PRESS RELEASE

AutoWallis focuses on executing its strategy despite challenging automotive market conditions

Budapest, November 19, 2026 – In the first nine months of the year, AutoWallis recorded revenue of HUF 320 billion and EBITDA of nearly HUF 9 billion, while it swung to a net loss of HUF 2.4 billion. Operations were shaped by the subdued performance of traditional brands, one-off costs associated with the market launch of Chinese brands, a stronger forint, and efficiency improvement measures. The Company expects the downturn to be temporary and is maintaining its strategic course.

In the first nine months of the year, revenue rose by 25% in Mobility Services Business Unit, remained broadly stable (-1%) in Retail Business Unit, and declined by 20% in Distribution Business Unit, resulting in a 9% decrease in the AutoWallis Group's total revenue to HUF 320.3 billion. For AutoWallis, a leading integrated vehicle sales and mobility services provider in Central and Eastern Europe, several factors weighed on results for the first nine months: lower sales of traditional incumbent brands, the initial costs of ramping up newly launched Chinese brands and the price competition brought about by their growing presence, and the strengthening of the forint over the course of the year. The impact of Chinese brands has been twofold. First, the rapid entry of numerous Chinese brands into European markets, including Central and Eastern Europe, a key region for AutoWallis, has intensified price competition and put pressure on traditional brands. Second, bringing these vehicles to market also entails significant short-term start-up costs for distributors, including AutoWallis, which cannot be offset by the efficiency improvement measures already implemented at AutoWallis in the short term. As a result, the Group posted an overall loss for the first nine months of the year, while both operating profit and EBITDA remained positive.

Of the AutoWallis Group's three business units, the **Mobility Services Business Unit** delivered the strongest performance in the first nine months of the year, with revenue rising to HUF 9.5 billion (+25%). The strong performance was driven primarily by growth in short-term car rental services (rent-a-car) and in the fleet segment. The business unit's EBITDA rose by 28%, outpacing revenue growth, largely due to measures to improve efficiency and optimize costs. Revenue in the **Retail Business Unit** edged down by 1% to HUF 175.8 billion, while new vehicle sales volumes increased by 7.1% and used vehicle sales volumes declined by 6.2% (the latter mainly reflecting a one-off base effect). Slovenia stood out among the retail markets, with the Group recording 22% growth there, and the Debrecen dealership, which opened late last year, also had a positive impact on revenue. The decline in revenue was mainly due to the stronger forint, the impact of the brand mix, as well as the fact that margins were lower than last year. A slight increase in operating costs and start-up costs at new retail outlets both weighed on the business unit's profitability. Lower available margins, reduced manufacturer and importer incentives, and the partial reversal of previously recorded accruals for those incentives had a particularly adverse impact in the third quarter. Revenue in the **Distribution Business Unit** fell by 20% to HUF 134.9 billion in the first nine months of the year. The business unit's 6.8% decline in sales volumes was primarily due to lower sales of KGM (-2,280 units) and Opel (-1,400 units). Among the brands represented by joint ventures, Renault and Dacia sales volumes remained close to last year's levels despite price competition from Chinese brands. The decrease in volumes was only partly offset by rising sales of newly introduced brands such as Nissan (+362 units), XPENG (+308 units), and Geely (+128 units). The business

unit's EBITDA was adversely affected by lower margins and a negative contribution from joint ventures (Nissan's Romanian operations and the initial costs of launching XPENG).

Overall, AutoWallis's **EBITDA** decreased by 30% to HUF 8.8 billion, while the EBITDA margin fell to 2.8% (-23%). The Company's results were adversely affected by AutoWallis's HUF 402 million share of losses from companies it jointly manages with strategic partners and in which it holds a 50% stake, compared with a share of profit of more than HUF 600 million last year. The Company's **net income** swung from a profit of HUF 3.6 billion last year to a loss of HUF 2.4 billion, while the loss per share was HUF 4.58. AutoWallis's **gross margin** increased by 2.1 percentage points from the previous period to 19.3%, reflecting a favorable shift in the business mix (the growing share of the more profitable Mobility Services Business Unit) and other specific factors. AutoWallis's *cost of goods sold* (COGS) decreased by 11% to HUF 258.5 billion, a steeper decline than that in revenue. *Personnel expenses* increased by 2% to HUF 19.3 billion, reflecting the opening of the Debrecen dealership in the fourth quarter of 2025 and wage increases in line with labor market expectations. Lower performance-based incentives partly offset these increases. (The Group's average headcount in the first nine months was 1,460, up slightly from 1,444 in the same period last year.) The balance of *financial income and expenses* was negative HUF 3.3 billion in the first nine months of the year, a 54% deterioration from the same period last year. This was primarily due to a HUF 1.3 billion year-over-year decrease in gains from realized and unrealized foreign exchange differences driven by movements in the forint.

Commenting on the results, Gábor Ormosy, CEO of AutoWallis, said that performance in the first nine months reflected the faster-than-expected pace of industry consolidation. He emphasized the specific impact of Romania's prolonged economic difficulties. A significant portion of the Group-wide measures to improve operating efficiency has been completed, including strengthening central functions and streamlining processes, such as through improvements to new vehicle and parts logistics. The benefits of these measures will continue to emerge over the coming quarters. The CEO added that the new additions to the brand portfolio only partly offset the decline in traditional brands during the period, but that they are key to rebuilding the Group's market strength over the long term. The CEO emphasized that the Company views the decline in earnings as temporary and sees it as an investment in building its market presence. The Group's strategic direction remains unchanged, so it continues to focus 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 shifts in the regional automotive market.

AutoWallis

AutoWallis results in Q1-Q3 2026 *

(Value in million HUF)

	Q1-Q3 2026	Q1-Q3 2025	Changes
Revenue	**320 257**	**353 222**	**-9%**
Distribution Business Unit	134 946	168 546	-20%
Retail Business Unit	175 761	177 030	-1%
Mobility Services Business Unit	9 550	7 646	+25%
Interest income from finance leases	1 095	1 339	-18%
Material expenses + Own performance capitalized	-12 864	-11 757	+9%
Services	-19 220	-19 336	-1%
Cost of goods sold	-258 502	-290 032	-11%
Personnel expenses	-19 280	-18 897	+2%
Depreciation and amortization	-6 242	-5 578	+12%
Profit of sales	**5 244**	**8 961**	**-41%**
Other income and expenses	**-2 700**	**-2 026**	**+33%**
Operating profit - EBIT	**2 546**	**6 935**	**-63%**
Financial gains and losses	**-3 279**	**-2 136**	**+54%**
Share of profit of associates and joint ventures **	-402	631	-164%
PROFIT BEFORE TAXES	**-1 135**	**5 430**	**-121%**
Tax expense	-1 312	-1 841	-29%
NET PROFIT	**-2 444**	**3 589**	**-168%**
Other comprehensive income (expense) on retranslation of subsidiaries	-811	-543	+49%
Total comprehensive income	**-3 256**	**3 046**	**-207%**
EPS (HUF/ share)	**-4,58**	**6,71**	**-168%**
EBITDA* **	**8 827**	**12 608**	**-30%**
EBITDA%	2,8%	3,6%	**-23%**

* 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 included in the BUX and BUMIX indices, AutoWallis is a 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. The Distribution Business Unit also supplies 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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