

PRESS RELEASE

AutoWallis Sales Report
Q1-Q4, 2024

AutoWallis Group closes year with stable growth even in variable market environment

Budapest, January 15, 2025 – The AutoWallis Group sold 8% more vehicles in 2024, marking yet another strong year for the company listed in the Prime Market of the Budapest Stock Exchange. The Retail Business Unit saw the greatest growth, with a more than 20% increase in the sale of new and used vehicles. In addition to organic expansion, the acquisitions closed last year also contributed to the growth of the major integrated vehicle trading company and mobility service provider in the region, the regional company’s increasingly diversified portfolio providing a solid foundation for continued stable growth.

The AutoWallis Group, listed in the Prime Market of the Budapest Stock Exchange, closed a strong 2024, the number of vehicles sold by the group increasing by 7.7% to reach 48,386. The Retail Business Unit saw the greatest increases, growing new vehicle sales by more than one-fifth (+21.9%) to 9,637 units and used vehicle sales by even more (+24%) to reach 2,553 vehicles. **This outstanding performance is based on AutoWallis’s updated strategy, introduced in 2024:** organic growth was strong last year as well, further supported by the acquisition of three Czech NC Auto (Stratos) BMW dealerships, finalized in the beginning of July, and the sales figures of the new Renault and Dacia dealership opened in Budapest in the fall. In addition to highlighting AutoWallis’s regional role, the numbers also show that its diversified portfolio allows for growth surpassing the rate of the domestic market (12.9%*). The services field in the Retail Business Unit saw a 16.9% increase in service hours to 210,249 hours, with the Czech acquisition and the new Dacia and Renault dealership in Budapest contributing almost 11%. AutoWallis’s **Mobility Services Business Unit** (which includes the Group’s short and long-term vehicle rental services as well as fleet management) saw a two and a half-fold increase in the number of rental events, topping out at 376,225 thanks to the 2023 acquisition of wigo carsharing. Primarily due to fleet rationalization, the AutoWallis Group’s average fleet size dropped by 3.7% to 3,830 units, while the 1.9% increase in rental days, paired with the decrease in fleet size, indicates improved operational efficacy. The **Distribution Business Unit** increased its sales by 3.6% to reach 36,196 units in 2024: of the brands represented, Renault contributed the most to the Group’s growth with 7,001 vehicles sold, up by 24% compared to the brand’s 2023 figures. The Jaguar and Land Rover (+28.6%) and Opel (+3.5%) brands also showed strong performance. Compared to the exceptional performance seen in 2023, SsangYong’s figures dropped (-6.1%) in 2024, mainly because the brand’s 2023 Q1 numbers were driven by a shipment delayed from the previous year. The decrease in the business unit’s sales in the first quarter of last year is attributable to this base effect as well as to one-off events (an increase in maritime transport times), which the business unit made up for in the remainder of the year—from Q2 until year-end, it sold 3,894 more vehicles than in the same period in 2023.

According to AutoWallis CEO Gábor Ormosy, the 2024 sales figures are a good illustration of the fact that the company, which represents a total of 27 brands in 16 countries, has an



effectively diversified portfolio of countries, brands, and activities, and AutoWallis is performing exceptionally well in a volatile economic environment, growing steadily. Gábor Ormosy emphasized that based on the Group's strategy, updated last year, AutoWallis's new vehicle sales may reach 100 thousand units in 2028, of which 75 thousand will be at the Distribution Business Unit and 25 thousand at the Retail Business Unit, doubling last year's total sales figures. The Group expects revenue to reach HUF 750 billion (more than half of which is already generated abroad) with EBITDA profits of HUF 40 billion by 2028, both of which figures are double the respective 2023 results. **Gábor Ormosy stressed that 2025 sales figures will also be bolstered by the purchase of the Czech MILAN KRÁL GROUP, closed last December, which sold more than 2,200 units in 2024.**

* Market data by DataHouse.

	Q1-Q4, 2024	Q1-Q4, 2023	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.) **	36 196	34 943	+3,6%
Retail Business Unit***			
Number of new vehicles sold (pcs.)	9 637	7 907	+21,9%
Number of used vehicles sold (pcs.)	2 553	2 059	+24,0%
<i>Total Vehicle Sales</i>	<i>48 386</i>	<i>44 909</i>	<i>+7,7%</i>
Number of service hours (hours)	210 249	179 809	+16,9%
Mobility Services Business Unit			
Rental Fleet Size - Short-term car rentals (pcs.) ****	376 225	148 607	+153,2%
Number of rental/use days - Short-term vehicle rental (pcs) ****	202 805	199 045	+1,9%
Fleet size - Related to vehicle rentals (pcs.)*****	3 830	3 979	-3,7%

*** 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, 2025 April 15, 2025
Q1-Q2, 2025 July 15, 2025
Q1-Q3, 2025 October 15, 2025

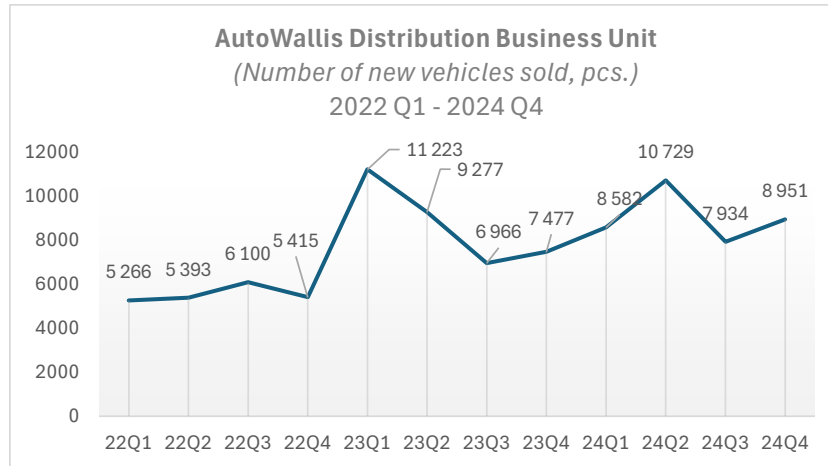
The AutoWallis Plc. Sales Report is published on the 15. day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

** 3276 vehicles sold within the group; The revenue from the domestic sales of imported Renault and Dacia vehicles is not included in the group's consolidated revenue as RN Hungary Kft. is not included in consolidation.

*** The revenue of AWSC Retail Ltd. is not included in the group's consolidated revenue, as the company is not included in consolidation.

**** Starting from 2024, includes the data of Wallis Autómegosztó Zrt. (wigo).

***** The combined figures of short-term vehicle rental, long-term vehicle rental, independent fleet management, and car sharing.



About AutoWallis Group

AutoWallis Plc., a company listed in the Premium category of the Budapest Stock Exchange, is a major vehicle trading company and mobility service provider in the Central and Eastern European region. The AutoWallis Group is present in 16 countries of the Central and Eastern European region (Albania, Austria, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Greece, 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 Group's Distribution Business Unit represents the Alpine, BYD, Dacia, Isuzu, Farizon, Jaguar, Land Rover, MG, Saab parts, Renault, SsangYong, and Opel. The brands represented by its Retail Business Unit include BMW passenger cars and motorcycles, BYD, Dacia, Ford, Isuzu, Jaguar, KIA, Land Rover, Maserati, Mercedes, Mercedes-Benz Truck, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, Toyota, J6Autók.hu and AUTO-LICIT.HU, whilst the Mobility Services Business Unit manages wigo carsharing, wigo fleet and Sixt rent-a-car.



The AutoWallis Group is committed to providing its customers with the freedom and joy of driving as a long-term partner with the automotive industry's leading brands and solutions. www.autowallis.com www.facebook.com/AutoWallis

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