

Q3 2024

REVENUES

JULY 24, 2024

Executive summary



STRONG PERFORMANCE IN ALL OUR COUNTRIES

- › +25% YoY growth in total B2C volumes, outperforming the market by 25pp ⁽¹⁾
- › +17% YoY growth in refurbished cars
- › Record client satisfaction with an NPS of 74



BEST-IN-CLASS EXECUTION IN A NORMALIZING MARKET

- › Second-to-none sourcing network expressing its full potential in a normalized market
- › 10 years of best-in-class, industrial-scale car refurbishing
- › Unique customer value proposition, fully promoted in our brand-building strategy



2024 ADJUSTED EBITDA GUIDANCE RAISED

- › Q3 GPU significantly higher than the €2,153 level posted in H1, driven by continuous improvement ramping up
- › 2024 adjusted EBITDA now expected to be higher than €40mn (vs higher than €32mn previously)

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





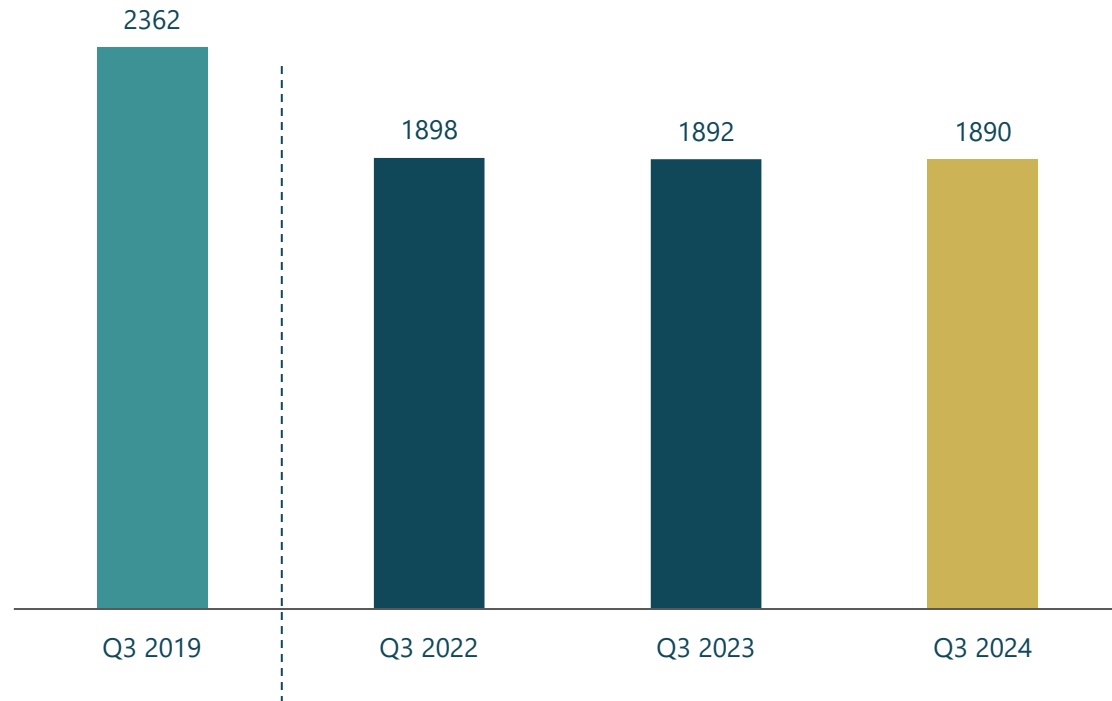
Market environment and business highlights

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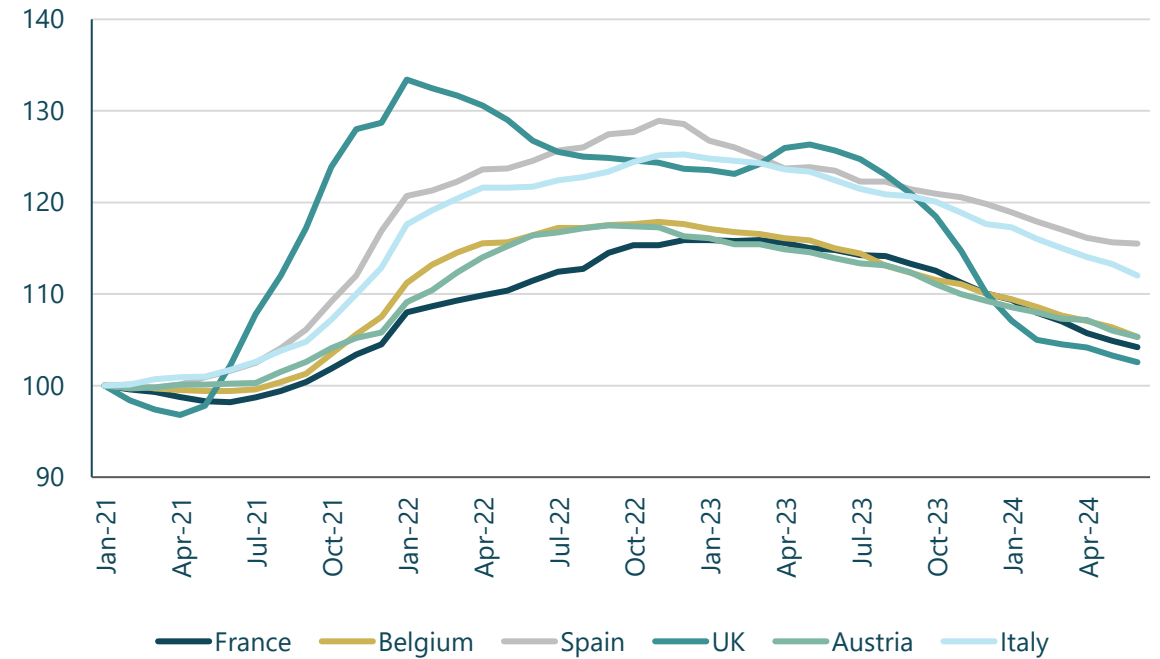
Used car market resilient while prices continue to normalize

BELOW 8 YEARS USED PASSENGER CAR REGISTRATIONS ⁽¹⁾

(in thousands of units)



ALL AGES USED PASSENGER CAR PRICE INDEX ⁽²⁾



Moving towards 30k delighted customers per quarter thanks to enhanced execution and operational excellence

Q3 2024

FULL VERTICAL
INTEGRATION ACROSS
THE VALUE CHAIN

ENTREPRENEURIAL
LONG-TERM FOCUSED
COLLABORATIVE CULTURE

TECH AND DATA
POWERED OPERATIONS

REVENUES

€573.5m

+17%
YoY

NPS⁽¹⁾

74

B2C VOLUMES

28,808 units

+25%
YoY

E-NPS⁽²⁾

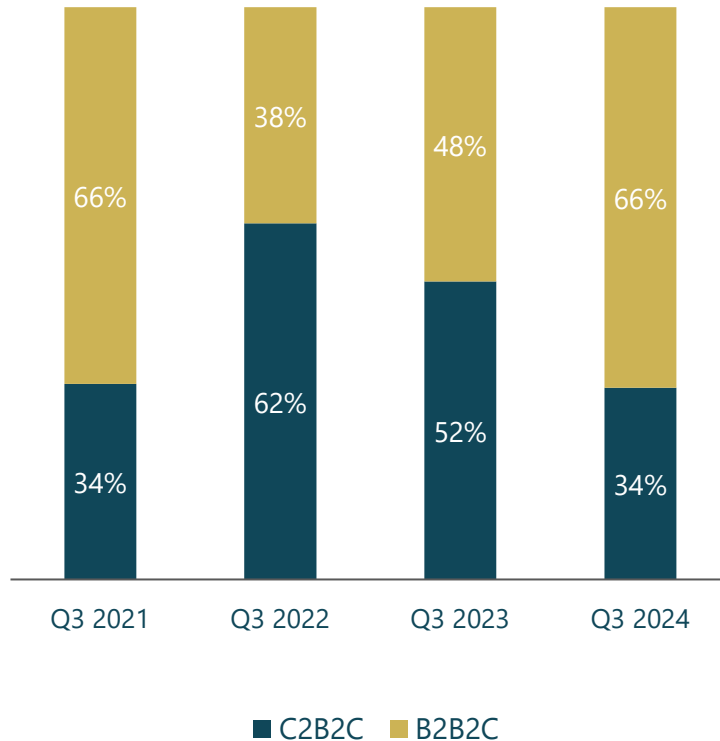
59

25pp⁽³⁾
outperformance vs
the market



Best sourcing: a unique pool bringing more value to European customers

DYNAMIC ORIGIN OF B2C REFURBISHED CARS SOLD BY ARAMIS GROUP



3 COMPLEMENTARY SOURCING CHANNELS

Diversified offering for customers

with all types of brands, models, equipment, mileages, ages, prices, etc.

Diversified risk for Aramis Group

with flexibility to reallocate between sourcing channels

B2B

- > Unique network built over 20 years of 500+ single active suppliers in 20+ countries, including car manufacturers, leasers, professional dealers, wholesalers, importers, short-term rental players
- > Mostly recent and average-aged used cars, returned from short-term leasers or fleets, sourced in batches or individually

C2B

- > Millions of "made to order" cars available for purchase from households, either through trade-in or cash purchase
- > Used cars, tendentially older, with higher mileage and a lower price point, sourced individually

STELLANTIS

- > Privileged access to Stellantis inventory in all our countries
- > Mostly recent used cars, returned from short-term leasers or fleets, sourced in batches or individually



Best refurbishing: celebrating 10 years of industrial-scale refurbishing at our Donzère refurbishing center



A pioneer in cost-efficient car refurbishing in Europe through industrial processes and centralized purchasing

- ✓ 8 in-house refurbishing centers in 6 countries
- ✓ 130k nominal refurbishing capacity
- ✓ Best-in-class lead times, as short as 3 days

- ✓ Outstanding quality with over 200 inspection points
- ✓ Below 2% return rate ⁽¹⁾
- ✓ Data and tech-enhanced operations

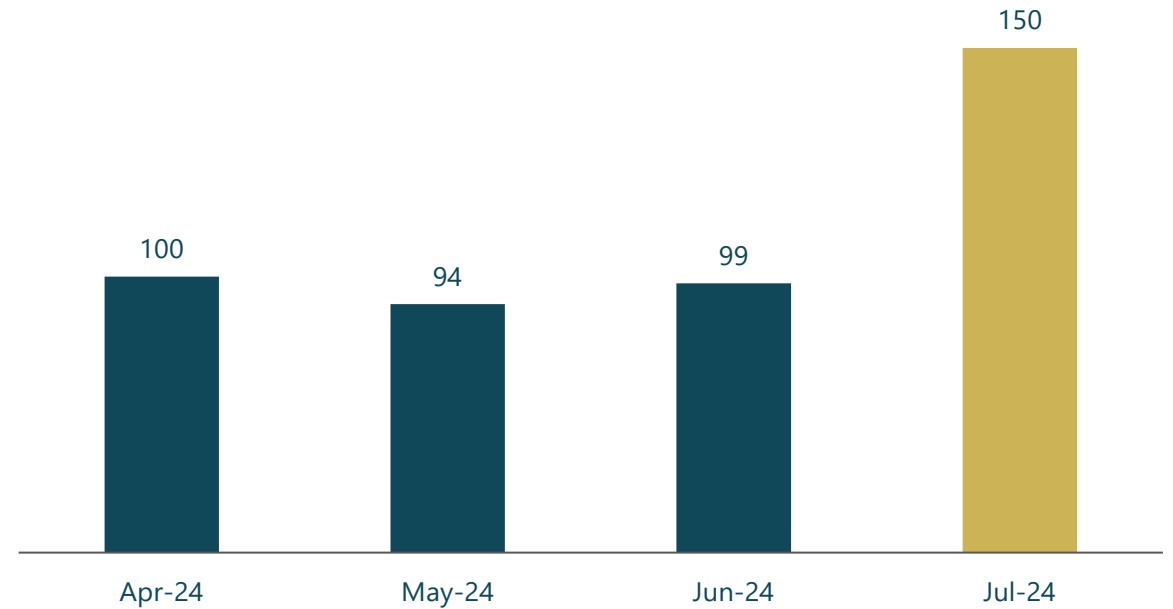


Best retailing: 360° marketing to promote the high value of our refurbished cars

NEW IMPACTFUL AND VALUE-ENHANCING TV CAMPAIGNS IN FRANCE AND SPAIN STRONGLY BOOSTING WEBSITE CONVERSIONS



Illustrative
Aramisauto web visits to GRP ratio ⁽¹⁾



(1) The website visits to GRP ratio is an indicator for the effectiveness of "drive to web" TV campaigns. It makes it possible to compare the effectiveness of different support channels or various time slots for generating web traffic from a TV commercial





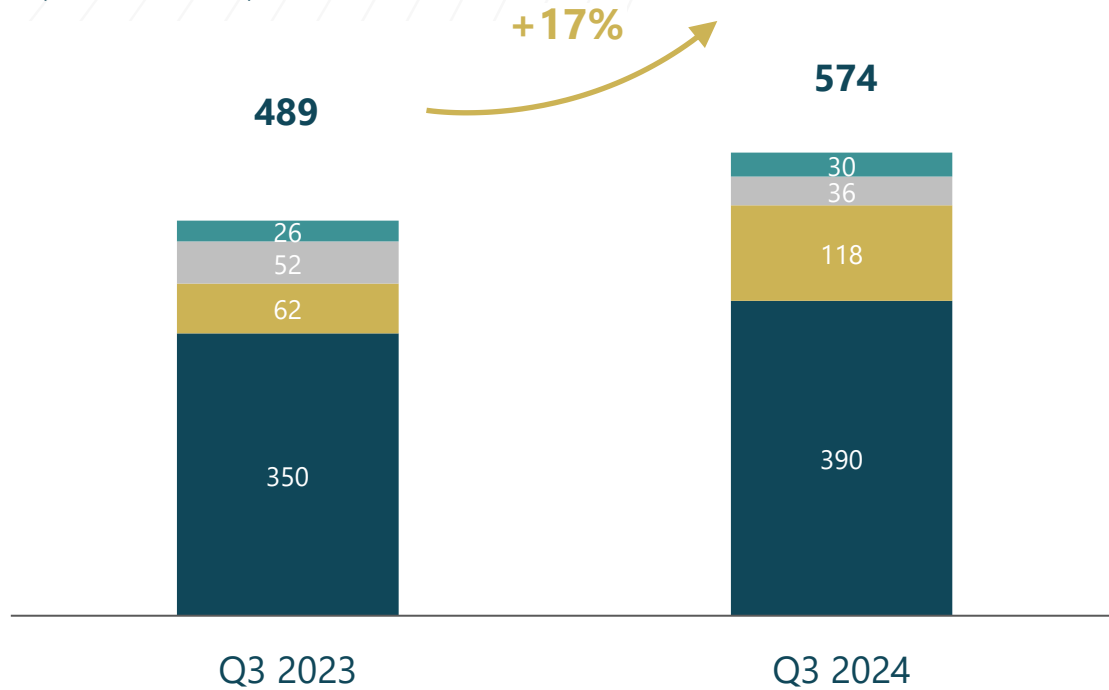
Financial performance review

ARAMISGROUP

Double-digit growth driven by B2C performance

REVENUES PER SEGMENT

(in millions of euros)



■ B2C refurbished +11%

- Volumes +17%
- Prices / mix -4%

■ B2C pre-registered +92%

- Volumes +67%
- Prices / mix +15%

■ B2B -31%

- Direct impact of evolving sourcing mix

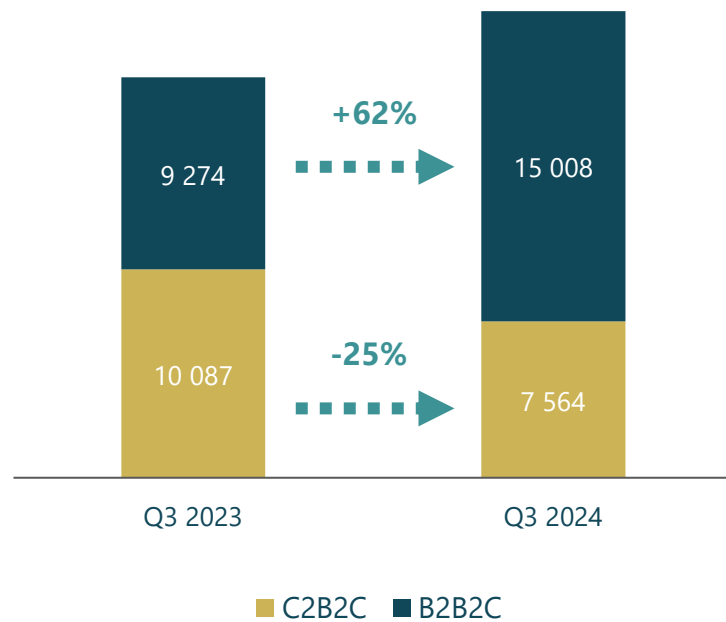
■ Services +17%



B2B revenues reflect the sourcing mix evolution and increased opportunities in sourcing from professionals

CHANGE IN ORIGIN OF B2C REFURBISHED CARS SOLD

(in units)



ARAMIS GROUP B2B REVENUE GENERATION



A customer wants to dispose of their vehicle



Regardless of the vehicle, Aramis Group makes an offer



Scenario 1

The car is over 8 years old or 150,000 km

Aramis Group sells it back to a B2B partner



Scenario 2

The car is under 8 years old and 150,000 km

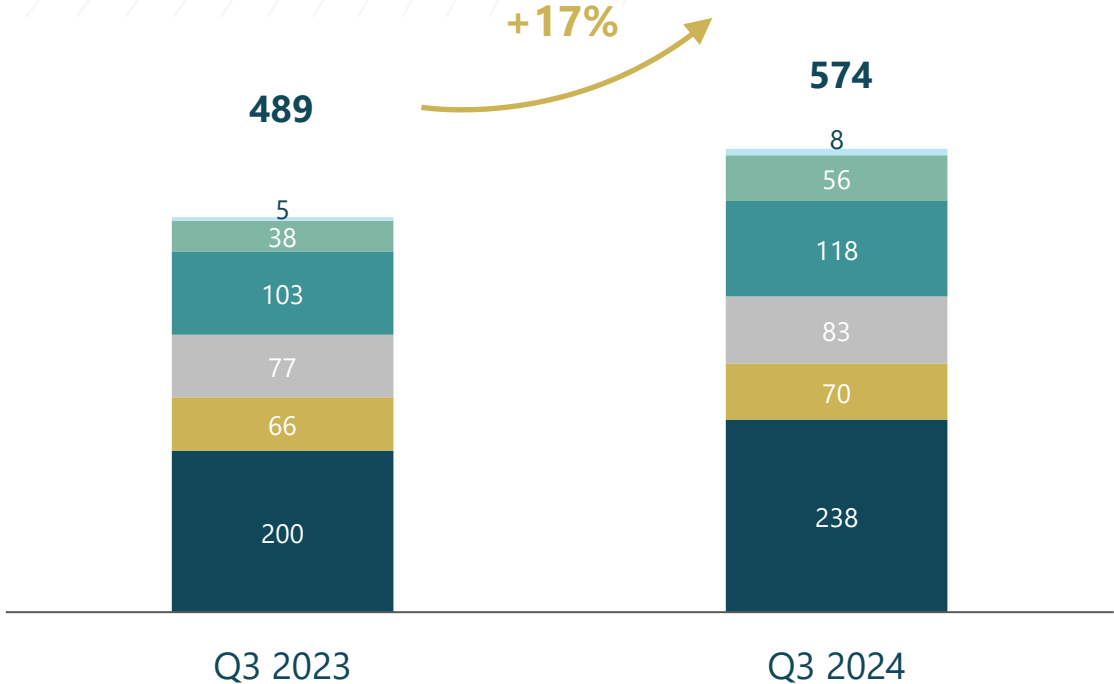
The car is sent to a refurbishing center for repair and resale B2C



All countries contributing to growth

REVENUES PER COUNTRY

(in millions of euros)



- France +19%**
- Volumes +27%
- Belgium +5%**
- Volumes +3%
- Spain +7%**
- Volumes +16%
- United Kingdom +15%**
- Volumes +23%
- Austria +49%**
- Volumes +57%
- Italy +76%**
- Volumes x2



Continuous operational improvement dynamics



**Sourcing
smarter**



c. €200 YoY improvement in GPU-M through more efficient sourcing



Reinforcement of data tools, adopting Group standards, to select and price cars more accurately



**Transforming
more efficiently**



Reduction of more than €150 per unit in refurbishing costs through improved operations



Productivity improved by more than 30% at Villaverde



**Retailing
more effectively**



Successful development of the telesales activity and stabilization of the financing solutions penetration rate





Outlook

ARAMISGROUP

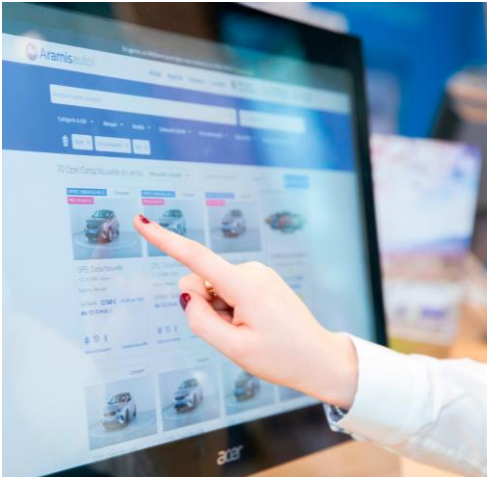
FY 2024 adjusted EBITDA guidance raised

	As of end-November 2023	As of end-May 2024	As of today
B2C CAR VOLUMES	> 100,000 units like-for-like	> 110,000 units like-for-like <i>(raised)</i>	> 110,000 units like-for-like <i>(unchanged)</i>
ADJUSTED EBITDA	Higher than €19m	Higher than €32m <i>(raised)</i>	Higher than €40m <i>(raised)</i>

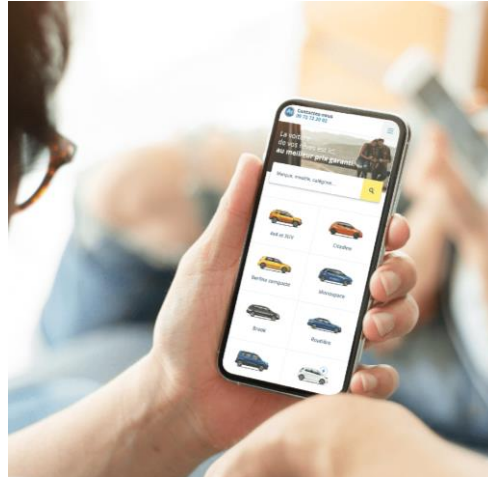


Conclusion

SOLID GROWTH
FUELED BY A UNIQUE CUSTOMER
VALUE PROPOSITION




GOOD EXECUTION
CONTRIBUTING TO MARGIN
EXPANSION



CAPITAL MARKETS DAY
ON NOVEMBER 27, 2024





Appendices

ARAMISGROUP

Financial calendar

November 26, 2024 (after market)

FY 2024 results

November 27, 2024

Capital Markets Day



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



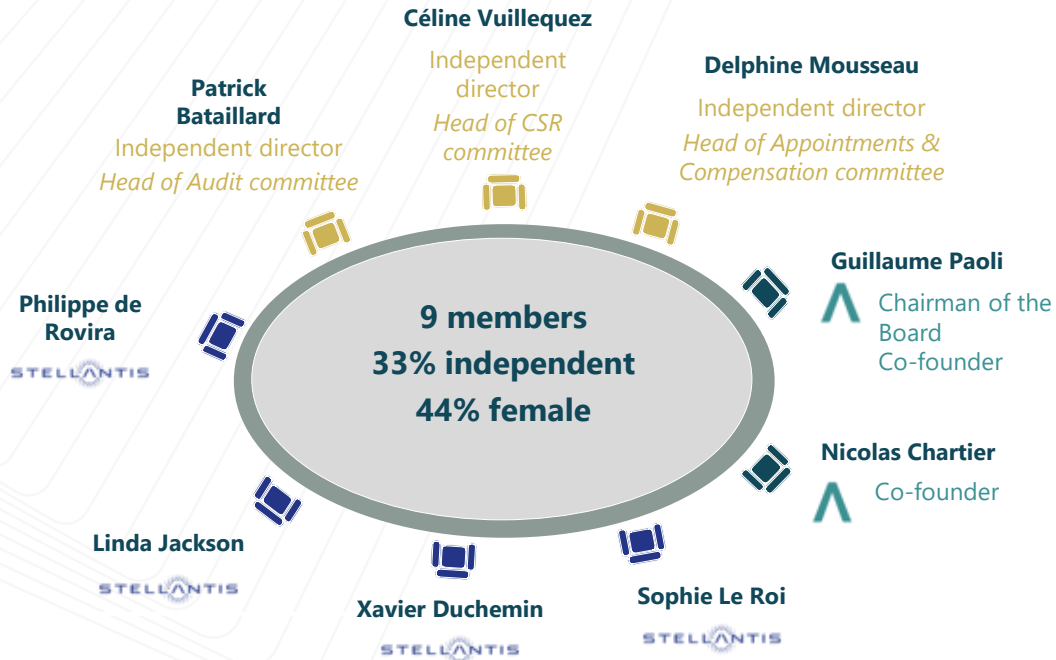
Promote people: respect and development

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



Governance bodies that combine operational excellence with a sustainable development approach

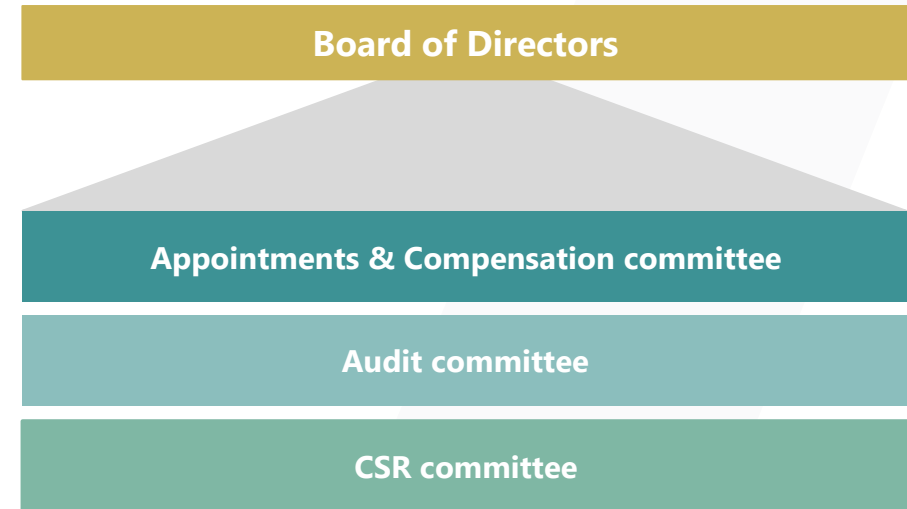
Board of Directors composition



Governance structure

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

Specialized committees

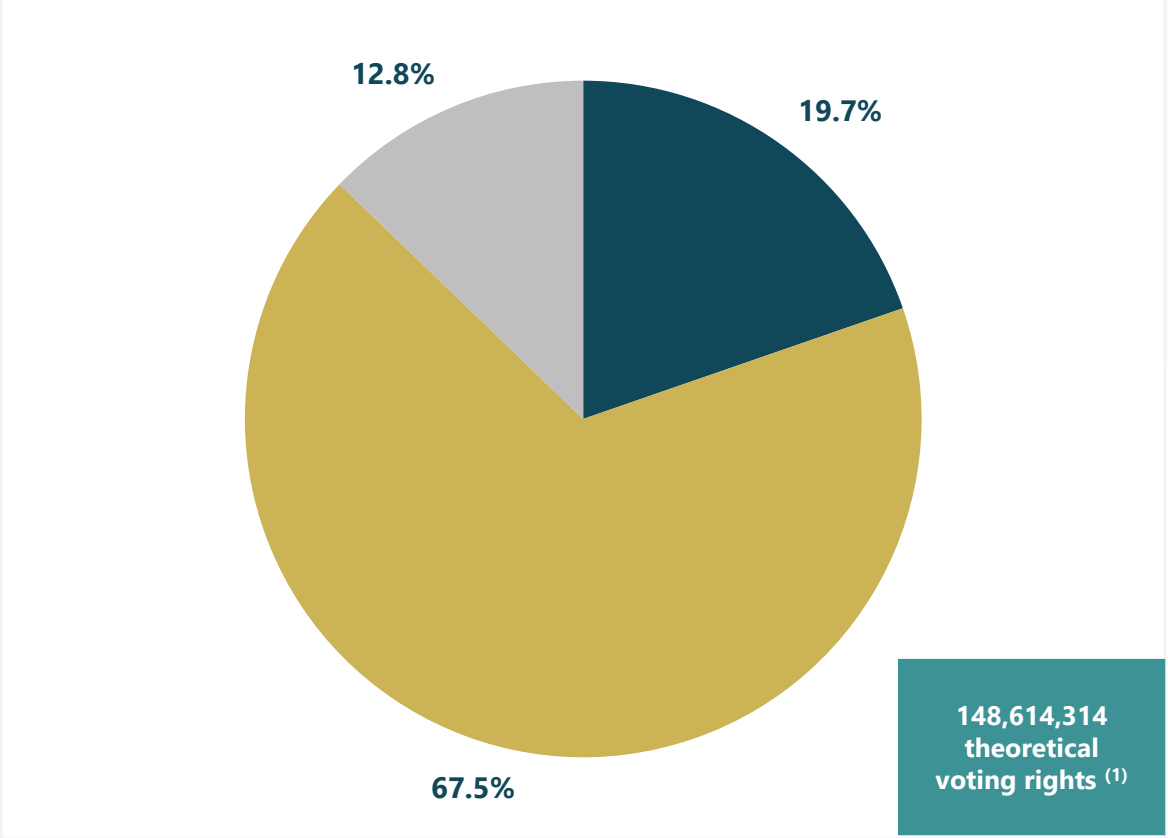
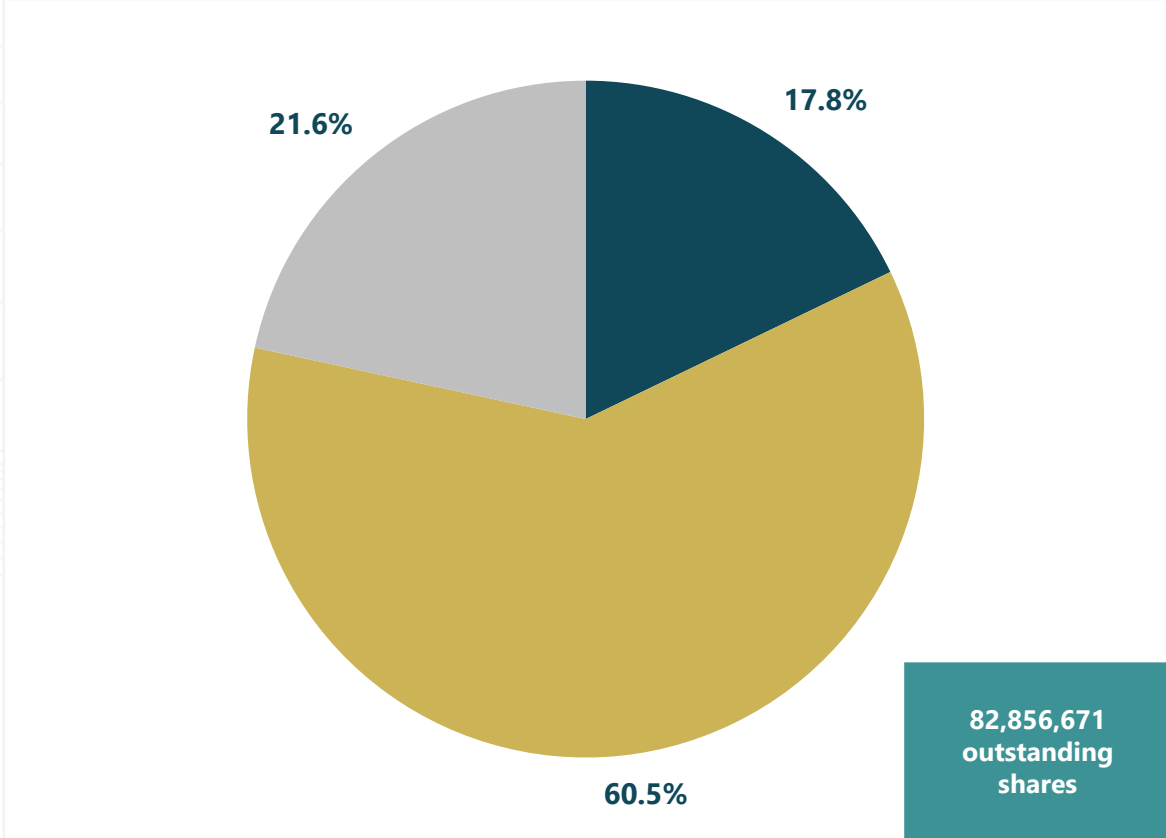


- > Monitor environmental and social issues
- > Ensure that the CSR strategy is effectively deployed across the Group's activities
- > Prepare and review the CSR report
- > Prepare and review the Group's commitment to sustainable development (KPIs)



Shareholding structure with deep car market expertise and insights

As at June 30, 2024



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 !

AU BAR DIGITAL

 ARAMISGROUP

BAR DIGITAL

La voiture
de vos rêves
devient enfin
accessible.