

# Sixt Leasing SE

## Q3 2018 – Investor Update

DRIVE ≥ 2021

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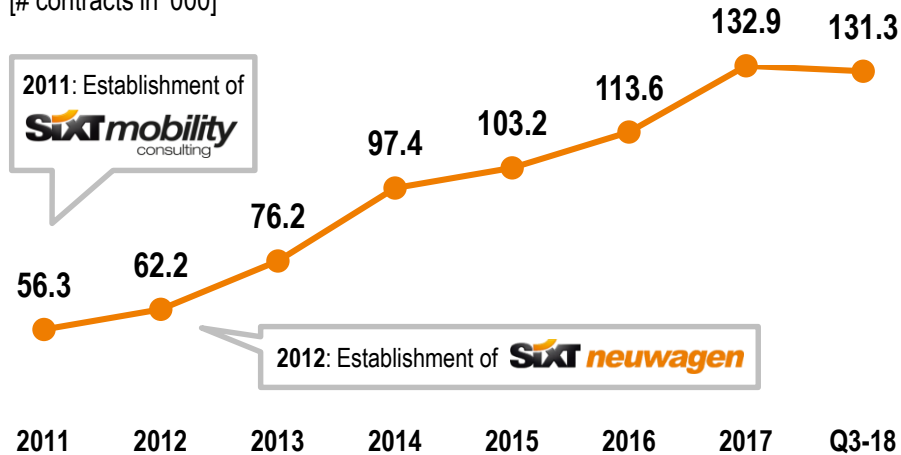
# Agenda

<b>A</b>	<b>KPIs AND HIGHLIGHTS 9M 2018</b>	<b>04</b>
<b>B</b>	<b>FINANCIALS 9M 2018</b>	<b>10</b>
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# Online Retail became largest business field of Sixt Leasing Group in the financial year 2018

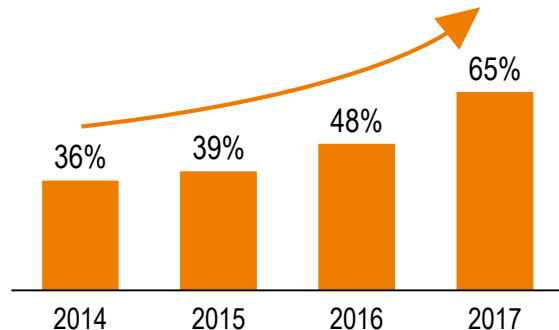
## STRONG CONTRACT GROWTH SINCE 2011

[# contracts in '000]



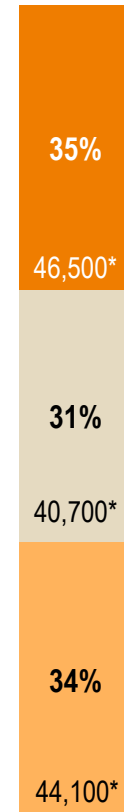
## INCREASING ONLINE SHARE IN NEW ORDERS

[Percentage of Online Retail new orders out of total Leasing 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 Q3 2018

\*Number of contracts

# Development of Sixt Leasing Group's KPIs in the first nine months of 2018 in line with most recent guidance

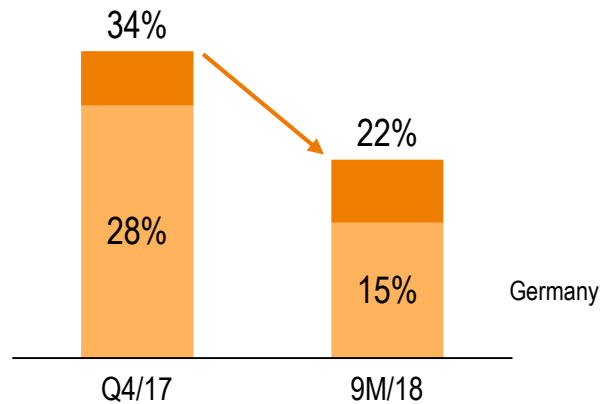
	30 Sep 2018	Change vs. 31 Dec 2017
Group contract portfolio	131,300	-1.2%
Online Retail contract portfolio	46,500	+2.3%
	9M 2018	Change vs. 9M 2017
Consolidated revenue	EUR 600.1 m	+8.5%
Operating revenue	EUR 358.0 m	+6.8%
EBITDA	EUR 181.3 m	+4.0%
EBT	EUR 23.4 m	+12.3% <sup>1)</sup>
Operating return on revenue	6.5%	+0.3pp

1) Previous year burdened by special effects

# Share of new orders for diesel vehicles without buyback strongly reduced in 9M 2018 – Successful remarketing of Euro 5/4 diesel

## DECREASING SHARE OF NEW ORDERS FOR NON-BUYBACK (NBB) DIESEL VEHICLES

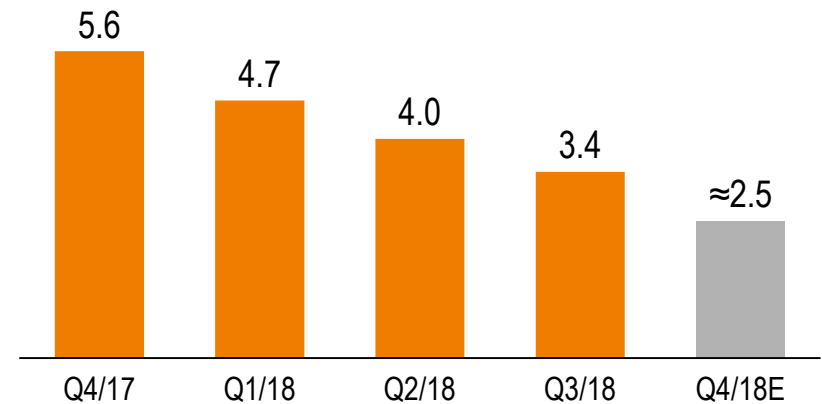
[As percentage of total new leasing contracts]



- Share of new contracts with non-buyback diesel vehicles strongly reduced in the year to date
- FY18 target of 15% in Germany already reached in 9M/18
- With introduction of new WLTP test procedure on 1 September, stricter regulations in place, reducing car emission levels
- Changed framework conditions allow for making risk management for diesel vehicles more flexible again

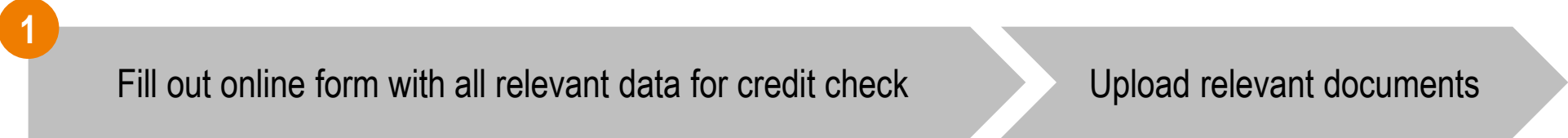
## DECREASING STOCK OF NON-BUYBACK DIESEL VEHICLES WITH EURO 5/4 STANDARD

[Number of vehicles in Germany in '000]



- Only diesel vehicles with Euro 6 standard allowed to be registered in Germany since the end of 2015
- Ongoing successful remarketing of Euro 5/4 diesel cars
- Continuous renewal with modern Euro 6 diesel cars
- Almost all Euro 4 diesel cars sold

# Fully digital sales and ordering process on Sixt-Neuwagen.de currently in beta test with 20% of private customers

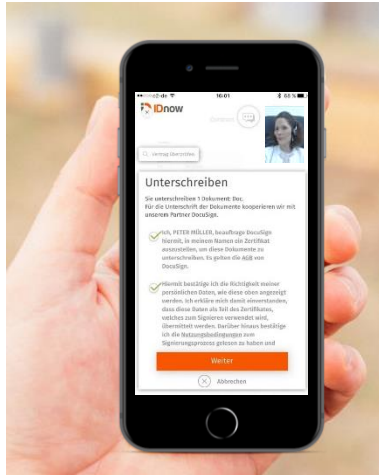
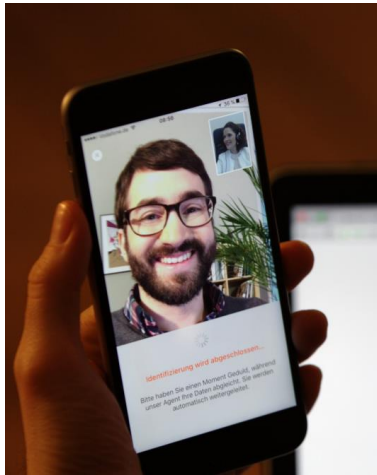
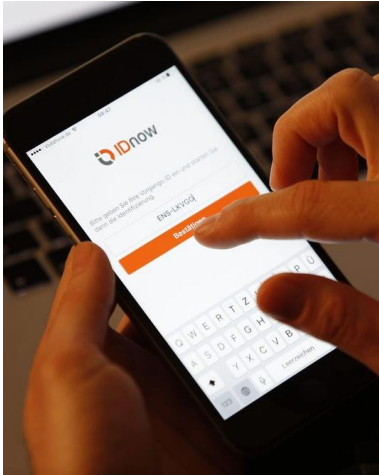


2 Log-in to video call

3 Show ID card via webcam

4 Get identity checked by agent

5 Sign documents digitally



# 'HotCars' autumn promotion boosts leads and orders for selected vehicle models that are offered at especially attractive prices

**SIXT neuwagen**  
Clever fährt günstig.

089 / 30 700 700  
Mo. – Fr.: 7 – 21 Uhr, Sa.: 8 – 20 Uhr

HotCars Merktzettel Privat

Neuwagen Konfigurieren | Neuwagen 9.240 auf Lager

Privat | Gewerbe

Hersteller: Marke wählen

Modell-Linie: Modell-Linie wählen

weitere Optionen einblenden >

**Jetzt konfigurieren**

Über 30 Marken vergleichen  
Angebot in Echtzeit erhalten  
Neuwagen zu Internet-Preisen bestellen

Aktion ist nicht mit anderen Angeboten und Rabatten kombinierbar

**Audi Q2**

**169 €**  
Angebot sichern >  
Details zur Finanzierung

Ford Fiesta 117 € | Mini Mini 146 € | **Audi Q2 169 €** | Ford Focus 129 € | Ford Transit 149 €



## HotCars Angebote zu besonders günstigen Preisen

Die spektakulärsten Neuwagen Deals – alle 2 Wochen ein neues Modell

Von wegen kühler Herbst – ab Oktober wird es auf Sixt Neuwagen erst so richtig heiß! Bis zum Jahresende präsentieren wir Ihnen hier insgesamt **sieben Modelle aus unterschiedlichen Kategorien** zu unschlagbaren Preisen. Wiederkommen lohnt sich, denn **alle zwei Wochen** enthüllen wir eine neues Schnäppchen. Bleiben Sie also dran und sichern Sie sich Ihren **Neuwagen-Deal des Jahres!**

<p><b>Audi Q2</b></p> <p>ab <b>169 €</b> Details zur Finanzierung</p> <p><b>jetzt sparen</b></p>	<p><b>Ford Focus</b></p> <p>ab <b>129 €</b> Details zur Finanzierung</p> <p><b>jetzt sparen</b></p>	<p><b>Ford Transit</b></p> <p>ab <b>149 €</b> Details zur Finanzierung</p> <p><b>jetzt sparen</b></p>
<p><b>Kleinwagen</b> verfügbar ab KW 46</p> <p><b>in Kürze verfügbar</b></p>		
<p><b>Kompaktklasse</b> verfügbar ab KW 48</p> <p><b>in Kürze verfügbar</b></p>		
<p><b>SUV</b> verfügbar ab KW 50</p> <p><b>in Kürze verfügbar</b></p>		



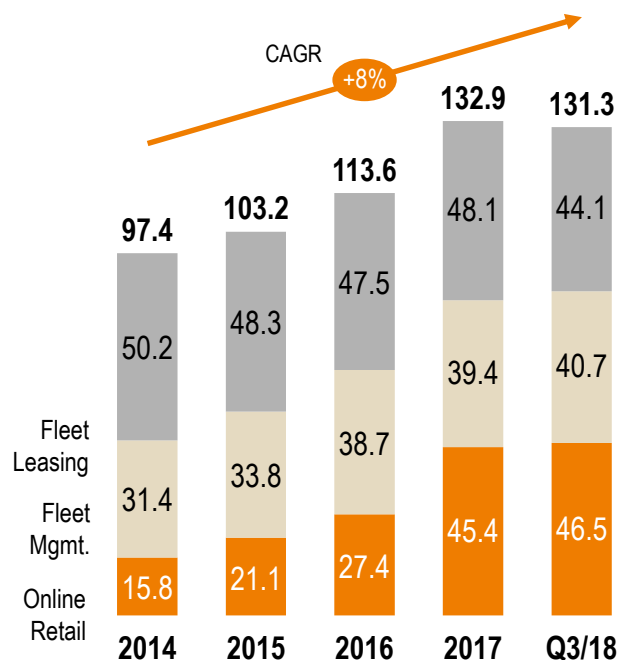
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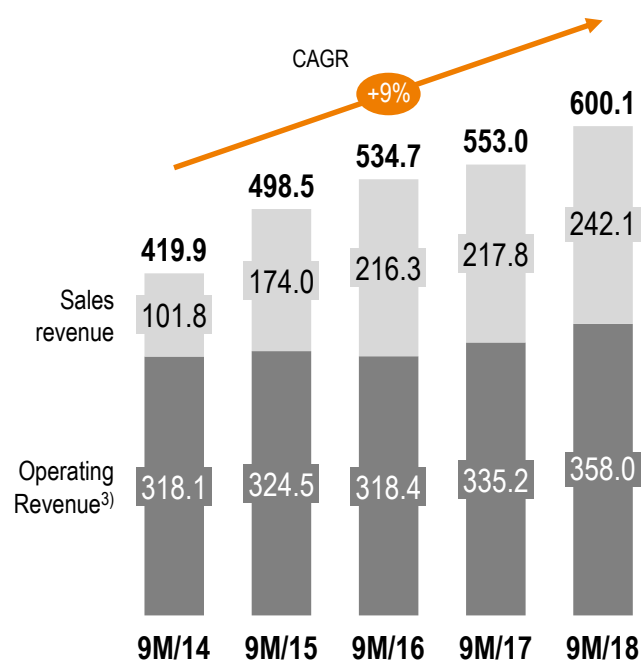
# Revenue, EBITDA, EBT and operating return on revenue increased in 9M 2018 – contract portfolio approx. at previous year's level

Sixt Leasing Group – Key performance indicators (9M) 2014 – 9M 2018<sup>1)</sup>

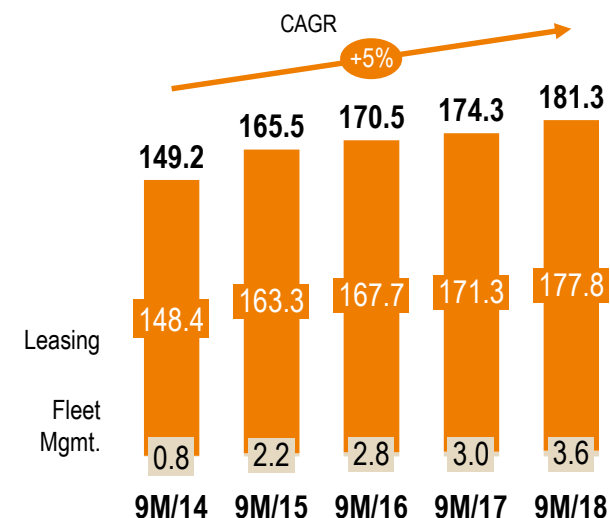
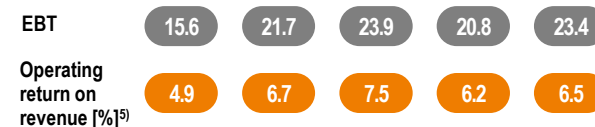
## CONTRACTS ['000]<sup>2)</sup>



## REVENUE [EUR m]



## EBITDA [EUR m]<sup>4)</sup>



1) 2014: Figures derived from combined financial statements; due to rounding, individual figures may not always add up to the total figure

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

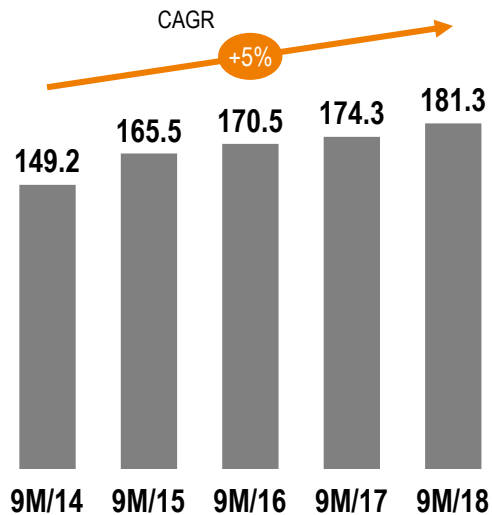
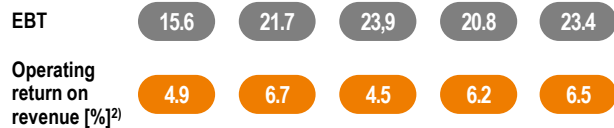
4) Earnings before interest, taxes, depreciation and amortisation

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

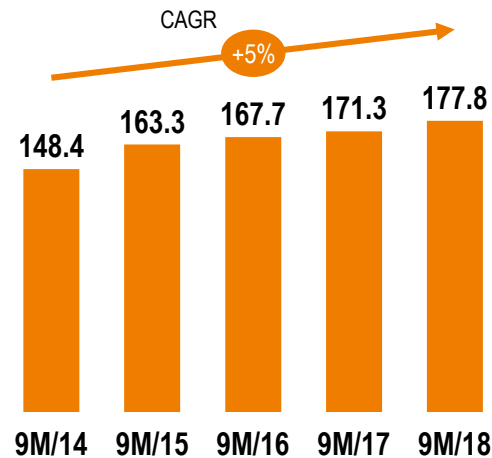
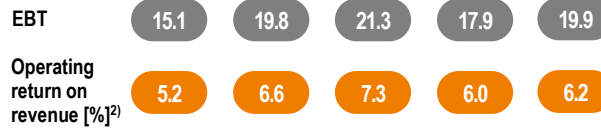
# Both business units contribute substantially to EBITDA, EBT and operating return on revenue of the Group

EBITDA development of Sixt Leasing Group and business units 9M 2014 – 9M 2018<sup>1)</sup>

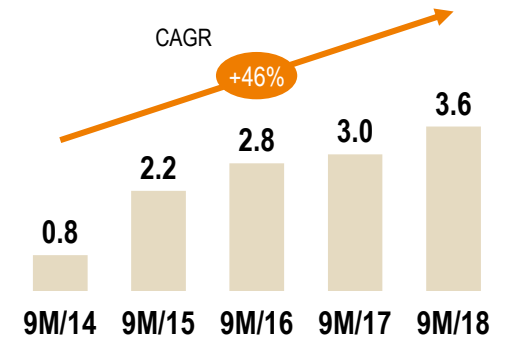
## GROUP [EUR m]



## LEASING [EUR m]



## FLEET MANAGEMENT [EUR m]



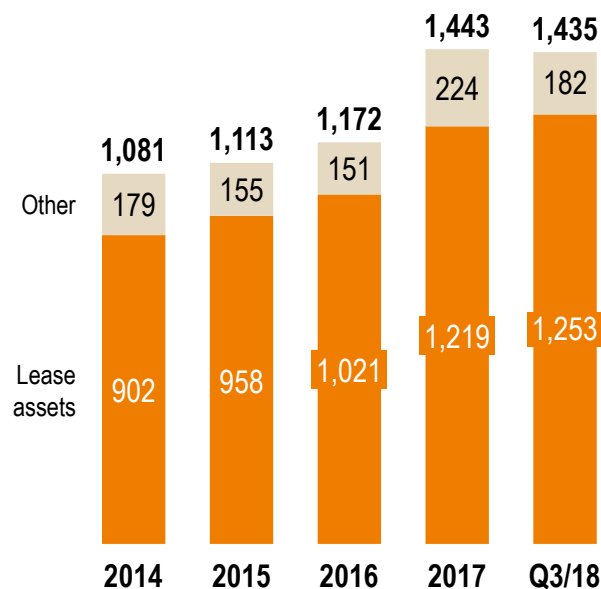
1) 2014 figures derived from combined financial statements; EBITDA = Earnings before interest, taxes, depreciation and amortisation; due to rounding, individual figures may not always add up to the total figure

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 – Q3 2018<sup>1)</sup>

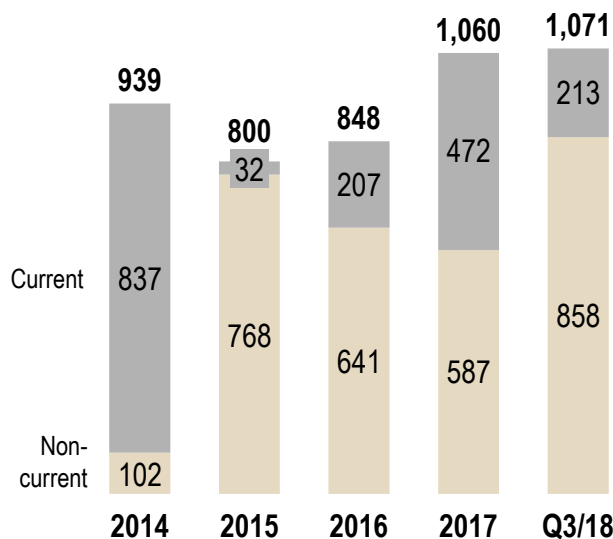
## TOTAL ASSETS [EUR m]



## FINANCIAL LIABILITIES [EUR m]<sup>2)</sup>

Net debt [EUR m]

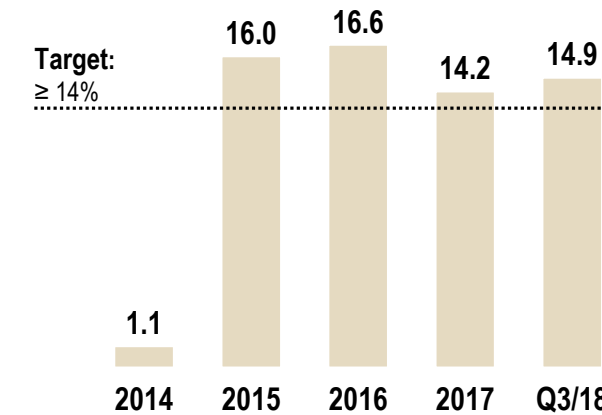
2014	2015	2016	2017	Q3/18
925	781	844	1,054	1,064



## EQUITY RATIO [%]

Equity [EUR m]

2014	2015	2016	2017	Q3/18
12.3	178.3	194.7	205.1	213.4



1) 2014 figures derived from combined financial statements; due to rounding, individual figures may not always add up to the total figure

2) Including liabilities to related parties until 2017; after full redemption of Core Loan in Q2/18, no liabilities to related parties left in the financing structure

# Fully independent financing structure of Sixt Leasing Group after repayment of EUR 190 m to Sixt SE in June 2018

Sixt Leasing Group – Maturities of financial liabilities as of 30 September 2018 [EUR m]

FINANCIAL LIABILITIES <sup>1)</sup>	2018	2019	2020	2021	2022+	Total
Asset backed securities (ABS) programme	26	152	151	94	36	459
Bank loans	69	-	-	-	-	69
Bonds <sup>2)</sup>	-	-	-	250	250	500
Borrower's note loans (Schuldscheindarlehen)	-	-	30	-	-	30
Finance leases	1	5	6	2	-	14
<b>Total</b>	<b>96</b>	<b>157</b>	<b>188</b>	<b>346</b>	<b>286</b>	<b>1,071</b>
Bank balances / cash						7
<b>Net debt</b>						<b>1,064</b>

## FINANCING INSTRUMENTS

- EUR 500 m ABS programme
- ~ EUR 400 m bilateral credit lines
- EUR 1 bn debt issuance programme

## FINANCING STRATEGY

- Preserve balanced growth and equity ratio of at least 14%
- Dividend pay-out ratio of 30-60% of consolidated profit

1) Nominal repayment amounts; excluding future accrued interest; due to rounding it is possible that individual figures may not exactly add up to the total amount

2) Bond 2018/22 is first bond under the debt issuance programme

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

	2018	2021	Change 2021 vs. 2017	
<b>Contract portfolio [in #]</b>				
<b>Group</b>	<b>Around previous year</b>	<b>&gt;220,000</b>	<b>+ &gt;60%</b>	
▪ Online Retail	10,000-12,000 new contracts <sup>1)</sup>	>110,000	+ >140%	
▪ Fleet Management	Slight increase	>60,000	+ >50%	
▪ Fleet Leasing	~43,000	~45,000	-	
<b>Financials [in EUR]</b>				
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	

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

# Contact details

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## ADDRESS

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# Sixt Leasing Group: Revenue and earnings performance 9M 2018

<i>in EUR million</i>	9M 2018	9M 2017	Change in %
<b>Consolidated revenue</b>	<b>600.1</b>	<b>553.0</b>	<b>8.5</b>
thereof operating revenue <sup>1)</sup>	358.0	335.2	6.8
thereof sales revenue	242.1	217.8	11.2
thereof Leasing business unit	524.7	476.2	10.2
thereof Fleet Management business unit	75.4	76.8	-1.9
Fleet expenses and cost of lease assets	-378.0	-341.7	10.6
Personnel expenses	-27.2	-24.6	10.5
Net other operating income/expense	-13.6	-12.4	9.1
<b>EBITDA</b>	<b>181.3</b>	<b>174.3</b>	<b>4.0</b>
Depreciation and amortisation	-147.7	-140.4	5.2
Net finance costs	-10.3	-13.1	-21.5
<b>EBT</b>	<b>23.4</b>	<b>20.8</b>	<b>12.3</b>
<i>Operating return on revenue<sup>2)</sup></i>	6.5	6.2	0.3 points
Income tax	-5.5	-5.4	2.0
<b>Consolidated profit</b>	<b>17.8</b>	<b>15.4</b>	<b>16.0</b>
Earnings per share (in EUR)	0.87	0.75	-

1) Consolidated revenue without (vehicle) sales revenue

2) Ratio of EBT to operating revenue

# Sixt Leasing Group: Further KPIs 9M 2018

	30 Sep 2018	31 Dec 2017	Change in %
<b>Group contract portfolio</b>	<b>131,300</b>	<b>132,900</b>	<b>-1.2</b>
thereof Online Retail	46,500	45,400	2.3
thereof Fleet Leasing	44,100	48,100	-8.2
thereof Fleet Management	40,700	39,400	3.3
<i>in EUR million</i>			
<b>Total equity and liabilities</b>	<b>1,435.4</b>	<b>1,442.8</b>	<b>-0.5</b>
Lease assets	1,253.1	1,219.2	2.8
Financial liabilities <sup>1)</sup>	1,070.9	1,059.8	1.0
Equity	213.4	205.1	4.0
<b>Equity ratio (%)</b>	<b>14.9</b>	<b>14.2</b>	<b>0.7 points</b>
	<b>9M 2018</b>	<b>9M 2017</b>	
Gross cash flow	174.5	157.9	10.5
Investments in lease assets	386.9	434.4	-10.9

1) Current and non-current financial liabilities; as of 31 December 2017 including EUR 190.0 m Core Loan and EUR 3.9 million other liabilities to related parties