

PRESS RELEASE

AutoWallis Sales Report Q1–Q3 2026

AutoWallis business units deliver mixed results amid shifting market dynamics

Budapest, October 15, 2026 – New vehicle sales in the AutoWallis Group's Retail Business Unit rose by more than 7% year over year in the first three quarters of 2026, accompanied by a strong performance from the Mobility Services Business Unit, while sales volumes in the Distribution Business Unit declined by nearly 7%. Wholesale figures were also affected by adverse external factors in certain markets. So far, recent business development initiatives and sales of brands newly added to the portfolio have only partly offset these effects.

Continuing the trend seen in the first half of the year, the AutoWallis Group's **Retail Business Unit** delivered the strongest sales performance over the first three quarters, despite the seasonal summer slowdown: new vehicle sales increased by 7.1% to 9,339 units (+623 units) across the company's markets. As in the previous two quarters, used vehicle sales declined, falling by 6.2% to 2,595 units. The decline was primarily due to a one-off base effect: in the first half of 2025, the Group's Mobility Services Business Unit replaced its fleet, with some of the vehicles from the previous fleet sold through AutoWallis' dealership network. Growth in service hours accelerated further in the third quarter, bringing the total for the first nine months of the year to 245,026, an increase of 5.3%. This was primarily due to organic growth of 2.4% and the performance of the new unit in Debrecen. In AutoWallis' **Distribution Business Unit**, the recovery seen in the second quarter did not resume until September, with vehicle sales for the first nine months of the year down 6.8% overall to 26,029 units. These developments continued to be driven primarily by lower KGM sales (-2,280 units), mainly due to prolonged uncertainty in the Romanian market. The lower sales volumes were only partly offset by growing sales of new brands that had recorded little or no sales in the same period last year, such as Nissan (+362 units), XPENG (+308 units), and Geely (+128 units). **The Group sold a total of 37,963 vehicles in the first nine months of the year, down 3.7% from the same period last year.**

The **Mobility Services Business Unit** of AutoWallis, which includes the Group's short- and long-term vehicle rental and fleet management activities, increased the number of rental events by 2.5% to 307,584, while the number of rental days rose by 14.6% to 210,214. The AutoWallis Group's average fleet size increased by 5.2% to 4,242 vehicles in the first nine months of the year.

Commenting on sales for the year to date, Gábor Ormosy, CEO of AutoWallis, said that, contrary to expectations, the favourable sales trend in the Distribution Business Unit had stalled in the third quarter, with the upturn indicated by the order book only materializing in September. KGM sales were primarily affected by persistent uncertainty in the Romanian market, while Opel's weaker-than-expected performance should be viewed against an exceptionally strong comparison period last year. Gábor Ormosy added that the automotive market is becoming increasingly challenging: new brands added to the portfolio and the updated model lineup have so far only partly offset declining sales of established brands in the Distribution Business Unit, while the Retail and Mobility Services Business Units continue to grow. The CEO emphasized that the AutoWallis Group's strategic direction remains unchanged despite the mixed sales performance, while



the pace of implementation is being aligned with market conditions. The Group is focusing on improving the profit-generating capacity and operating efficiency of its existing portfolio, actively managing returns on investments in new brands and markets, and taking a disciplined approach to pursuing growth opportunities arising from transformation in the regional automotive market.

	Q1-Q3, 2026	Q1-Q3, 2025	Changes
Distribution Business Unit			
Number of new vehicles sold (pcs.)	26 029	27 924	-6,8%
Retail Business Unit			
Number of new vehicles sold (pcs.)	9 339	8 716	+7,1%
Number of used vehicles sold (pcs.)	2 595	2 766	-6,2%
Total Vehicle Sales	37 963	39 406	-3,7%
<i>Of which: intra-group new vehicle sales</i>	<i>3 826</i>	<i>2 523</i>	<i>+51,6%</i>
Number of service hours (hours)	245 026	232 742	+5,3%
Mobility Services Business Unit			
Number of rental events - Short-term vehicle rental (pcs) **	307 584	299 983	+2,5%
Number of rental/use days - Short-term vehicle rental (pcs) **	210 214	183 433	+14,6%
Fleet size - Related to vehicle rentals (pcs.)***	4 242	4 032	+5,2%

* Important information:

Published:

October 15, 2026

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-Q4, 2026

January 15, 2027

Q1, 2027

April 15, 2027

Q1-Q2, 2027

July 15, 2027

Q1-Q3, 2027

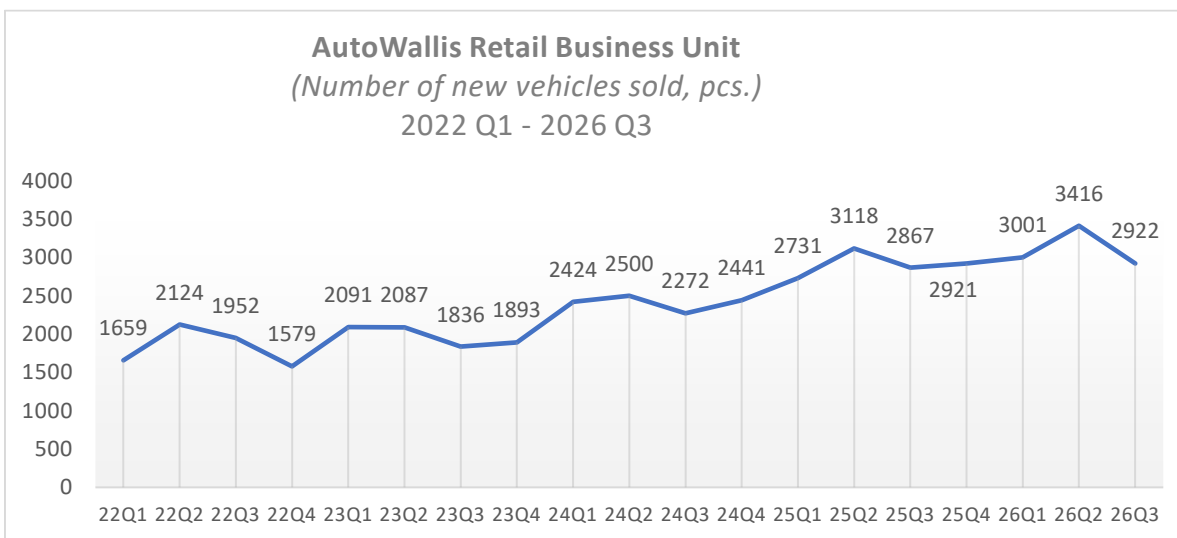
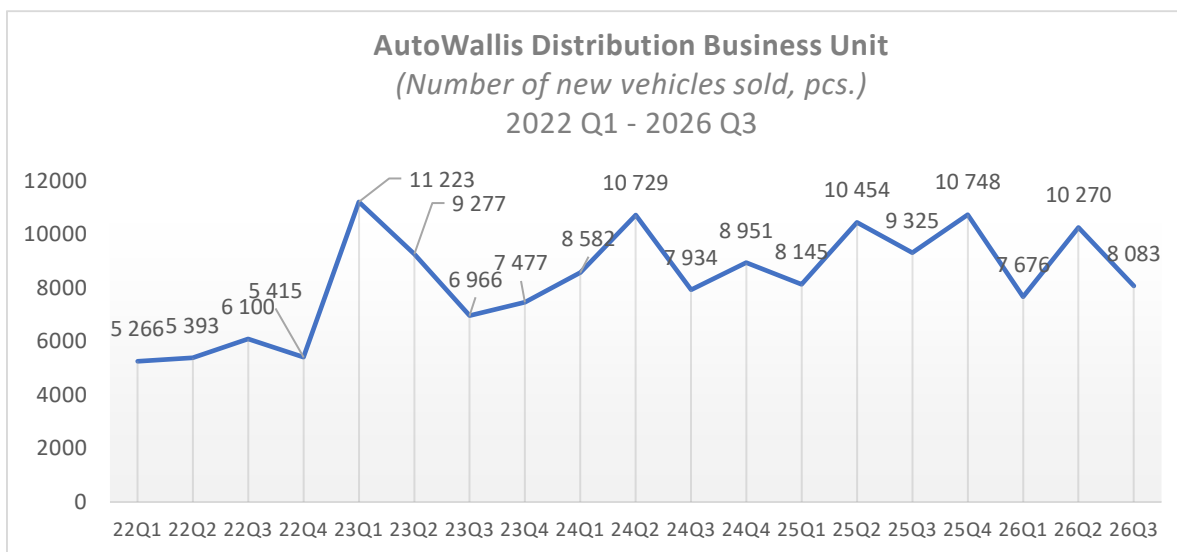
October 15, 2027

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.





About AutoWallis

Listed on the Prime Market of the Budapest Stock Exchange and included in 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 focused on investments in 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, Bulgaria, Czech Republic, 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 AutoWallis' Distribution Business Unit include Alpine, BYD, Dacia, Farizon, Geely, Isuzu, Jaguar, KGM, Land Rover, NIO, Nissan, Opel, Renault, Xpeng, Zeekr, as well as the supply of MG and Saab spare parts. 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 and Sixt rent-a-car.

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