AutoWallis

PRESS RELEASE

AutoWallis Sales Report
Q1–Q3, 2025

AutoWallis accelerates: Vehicle sales up nearly 10% in the third quarter

Budapest, October 15, 2025 – AutoWallis Group's vehicle sales rose significantly, by 8.4% in the first nine months of the year. The growth was primarily driven by the Retail Business Unit, which expanded by more than 21%, while the Distribution Business Unit also outperformed last year's figure by 2.5% after catching up with earlier quarters. The strong sales performance of the region's leading integrated automotive and mobility service provider was supported by both organic growth and acquisitions.

AutoWallis Group's vehicle sales continued to strengthen in the third quarter of 2025: the Group sold 8.4% more vehicles – a total of 39,406 units – than in the same period last year, significantly exceeding the 3.4% growth achieved in the first half. The main growth driver remained the **Retail Business Unit**, which increased new vehicle sales by 21.1% to 8,716 units, while used vehicle sales grew by 45.2% to 2,766 units. The business unit performed well despite a temporary surge in sales during the base period, caused by unique factors – specifically campaigns for Japanese brands (Toyota, Suzuki, Nissan) that ended in March last year. Of the increase in new vehicle sales, 1,400 units were attributable to the Czech acquisitions completed last year – of three BMW dealerships of NC Auto (Stratos) and the Milan Král Group – as well as to the sales generated by the new Renault and Dacia dealership opened in Budapest last autumn. The number of service hours rose by 46.8% to 232,742 hours in the first nine months of the year.

The **Distribution Business Unit** increased its sales by 2.5% to 27,924 units in the first three quarters of 2025 compared with the same period last year. Given that sales were 3.7% lower in the first half, this shows that the Group not only offset the decline during the July–September period but also accelerated sales compared to last year. The growth was largely driven by the strong performance of Dacia, the improved results of Opel (mainly thanks to the Croatian market), which were lagging behind in the previous quarters, and the start of Nissan's operations in Romania.

In the **Mobility Services Business Unit** – which includes the short- and long-term car rental and fleet management activities of the AutoWallis Group, listed on the Prime Market of the Budapest Stock Exchange – the number of rental transactions grew by 5.8% to almost 300 thousand (299,983), while the number of rental days increased by 16.8% to 183,433. AutoWallis Group's average fleet size rose by 4.6% to 4,032 vehicles in the first nine months of the year.

Commenting on the third-quarter sales results, Gábor Ormosy, CEO of AutoWallis, said that besides organic growth, the company's performance was also boosted by business developments and acquisitions completed in the recent period. Representing 30 brands in 17 countries across the region, AutoWallis has a well-diversified country, brand, and activity portfolio and continues to grow steadily even in a volatile economic environment. According to the CEO, the Group's new vehicle sales could reach 100 thousand units by 2028, of which 75 thousand would come from the Distribution Business Unit and 25 thousand from the Retail

Business Unit. **AutoWallis published its updated strategy last spring, setting the target of doubling its revenue and profit by 2028 and continuing its international growth story**.

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Q1-Q3, 2025

	Q1-Q3, 2025	Q1-Q3, 2024	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.)	**27 924**	27 245	*+2,5%*
Retail Business Unit			
Number of new vehicles sold (pcs.)	**8 716**	7 196	*+21,1%*
Number of used vehicles sold (pcs.)	**2 766**	1 905	*+45,2%*
Total Vehicle Sales	***39 406***	***36 346***	***+8,4%***
Of which: intra-group new vehicle sales	*2 523*	*2 477*	*+1,9%*
Number of service hours (hours) ****	**232 742**	158 493	*+46,8%*
Mobility Services Business Unit			
Rental Fleet Size - Short-term car rentals (pcs.) **	**299 983**	283 639	*+5,8%*
Number of rental/use days - Short-term vehicle rental (pcs) **	**183 433**	157 042	*+16,8%*
Fleet size - Related to vehicle rentals (pcs.)***	**4 032**	3 853	*+4,6%*

* **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.
The AutoWallis Sales Report is not suitable for estimating the financial or business results of AutoWallis Plc., or drawing any related conclusions, so it shall not be considered either to be a profit estimate or a profit forecast. The Data published in the AutoWallis Sales Report may be used for your personal purposes and under your own responsibility.

Planned publication(s):

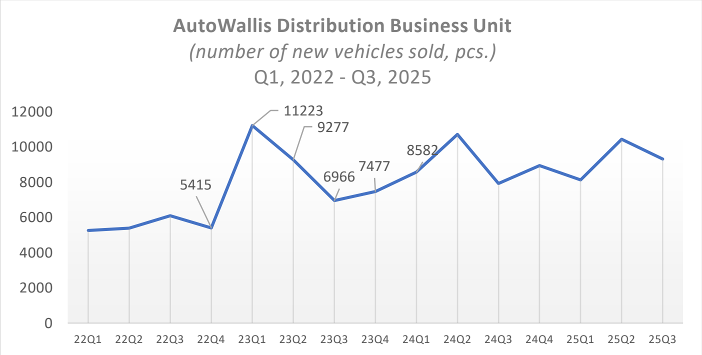
Q1-Q3, 2025 January 15, 2026

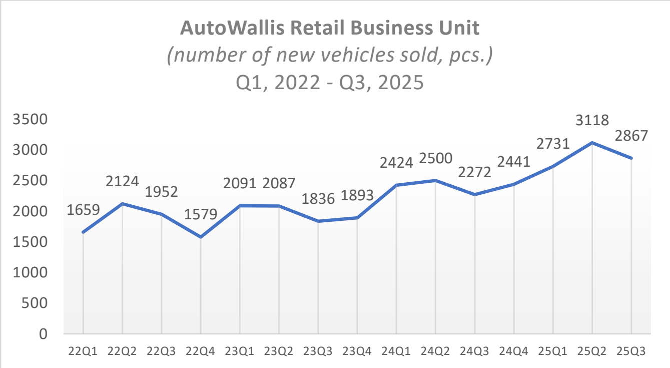
The AutoWallis Plc. Sales Report is published on the 15. day of the month following each quarter (should it fall on a weekend or bank holiday, it is published on the next business day).

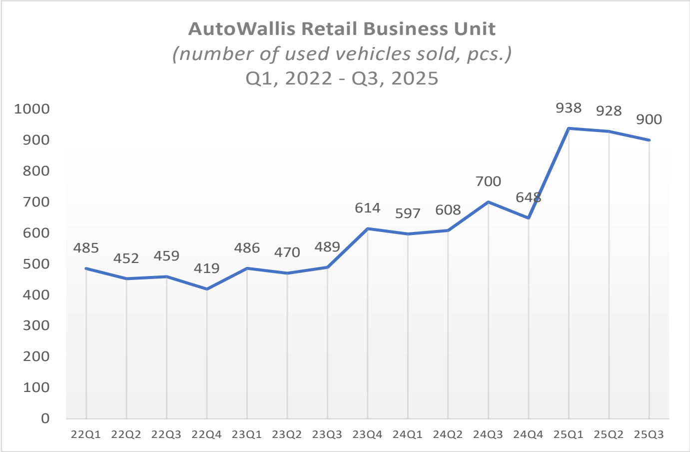
** Starting from 2024, includes the data of wigo carsharing.

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

**** The 2024 service hour figure was amended (+7443 hours) to allow for the comparability of in-kind assets.







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, MG, NIO, Nissan, Opel, Renault, Saab aftermarket, and XPENG, 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, Nissan, Opel, Peugeot, Renault, Suzuki, Toyota, 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

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