Profit before tax does not include the results of the JV

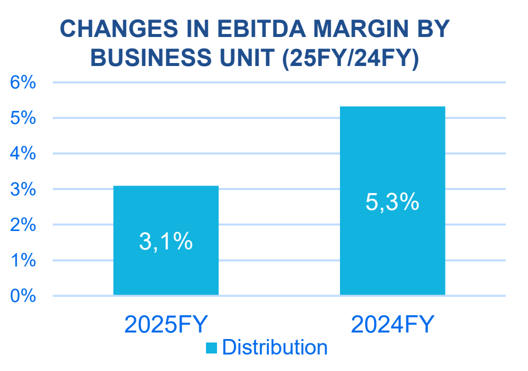
Analysis by business unit – Distribution Business Unit (2)

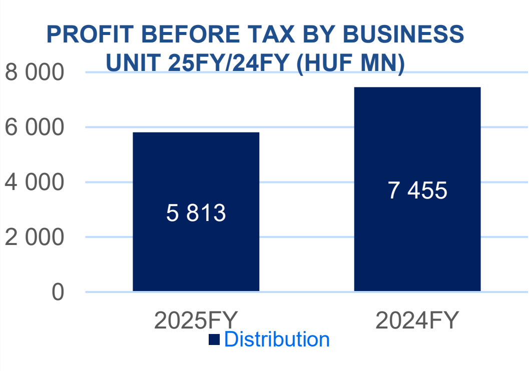
- The decline in **EBITDA** was partly caused by a change in sales margins. Sales margins declined for Opel (despite the significant improvement in sales volumes, as presented above) and KGM, which is explained by the fierce competition in the segment. The downturn in Jaguar and Land Rover sales had an adverse impact on sales margins, which is also attributable to the previously mentioned cyber attack on the manufacturer.

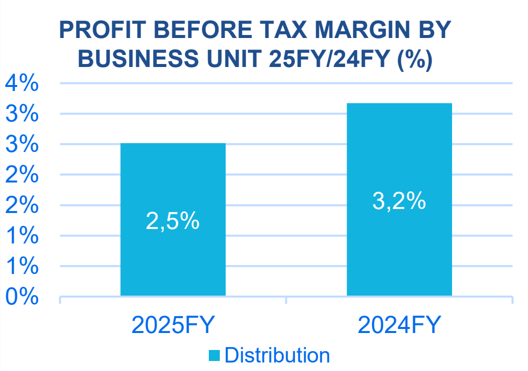
  In addition to sales margins, other key factors affecting EBITDA included inflation rates, the rebranding of KGM, the significant costs associated with the launch of new brands (e.g., NIO), and the impairment losses recognised on inventories of Farizon vehicles.
- The **profit before tax** of the business unit declined, mainly due to the factors described in the section on EBITDA, and was positively impacted by the changes in exchange rates and decreasing financing costs and negatively affected by the substantial decline in the profits of the consolidated joint ventures (the latter being caused by the initial costs associated with the launch of Nissan in Romania and XPENG).
- The efficiency improvement and cost reduction measures aimed at improving the profitability of the business unit are currently being implemented and have only partially had a positive impact on the profits for 2025.







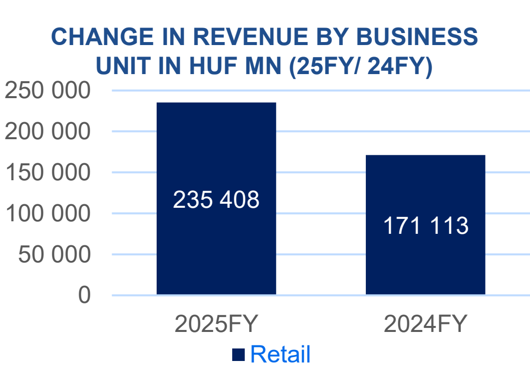


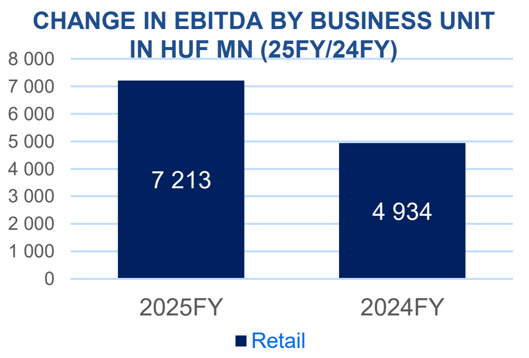


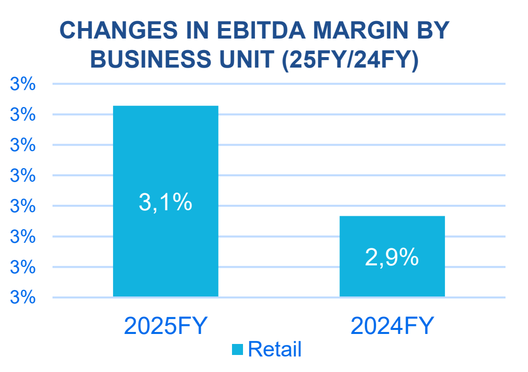
Note: Profit before tax does not include the results of the JV

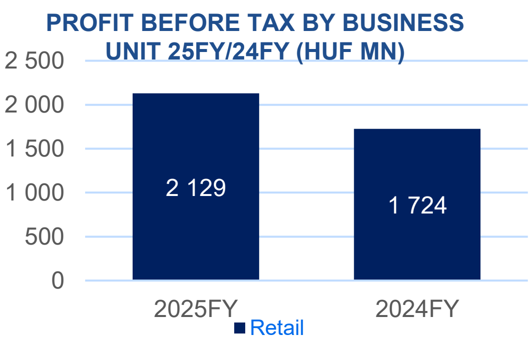
Analysis by business unit – Retail Business Unit

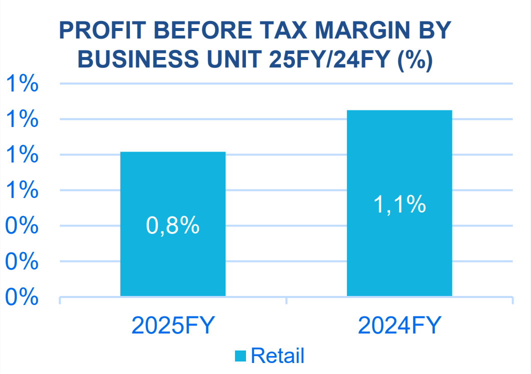
- The **revenue** of the Retail Business Unit **exceeded HUF 235 billion** (+37.6%), which represents significant growth compared to the same period of the previous year (with 26.1% more vehicles sold). This was primarily due to the impact of acquisitions (the purchase of Milan Král Group and NC Auto s.r.o.), and if we disregard the effect of acquisitions, the revenue of the business unit increased by 5% compared to the same period of the previous year with approximately the same number of vehicles being sold.
- Both **the EBITDA (+46%) and the EBITDA margin increased** as a result of the above-mentioned acquisitions, while there was no significant organic change in EBITDA from the comparative period.
- The **profit before tax** of the business unit increased to HUF 2,129 million (by 23%) as the profit before tax margin declined slightly compared to last year's level due to the factors described in the section on revenue and EBITDA, as well as changes in interest expenses in the current period (higher interest on loans and bonds related to the financing of acquisitions).







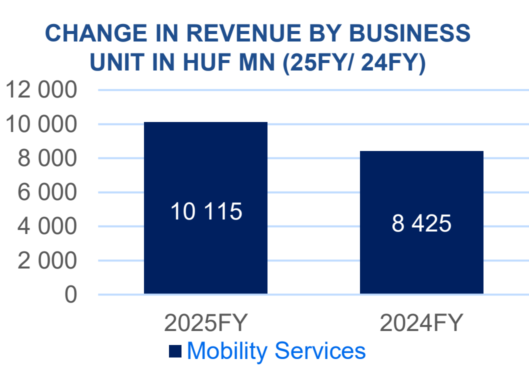


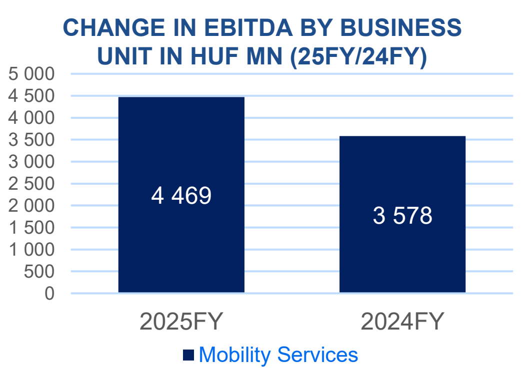


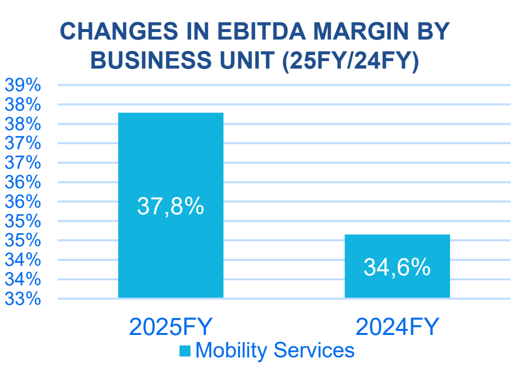
Note: Profit before tax does not include the results of the JV

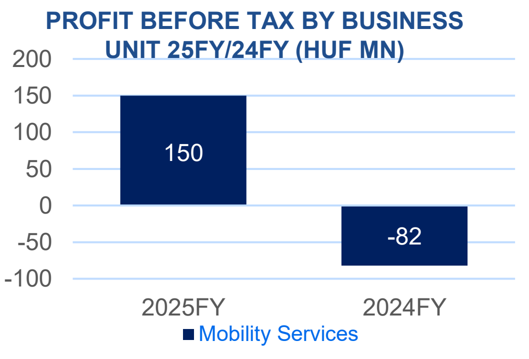
Analysis by business unit – Mobility Services Business Unit

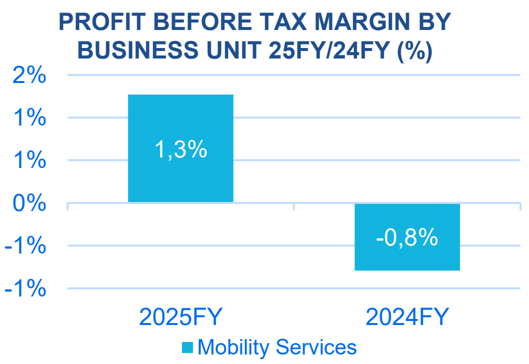
- The **revenue** of the Mobility Services Business Unit was up by nearly 20% or HUF 1.7 billion, primarily driven by the outstanding performance of the short-term rent-a-car service and the expansion of the fleet business.
- The **EBITDA** of the business unit increased by **25%** or nearly HUF 900 million, partly due to the strong positive results, mainly from the rent-a-car business, and partly as a result of the efficiency improvement and cost optimisation measures previously implemented by the management within the business unit. This was somewhat dampened by an increase in certain expenses during the period (e.g., expenses related to damage events and an increase in company car tax). As a result, the **EBITDA margin** of the business unit **improved** from the comparative period.
- **Profit before tax improved considerably after last year's losses, and the business unit made a profit in 2025**. The rise in depreciation (by HUF 400 million) due to the increased fleet size and the uptick in the related financing costs (by HUF 276 million) was less significant than the effect of the measures presented in the section on EBITDA and the improvement in operating performance.











Note: In addition to revenue, margins include interest income from lease receivables as well.

05

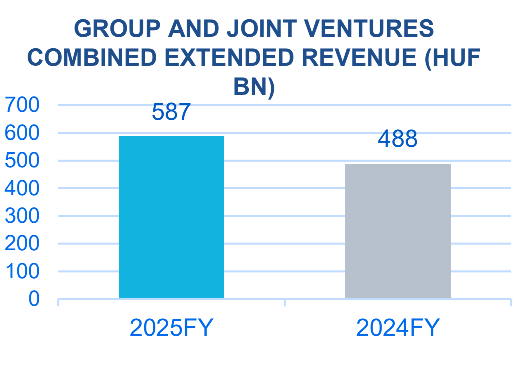
Extended Group Results

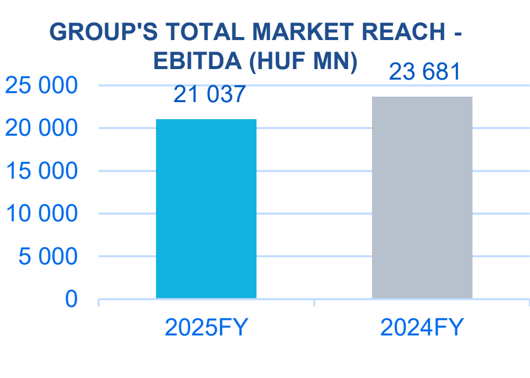
Total market presence of the Group

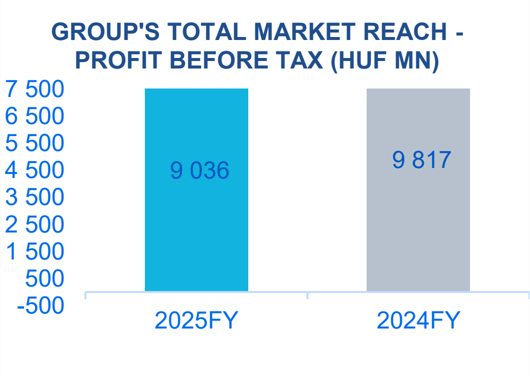
Combined extended financial data of the Group's fully consolidated entities and its joint ventures (in which the Group has a 50% share)

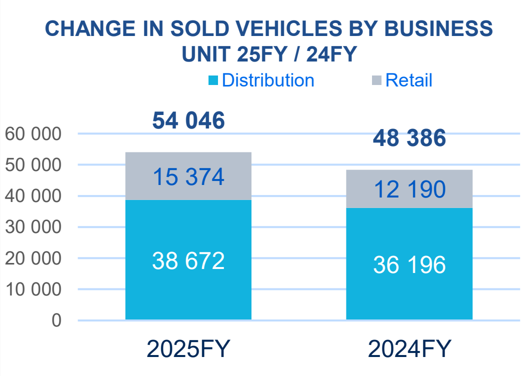
- Through its joint ventures, the Group imports the Renault, Dacia and Alpine brands to Hungary and, starting from 2024Q3, operates a Renault and Dacia dealership in Budapest. In 2025, the cooperation was expanded to include the import and retail of Nissan vehicles in Romania and Moldova, as well as XPENG in Hungary, Slovenia and Croatia.
- The above-mentioned import (distribution) business sold a total of 12,245 vehicles in 2025 (previous year: 11,011 vehicles), with the growth being explained by the performance of Dacia in Hungary and the launch of Nissan's Romanian operations.
- Taking these figures into account, the Group sold a total of 54,046 vehicles and **generated revenues of HUF 587 billion (total non-consolidated revenue),** coupled with an EBITDA of HUF 21 billion and a profit before tax of HUF 9 billion. The reduced profitability can be explained by the initial costs of launching new brands (XPENG) and the weaker performance of the Nissan operation in Romania due to market competition.

Note:
In order to present the Group's total market presence (total revenue from motor vehicles sold with the direct involvement of the Group and the related profit or loss), the Group's consolidated profit under IFRS and the consolidated profits of the Group's joint ventures under IFRS are presented on this slide in a consolidated manner. Therefore, the revenue and profit figures shown on this slide of the investor presentation are not based on the consolidation rules of the IFRSs adopted by the EU, as the consolidated profit of the joint ventures under IFRS is presented in the Group's consolidated financial statements using the equity method.









06

Annexes

Annex I

Presentation of the financial statements in EUR thousand*

in thousand EUR	25FY	24FY	Changes %	Changes
Property, plant and equipment	100 454	91 290	10%	9 164
Assets held for sales	16 576	7 287	127%	9 289
Right-of-use assets	29 196	20 392	43%	8 804
Net investment in lease (long term)	21 671	23 411	-7%	-1 740
Other non-current assets	39 500	35 914	10%	3 586
Non-current assets	207 397	178 294	16%	29 103
Goods	195 599	170 450	15%	25 149
Other current assets	132 638	90 530	47%	42 108
Cash and cash equivalents	41 525	59 552	-30%	-18 027
Current assets	369 762	320 532	15%	49 230
Assets total	**577 159**	**498 826**	**16%**	**78 333**

in thousand EUR	25FY	24FY	Changes %	Changes
Equity total	169 198	153 370	10%	15 828
Long term debentures	42 378	43 500	-3%	-1 122
Long term loans	42 747	25 176	70%	17 571
Long term lease liabilities	34 815	25 408	37%	9 407
Other long term liabilities (non-interest bearing)	16 642	17 896	-7%	-1 254
Long term liabilities	136 582	111 980	22%	24 602
Short term loans	8 732	9 295	-6%	-563
Inventory financing loans	29 623	25 276	17%	4 347
Short term lease liabilities	18 910	17 927	5%	983
Liabilities from reverse factoring	70 338	78 289	-10%	-7 951
Other short term liabilities (interest bearing)	4 396	391	1024%	4 005
Accounts payable and advance payment received from customers	94 052	69 052	36%	25 000
Other short term liabilities interest bearing)	45 328	33 246	36%	12 082
Short term liabilities	271 379	233 476	16%	37 903
Liabilities	**407 961**	**345 456**	**18%**	**62 505**
Equity and liabilities	**577 159**	**498 826**	**16%**	**78 333**

In thousand EUR	2025FY	2024FY	Changes %	Changes
Revenue	1 201 674	1 017 302	18%	184 372
Distribution business unit	584 058	558 926	4%	25 132
Retail & Services business unit	592 139	436 871	36%	155 268
Mobility Services business Unit	25 477	21 504	18%	3 973
Interest income from lease reveivables	4 385	4 934	-11%	-549
Material expenses + Own performance capitalised	-41 271	-25 400	62%	-15 871
Services	-66 455	-58 284	14%	-8 171
Cost of goods sold	-983 394	-835 097	18%	-148 297
personnel expenses	-65 423	-49 883	31%	-15 540
Depreciation	-19 316	-14 493	33%	-4 823
Profit or loss from trading	30 200	39 079	-23%	-8 879
Other income and expenses	-2 223	-2 399	-7%	176
OPERATING PROFIT - EBIT	27 977	36 680	-24%	-8 703
Interest income and expenses, net	-7 688	-7 523	2%	-165
Financing expenses from leases	-4 132	-3 100	33%	-1 032
Foreign exchange gains or loss, net	3 994	-4 028	-199%	8 022
Expected credit loss and impairment of financial instruments	-133	66	-302%	-199
Financial gain or losses	-7 959	-14 585	-45%	6 626
Share of profit of associates and joint ventures	408	1 120	-64%	-712
PROFIT BEFOR TAX	20 426	23 215	-12%	-2 789
Tax expenses	-5 974	-5 417	10%	-557
NET PROFIT OR LOSS	14 452	17 798	-19%	-3 346
Retranslation of subisidiaries	-2 003	1 286	-256%	-3 289
TOTAL COMPREHENSIVE INCOME	**12 449**	**19 084**	**-35%**	**-6 635**
EPS (HUF/Share)	**2,69**	**3,27**	**-18% -**	**-0,58**
EBITDA impact of items which never generate any net outflow of assets	-316	-324	-3%	8
EBITDA	**47 609**	**51 497**	**-8%**	**-3 888**

Note: not presented in accordance with IAS 21 rules

Thank you for your attention.

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AutoWallis

DRIVING TOGETHER