

# Q1 2024

## REVENUES

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JANUARY 25, 2024

# Executive summary



## HIGHLY DYNAMIC START TO THE YEAR

- › Solid performance on the refurbished car front
- › Pre-registered car sales more than doubled YoY
- › +31 pp outperformance vs the market<sup>(1)</sup> overall, while maintaining a market-leading NPS of 70



## UNPARALLELED CUSTOMER VALUE PROPOSITION

- › Unique business model, including an outstanding sourcing network and know-how, enabling us to leverage every market environment
- › Second-to-none customer value proposition built around affordability, ease, transparency and responsibility



## 2024 GUIDANCE REITERATED

- › B2C vehicle volumes to exceed the 100,000 units milestone like-for-like
- › Adjusted EBITDA to be at least twice as high as the level achieved in 2023

1. Market for used vehicles less than eight years old in the Group's 6 geographies, source: S&P Global and Aramis Group



The background of the slide is a photograph of a large, modern car dealership. The interior is filled with rows of cars, mostly silver and white, parked on a polished floor. The ceiling is high with visible structural beams and lights. The overall atmosphere is professional and spacious. A semi-transparent blue overlay covers the entire image, and the title text is centered in a bold, yellow font.

# **Market and business highlights**

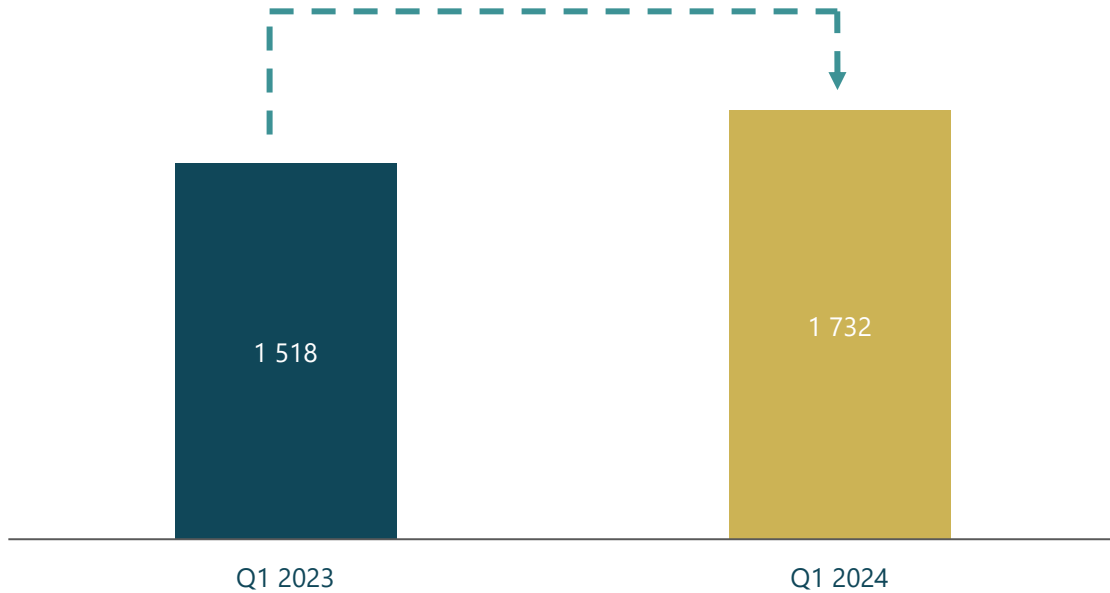
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# Improving market environment, with registrations picking up for new cars and bottoming out for used cars

## NEW PASSENGER CAR REGISTRATIONS <sup>(1)</sup>

(in thousands of units)

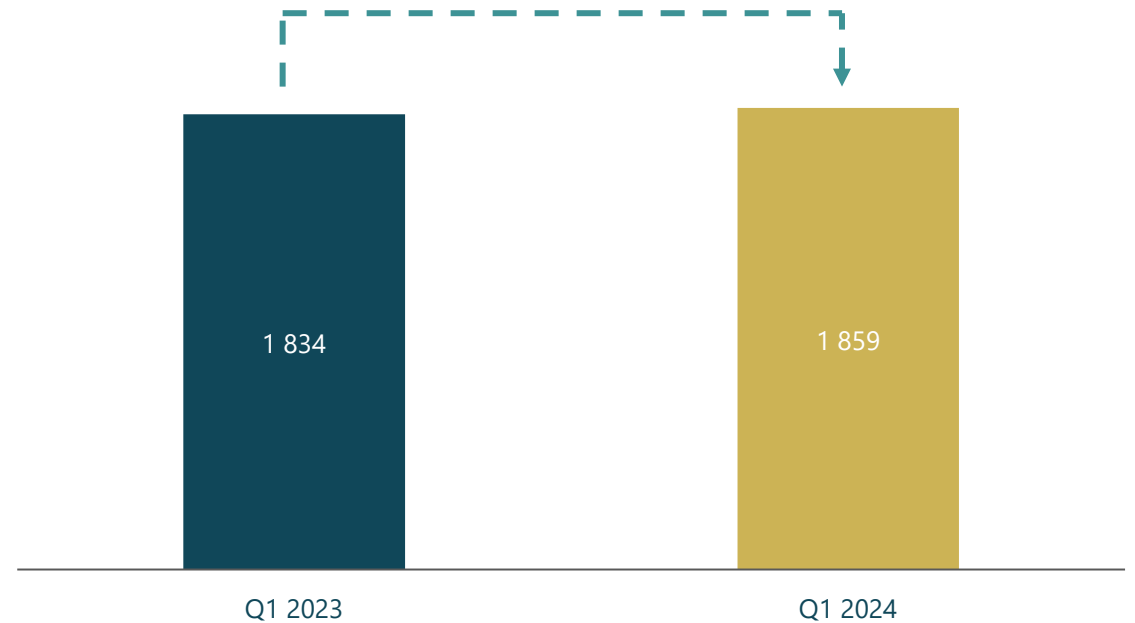
+14% vs Q1 2023



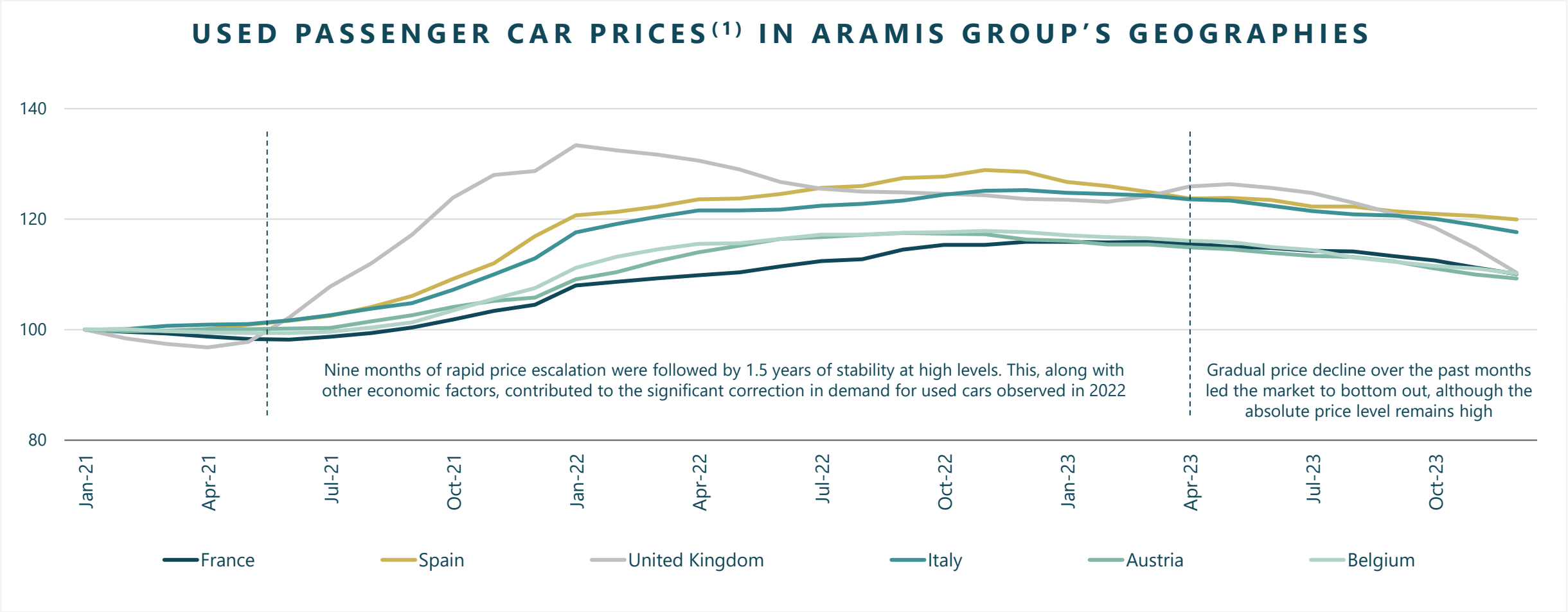
## BELOW 8 YEARS USED PASSENGER CAR REGISTRATIONS <sup>(2)</sup>

(in thousands of units)

+1% vs Q1 2023



# The continuous yet slow downward trend for prices bodes well for future demand dynamics



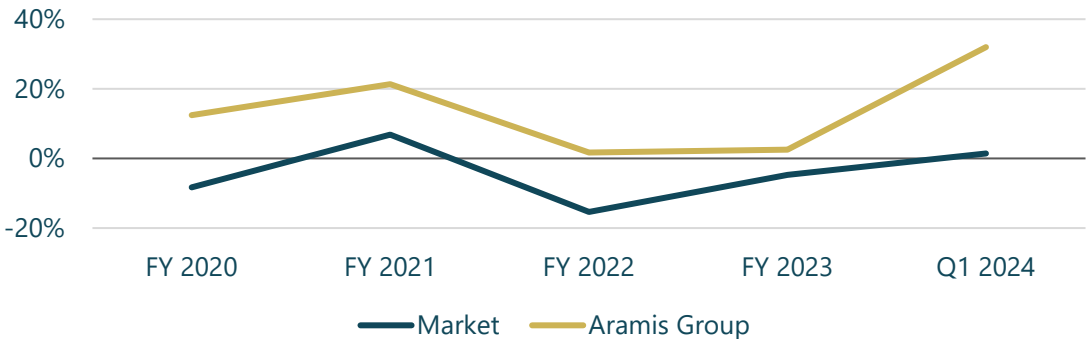
# Structural outperformance from Aramis Group, enabled by its unique business model

## Q1 2024 REVENUES

€527m

+20%  
YoY

CHANGE IN USED CAR MARKET REGISTRATIONS <sup>(1)</sup>  
AND ARAMIS GROUP TOTAL B2C CAR VOLUMES SOLD  
(ORGANIC)



## ARAMIS GROUP'S COMPETITIVE ADVANTAGES

VERTICAL  
INTEGRATION  
ACROSS THE  
VALUE CHAIN

In-house  
refurbishing  
centers

8

ENGAGED AND  
EMPOWERED  
MULTI-LOCAL  
TEAMS

E-NPS <sup>(2)</sup> 51

100%  
CUSTOMER-  
CENTRICITY

NPS <sup>(3)</sup> 70

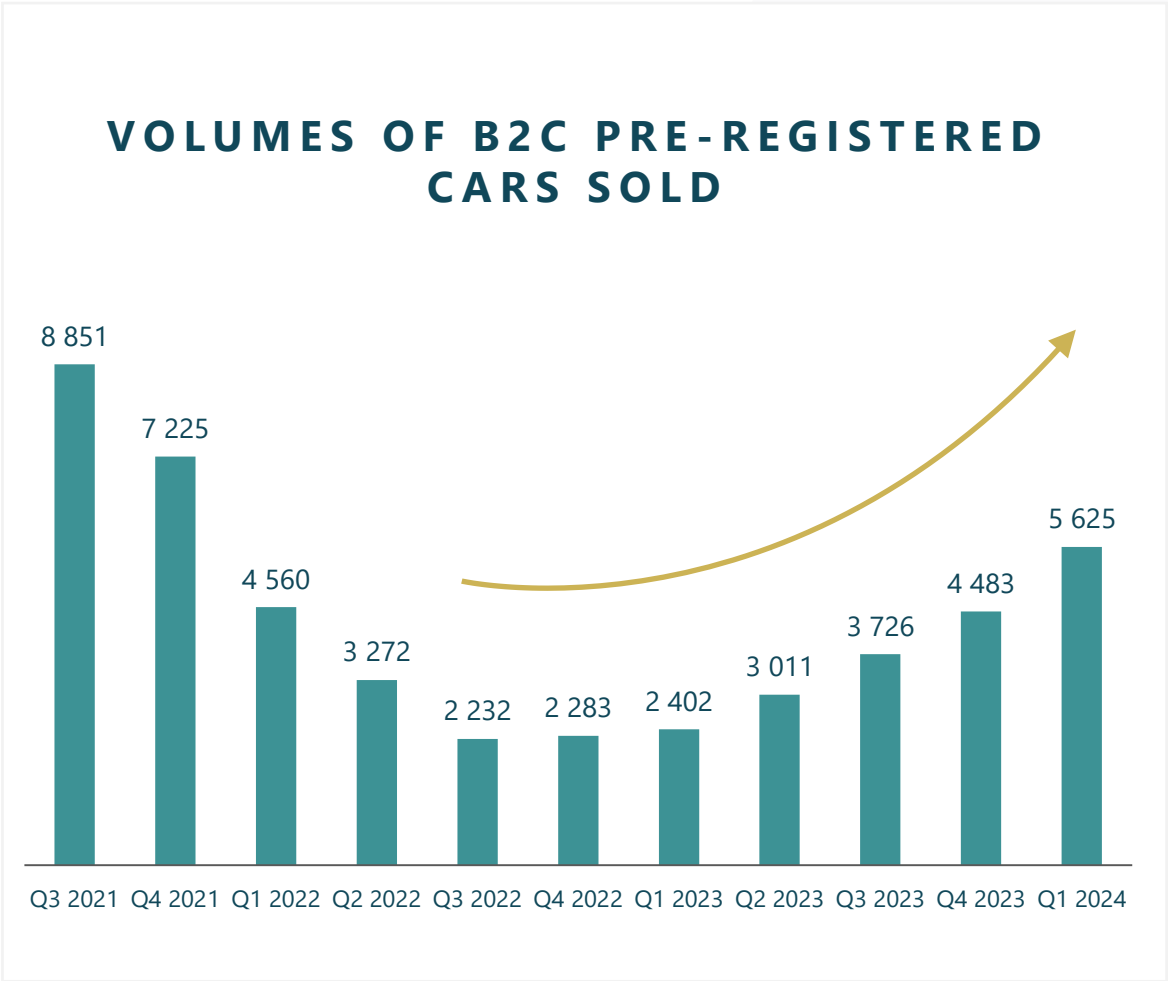
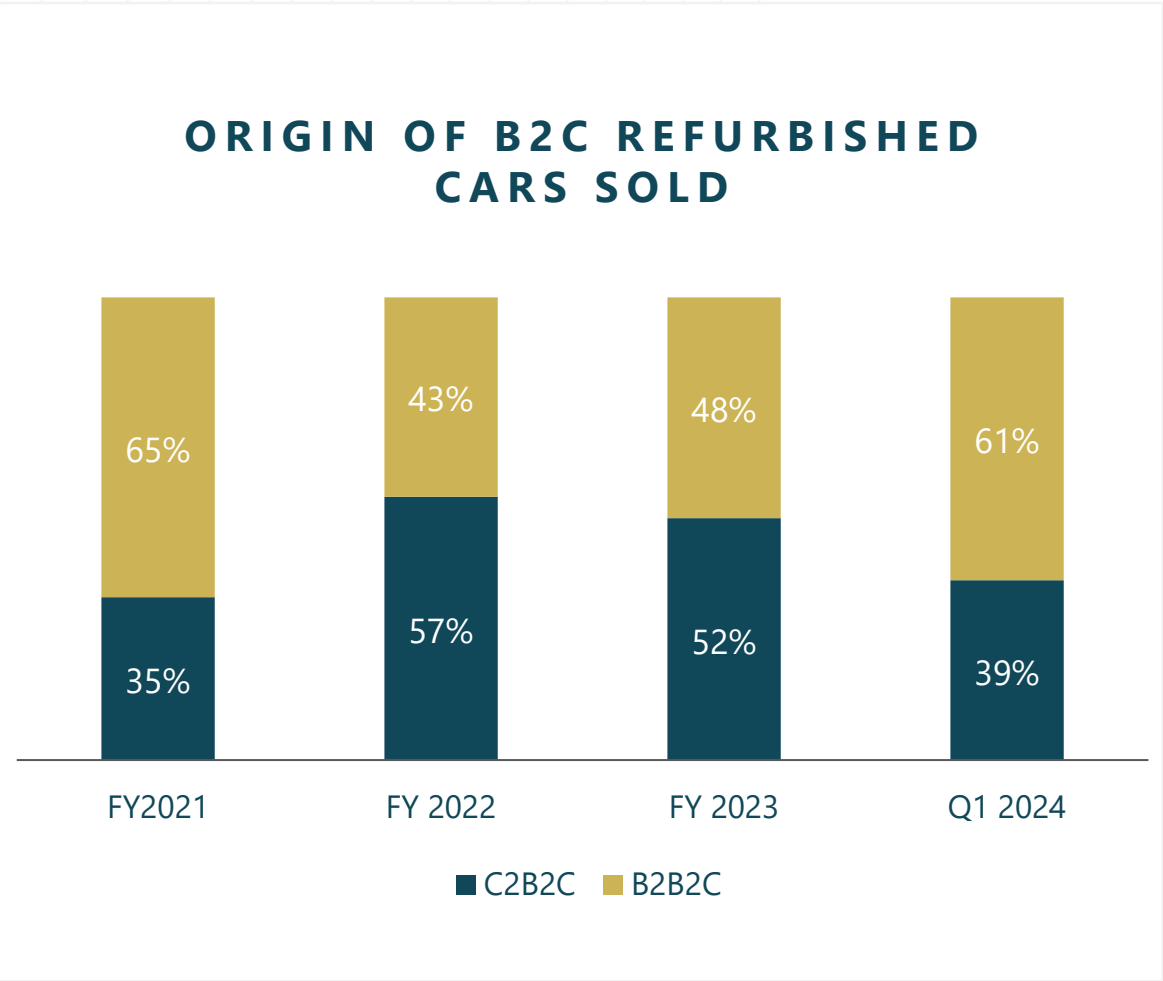
TECH BASED

GREEN BY DESIGN

DATA ENHANCED



# Strong sourcing agility to quickly capitalize on market opportunities



# Our customers endorse our products and services

## UNMATCHED VALUE PROPOSITION FOR OUR CUSTOMERS

### Affordable

Wide choice of cars with the best value for money and fit-for-purpose financing solutions

### Easy

One-stop-shop enabling seamless car searches and purchases online or offline, effortless trade-ins, a full range of additional services, ultra-fast delivery and second-to-none warranties

### Transparent

360° inside and outside view of the car, exhaustive list of options and features, detailed description of the work performed, remaining wear and tear marks, customer reviews

### Responsible

Offering at the heart of the circular economy, with environmentally conscious industrial-scale car refurbishing processes

## ENSUING COMPETITIVE POSITIONING



 **Aramisauto**

**Leader**



**Leader**



**onlinecars**

**Leader**



 **clicars**

**Co-leader**



 **CarSupermarket.com**

**Challenger**



**brumbrum** 

**Challenger**





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# **Financial performance review**

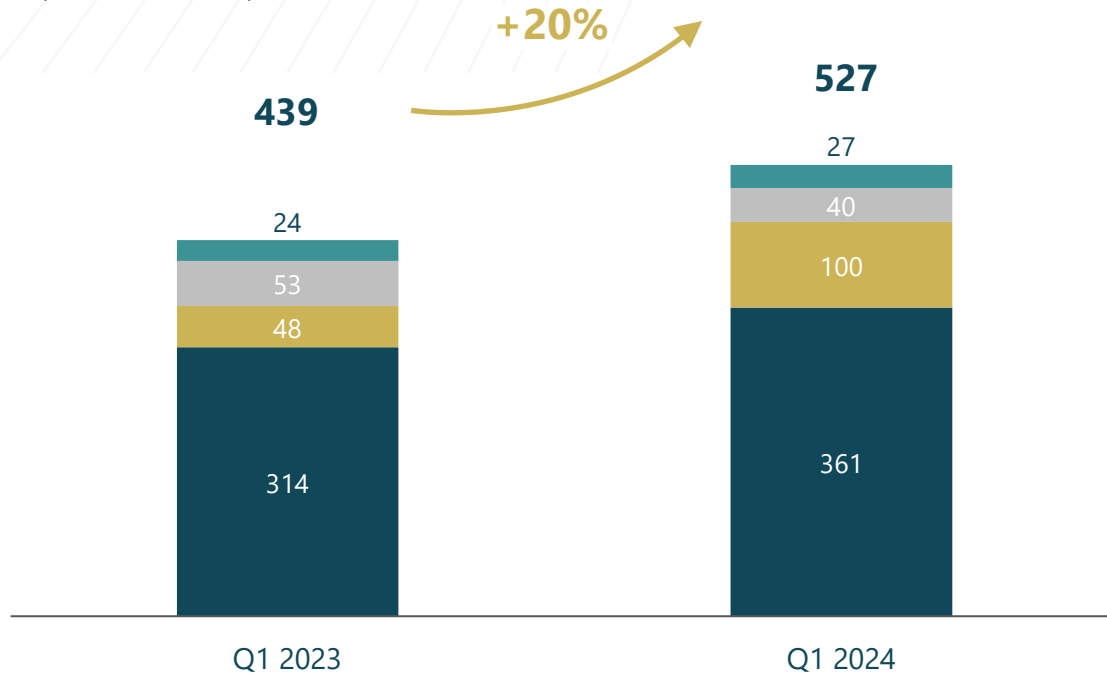
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# Strong performance in the refurbished car segment

## Pre-registered car sales more than doubling

### REVENUES PER SEGMENT

(in millions of euros)



#### ■ B2C refurbished +15%

- Volumes +18%
- Prices / mix -3%

#### ■ B2C pre-registered +107%

- Volumes +134%
- Prices / mix -11%

#### ■ B2B -25%

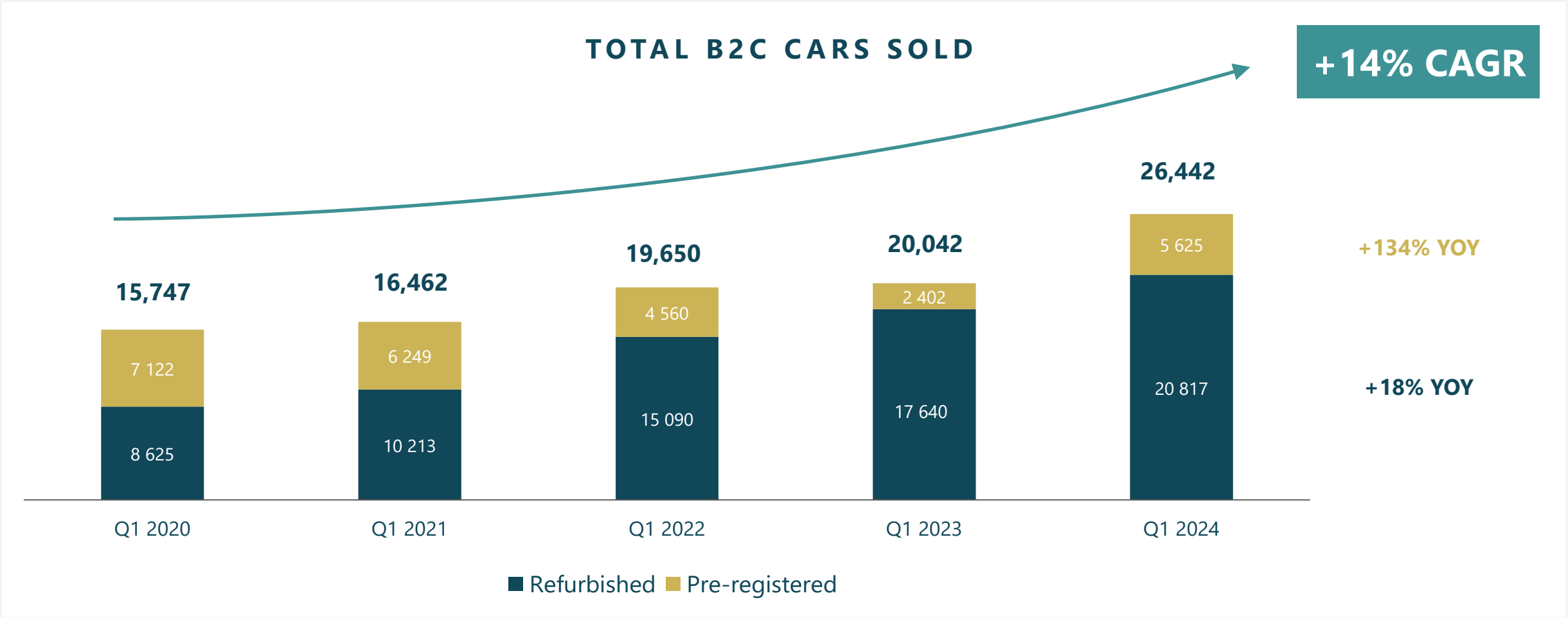
- Direct impact of evolving sourcing mix

#### ■ Services +11%

- Contribution from financing solutions eroding in a context of higher interest rates

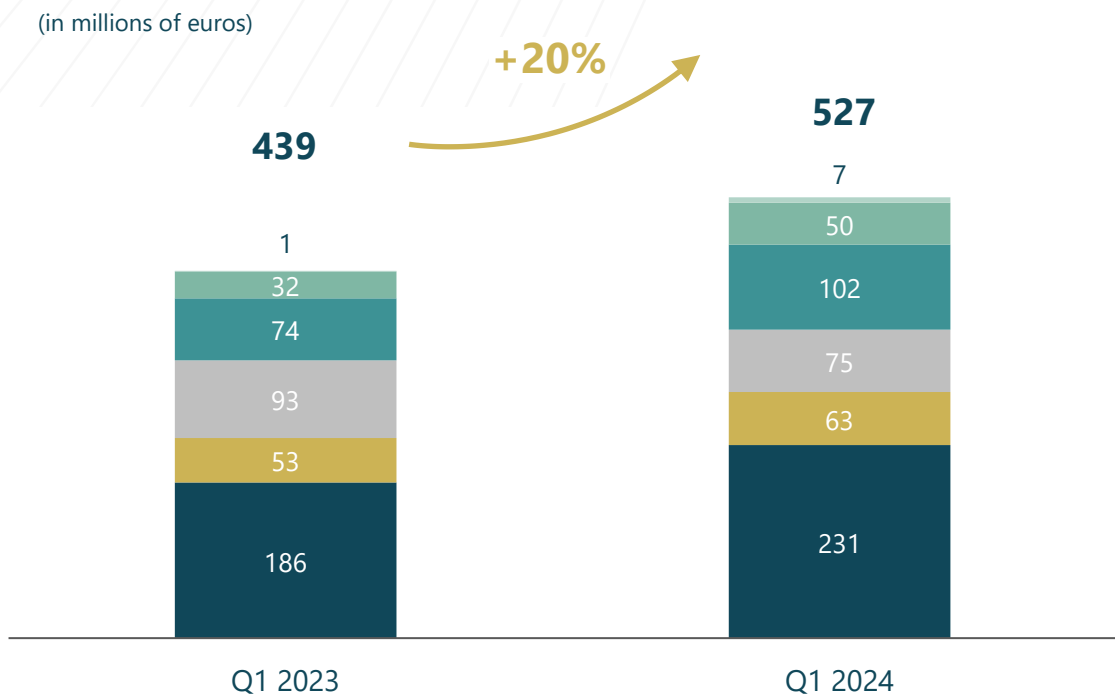


# Volumes significantly up on both segments in Q1 2024



# Very strong revenues and volume growth in nearly all countries

## REVENUES PER COUNTRY



- France +24%**  
- Volumes +42%
- Belgium +19%**  
- Volumes +17%
- Spain -20%**  
- Volumes -8%
- United Kingdom +37%**  
- Volumes +37%
- Austria +56%**  
- Volumes +76%
- Italy + 645%**



The background of the slide is a photograph of a large, modern car dealership. The interior is filled with various cars parked in rows. The lighting is somewhat dim, and the overall color palette is dominated by the dark tones of the cars and the interior, with a slight blue tint. The word "Outlook" is overlaid in a bright yellow color.

# Outlook

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# FY 2024 guidance reiterated

## OUTLOOK FOR COMING QUARTERS

Aramis Group is observing encouraging signs in terms of market dynamics

- Used car market bottomed out in Q1 2024, opening up the prospect of an upcoming rebound
- Normalization underway in new car market equilibriums is driving growth in the availability of pre-registered cars
- Used car selling prices show a continuously encouraging downward trend

## OBJECTIVES CONFIRMED


### B2C CAR VOLUMES

> 100,000 units  
on a like-for-like scope

### ADJUSTED EBITDA

At least twice  
as high as in 2023





# Appendices

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# Financial calendar

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**February 9, 2024**

Annual General meeting

**May 27, 2024 (after market)**

H1 2024 results

**July 23, 2024 (after market)**

Q3 2024 revenues

**November 26, 2024 (after market)**

FY 2024 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**

# 3-pillar growth strategy for a clear ambition to become the preferred digital platform across Europe for buying used cars

01

**DELIVER** REFURBISHED USED  
CAR GROWTH IN EXISTING  
MARKETS



INCREASE TRAFFIC AND  
CUSTOMER CONVERSION



INCREASE SOURCING AND  
REFURBISHING

02

**CONTINUE** EUROPEAN  
EXPANSION



DEPLOY TARGETED M&A  
STRATEGY



DEEPEN INTEGRATION  
BETWEEN COUNTRIES

03

**CAPTURE** ADDITIONAL  
SIGNIFICANT GROWTH  
POTENTIAL



ACCELERATE ON NEW  
SERVICES



EXPAND OFFERING



# Business at the heart of the circular economy, further enhanced by an effective 3-pillar CSR strategy



## Act for Greener Driving

Provide environmentally efficient used cars, leveraging refurbishing to contribute to the circular economy



## Commit to affordable and responsible online car retail

Offer customers a reliable, cost-effective and safe alternative



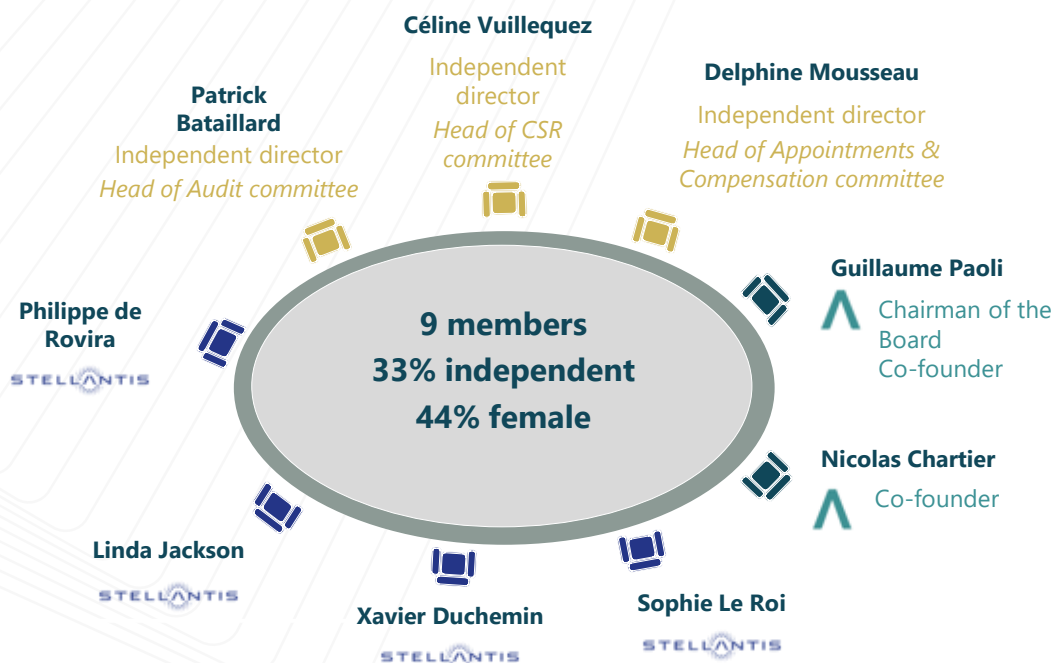
## Promote people: respect and development

Develop and promote our leadership model:  
"Driving together, people are the solution"



# Governance bodies that combine operational excellence with a sustainable development approach

## Board of Directors composition



## Governance structure

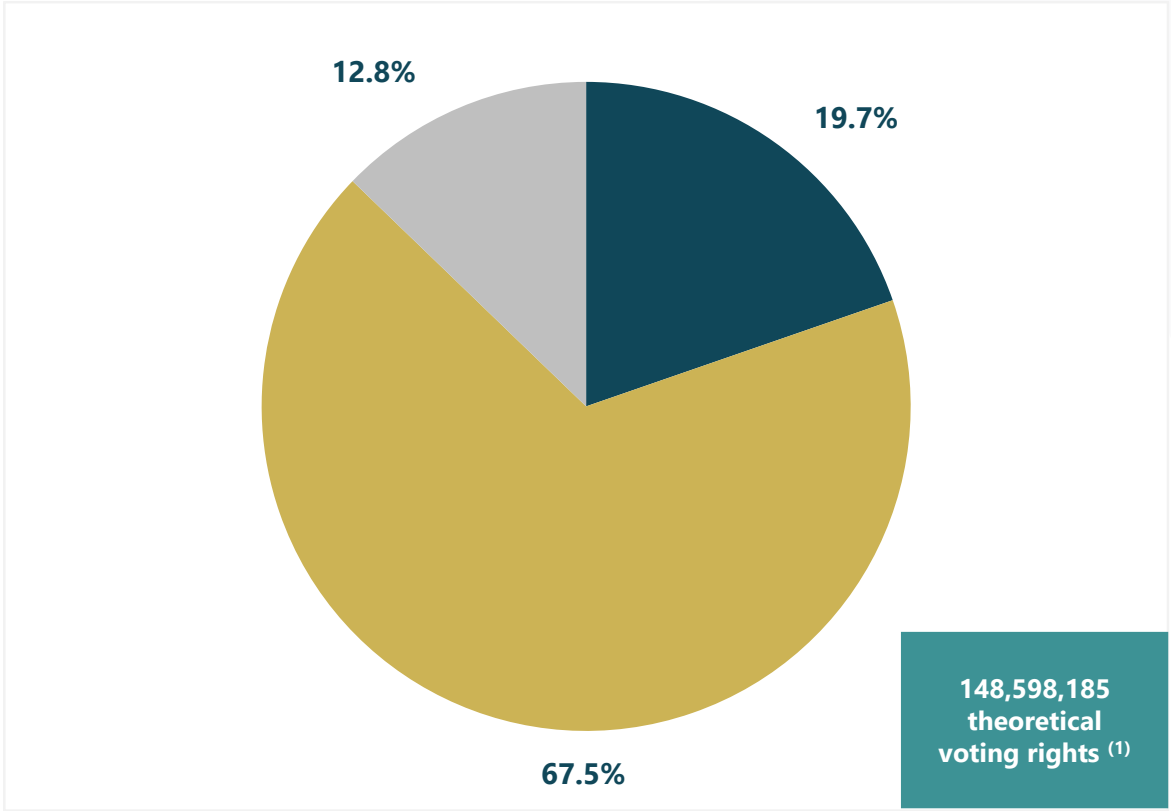
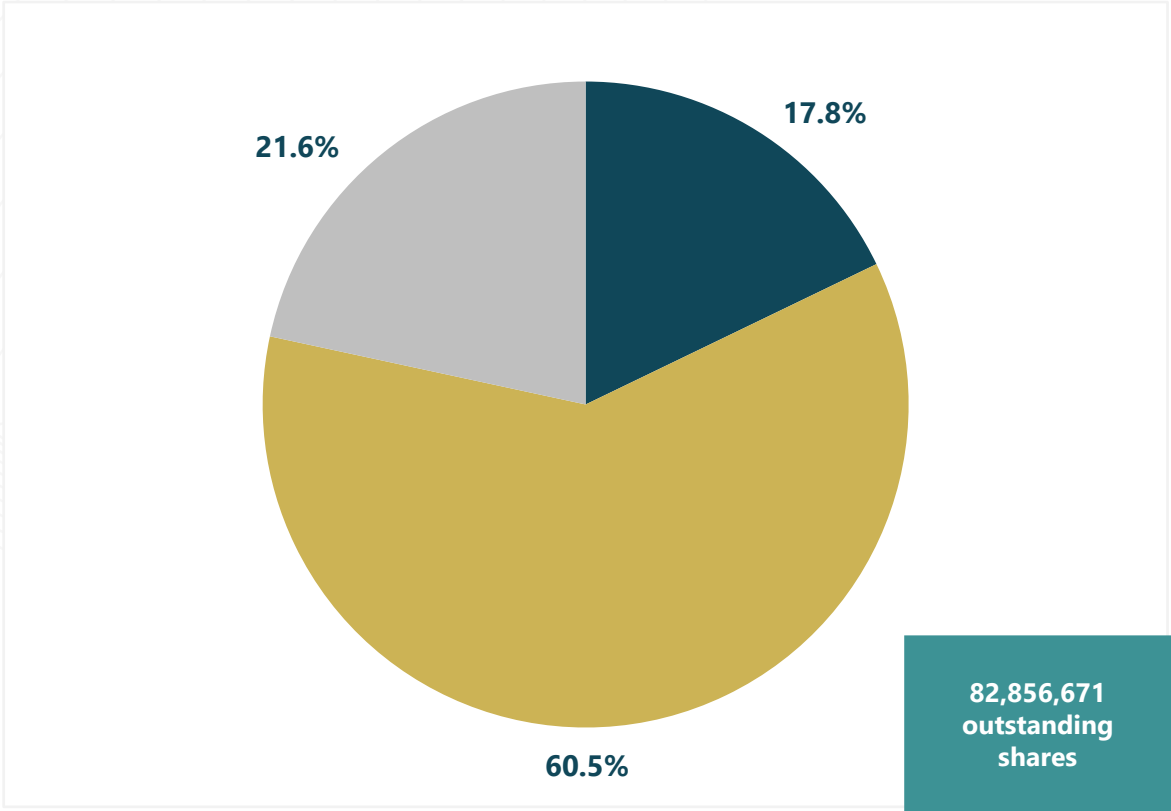
- » Governance principles aligned with AFEP-MEDEF recommendations
- » One single class of listed shares

## Specialized committees



# Shareholding structure with deep car market expertise and insights

As at December 31, 2023



Founders

Stellantis

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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Votre projet  
auto  
**COMMENCE ICI !**

**ARAMISGROUP**