

PRESS RELEASE

AutoWallis Group's revenue up by 21% in the first nine months of the year

Budapest, November 17, 2025 – AutoWallis continued to deliver strong performance in the third quarter as well: following the previous trend, the Group, which is present in 17 countries across the region, increased its revenue by 21%, reaching HUF 353 billion. A total of 67% of the revenue originated from foreign markets, while growth was supported by both earlier acquisitions and organic expansion. All three business units performed well: revenue in the Retail Business Unit rose by 43%, followed by the Mobility Services and Distribution Business Units with increases of 21% and 4%, respectively. The Company's EBITDA for the first nine months reached HUF 12.6 billion, in line with expectations, providing a stable foundation for the continuation and successful execution of the Group's growth strategy.

AutoWallis Group's revenue increased by 21% to HUF 353.2 billion in the first nine months of the year compared to the same period of the previous year, continuing the approximately 20% growth dynamics seen in the first two quarters. Growth reflected both organic expansion (+6.1%) and the impact of acquisitions, while the share of revenue generated outside Hungary amounted to 67% of the total revenue of the Group present in 17 countries of the region. The performance of the European Union and the region covered by AutoWallis remains mixed: while the number of new passenger car registrations in the EU increased by 0.9%, the region served by AutoWallis recorded growth exceeding 6% in the first nine months (with Slovakia and Romania as exceptions, where registrations declined by 0.2–6%).

Among AutoWallis Group's three business units, the **Retail Business Unit** demonstrated the strongest growth once again: its revenue rose by 43% to HUF 177 billion, primarily due to acquisitions closed earlier (the purchase of the Czech MILAN KRÁL GROUP and NC Auto), while organic growth was 7.5%. The **Distribution Business Unit** increased its revenue by 4.5% to HUF 168.5 billion in the first three quarters. The number of new vehicles sold grew by 2.5%, explained by changes in the composition of vehicles sold and interim price adjustments. The Opel brand, recovering from weaker performance in the previous period, achieved a growth of 3.6% in the countries covered by AutoWallis—as opposed to the approximately 10% decline observed in EU markets. At the same time, performance in the business unit was negatively impacted by a 4.4% decline in KGM sales, and these trends combined with lower Jaguar and Land Rover sales due to changes in model mix reduced the Distribution Business Unit's gross margin contribution. Results were further affected by the inflationary environment and temporary cost increases linked to KGM's rebranding and introduction of new brands. To improve profitability, AutoWallis has decided on efficiency-enhancing and cost-reduction measures, expected to show their positive impact on results starting in 2026. Revenue in the **Mobility Services Business Unit** of AutoWallis Group increased by 21% to HUF 7.6 billion, driven primarily by the excellent performance of the rent-a-car segment and fleet expansion.

AutoWallis Group's **EBITDA** amounted to HUF 12.6 billion in the first nine months of 2025 (-10%), while the EBITDA margin decreased from 4.8% last year to 3.6%. Due to efficiency-enhancing measures introduced largely in response to rapid growth, the Company achieved an EBITDA nearly HUF 600 million higher in the second quarter than in the same period last year, and was only HUF 500 million lower in the third quarter; thus, the temporary decline visible in cumulative figures does not, according to management, jeopardize the



implementation of AutoWallis's strategy. *Cost of goods sold* (CoGS) increased in line with the revenue, by 21%, to HUF 292.2 billion, while AutoWallis maintained its ability to generate a gross margin above 17%. *Personnel expenses* increased by 33%, primarily due to a 22% growth in headcount driven by acquisitions (the average number of employees in the fully consolidated companies rose by 264 to 1,444 compared to the same period last year) and wage increases driven by labor market trends. The value of *financial income and expenses* in the first nine months of 2025 was HUF -2.1 billion, which represents a 46% decrease in expenses compared to the 2024 base period. Interest expenses primarily increased due to the acquisition-related loan taken out in the second half of 2024. As a result of realized and unrealized exchange rate differences, AutoWallis recognized a profit of nearly HUF 1.4 billion.

Evaluating the results of the first nine months, Gábor Ormosy, CEO of AutoWallis Group, said that the over 20% revenue growth was driven by both organic and acquisition effects. While gross margin generation remained broadly in line with previous levels, AutoWallis delivered lower EBITDA, profit before tax, and net profit than last year, which is consistent with management expectations. At the same time, this does not affect the feasibility of the Group's previously defined strategic objectives and continues to provide a stable basis for the company's growth strategy going forward.



AutoWallis results in Q1-Q3 2025 *

(Value in million HUF)



	Q1-Q3 2025	Q1-Q3 2024	Changes
Revenue	353 222	291 246	+21%
<i>Distribution Business Unit</i>	168 546	161 316	+4%
<i>Retail Business Unit</i>	177 030	123 590	+43%
<i>Mobility Services Business Unit</i>	7 646	6 340	+21%
Interest income from finance leases	1 339	1 453	-8%
Material expenses + Own performance capitalized	-9 621	-6 788	+42%
Services	-19 336	-16 205	+19%
Cost of goods sold	-292 168	-240 585	+21%
Personnel expenses	-18 897	-14 215	+33%
Depreciation and amortization	-5 578	-4 057	+37%
Profit of sales	8 961	10 849	-17%
Other income and expenses	-2 026	-985	+106%
Operating profit - EBIT	6 935	9 864	-30%
Financial gains and losses	-2 136	-3 963	-46%
Share of profit of associates and joint ventures **	631	423	+49%
PROFIT BEFORE TAXES	5 430	6 324	-14%
Tax expense	-1 841	-1 626	+13%
NET PROFIT	3 589	4 698	-24%
Other comprehensive income (expense) on retranslation of subsidiaries	-543	257	N/A
Total comprehensive income	3 046	4 955	-39%
EPS (HUF/ share)	6,71	8,65	-22%
EBITDA***	12 608	14 019	-10%
EBITDA%	3,6%	4,8%	-26%

* IFRS consolidated audited results

** AutoWallis Group's part from consolidated results of AutoWallis Caetano Holding Zrt. for the period.

*** Earnings before interest, tax, depreciation and amortization



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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