

Q3 2023

REVENUES

JULY 18, 2023

Executive summary



FURTHER VOLUME GROWTH DESPITE SUBDUED MARKET ENVIRONMENT

- › +12.1% total B2C volume growth vs. Q3 2022
- › Very solid NPS⁽¹⁾ of 73 (+3 points versus March 31, 2023)



360° OPTIMIZATION OF OPERATIONS

- › Fine-tuning our product and service offering to better meet customer needs and drive further growth
- › Optimizing our operations and costs to increase margins
- › Improving our inventory management and levels




2023 GUIDANCE REITERATED

- › Positive organic growth in volumes of refurbished vehicles sold
- › Positive adjusted EBITDA

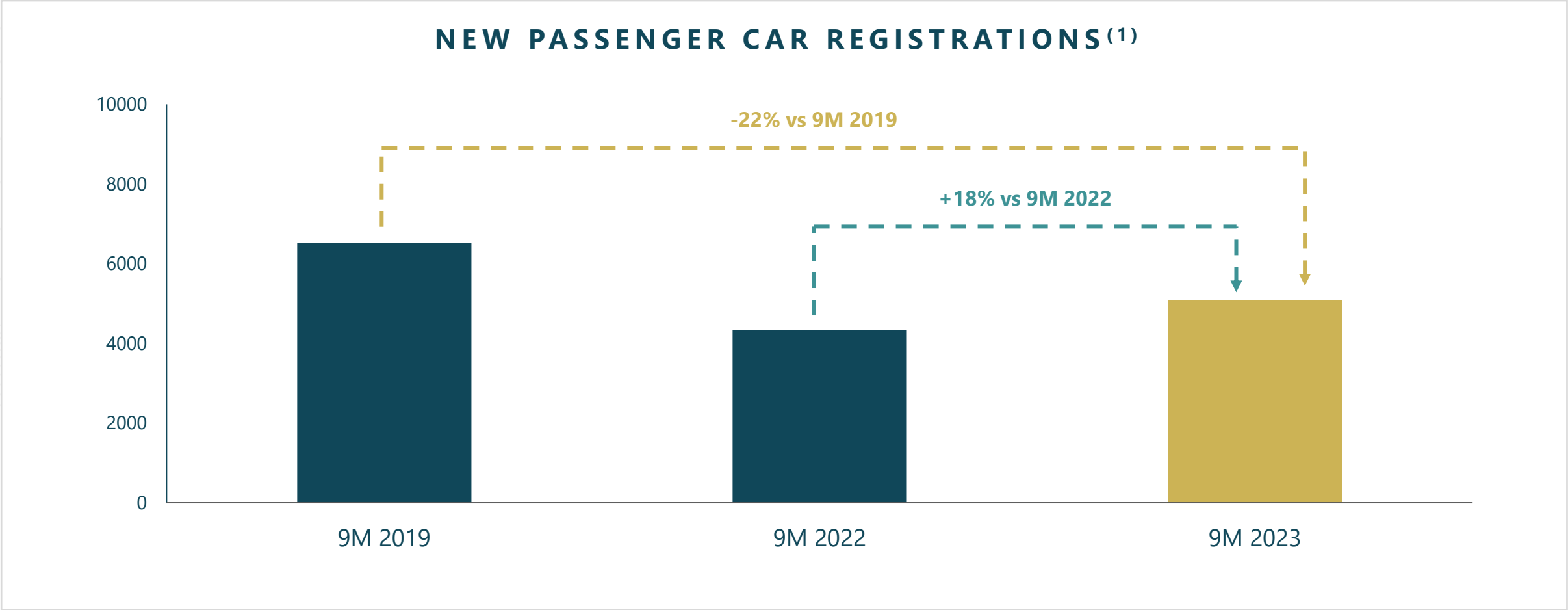
1. Net Promoter Score at end-June 2023





Market and business highlights

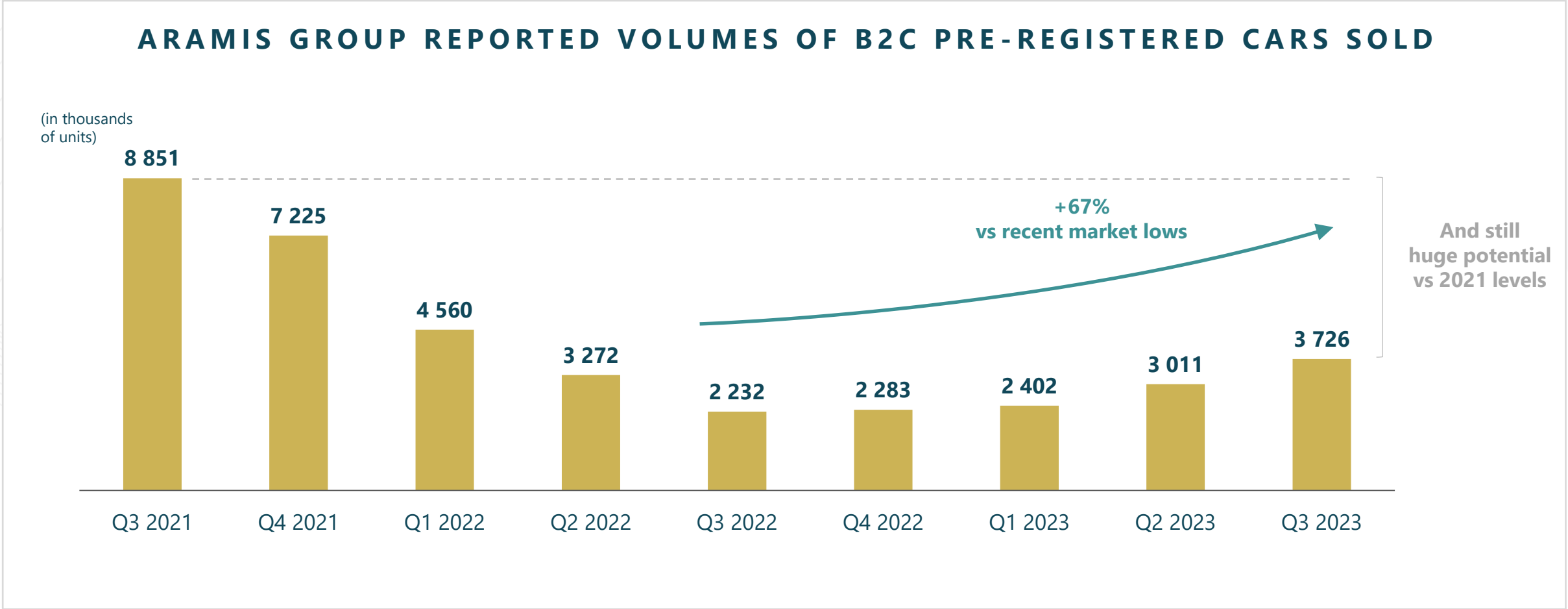
New vehicle market continues to improve



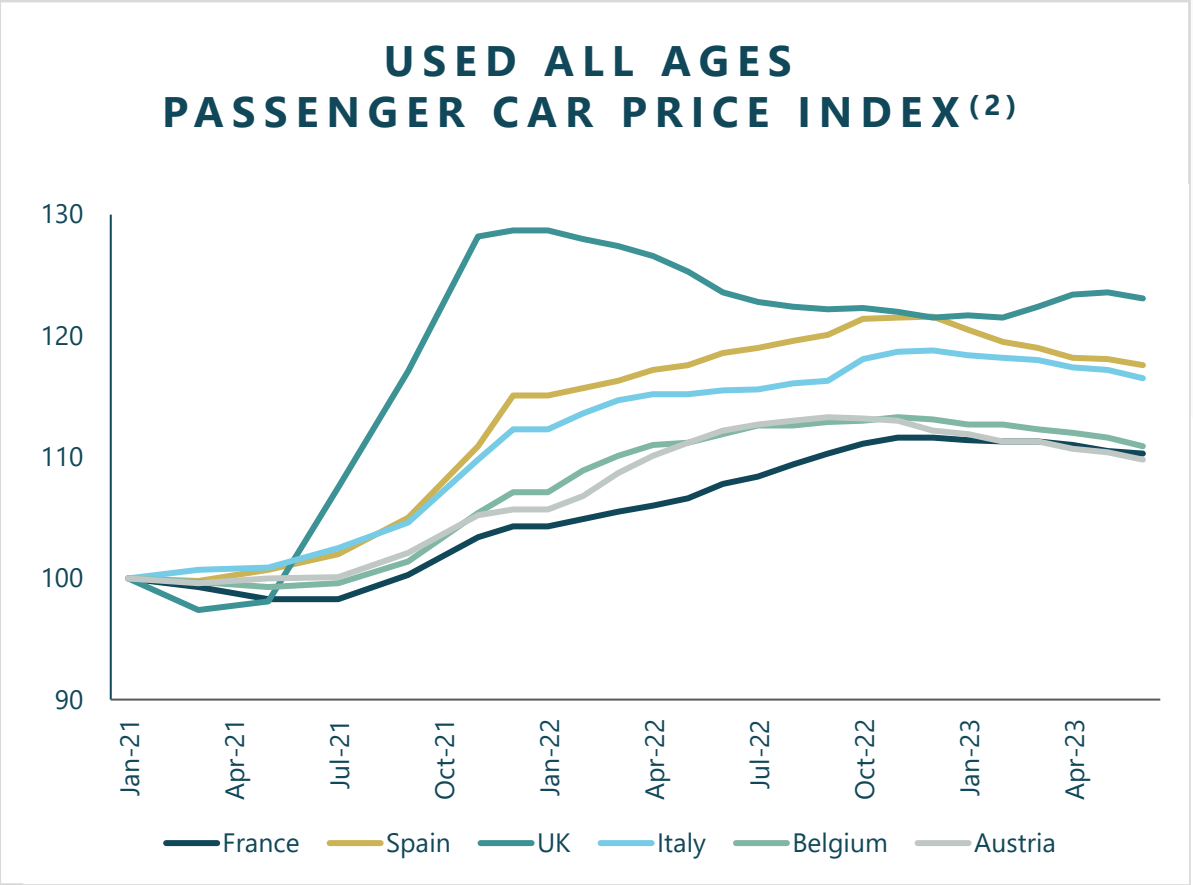
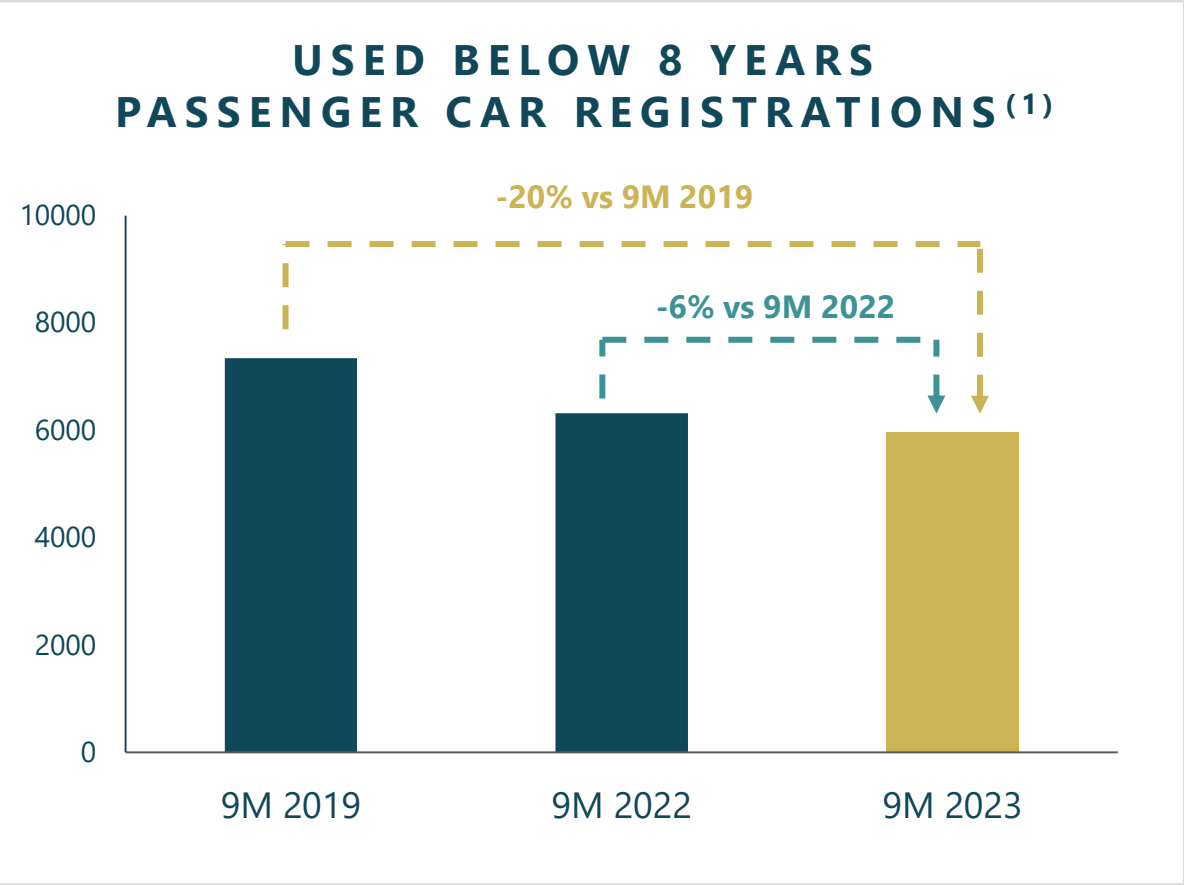
1. Source: Autoactu, Ganvam, Traxio.be, SMMT, Statistik.at, Aci.it, Aramis Group - Total new passenger car market for Aramis Group's 6 countries as of June 30, 2023



Availability of new cars fuels rebound in pre-registered market



Used car market subdued, leading to further downward price adjustments

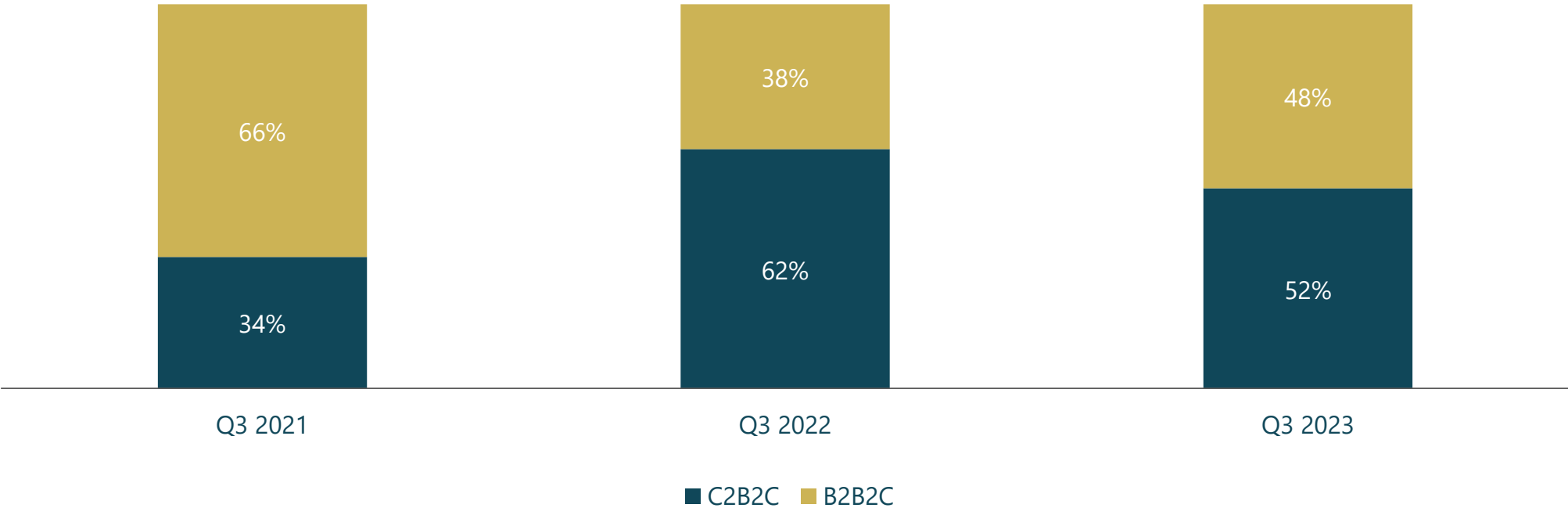


1. Source: Autoactu, Ganvam, Traxio.be, SMMT, Statistik.at, Aci.it, Aramis Group - Total B2C & C2C used passenger car market below 8 years for Aramis Group's 6 countries as of June 30, 2023
2. Source: Indicata, Aramis Group - Total B2C & C2C used passenger car market for Aramis Group's 6 countries as of June 30, 2023



Easing car supply, enabling a rebalancing of sourcing channels and better alignment with customer needs

ORIGIN OF B2C REFURBISHED CARS SOLD BY ARAMIS GROUP



Despite the challenging environment, Aramis Group continues to deliver sustainable growth

VERTICALLY
INTEGRATED

EMPOWERED
MULTI-LOCAL TEAMS

100%
CUSTOMER-CENTRIC

In-house
refurbishing
centers

8

E-NPS⁽¹⁾ 53

NPS⁽²⁾ 73

ENABLED BY A TECH AND DATA DIGITAL PLATFORM

Q3 2023
REVENUES

€489m

+7%
YoY

1. Employees Net Promoter Score at end-June 2023
2. Net Promoter Score at end-June 2023



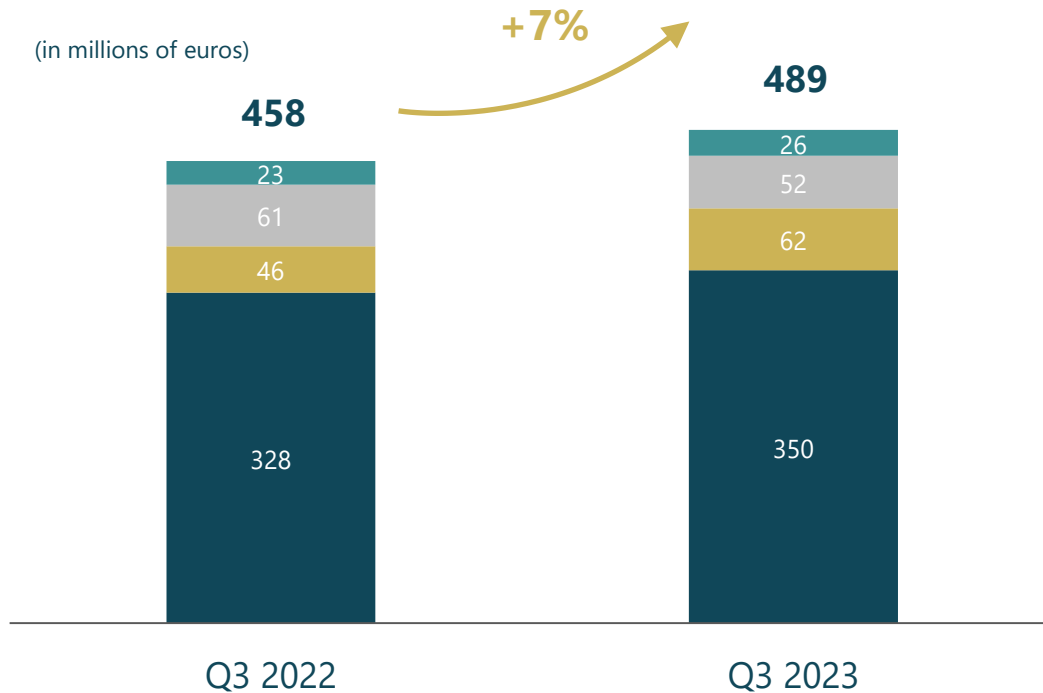


Financial performance review

Positive performance in B2C volumes supported by a strong rebound in pre-registered volumes

REVENUES PER SEGMENT

(in millions of euros)



B2C refurbished +7%

> Volumes +6%

> Prices +1%

B2B -15%

B2C pre-registered +34%

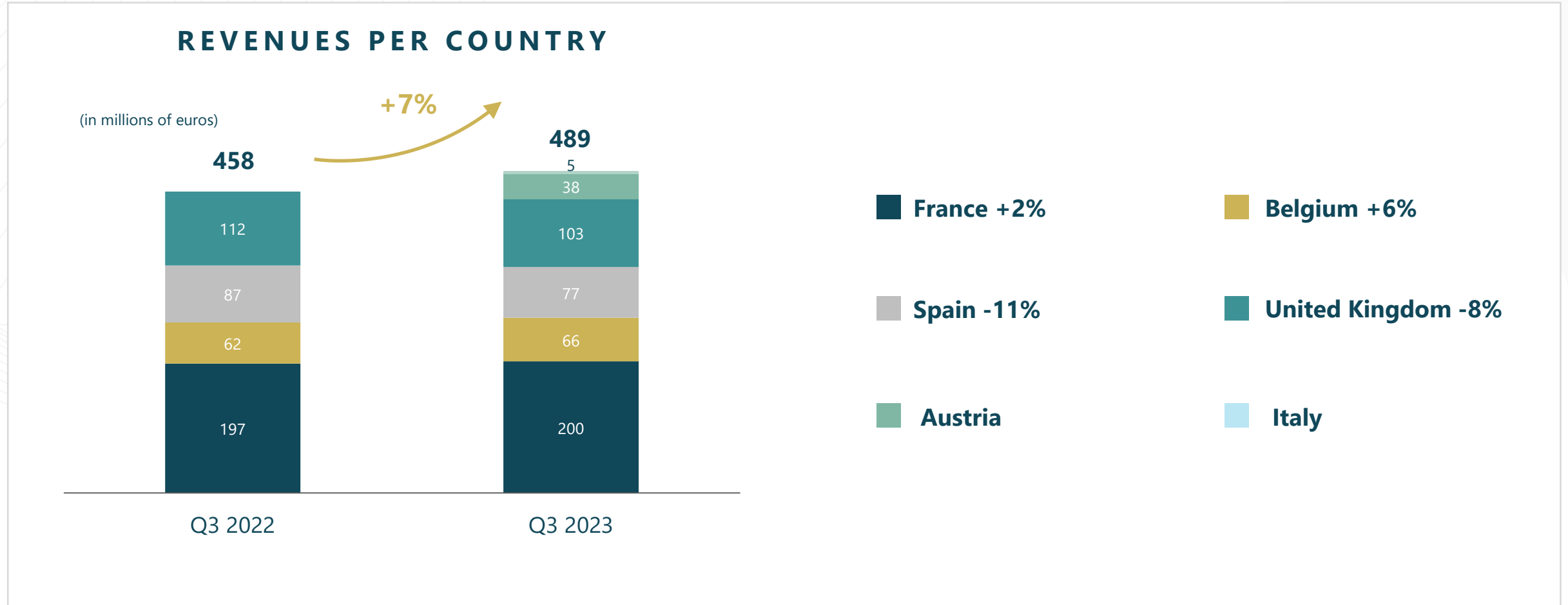
> Volumes +67%%

> Prices -20%

Services +10%



Performance by country reflects the dynamics of the underlying markets and the Group's operational priorities





Outlook

FY 2023 guidance reiterated

OUTLOOK FOR COMING QUARTERS

SUPPLY

Improved availability of vehicles on professional channels, in terms of both quantity and price

DEMAND

More moderate demand, in an inflationary context that is leading households to manage tighter budgets

PRICES

Current slight downward trend expected to continue

FY 2023 OBJECTIVES

POSITIVE ORGANIC GROWTH IN VOLUMES
OF B2C REFURBISHED VEHICLES

POSITIVE ADJUSTED EBITDA



The background of the slide is a photograph of a car dealership showroom. The image is dark and has a blue-green color overlay. Numerous cars are parked in rows, and the high ceiling of the showroom is visible with some lights. The text 'Q&A' is centered in the middle of the image.

Q&A



Appendices

Financial calendar

November 28, 2023 (after market)

FY 2023 results



Aramis Group's key investment highlights



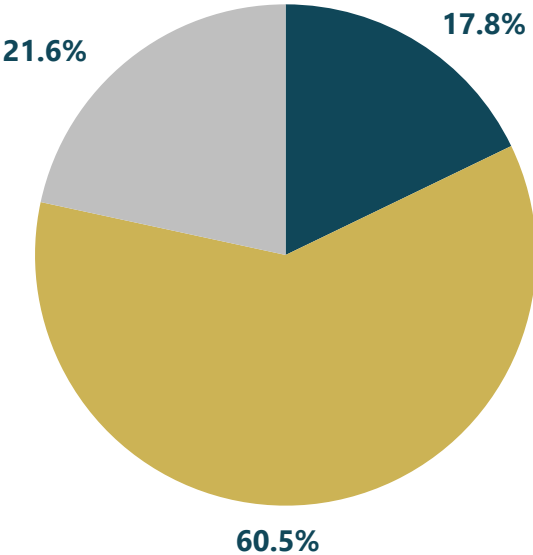
- 1 Massive and fragmented market** undergoing **online disruption**
- 2 Strong customer value proposition** resulting in **market leadership** positions
- 3 Highly efficient, scalable** and **vertically integrated** end-to-end platform
- 4 Data-driven business approach** underpinned by **proprietary tech** and **digital tools**
- 5 Highly attractive combination of growth** and **sustainable profitability**
- 6 Founder-led, ESG-responsible** team with an ambition to drive **long-term value creation**



Shareholding structure with deep car market expertise and insights

As at July 13, 2023

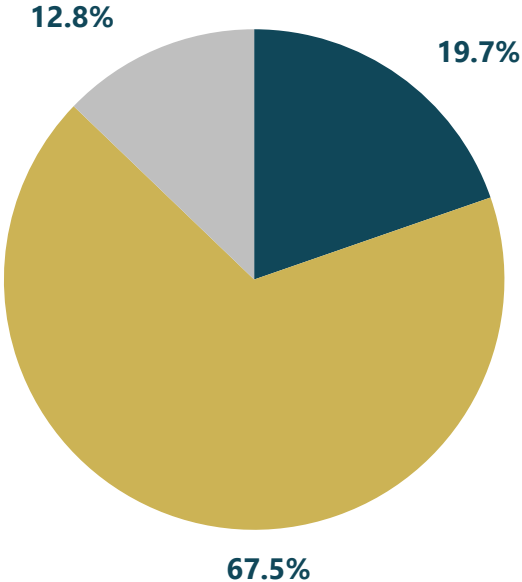
OUTSTANDING SHARES



Founders

Stellantis

THEORETICAL VOTING RIGHTS⁽¹⁾



Public

1. The theoretical total number of voting rights is calculated based on all of the shares that rights are associated with, including the shares not entitled to voting rights
The total number of voting rights that may be exercised at a general meeting is calculated after deducting the shares not entitled to voting rights (shares included in the balance of the liquidity agreement)



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