

SIXT

INVESTOR UPDATE

EXPECT BETTER
June 2022

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MANAGEMENT SUMMARY

OUR VISION

Transform the way the world moves, because people expect better.

We make mobility as **easy and flexible** as possible.

Our customers can expect:
**Better cars. Better service.
Better tech. Better people.**



2022

USD ~83 bn

**RENTAL
MARKET**



2025

USD ~510 bn

**CAR RENTAL,
RIDE HAILING, TAXI
& CAR SHARING**



2030

USD ~6,700 bn

**TOTAL MARKET
INCL. PRIVATE CARS**

UNLIMITED OPPORTUNITY IN A USD 6.7 TN MARKET

WE ARE A DIGITAL INTEGRATED MOBILITY PROVIDER WITH CAR RENTAL AT ITS CORE



1. ONE PREMIUM DEMAND PLATFORM

2. ONE PREMIUM PRODUCT PLATFORM

3. ONE PREMIUM SERVICE PLATFORM

4. ONE PREMIUM FLEET PLATFORM

5. ONE PREMIUM TECH PLATFORM



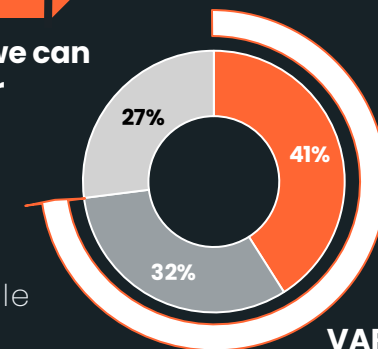
-3 month



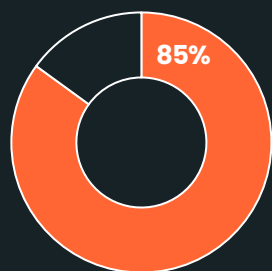
6 MONTHS AVERAGE HOLDING PERIOD

+3 month

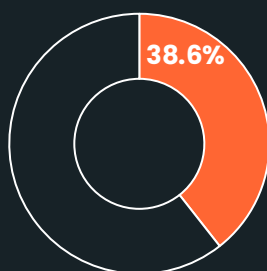
>70% of our cost base is variable as we can extend or shorten holding periods for part of our fleet



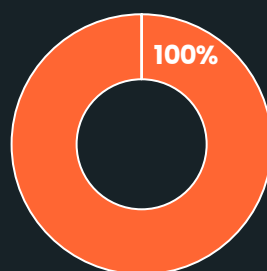
VARIABLE COST BASE >70%



Non-risk ratio / Buy Back Quota¹

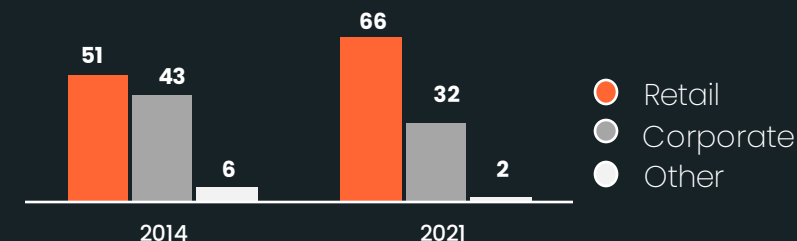


Equity ratio

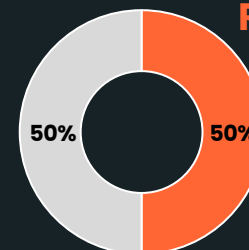


Net Financial Debt used for fleet assets

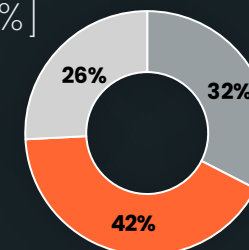
CUSTOMER MIX [%]



REVENUE SPLIT 2021 [%]



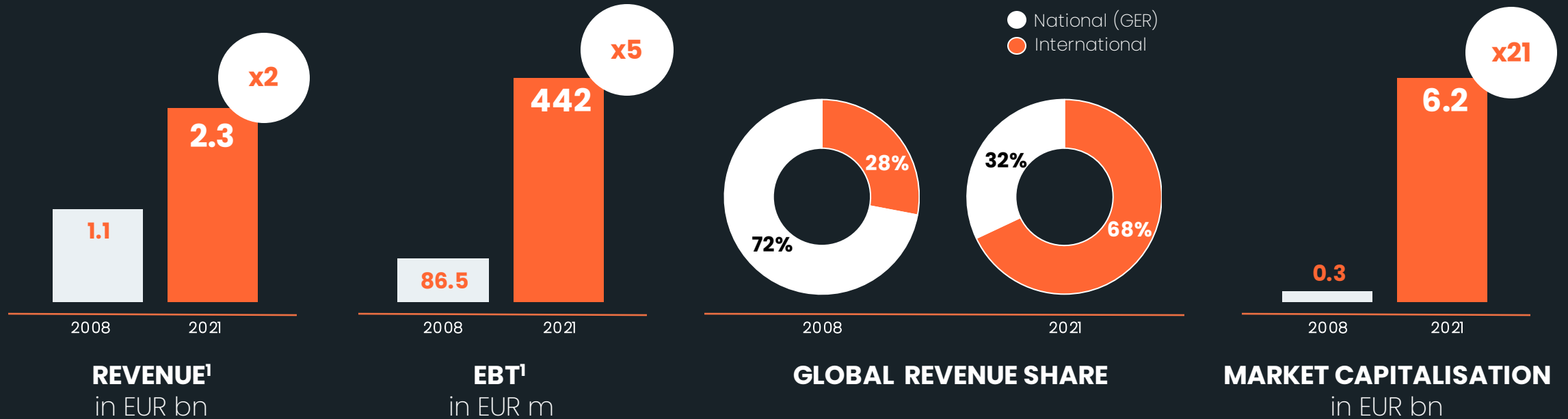
Airport
Downtown & Railway



Europe
Germany
USA

¹Share of vehicles (infleeted in 2021) covered by buyback or leasing agreements with OEMs including operating leases; Non-risk ratio of 79% as at reporting date 31 December 2021; Sources: Annual Report 2021; Company Data

WACHSTUMSWILLE

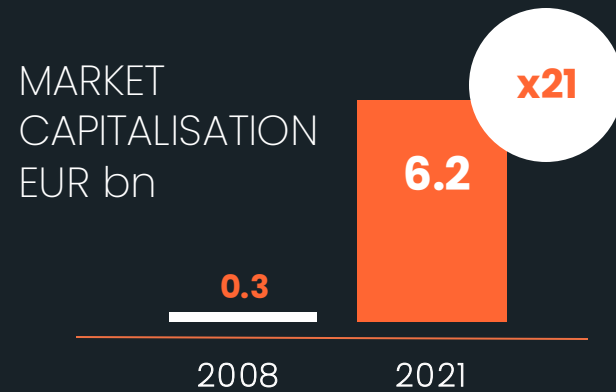


¹ 2008 Revenue and EBT adjusted for Leasing business

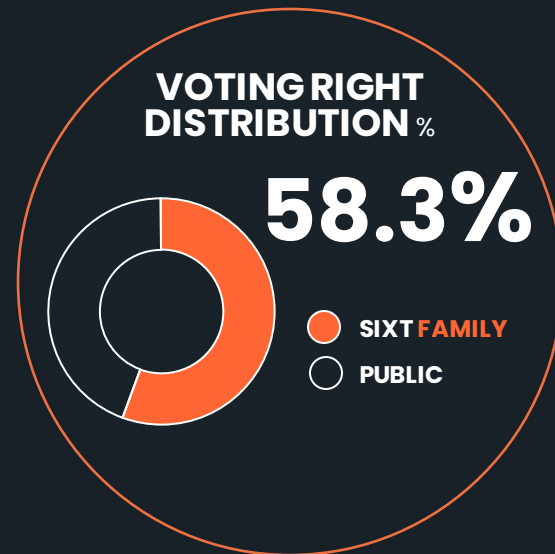
PERFORMANCE & PROFESSIONALISM

STOCK LISTED COMPANY COMBINED
WITH FAMILY OPERATED BUSINESS

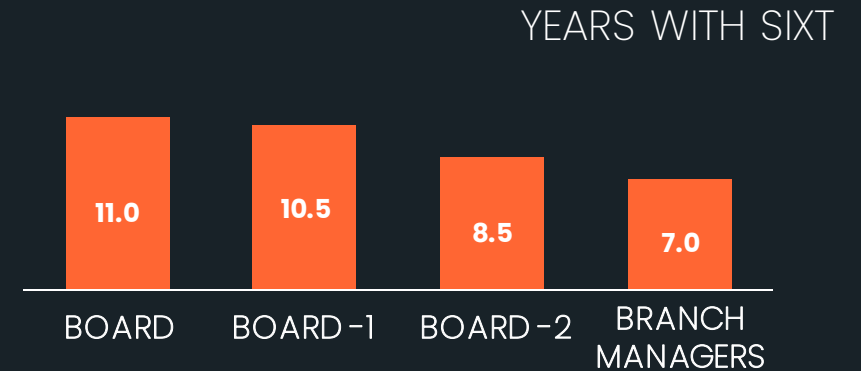
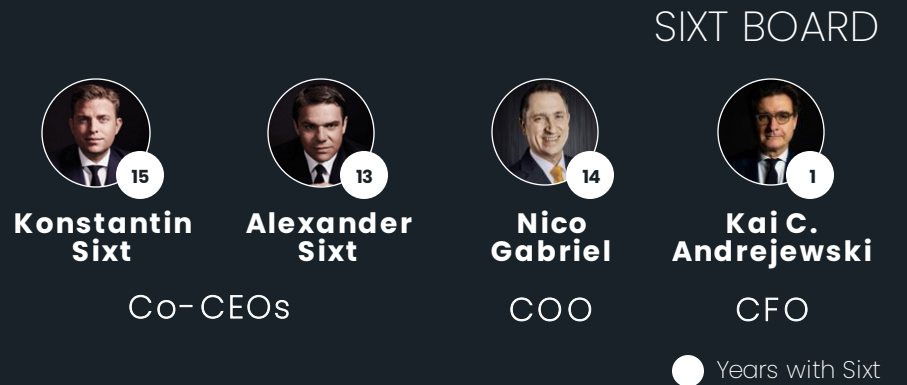
STRONG PERFORMANCE AT CAPITAL MARKETS



SIXT COMMON
SHARE ENTERED
MDAX IN MARCH
2022

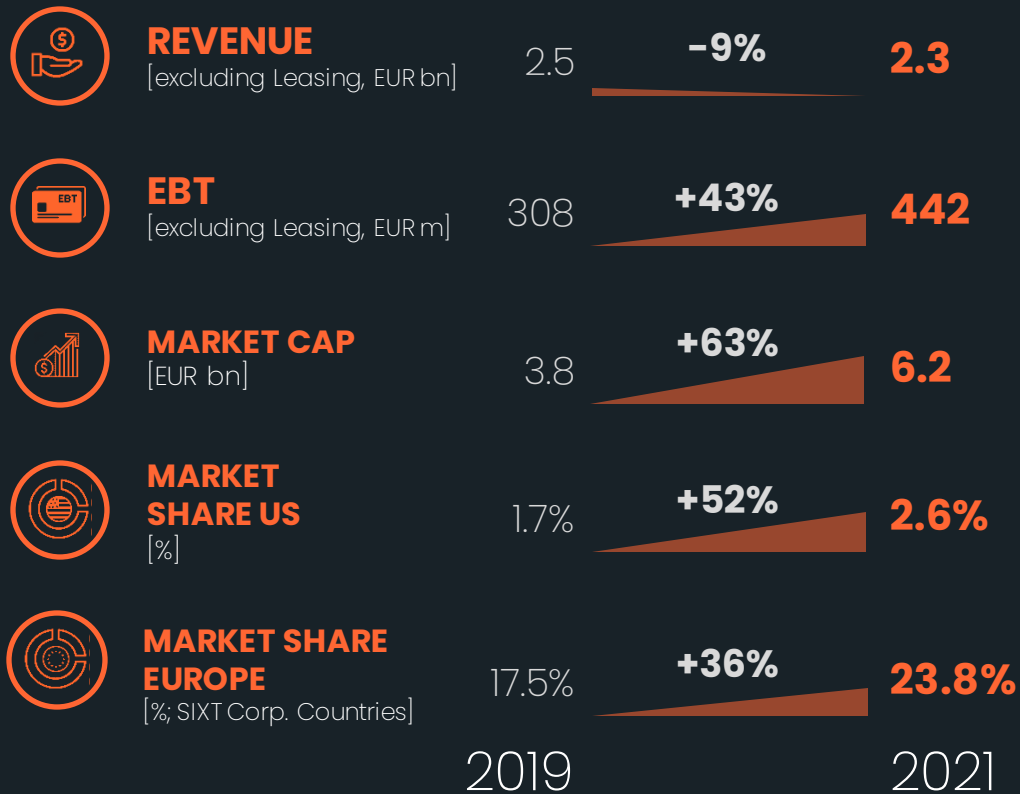


FAMILY OPERATED BUSINESS WITH TRUSTED TEAM



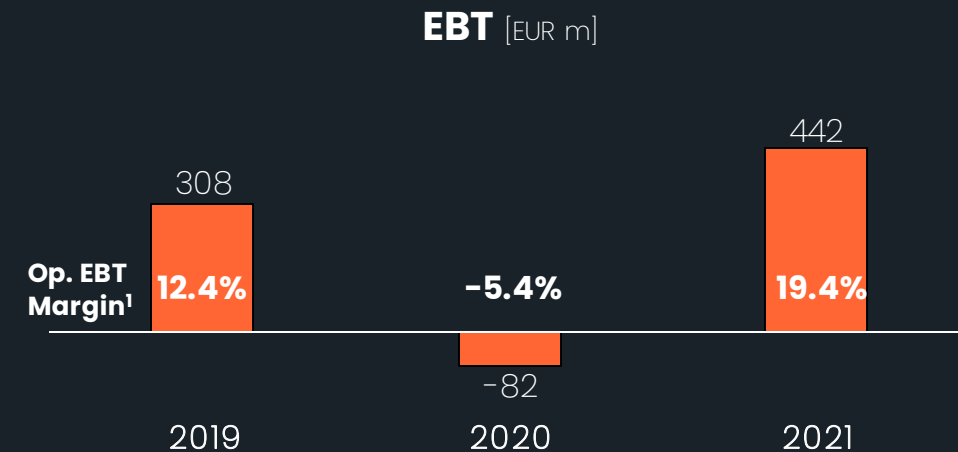
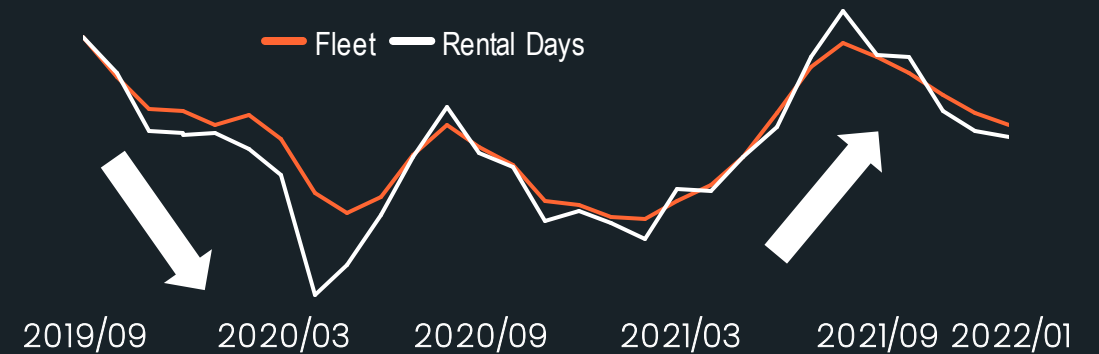
THE ADAPTABILITY & FLEXIBILITY OF THE SIXT BUSINESS MODEL HAS PROVEN ITSELF IN TIMES OF CRISES

SIXT COMPANY PERFORMANCE 2019 VS 2021



FLEET LEVEL DURING COVID-19 PANDEMIC

[September 2019 – January 2022]



¹ EBT Margin = EBT / Group Operating Revenue, 2019 numbers are adjusted for the sale of Sixt Leasing SE
Source: Sixt Annual Reports, Euromonitor

2019

ONE PLATFORM:
REPOSITIONED SIXT AS
INTEGRATED MOBILITY
PROVIDER

2020

**STRONGER
TOGETHER:**
COVID-19, LOCKDOWNS &
RECOVERY PHASE

2021

NOW OR NEVER
THE ATTACK YEAR

2022

EXPECT BETTER
THE YEAR OF MAKING OUR
PRODUCTS EASY AND
EXCITING



TODAY – March 22



**SIXT share
price (EUR)**

STRATEGY 2022

THE SIXT STRATEGY



THE SIXT STRATEGY



SIXT HAS BEEN THE FASTEST GROWING BRAND AMONGST TOP RENTAL CAR PLAYERS 2017-2022

SIXT

264%

SIXT
BRAND VALUE

 **EUR
1.16 bn**

Europcar

117%

Budget

59%

National

40%

enterprise

30%

Hertz

22%

Alamo

20%

AVIS

2%



SIXT IS ALMOST AS FAMOUS AS GEORGE CLOONEY

Brand Awareness
SIXT in Germany¹: 94%
George Clooney¹: 96%



THE SIXT STRATEGY



SIXT OFFERS A MULTI PRODUCT MOBILITY PLATFORM THAT IS INTEGRATED ALONG THE VALUE CHAIN

1. ONE PREMIUM
DEMAND PLATFORM

2. ONE PREMIUM
PRODUCT PLATFORM

3. ONE PREMIUM
SERVICE PLATFORM

4. ONE PREMIUM
FLEET PLATFORM

5. ONE PREMIUM
TECH PLATFORM



SPINNING THE SIXT FLYWHEEL TO DRAMATICALLY INCREASE THE SCALE OF THE ONE MOBILITY PLATFORM



ONE PREMIUM PRODUCT PLATFORM



SIXT+

- **Car Subscription Business**
- Launched in 2020, now available in all Corporate Countries
- Flexible all-incl. offering
- Stable monthly cash-flows for Sixt



SIXT Truck

- **Light Commercial Vehicle Rental**
- Division launched in 2021
- >900 branches



SIXT Rent

- **Short- and Long-Term Car Rental**
- >240,000 vehicles
- >2,100 branches
- Completely digital rental process via the SIXT App



SIXT Share

- **Free-floating carsharing**
- High share of electrification – >70% battery electric vehicles
- >2.5 million trips in 2021



SIXT Ride

- **Ride Hailing and Event Service Business**
- Currently available in more than 400 cities in 50 countries worldwide
- >2,500 partners
- >5 million drivers



SIXT Micro

- **Last Mile Micro Mobility: Scooter & Bikes**
- >300k scooter journeys

FROM
**LONG-TERM
MOBILITY**

TO
**SHORT-TERM
MOBILITY**

YEARS

MINUTES

Asset Ownership
Asset heavy
KEY COMPETITORS
Finn, VW Auto Abo, CARE by Volvo

Asset Ownership
Asset heavy
KEY COMPETITORS
Northgate, Europcar

Asset Ownership
Asset heavy
KEY COMPETITORS
Enterprise, Avis, Europcar, Hertz

Asset Ownership
Asset heavy
KEY COMPETITORS
Miles, ShareNow

Asset Ownership
Asset light
KEY COMPETITORS
Uber, Lyft

Asset Ownership
Asset light
KEY COMPETITORS
Bird, Lime

ONE PREMIUM SERVICE PLATFORM

OUR FRONTLINE HEROES MAKE THE DIFFERENCE

Premium Service @ **BRANCH**



Premium appearance by implementing
NEW branch concept



Premium service by our **~5,000 branch employees** with customer excitement reflected in their compensation



New contactless **digital checkout experience Sixt Xpress** for a frictionless checkout

Premium Service @ **SERVICE CENTERS**



Guarantee
high service levels

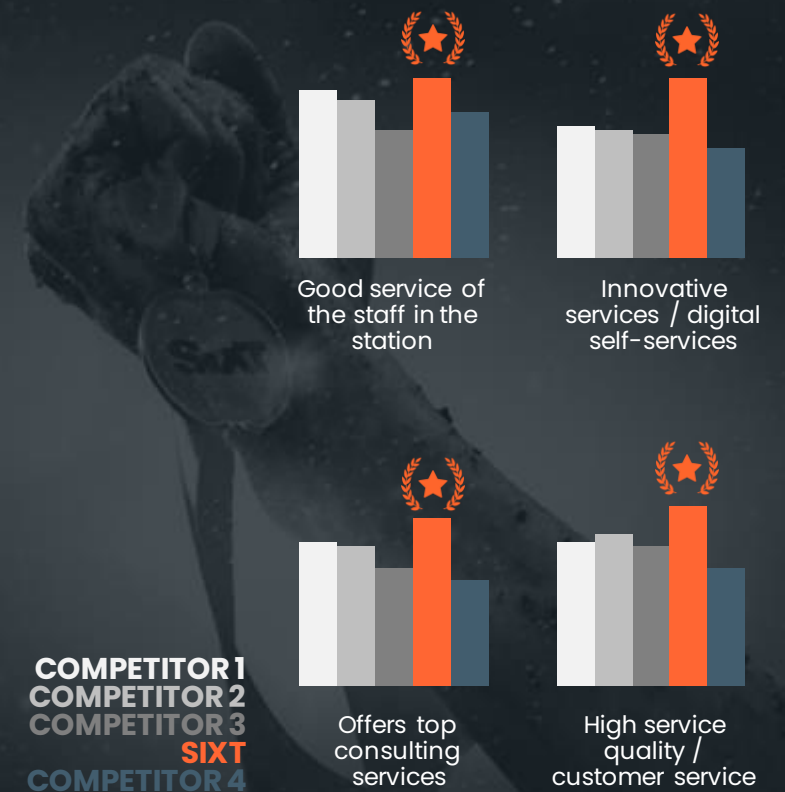


Increase **self-service** share by automation



Premium service quality by **>1,000 service agents**

NPS Study



ENTERING 2022 WITH A FLEET ON 2019 LEVEL

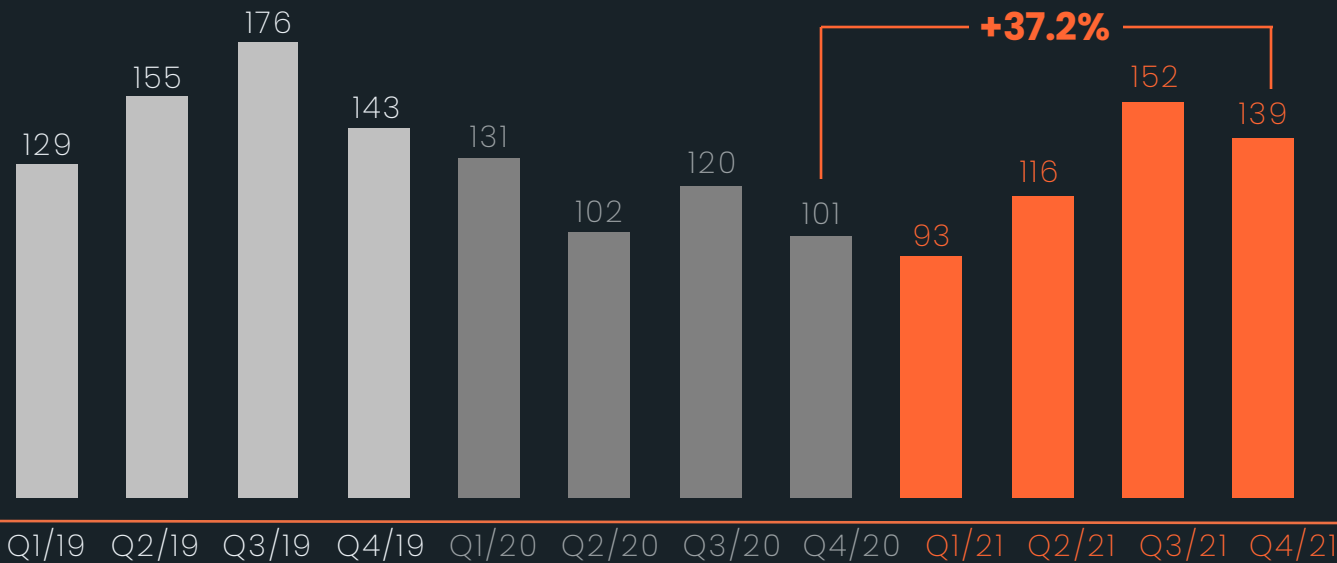
Q4/21 AVERAGE ~139,000 VEHICLES IN CORPORATE COUNTRIES

Premium share of 57%¹

2019 AVERAGE: ~151,000

2020 AVERAGE: ~114,000

2021 AVERAGE: ~125,000



AVERAGE FLEET SIZE PER QUARTER [thousand]

Our balance sheet consists of ~87% of earning assets – our vehicles – and working capital

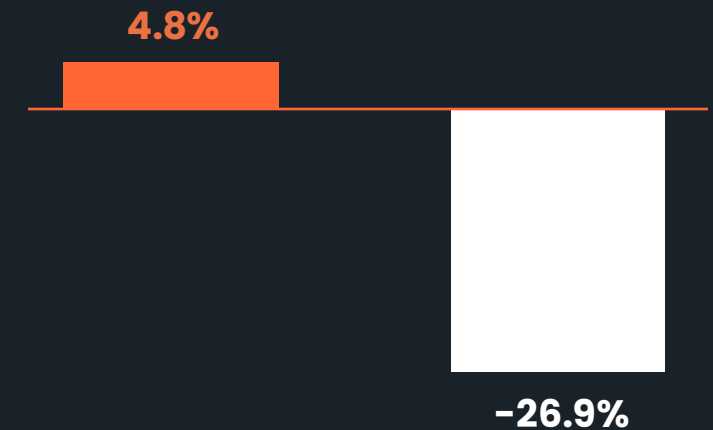
We hold our fleet for a short time – 6 months average holding period

Example Germany

Growth 12/2020 vs. 12/2021

**Fleet Growth
SIXT Germany**

**New car sales
Germany**



>70% of our cost base is variable allowing us to adjust quickly to new capacity levels

¹Audi, BMW, Mercedes based on value of fleet; Based on vehicle fleets in Sixt corporate countries as of end of 2021

STRATEGIC PROGRAMME ON **ELECTRIC MOBILITY** PLACES SIXT INTO FRONT RUNNER POSITION

E-MOBILITY EVIDENCE AND AMBITIONS



70% BEV share until 2030



50% BEV share until 2030



From 2025 onwards only electrified models launched



70% BEV share in Europe until 2030

SIXT'S STRATEGIC PROGRAMME



Further increase share of electric and hybrid vehicles



Rapid roll-out of charging infrastructure in SIXT branches

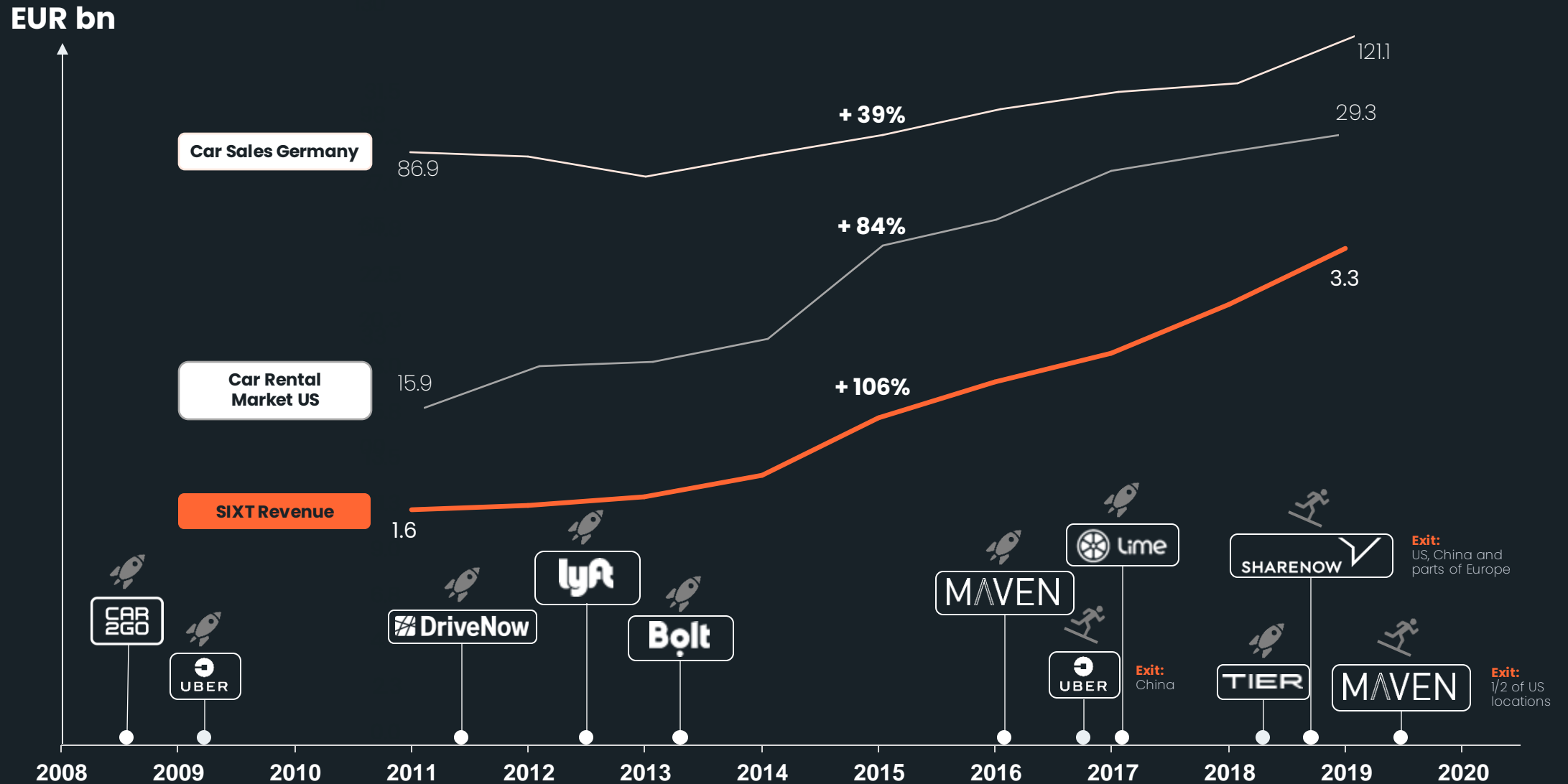


Strategic partnerships with innovation leaders

THE SIXT STRATEGY



UNTIL THE PANDEMIC HIT PRIVATE CAR AND RENTAL MARKET SIZES CONTINUE TO RISE WHILE MORE **SHARED MOBILITY** PROVIDERS EMERGED



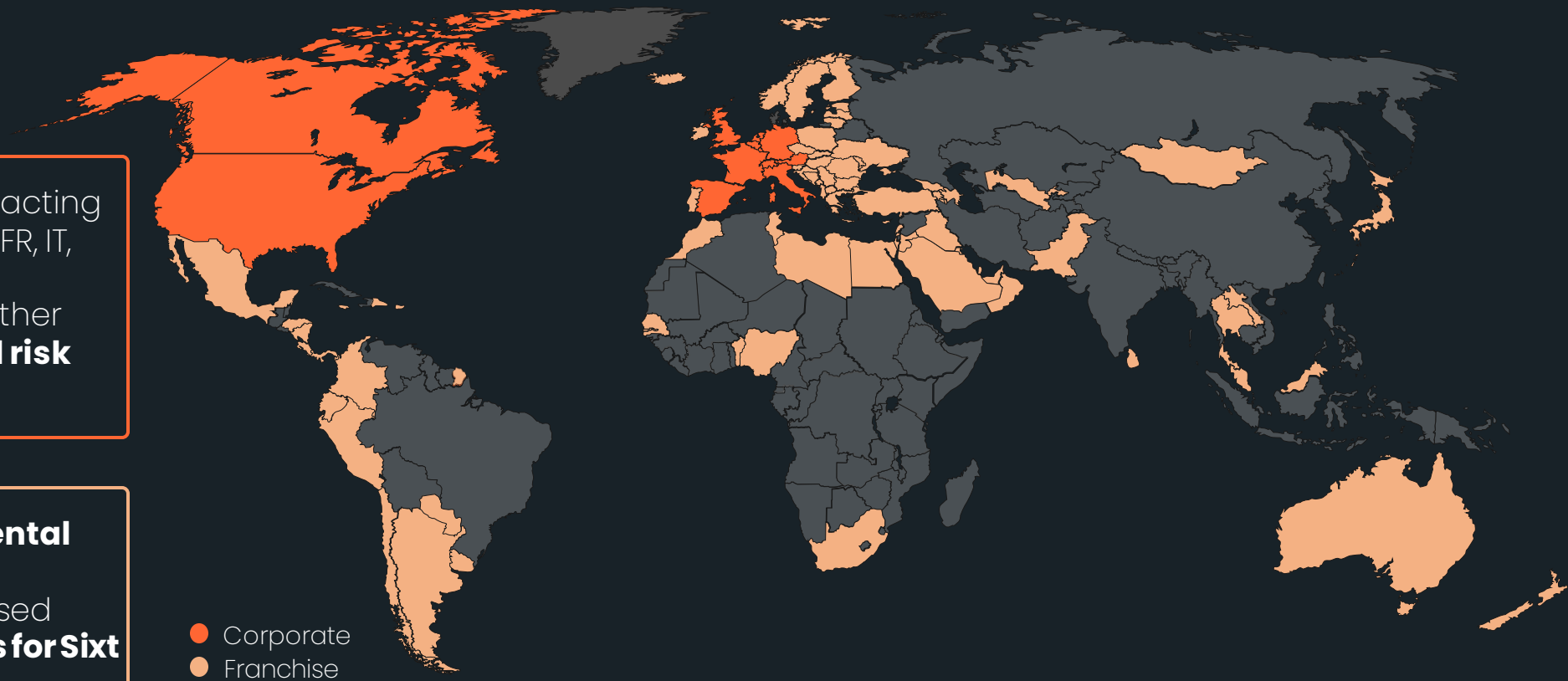
Source: Press releases, SEC filings, own estimates; exchange rate for 2019: EUR/USD 0.891 (finanzen.net)

OWN NETWORK PRESENCE IN LARGE MARKETS & LOW-RISK FRANCHISE MODEL IN SMALLER ONES

➤ **100 Countries**
➤ **2,100 Branches**

- **12 Corporate Countries** Sixt acting at own risk: DE, US, CA, ES, UK, FR, IT, BE, NL, LU, AT, CH, MC
- **Big rental** markets with a rather **low economic and political risk** operated **asset heavy**

- Franchise in **~100 smaller rental markets**
- **Asset light** commission-based model with **very limited risks for Sixt**



WINNING MARKET SHARE THROUGH INTERNATIONALISATION AND SCALING OF PRODUCTS



GROW INTERNATIONAL REVENUES

- Defend market leadership in Europe
- Dramatically scale US business
- Asset-light, low-risk growth in Franchise markets, especially 2021 added Australia



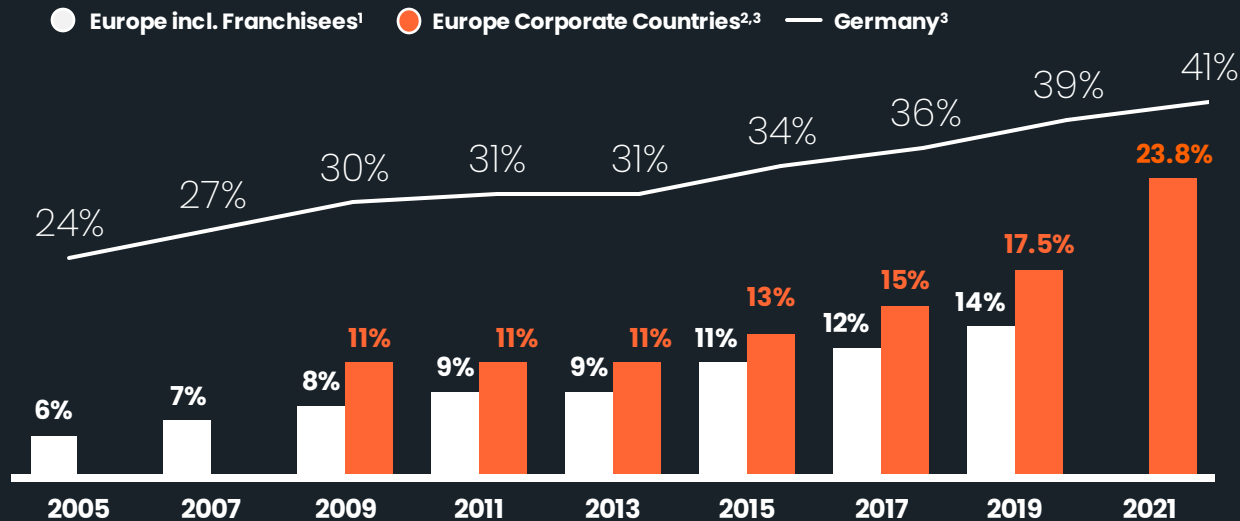
SCALE OUR PRODUCTS

- Grow Van & Truck business focusing on core markets DE, France, and UK
- Grow SIXT+ Subscription
- Grow Sixt share and launch new city
- Increase Ride offering to additional cities

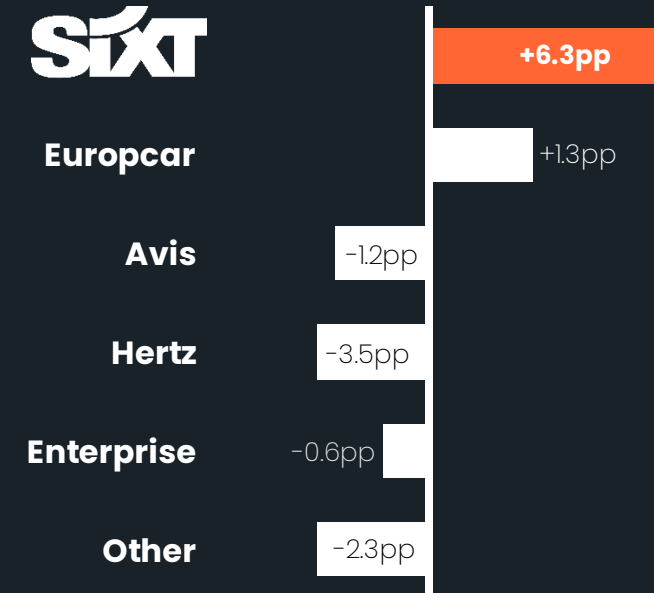
**ALONG WITH COST MEASURES EXPECTED TO REACH
2022 EBT OF EUR 380 m – EUR 480 m**

SNAPSHOT EUROPE: SUBSTANTIAL MARKET SHARE GAIN OF >6PP IN 2021 VS. 2019

**MARKET SHARES
2005 to 2021**



**MARKET SHARE GROWTH
IN EUROPE 2021 vs. 2019³**



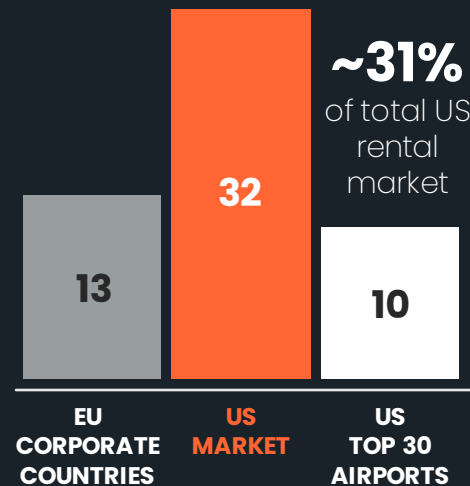
¹Figures 2005-2014 according to Jefferies (Research Report as of 1 April 2020) and figures 2015-2019 according to J.P. Morgan; ²Sixt European Corporate Countries including Germany, excluding Lux and Monaco; ³Market shares according to Euromonitor and own estimates



SNAPSHOT USA: SIGNIFICANT GROWTH IN THE WORLDS LARGEST CAR RENTAL MARKET

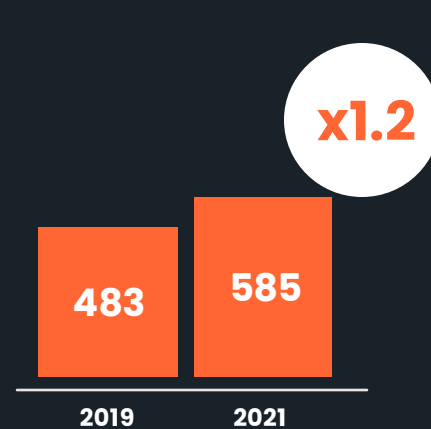
US RENTAL MARKET SIZE 2019

USD bn

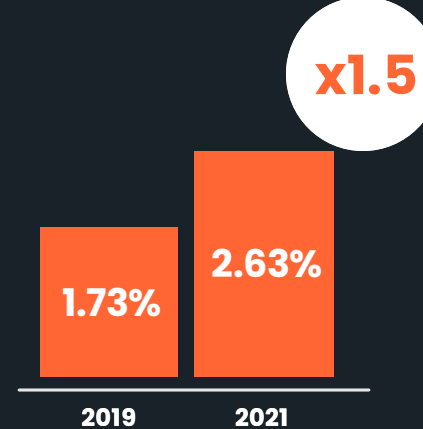


SIXT's US REVENUE

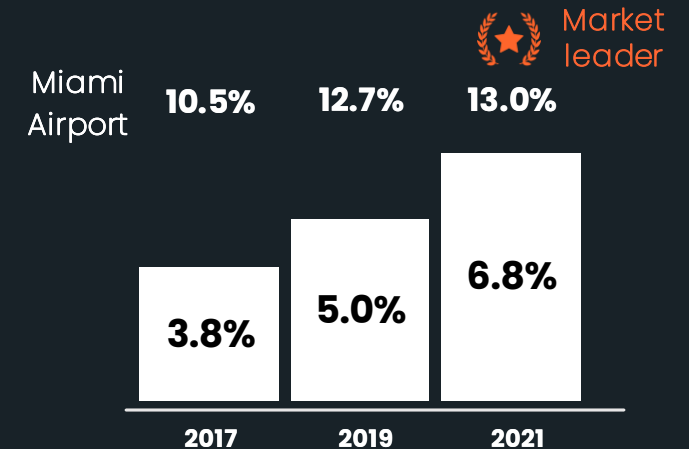
EUR m



SIXT's US MARKET SHARE



SIXT's TOP 10 AIRPORTS MARKET SHARE

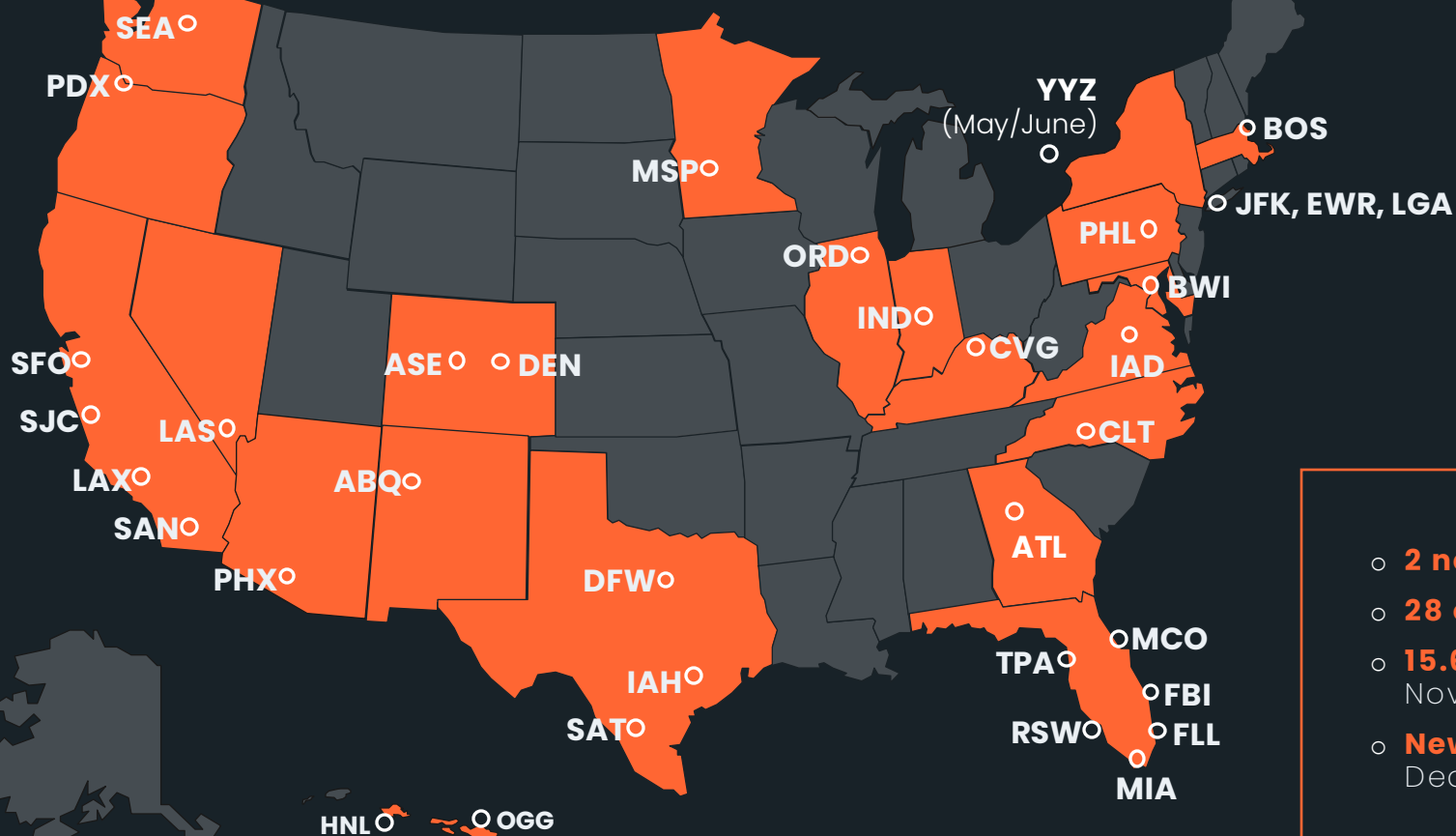


SIXT NORTH AMERICA NETWORK IS CONSTANTLY GROWING

SIXT airport
locations

YVR
(May/June)

CANADA



~100 US LOCATIONS

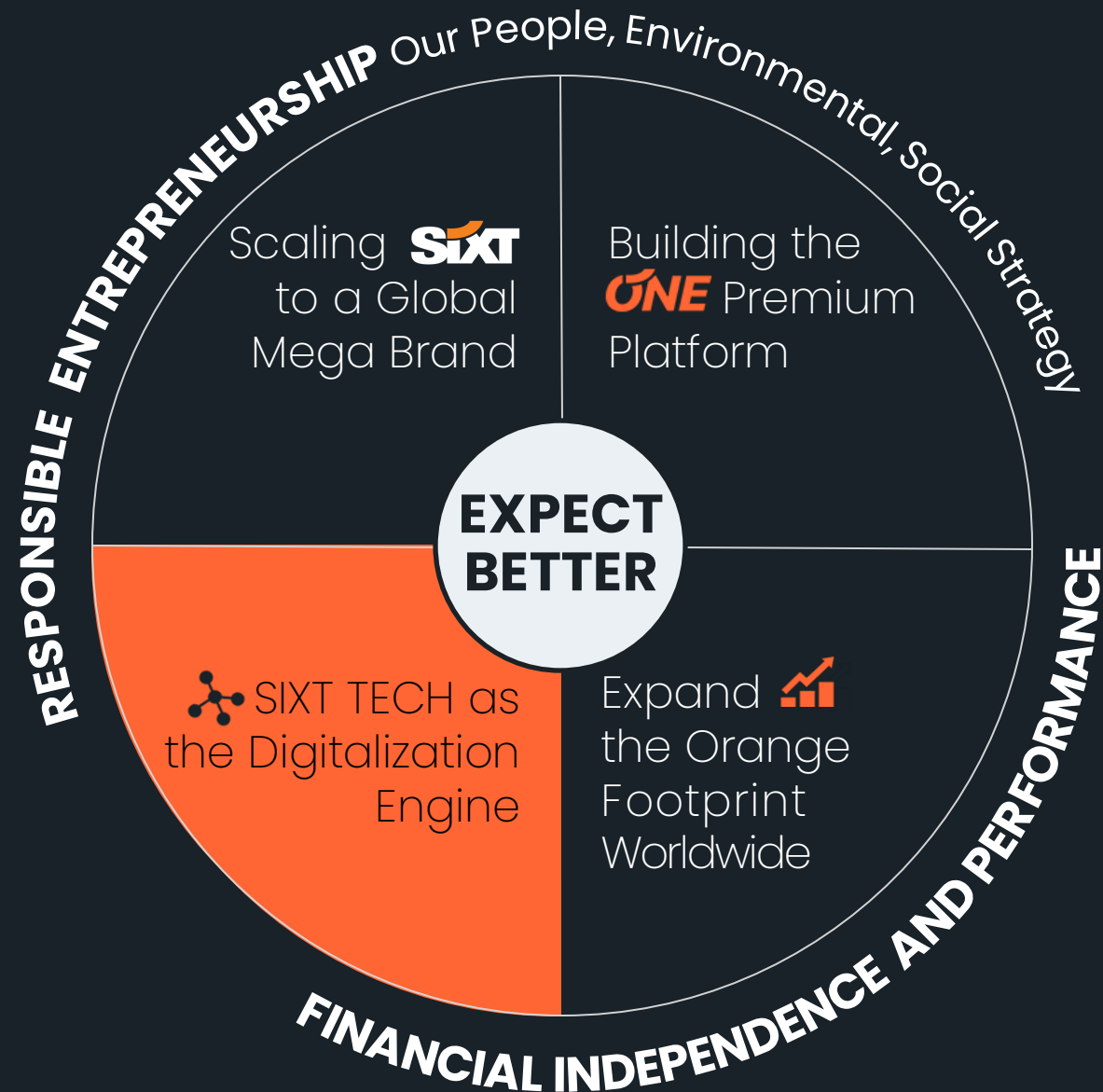
thereof 35 AIRPORTS

~2 CA LOCATIONS

SIXT US AIRPORTS

- **2 new** airport locations **in 2022**
- **28 of the top 30 airports**
- **15.6% brand market share at Miami Airport** in November 2021
- **Newark Airport** market share reached **9.4%** in December 2021

THE SIXT STRATEGY

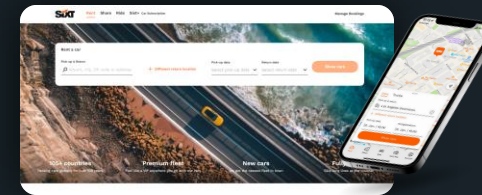


SIXT TECH AS THE ENABLER FOR GROWTH AND EFFICIENCY

... GENERATE CUSTOMER EXCITEMENT



Customer facing products



... BUILD A SCALABLE PLATFORM AS FOUNDATION FOR FUTURE GROWTH



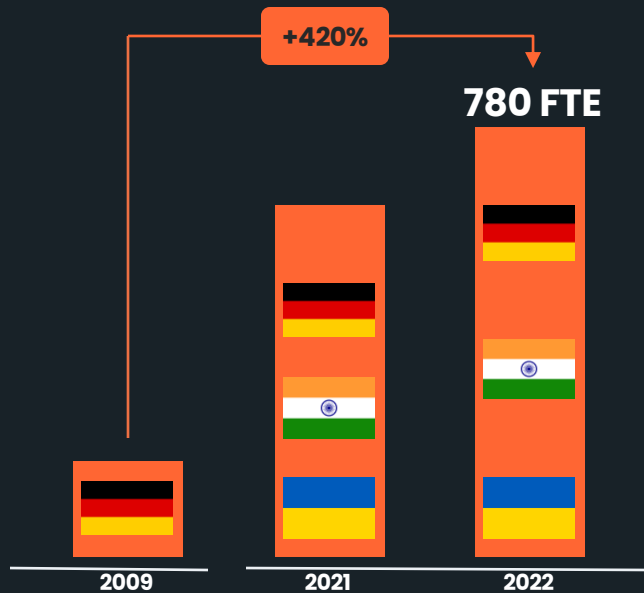
Ongoing Digitalization
Standardisation & automation
to increase efficiency



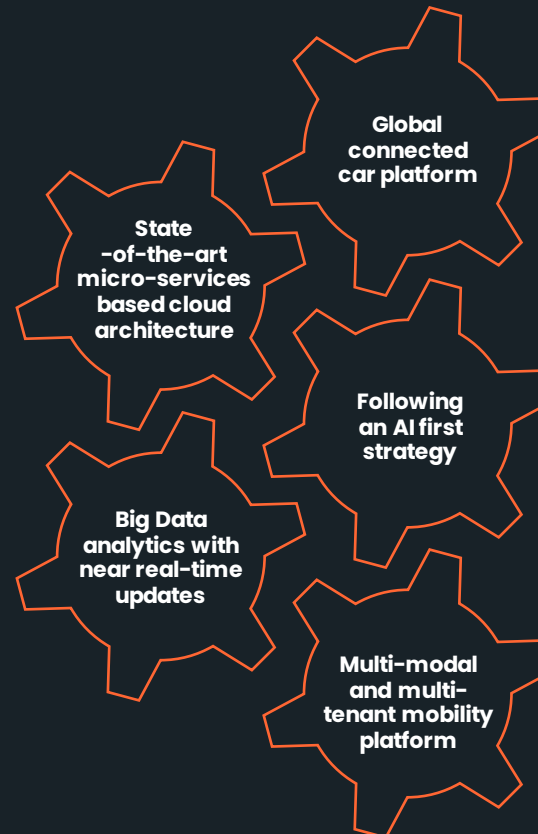
TECH Foundation & Modernisation
Building a high scaling IT platform
& keep it running

TECH PROVES TO REALISE IMMEDIATE MARGIN IMPACT

SIXT TECH EMPLOYEES



OUR TECHNOLOGY



SIXT

IMPACT



Higher margins through AI prices



Scaling the low-risk mobility platform



Lower costs through digitalization of branches (virtual branches, digital locations)



Better utilisation through AI based fleet forecast



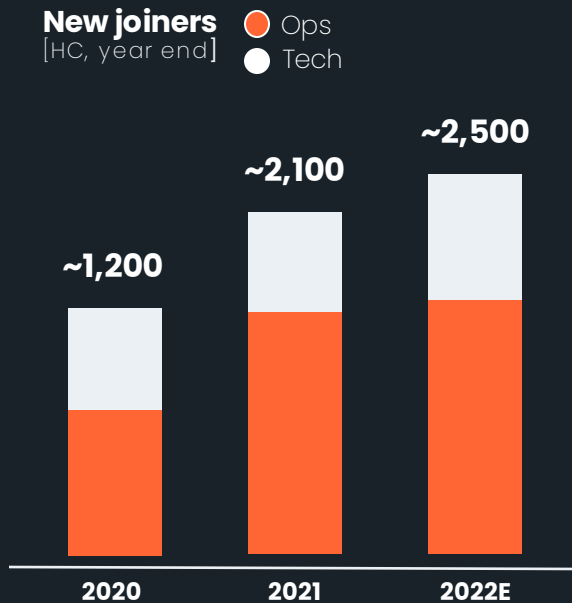
Lower costs through optimisation of transfers / turnarounds

THE SIXT STRATEGY

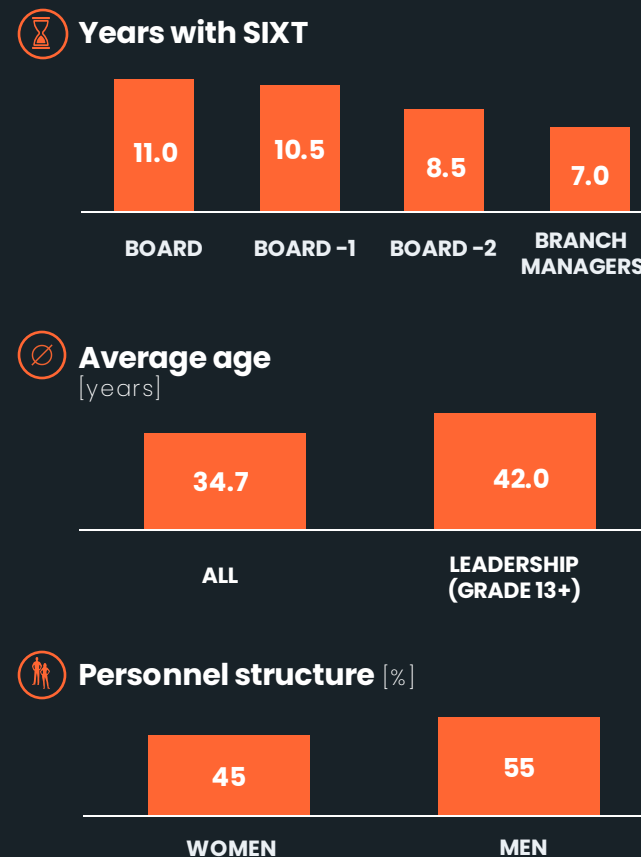


SIXT IS A PEOPLE BUSINESS BASED ON TRUST AND STRONG CONTRIBUTIONS

WE INVEST IN OUR WORKFORCE



WE BUILD A TRUSTED & DIVERSE ORANGE TEAM

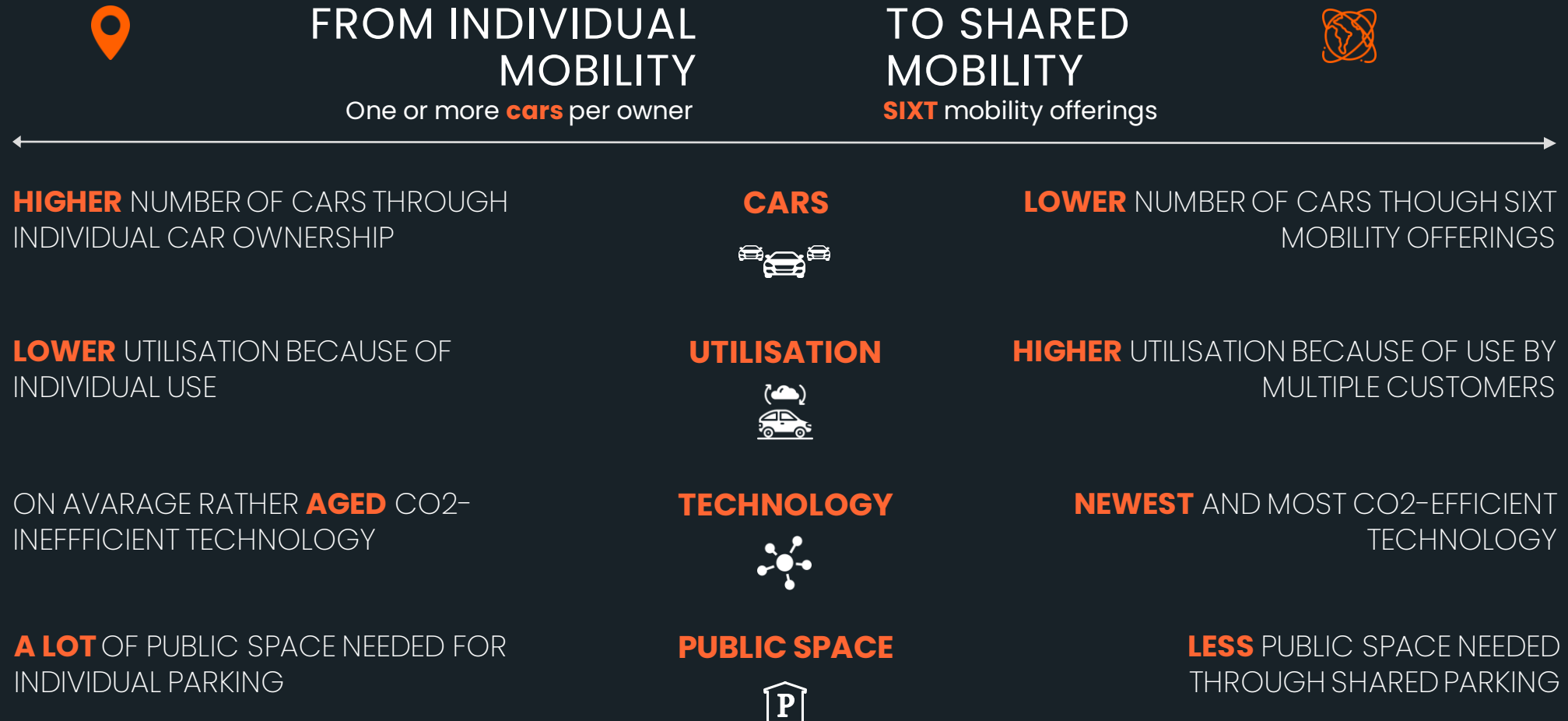


WE AIM TO ENABLE & ENGAGE OUR PEOPLE



CREATING A CULTURE OF PERFORMANCE, GROWTH, INNOVATION AND APPRECIATION

ENVIRONMENTAL SUSTAINABILITY: SIXT OFFERS THE NEW SUSTAINABLE FORM OF INDIVIDUAL MOBILITY



AMBITIOUS AND SPECIFIC SUSTAINABILITY TARGETS FOR SIXT'S EUROPEAN OPERATIONS



SOCIAL RESPONSIBILITY AS A GOOD CORPORATE CITIZEN

Spotlight Social IMPACT: THE REGINE SIXT CHILDREN'S AID FOUNDATION



For over 20 years the REGINE SIXT CHILDREN'S AID FOUNDATION - DRYING LITTLE TEARS has been supporting projects for children in the areas of education, welfare, health and emergency aid.



220 projects in over 55 countries – 21 projects alone in 2021.



Emergency aid for Ukrainian children in times of crisis:

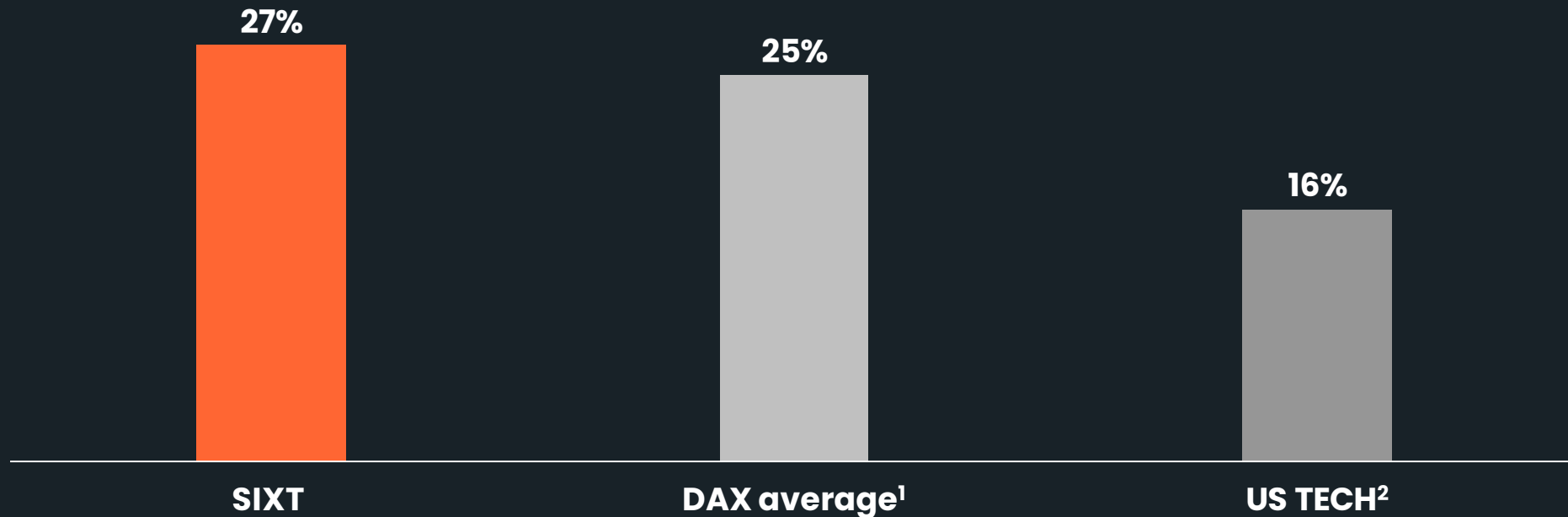
- Cooperation with project partners for immediate assistance at borders
- Support of integration of refugee children at temporary destination
- Equipment and furnishing of orphanages for Ukrainian children

All activities strongly supported by SIXT employees using their 'Drying Little Tears Day' – a day for social activities towards children, available to every SIXT employee once a year.



SIXT CONTRIBUTES A COMPARABLY HIGH INCOME TAX RATE AS A GOOD CORPORATE CITIZEN

ETR – Effective tax rate 2019



THE SIXT STRATEGY



WE WILL KEEP OUR STRATEGY GOING FORWARD,
A STRATEGY THAT BROUGHT US...



LOW VOLUME
HIGH PRICE
HIGH TECH
HIGH SERVICE
LOW M&A

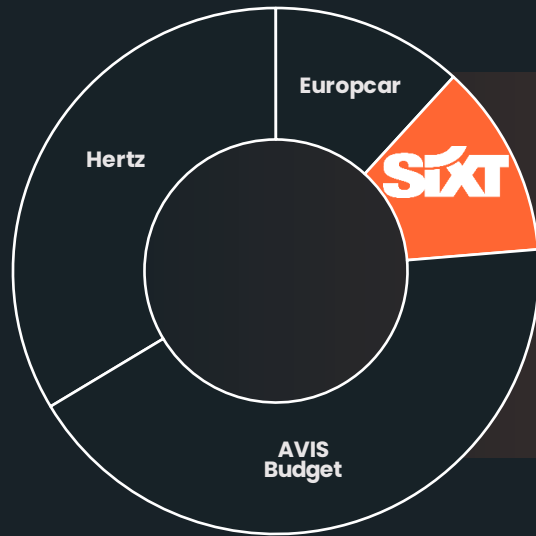
HIGH VOLUME
LOW PRICE
LOW TECH
LOW SERVICE
HIGH M&A

**PEER
GROUP¹**

¹US players with low buyback ratios

PERFORMANCE IMPACT

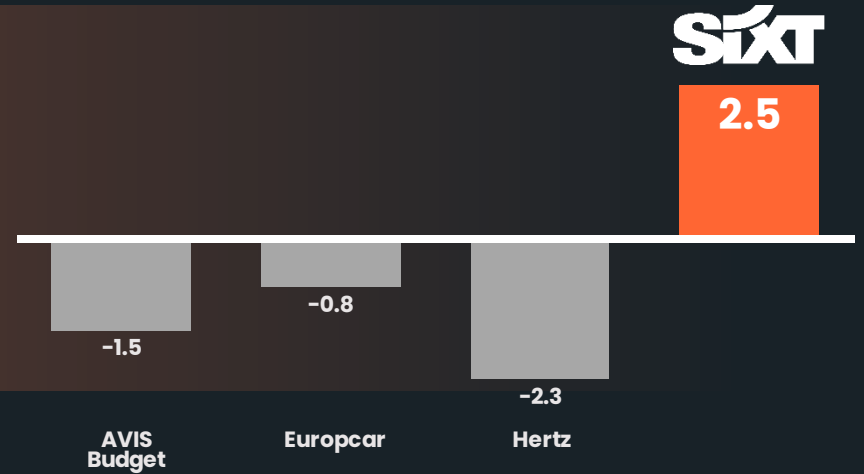
GLOBAL REVENUE SHARE^{2,3} FY/21 %



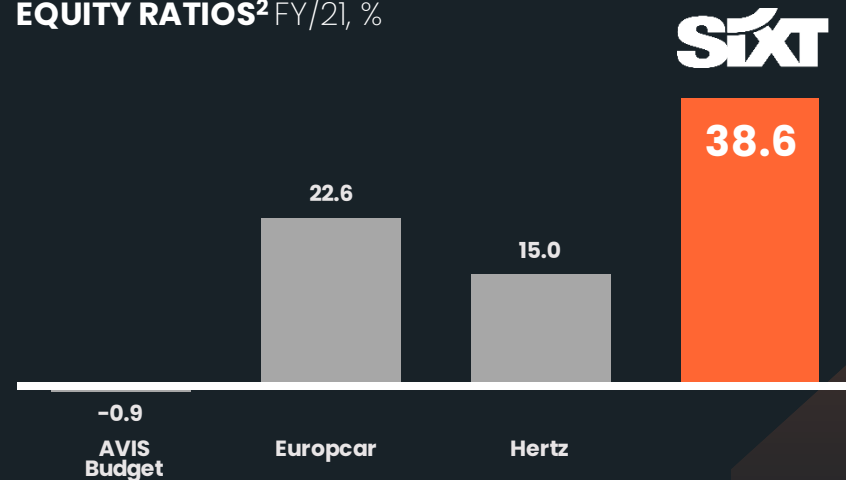
12%
REVENUE
SHARE

~100%
OF PROFITS
[2006-FY/21]¹

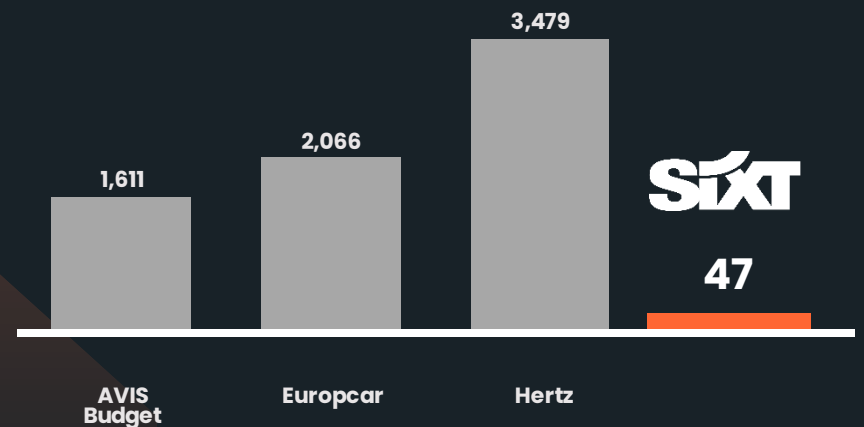
CUMULATED EBT^{2,3} Cum. EBT 2006-FY/21, EUR bn



EQUITY RATIOS² FY/21, %



GOODWILL & INTANGIBLE ASSETS^{2,3} FY/21, EUR m

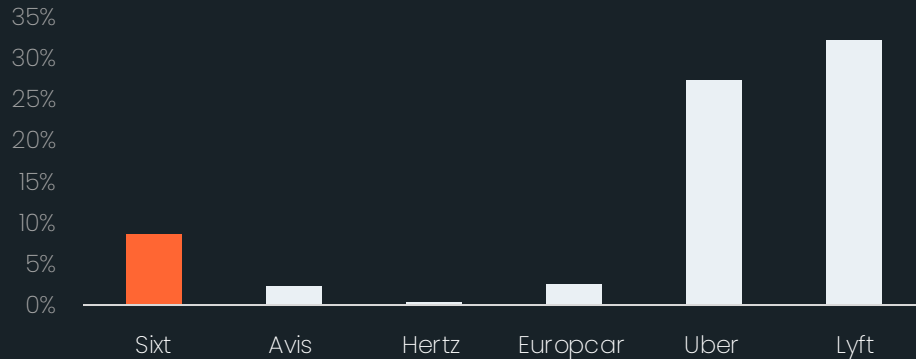


BALANCE SHEET IMPACT

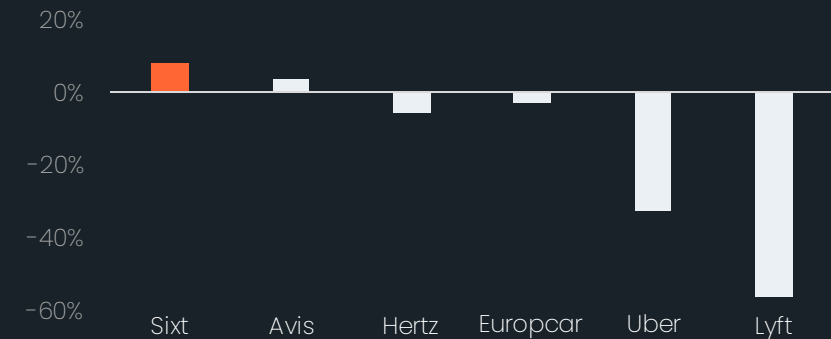
¹of top 4 listed car rental companies; ²Financial data based on annual reports of Sixt and competitors; ³Based on USD/EUR exchange rate as of 31.12.2021

HIGHEST MARGIN AND GROWTH RATES IN THE RENTAL SECTOR – DIGITAL PLATFORM STILL NOT FULLY VALUED

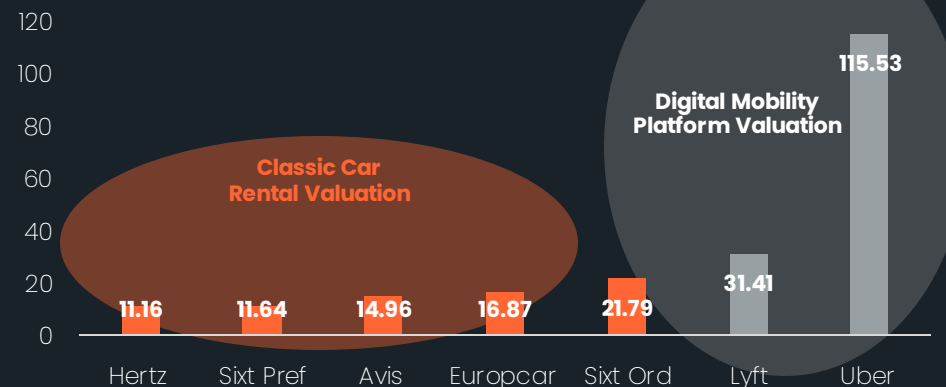
5y Sales CAGR Growth¹



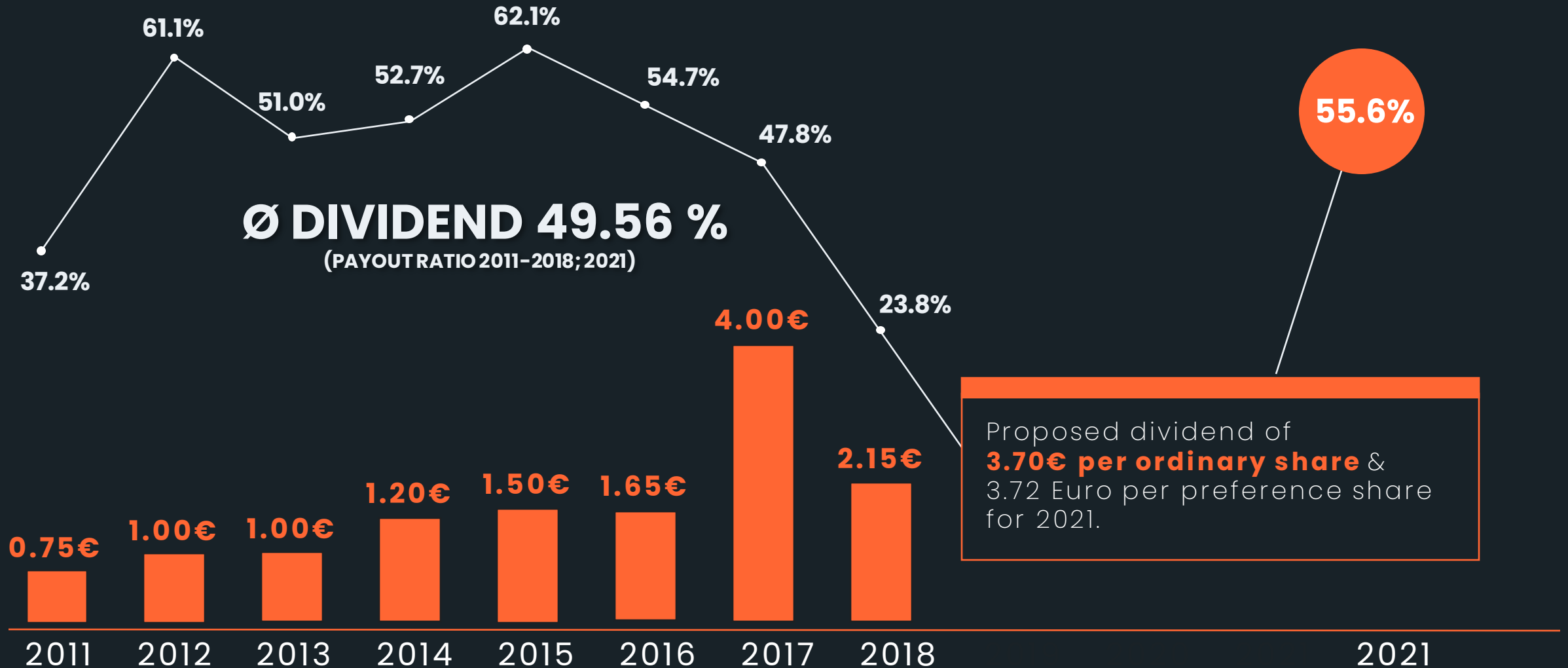
5y EBT margin¹



PE Ratio 2yr forward earnings



RELIABLE DIVIDEND OVER THE YEARS



PERFORMANCE REVIEW & FINANCIAL TRACK RECORD

FINANCIAL PERFORMANCE

Profitability above
pre-covid level



FINANCIAL STABILITY

Conservative financial
management with low-risk
balance sheet and high
equity share

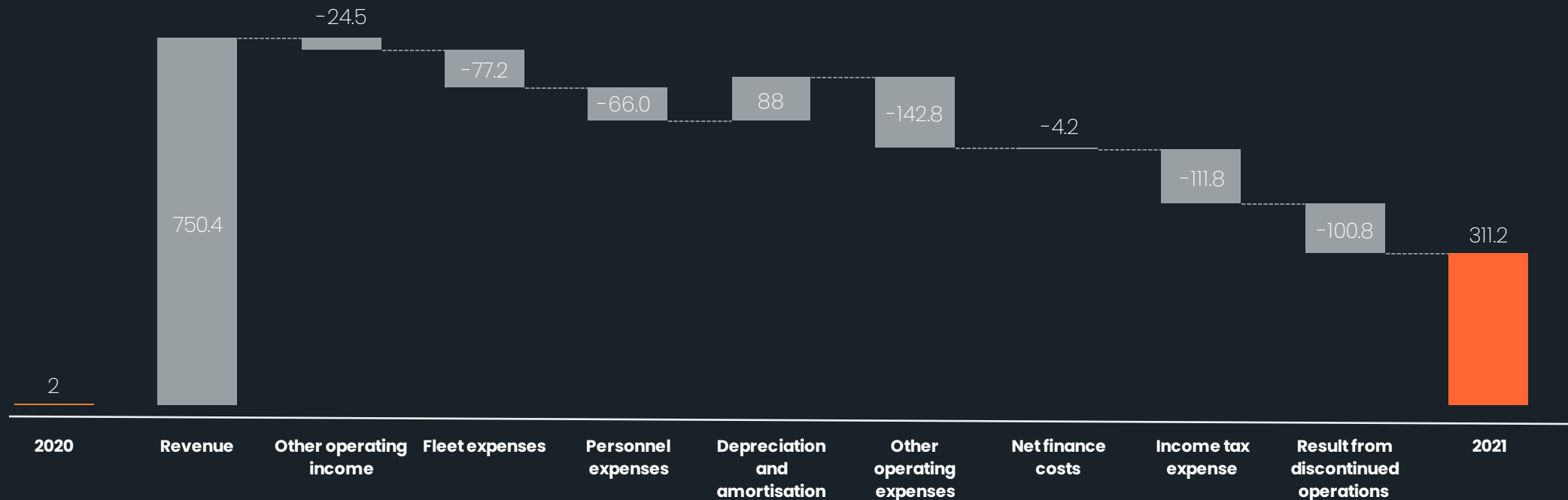


FINANCIAL LIQUIDITY

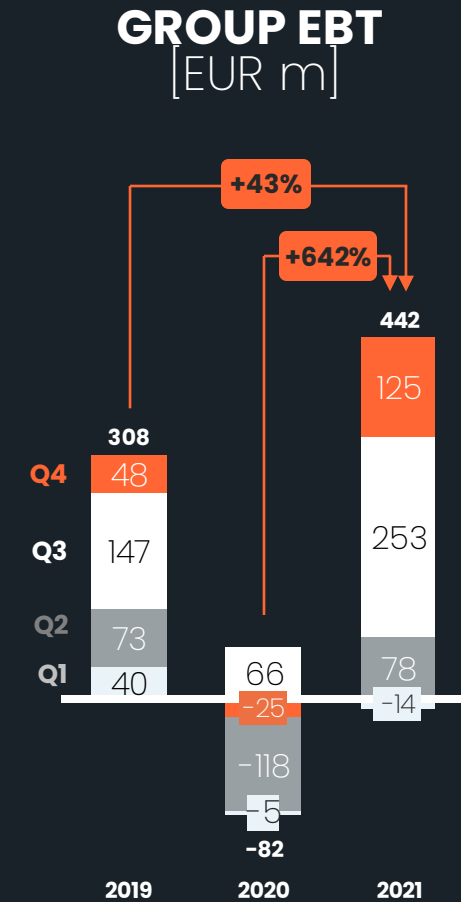
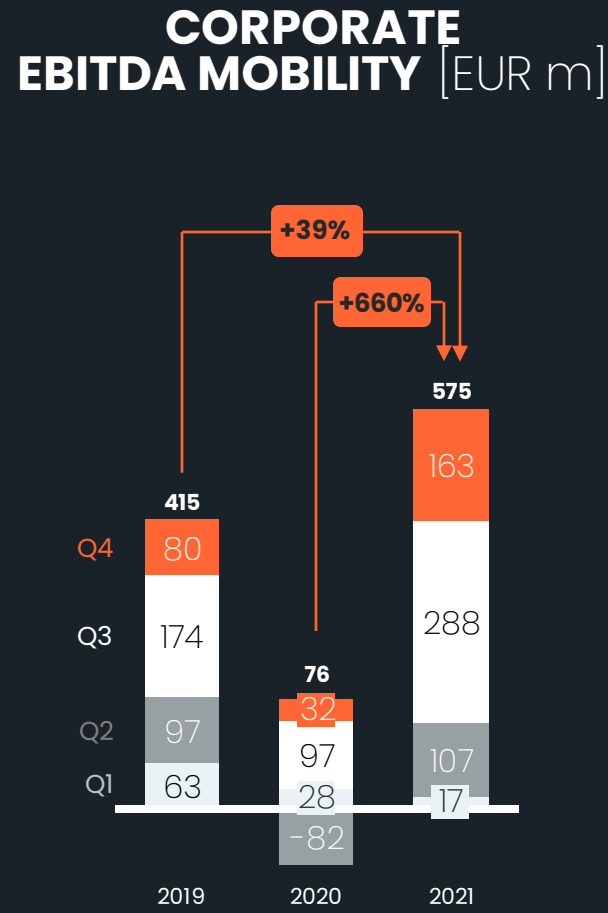
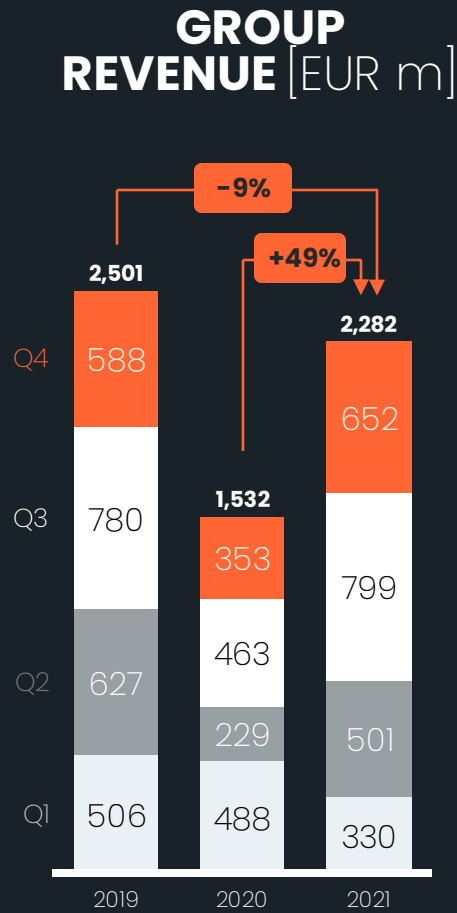
Well-balanced financing
mix and high availability of
liquid funds to grow the
business

CONSOLIDATED PROFIT PUSHED BY STRONG REVENUE GROWTH 2021 VS. 2020

RESULTS BRIDGE 2020 TO 2021 [EUR m]

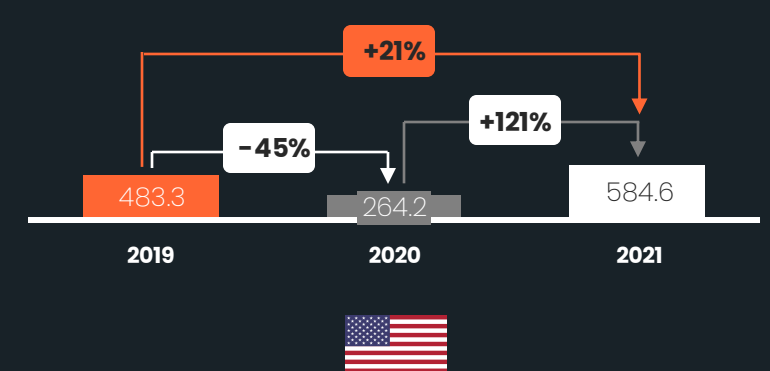
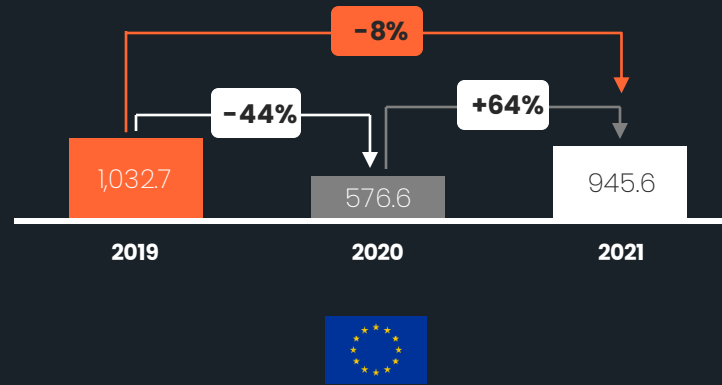
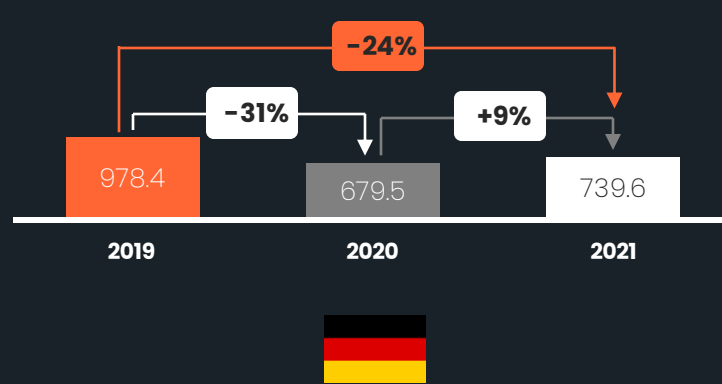


FY 2021 PROFIT SIGNIFICANTLY ABOVE PRE-PANDEMIC LEVELS – DRIVEN BY DEMAND RECOVERY AND GOOD COST DISCIPLINE

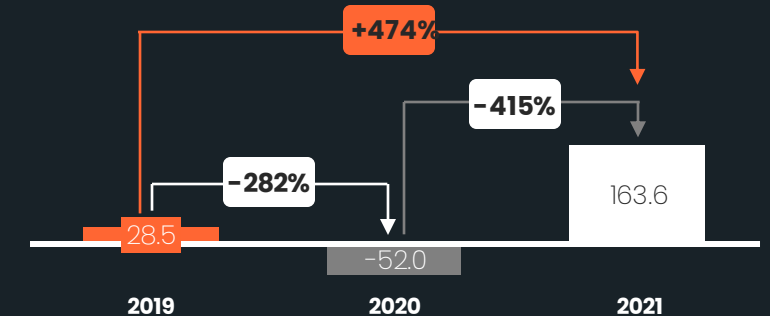
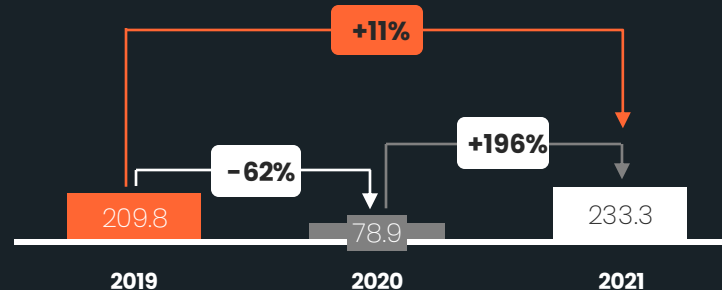
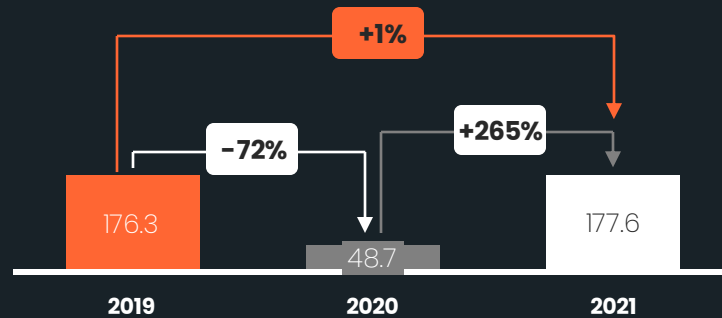


FY 2021 SEGMENT UPDATE: PROFITABILITY ABOVE PRE-COVID LEVEL IN ALL REGIONS

OPERATING REVENUE¹ [EURm]

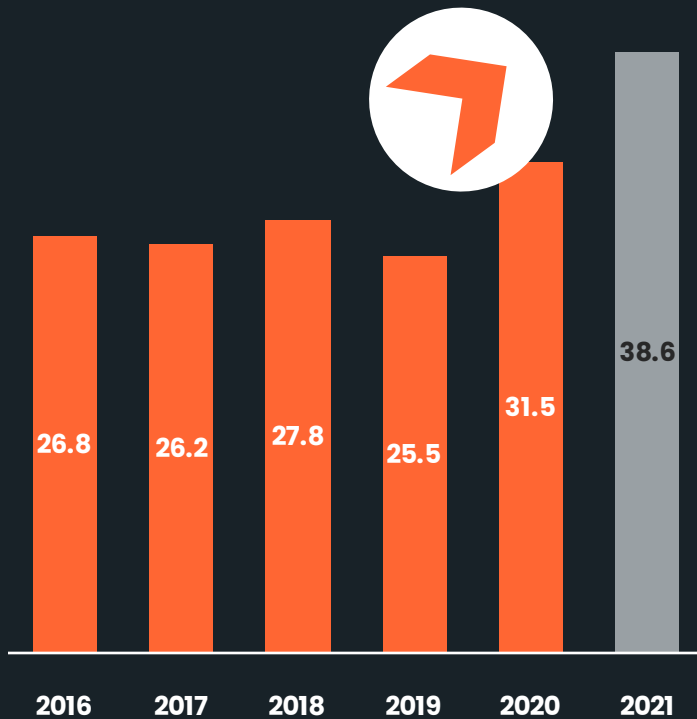
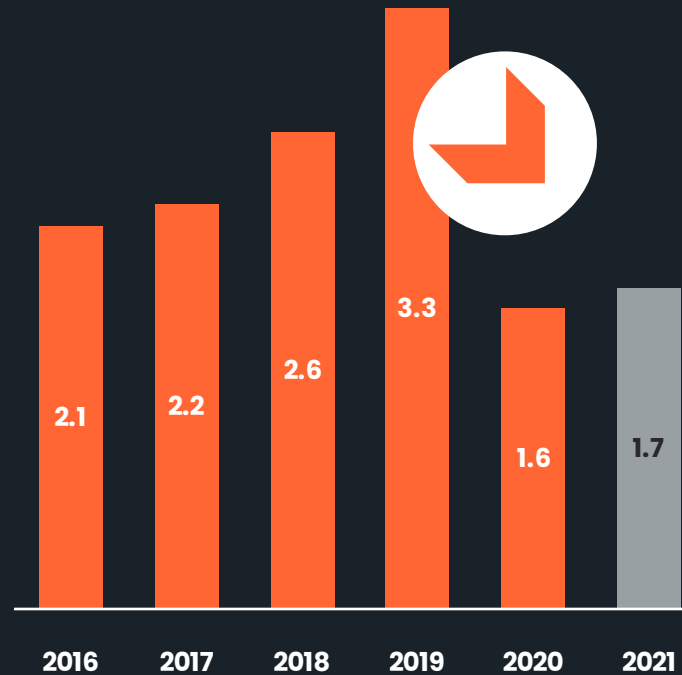
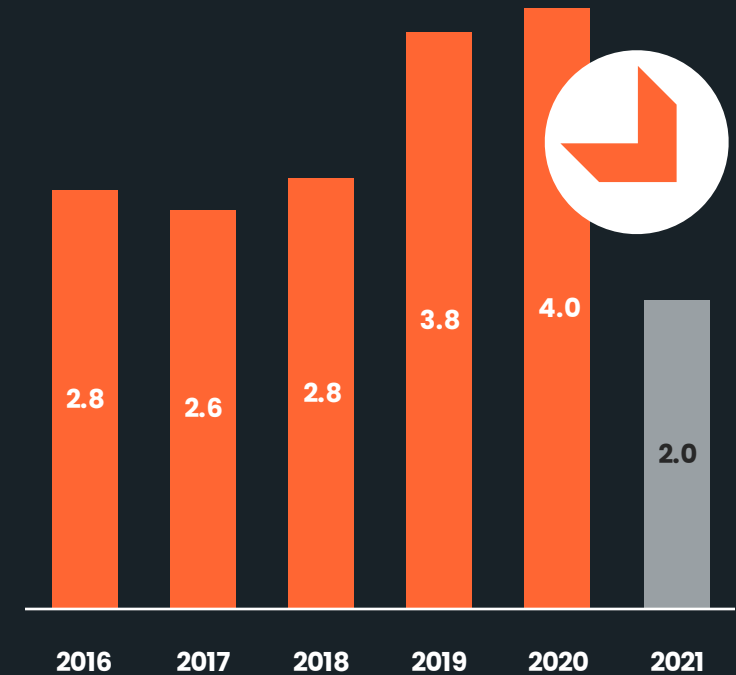


CORPORATE EBITDA [EURm]



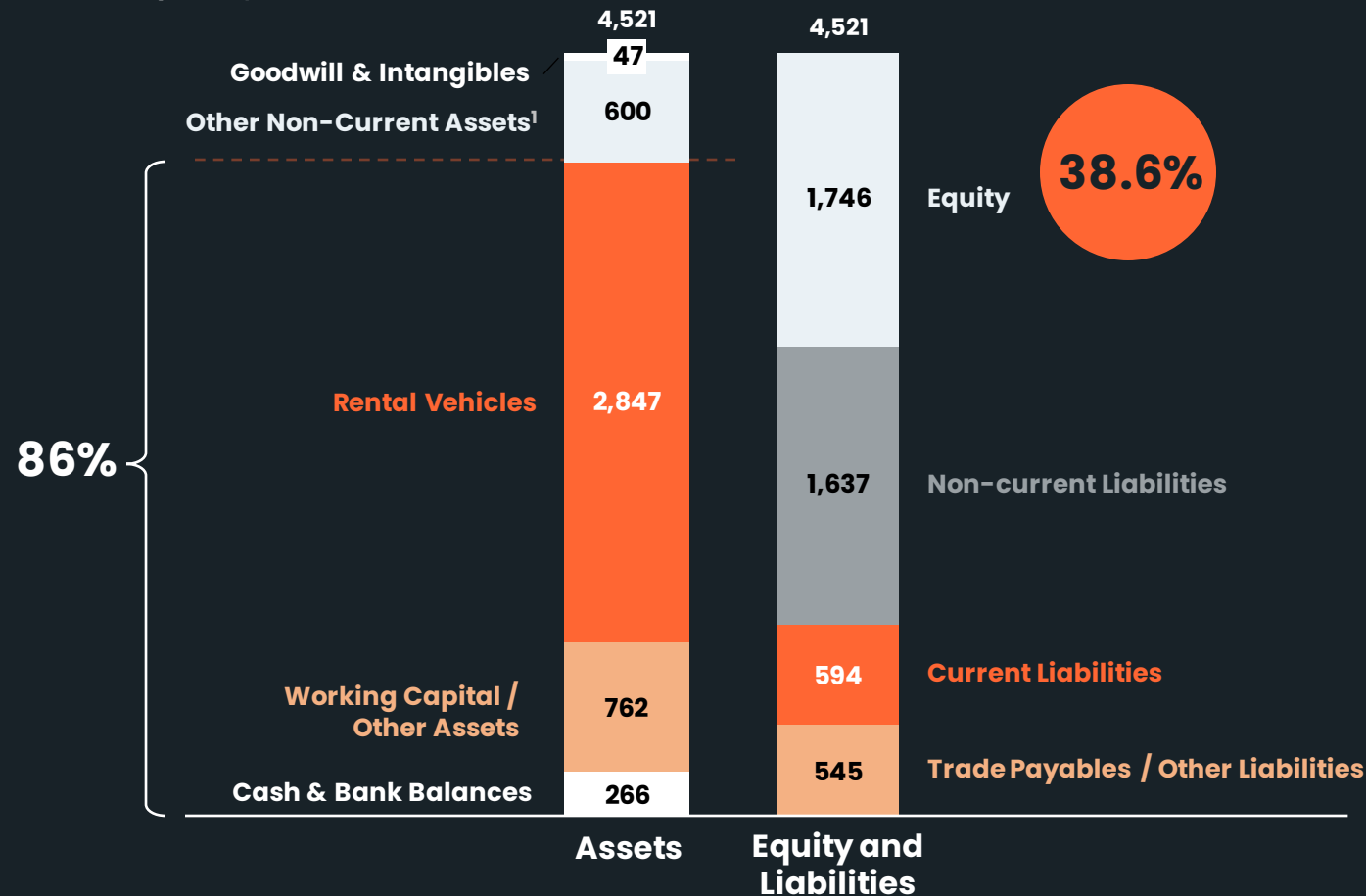
¹Share of Group operating revenue generated in the respective regional segments (Germany, Europe (excl. Germany) and North America)

HIGH EQUITY RATIO AND LOW NET FINANCIAL DEBT

EQUITY RATIO [%]**NET FINANCIAL DEBT [EUR bn]****DYNAMIC LEVERAGE RATIO [x]**

86% OF THE BALANCE SHEET COMPRISE EARNING ASSETS

SIXT BALANCE SHEET [EUR m]



Very clean balance sheet as 86% of assets are cash or investments in vehicles and working capital

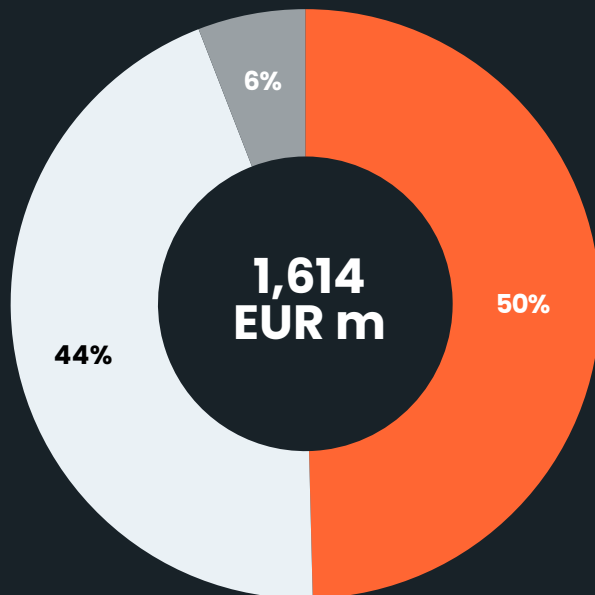
85% of infleeted vehicles secured via buyback or leasing agreements

High equity ratio of 38.6% – far above competition

Financial liabilities of EUR 2 bn mainly used to finance vehicles – no goodwill or intangible assets to be financed

WELL-BALANCED FINANCING MIX

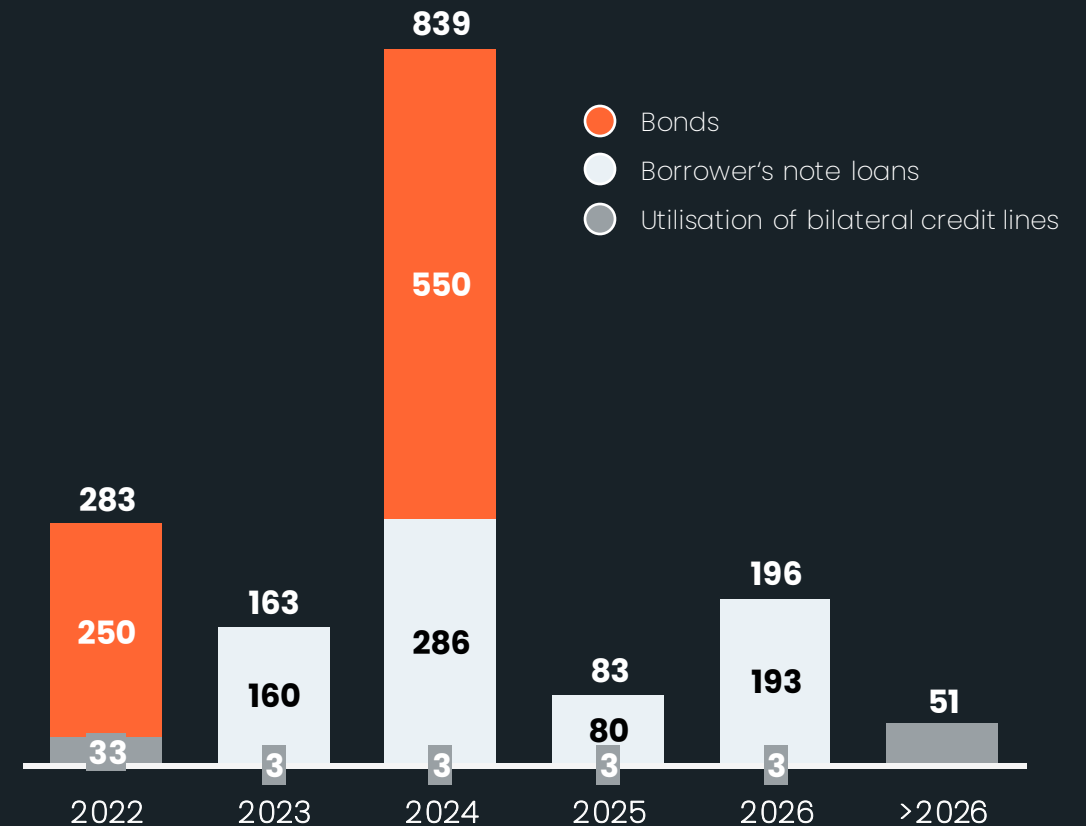
MIX OF FINANCING INSTRUMENTS¹ [%]



- Bonds
- Borrower's note loans
- Utilisation of bilateral credit lines

- Senior unsecured² financing instruments
- Vehicles unpledged
- Main issuing entity: Sixt SE
 - ▶ Hence no structural subordination

MATURITY PROFILE¹ [EUR m]



¹Financial liabilities as of 31 December 2022; Repayment amounts excluding accrued and in future payable interest; Lease liabilities resulting from leases recognised in accordance with IFRS 16 are not included; ²EUR 66 million long-term real estate financing are secured by mortgages

WHY INVEST IN SIXT?

GLOBAL MEGA BRAND – Sixt established a brand with enormous brand awareness and brand value using a unique marketing approach, combining best of both worlds offline and online

PREMIUM MOBILITY PLATFORM – Sixt has a scalable, variable & diversified business model with a wide range of integrated mobility products which allows for quick adaption and a favourable risk profile

PROFITABLE EXPANSION WORLDWIDE – Sixt is the most profitable stock listed player in the sector with continued market share gains in Europe and the US over the last decades

EFFICIENCY FROM DIGITALIZATION – Sixt has a competitive and state-of-the-art inhouse-developed IT platform as enabler for efficiency and future growth

RESPONSIBLE ENTREPRENEURSHIP – Sixt is a holistically responsible company taking care of its customer and people alike offering a new sustainable form of individual mobility

FINANCIAL INDEPENDENCE & PERFORMANCE – Sixt has a balance sheet in excellent shape and the valuation of Sixt does not fully reflect superior margins, strong growth pattern and high level of digitalization



OPPORTUNITIES



INTERNATIONAL
EXPANSION



FURTHER PRODUCT
DIGITALIZATION



TRANSATLANTIC
TRAVEL COMEBACK



VAN & TRUCK



ROBUST PRICING



SHARED
(E-)MOBILITY

2022



**REVENUE
SIGNIFICANTLY ABOVE
2021 LEVEL
EBT BETWEEN EUR 380
AND 480 M**

VEHICLE SOURCING



COVID-19



GROWTH & INFLATION LED
COST INCREASE



IMPACT OF GEOPOLITICAL
UNCERTAINTY



SLOW CORPORATE
TRAVEL RETURN



CHALLENGES

