



Sixt Leasing SE

Preliminary figures FY 2017

14 March 2018

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B	KPIs AND HIGHLIGHTS FY 2017	05
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D	STRATEGIC PROGRAMME 'DRIVE>2021'	13

Thomas Spiegelhalter, CEO of Sixt Leasing SE since 1 January 2018



- 2004-2017: Managing Director of BERESA, one of Germany's largest Mercedes-Benz car dealership groups
- 2016-2017: Spokesperson for the management team and responsible for the operative business of the Mercedes-Benz (cars, utility vehicles, trucks) and smart brands across the 17 locations of the BERESA Group
- Before, among others, manager at the Daimler Group headquarters overseeing the European fleet business
- Degree as business economist (Diplom-Betriebswirt)

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In 2017 Sixt Leasing outperformed top line guidance and performed in line with earnings expectations

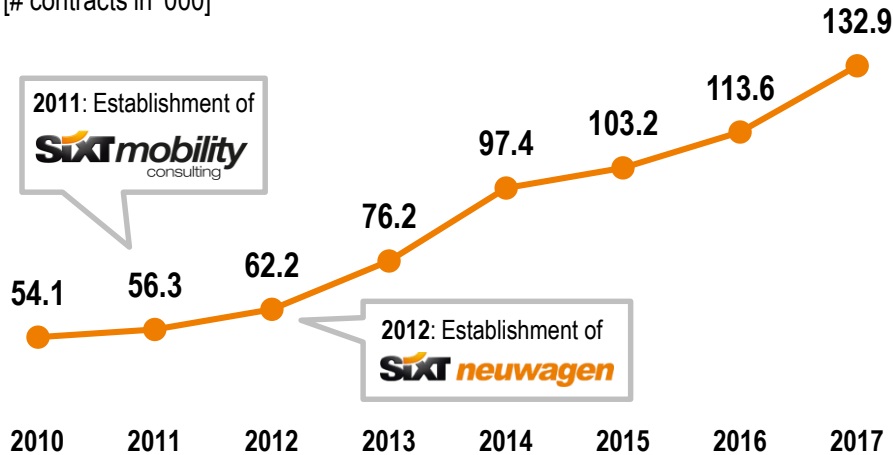
	2017	Guidance/Target ¹⁾	
Group contract portfolio	132,900	Increase vs. 113,600	✓
Online Retail contract portfolio	45,400	~45,000	✓
Operating revenue	EUR 454.4 m	Slight increase vs. EUR 430.0 m	✓
EBITDA	EUR 234.3 m	-	
EBT	EUR 29.7 m	~30 m	✓
Operating return on revenue	6.5%	6.0%	✓
Equity ratio	14.2%	≥14.0%	✓
Dividend per share proposal / pay-out ratio	EUR 0.48 / 47%	30-60% pay-out ratio	✓

1) Most recent guidance

Sixt Leasing is on its way to become a truly digital and online company for longer-term mobility solutions

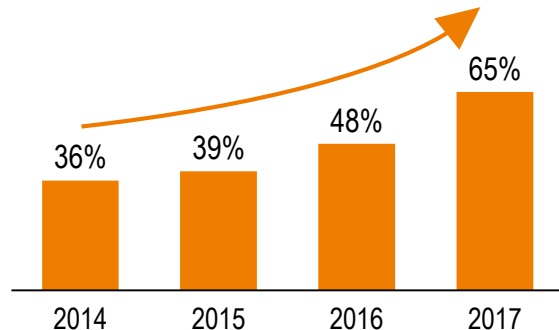
STRONG GROWTH OF CONTRACT PORTFOLIO

[# contracts in '000]



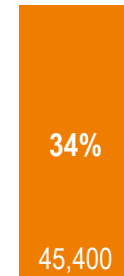
INCREASING ONLINE SHARE IN NEW ORDERS

[Percentage of Online Retail new orders out of total Group new orders]



WELL DIVERSIFIED CONTRACT PORTFOLIO

100%



SIXT neuwagen – Online Retail

- Private and commercial customers
- Classic leasing and Vario-financing + services
- One-stop-online-shop with ~35 brands at choice

SIXT mobility consulting – Fleet Management

- Mid-sized and large corporates
- Fleet management and consulting
- Optimisation of total cost of ownership

SIXT leasing – Fleet Leasing

- Mid-sized and large corporates
- Full-service leasing
- Optimisation of total cost of ownership

Portfolio Q4 2017

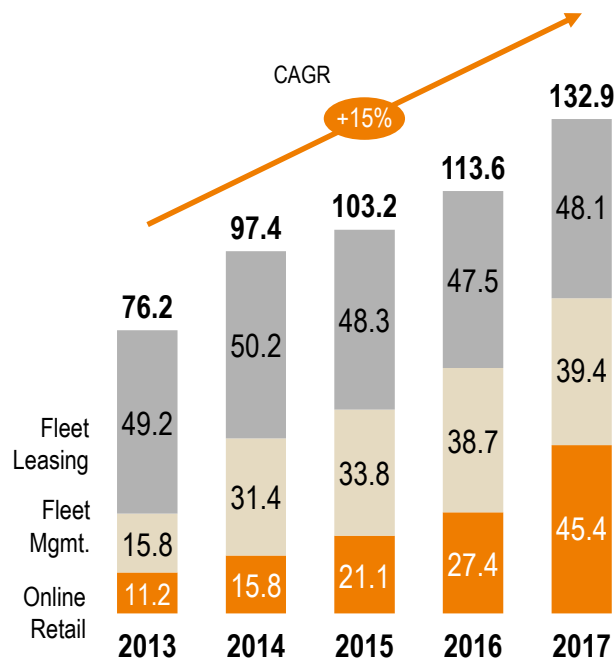
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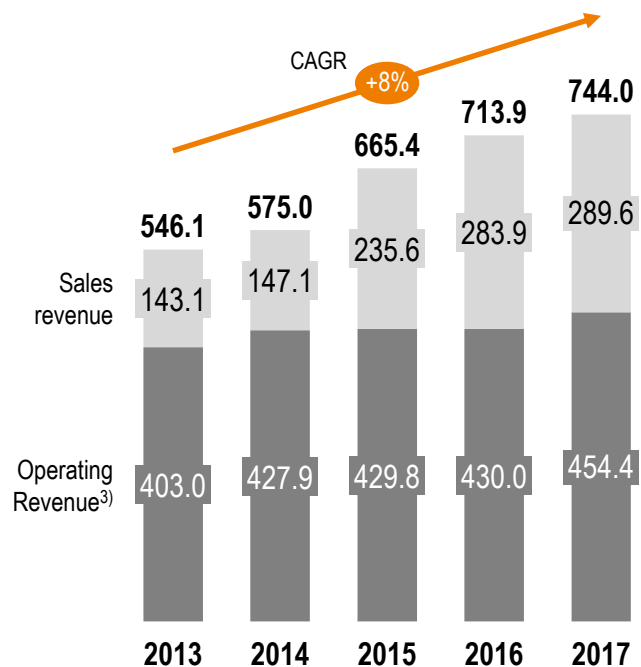
In 2017 Sixt Leasing continued the dynamic contract and revenue growth especially triggered by the Online Retail business field

Sixt Leasing Group – Key performance indicators 2013-2017¹⁾

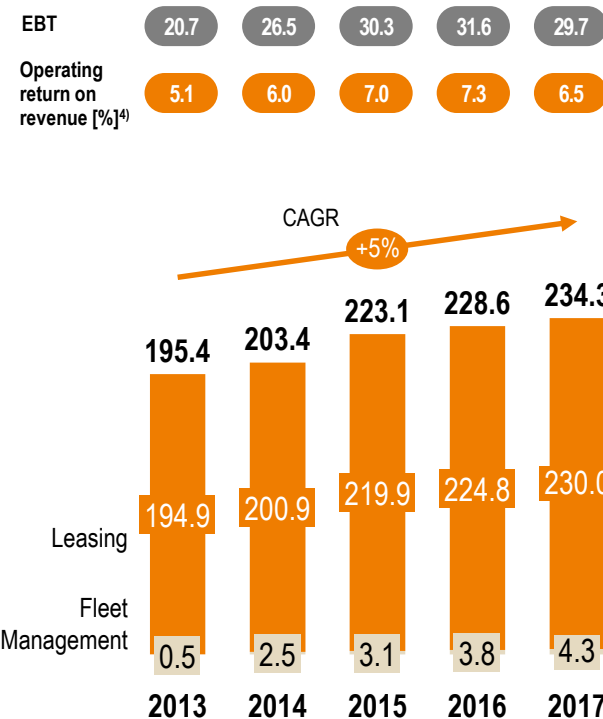
CONTRACTS ['000]²⁾



REVENUE [EUR m]



EBITDA PER SEGMENT [EUR m]



EBT	20.7	26.5	30.3	31.6	29.7
Operating return on revenue [%] ⁴⁾	5.1	6.0	7.0	7.3	6.5

1) 2017: Preliminary figures / 2013-2014: Figures derived from combined financial statements

2) Including leasing contracts, fleet management contracts, service contracts and order book (contracts for which the leased vehicle has not yet been delivered to the customer)

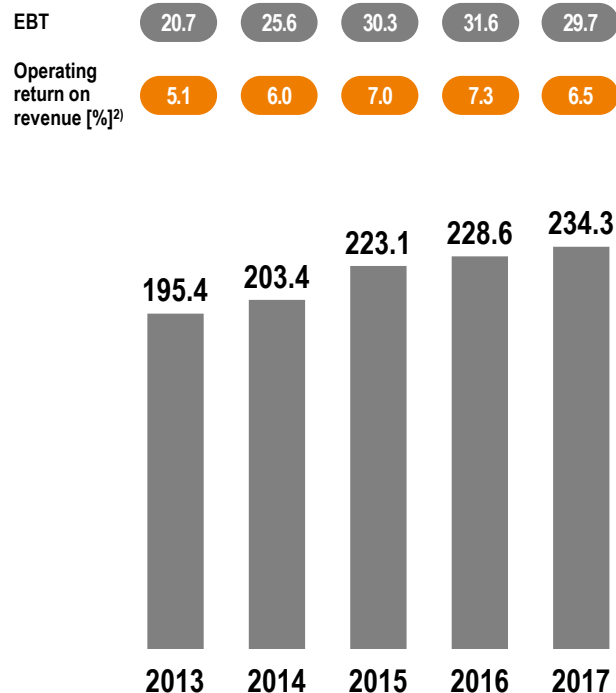
3) The sum of leasing revenue (i.e. the finance rate, being the financing portion, consisting of interest and depreciation, of the agreed lease instalment) and other revenue from leasing business of the Leasing business unit as well as fleet management revenue from the Fleet Management business unit

4) The ratio of earnings before taxes (EBT) to operating revenue

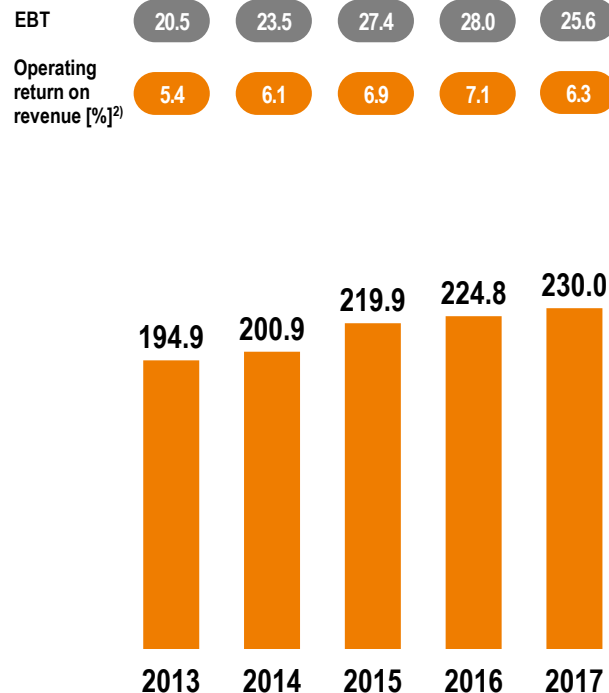
Both business units contribute substantially to EBITDA, EBT and operating return on revenue of the Group

EBITDA and EBT development of Sixt Leasing Group and business units 2013 – 2017¹⁾

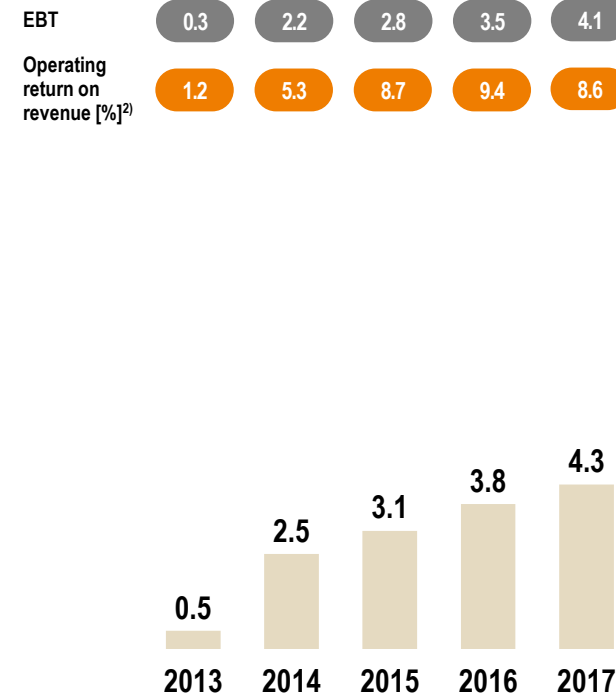
GROUP [EUR m]



LEASING [EUR m]



FLEET MANAGEMENT [EUR m]



1) 2017: Preliminary figures / 2013-2014 figures derived from combined financial statements

2) Ratio EBT to operating revenue

Lease assets of more than EUR 1.2 bn – Equity ratio above minimum target of 14%

Sixt Leasing Group – Development of key balance sheet figures 2014 – 2017¹⁾

TOTAL ASSETS [EUR m]

FINANCIAL LIABILITIES [EUR m]²⁾

EQUITY RATIO [%]

Net debt
[EUR m]

925

781

844

1,054

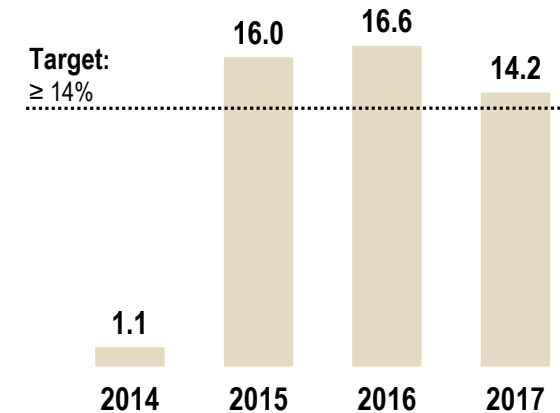
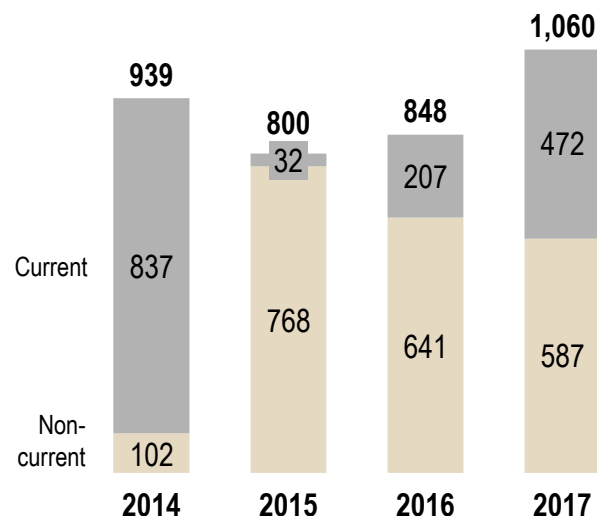
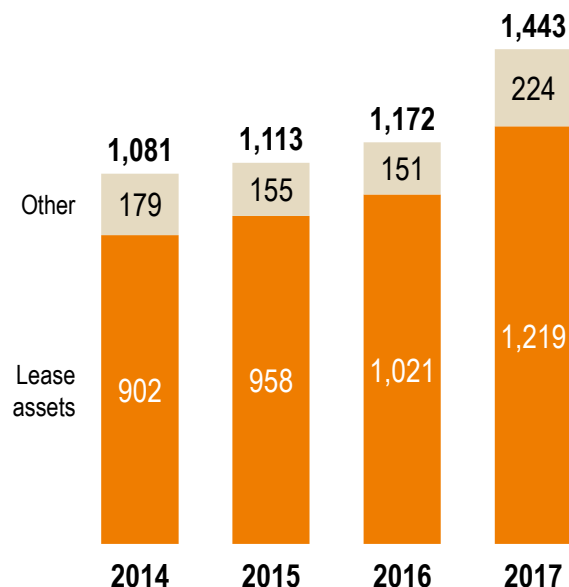
Equity
[EUR m]

12.3

178.3

194.7

205.1



1) 2014 figures derived from combined financial statements

2) Including liabilities to related parties

Building-up a stand-alone diversified financing structure fully on track – Interest savings achieved and expected to intensify

Sixt Leasing Group – Financing strategy and outlook



GROUP FINANCING STRATEGY

- Set up self-dependent, diversified financing structure
- Replace existing intercompany financing
- Preserve balanced growth and equity ratio of at least 14%
- Dividend payout ratio of 30-60% of consolidated profit

ACHIEVEMENTS SINCE IPO

- ✓ € 500 m ABS programme launched
- ✓ € 400 m Bilateral credit lines negotiated
- ✓ € 250 m Corporate bond issued
- ✓ € 30 m Borrower's note loan placed
- ✓ € 560 m of Core Loan redeemed

~ € 1.2 bn
Stand-alone
financing
set up

OUTLOOK

- ➔ € 190 m of Core Loan to be redeemed in 2018
- ➔ 2018 Fully self-dependent financing structure

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Strategic programme 'DRIVE>2021' will focus on digitalisation, risk management, internationalisation, volume and earnings growth

RISK MANAGEMENT

› Actively improve risk-return profile

DIGITALISATION

› Increase pace of digitalisation

INTERNATIONALISATION

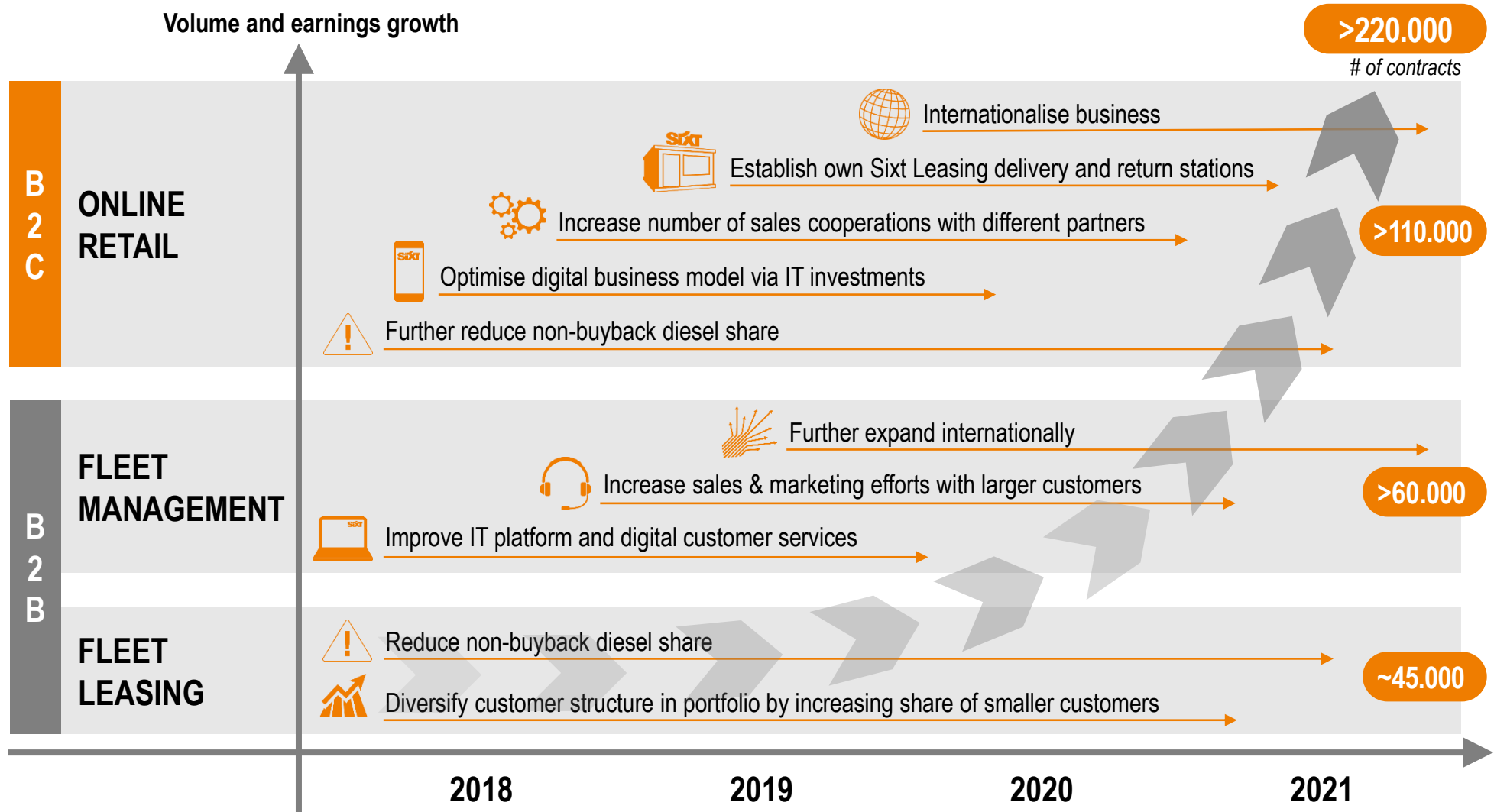
› Enter new European markets

DRIVE ➤ **2021**

VOLUME & EARNINGS GROWTH

› Significantly increase contract portfolio and earnings by 2021

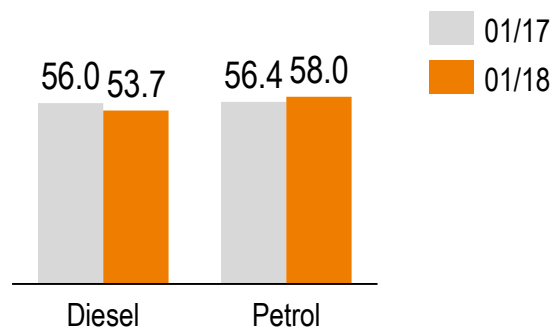
In 2018 Sixt Leasing will lay the foundation for future growth to profitably increase portfolio to more than 220,000 contracts by 2021



Improving risk-return profile via reducing potential diesel risks, internationalising remarketing and diversifying customer structure

RESIDUAL VALUE DEVELOPMENT IN GERMANY 2017-2018¹⁾

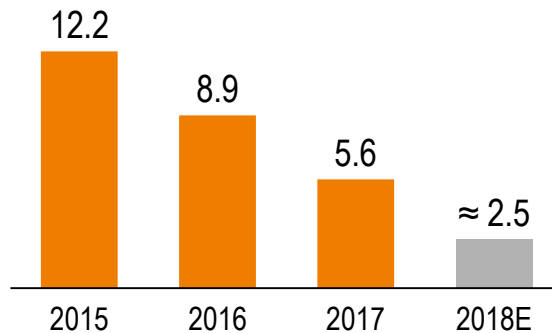
[Value of a 3 year old car as percentage of list price; mileage: 15/20 k km/year]



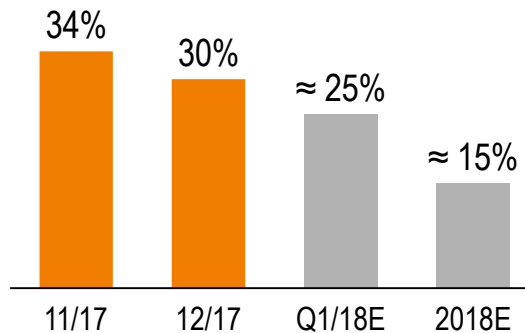
- Slight downward trend of diesel residual values is largely offset by positive development of petrol cars
- As of now, only slight negative impact on remarketing results visible

Decreasing stock of Euro 5/4 Diesel without buyback²⁾

[# contracts in '000]



Decreasing share of non-buyback Diesel new orders³⁾



IMPROVE RISK-RETURN PROFILE

Reducing potential diesel risks

- The number of new contracts with diesel vehicles without buyback will be significantly reduced
- In Online Retail, risk reduction strategy (i.e. steering customers to petrol cars via active pricing) already successfully implemented since Dec 2017 without any loss of volume and margin
- In Fleet Leasing, detailed action plan on individual customer basis worked out → first measures already implemented

Reducing exposure to domestic used car market










- The remarketing of vehicles via the B2B online auction platform will be extended to more international dealers

Reducing dependency from larger customers

- The customer structure in Fleet Leasing will be further diversified by increasing the share of smaller customers

1) Source: DAT Diesel-Barometer, February 2018 2) Figures for Germany 3) As percentage of total new orders in Germany

Strategic measures of the 'DRIVE>2021' programme will significantly increase contract portfolio and boost earnings in the mid-term

	2018	2021	Change 2021 vs. 2017	
Contract portfolio [in #]				
Group	Slight increase	>220.000	+ >60%	
▪ Online Retail	+20% new orders ¹⁾	>110.000	+ >140%	
▪ Fleet Management	Slight increase	>60.000	+ >50%	
▪ Fleet Leasing	Slight decrease	~45.000	-	
Financials [in EUR]				
Consolidated revenue	-	>1 bn	+ >33%	
Operating revenue	Slight increase	~700 m	+ >50%	
EBITDA	Slight increase	~400 m	+ ~66%	
EBT	Around previous year	~50 m	+ ~66%	
Operating return on revenue	In line with 6% target	~7%	+ ~0.5pp	

1) Compared to approx. 12,000 new orders in 2017 (excluding contracts from 'flat rate for the road' campaign with Peugeot and 1&1)

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APPENDIX

Sixt Leasing Group: Revenue and earnings performance FY 2017¹⁾

<i>in EUR million</i>	FY 2017	FY 2016	Change in %
Consolidated revenue	744.0	713.9	+4.2
thereof consolidated operating revenue (without sales revenue)	454.4	430.0	+5.7
thereof sales revenue	289.6	283.9	+2.0
thereof Leasing segment	637.8	626.8	+1.8
thereof Fleet Management segment	106.1	87.1	+21.9
Fleet expenses and cost of lease assets	460.7	439.3	+4.9
Personnel expenses	33.0	25.0	+32.1
Net other operating income/expense	-16.0	-21.0	-23.8
EBITDA	234.3	228.6	+2.5
Depreciation and amortisation	188.3	177.5	+6.1
Net finance costs	-16.2	-19.5	-16.8
Earnings before taxes (EBT)	29.7	31.6	-5.9
<i>Operating return on revenue (%)²⁾</i>	6.5	7.3	-0.8 points
Income tax	8.8	6.9	+27.0
Consolidated profit	20.9	24.6	-15.2
Earnings per share (in EUR) ³⁾ – basic and diluted	1.01	1.19	-

1) Preliminary figures in accordance with IFRS

2) Ratio of EBT to operating revenue

3) Ratio of Group surplus attributable to the Group shareholders to weighted number of shares for the period

Sixt Leasing Group: Further preliminary KPIs FY 2017

<i>in EUR million</i>	31 Dec 2017	31 Dec 2016	Change in %
Total equity and liabilities	1,442.8	1,172.2	+23.1
Lease assets	1,219.2	1,020.8	+19.4
Non-current liabilities to related parties ¹⁾	-	490.0	-100.0
Current liabilities to related parties ²⁾	193.9 ³⁾	3.8	>+100
Financial liabilities ⁴⁾	865.9	353.7	>+100
Equity	205.1	194.7	+5.4
Equity ratio (%)	14.2	16.6	-2.4 points
	FY 2017	FY 2016	Change in %
Gross Cash flow	216.7	194.8	+11.2
Investments in lease assets ⁵⁾	619.2	471.7	+31.3

1) Liabilities to Sixt SE (Core Loan)

2) Mainly liabilities to Sixt SE

3) Including EUR 190.0 m Core Loan

4) Current and non-current financial liabilities, including finance leases

5) Value of vehicles added to the leasing fleet