

PRESS RELEASE

AutoWallis has entered into a cooperation agreement with the founder of Western Hungary's prominent automotive retailer

Budapest, December 12, 2019 – In order to realize its objectives regarding the expansion in Hungary, AutoWallis has entered into a cooperation agreement with the founder of Western Hungary's prominent automotive retailer, the Inicial Group, which is expected to reach a turnover of HUF 19.3 billion this year. The main purpose of the agreement is to jointly increase their presence in the region, in the field of mobility services, via the development of new sites and dealerships. With this new step, AutoWallis continues on the road set forth by the corporation's strategy announced in the spring, in which it plans to double its revenue by 2024 via organic growth and acquisitions.



One important strategic goal of AutoWallis is to increase the number of its dealerships in the Hungarian market together with the proportion of its services within the total revenue. This would be supported by the **cooperation agreement realized between AutoWallis and Zsolt Taródy, the founder of the Inicial Group, Western Hungary's prominent automotive retailer.** Inicial is involved in the sales and servicing of eight brands (Dacia, Kia,

Nissan, Opel, Peugeot, Renault, Suzuki and Toyota) in four sites (Győr, Mosonmagyaróvár, Sopron, and Szombathely). The founder of the dynamically evolving corporate group employing more than 150 people has more than 25 years of experience in the field of vehicle sales. **Regarding the agreement, Zsolt Taródy emphasized that Inicial has grown into a corporate group meeting all importer requirements in its region, and has managed to increase its turnover above the industry average** in the past two years. The development and the growth objectives of the company are well reflected in that in November they joined the ELITE business development program implemented by the London Stock Exchange Group in cooperation with the Budapest Stock Exchange.

The parties are planning on completing the detailed elaboration of their cooperation in the first half of 2020. **Regarding the cooperation, Gábor Ormosy, the CEO of AutoWallis explained that AutoWallis is exploring the possibilities of an ideal construction for starting the distribution of the brands represented – and, in some cases, recently acquired – by the company in the region covered by Inicial. It is no secret that AutoWallis plans to appear in the area of fleet brands as well, besides the premium brand market, and Inicial has considerable experience in this field.**

On the photograph, from left to right:

- Gábor Székely, AutoWallis Plc., Investor Relations Officer
- Zsolt Taródy, founder of the Inicial Group
- Gábor Ormosy, AutoWallis Plc., Chief Executive Officer

AutoWallis Plc.

AutoWallis Plc., a company listed in the Premium category of the Budapest Stock Exchange, as well as in the BUX and BUMIX indices, aims to become a major mobility service provider in the Central and Eastern European region by 2029. By 2024, the company is planning

to double its 2018 consolidated revenue of HUF 65.5 billion calculated on the basis of IFRS (International Financial Reporting Standard) standards, which it hopes to achieve primarily via its organic growth. In addition, the company intends to operate as an asset management company that represents a traditional, conservative business policy through the continuous, acquisition-based expansion of its portfolio focusing on automotive investments. The AutoWallis Group is present in 14 countries of the Central and Eastern European region (Albania, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, 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 includes Wallis Automotive Europe, Wallis Motor Pest, Wallis Motor Duna and Wallis Autókölcsönző. The vehicles represented by the group include BMW cars and motorbikes, Saab spare vehicle parts, as well as the following brands: MINI, Isuzu, Jaguar, Land Rover, Maserati, SsangYong, and Sixt rent-a-car. Out of these, BMW holds a dominant position in the premium car market, while Sixt is a leader in the car rental market.
www.autowallis.hu

Further information:

Dániel R. Kovács, Financial Communications

Mobile: +36-20-771-8710

E-mail: r.kovacs@fincomm.hu