

Q1 2023

REVENUES

JANUARY 26, 2023

Executive summary



CONTINUED GROWTH DESPITE AN UNFAVORABLE MARKET ENVIRONMENT

- > **Further contraction of the used car market**
 - Especially in the UK and on the most recent used car segments
 - Pre-registered market may have bottomed out
- > **Continued growth in refurbished used cars**



2023 PRIORITIES

- > **Focus on profitability**
 - Dedicated plans on recently acquired companies
 - Particular attention paid to cost structure and inventory levels
- > **Focus on customers**
 - Teams fully dedicated to satisfying customers and ready to step up as soon as market environment improves



2023 GUIDANCE REITERATED

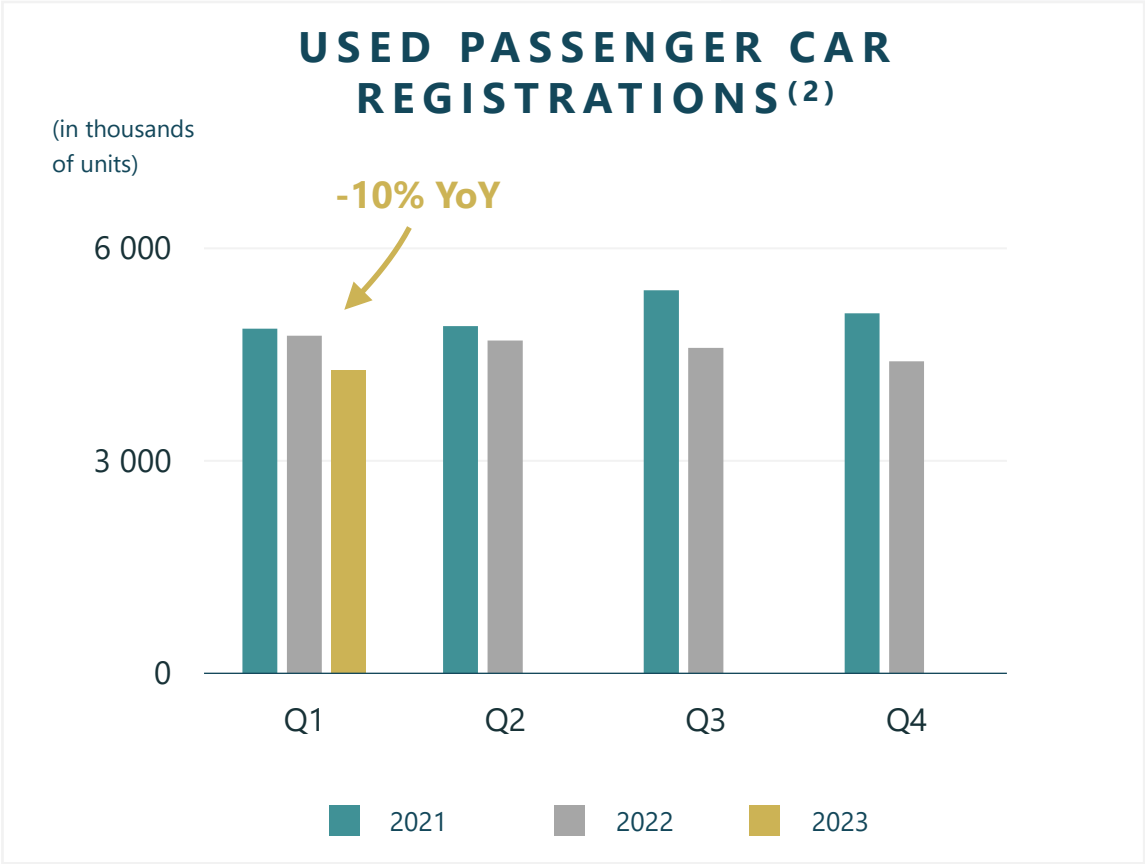
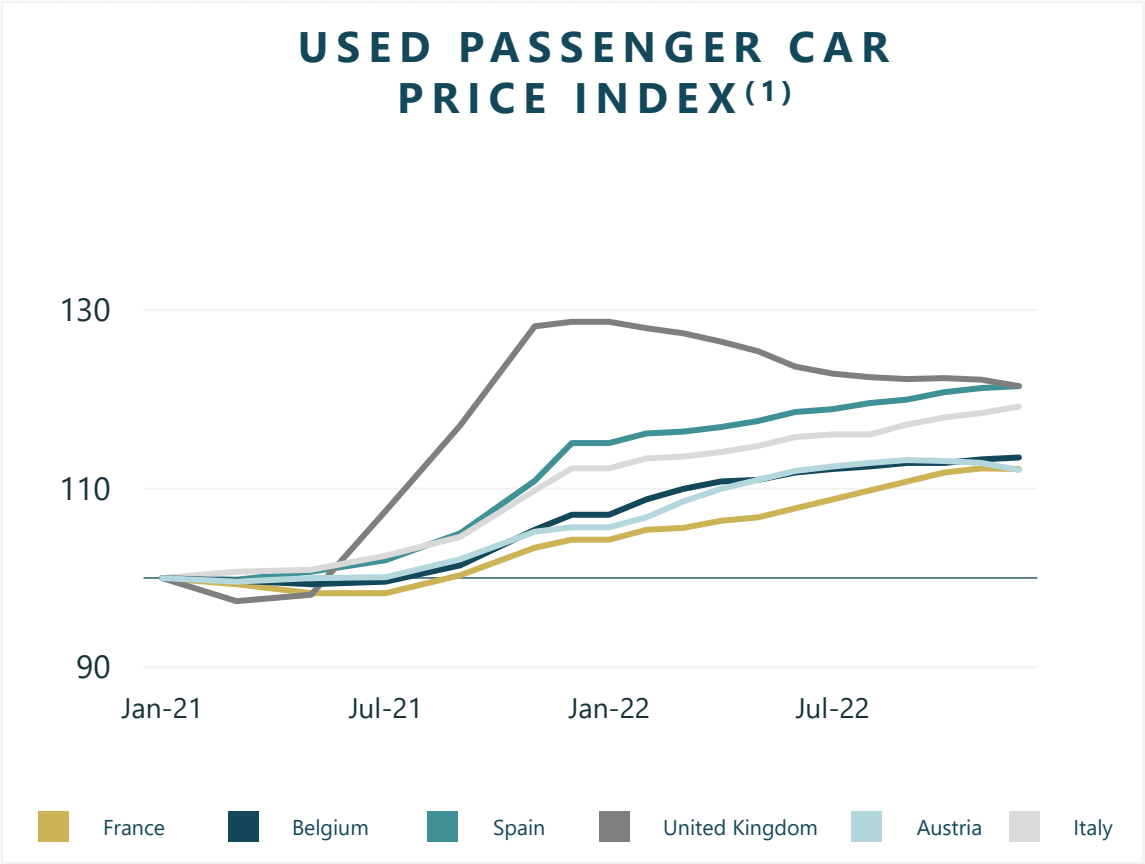
- > **Revenues**
 - Positive organic growth in volumes of refurbished vehicles sold
- > **Margins**
 - Gradual improvement in Adjusted EBITDA over the year, excluding restructuring costs



Market and business highlights

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Further slowdown in volumes whilst car prices remain high

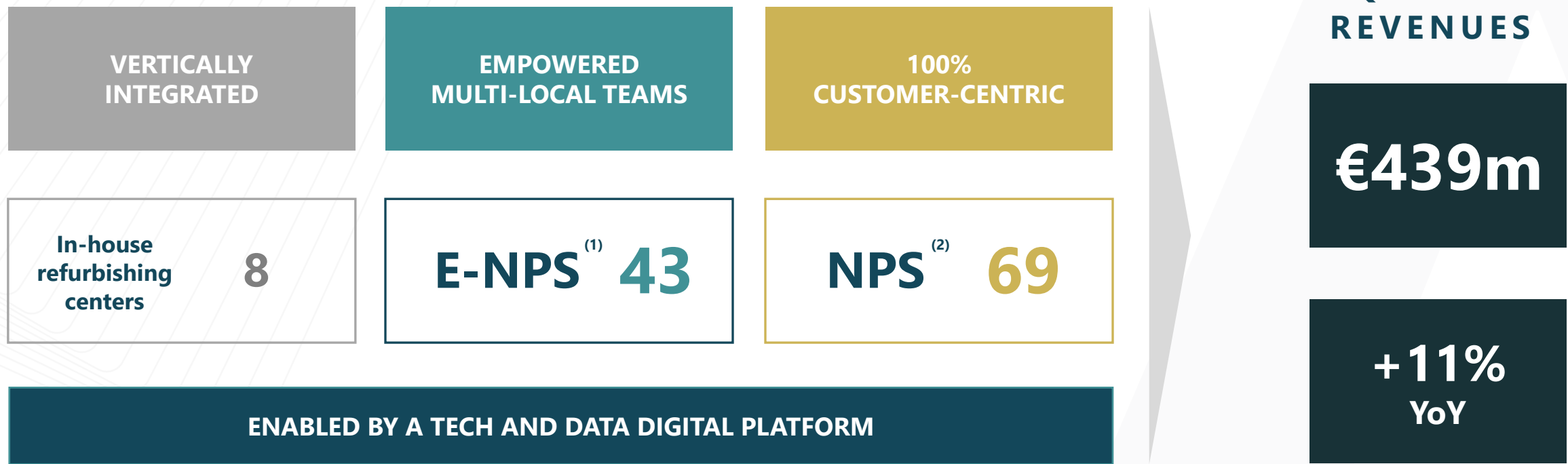


1. Source: Indicata, Aramis Group
Total B2C used car market. Calculated on calendar periods

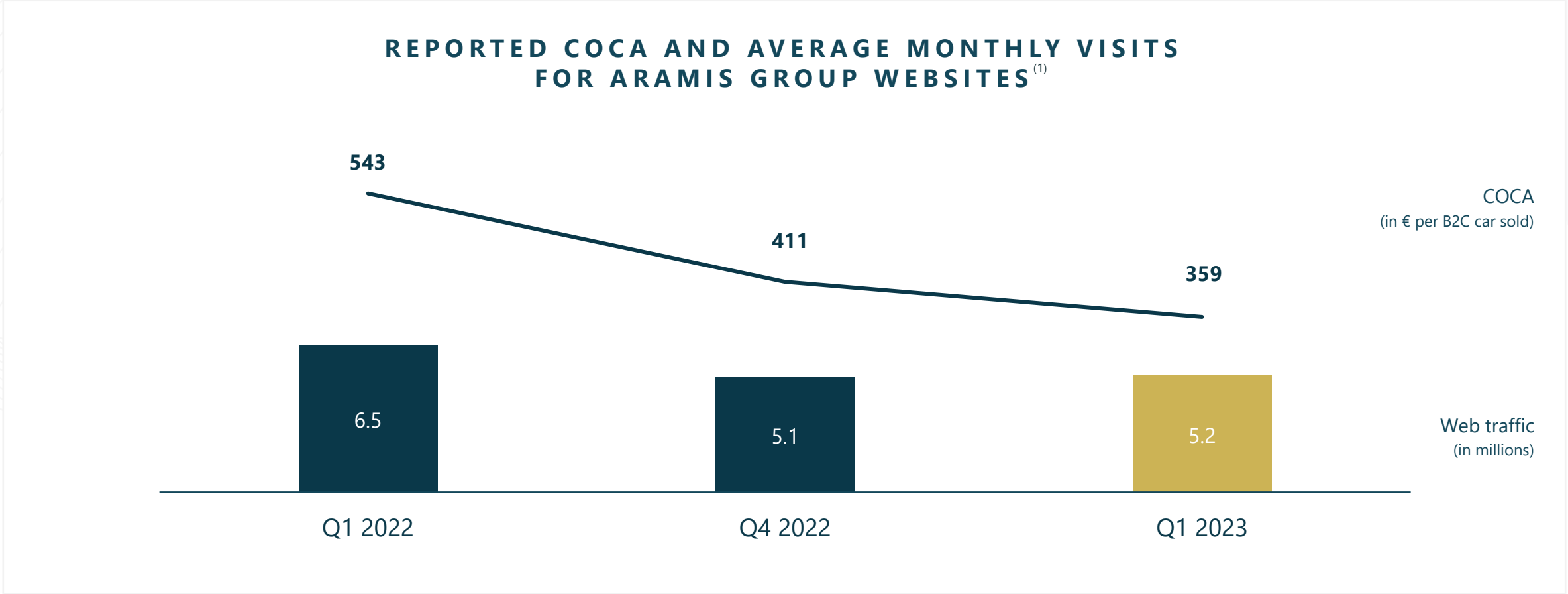
2. Source: Autoactu, Ganvam, Traxio.be, SMMT, Statistik.at, Aci.it, Aramis Group
Total used car market volumes. Calculated on Aramis Group's 6 geographies and fiscal quarters
Q1 2023 data for the UK estimated due to delays in the release of used car market data by SMMT



A new quarter of growth despite a deteriorated market environment



Strong reduction in COCA through an efficient management approach to marketing costs



Opening of a second industrial-scale refurbishing center in Hull

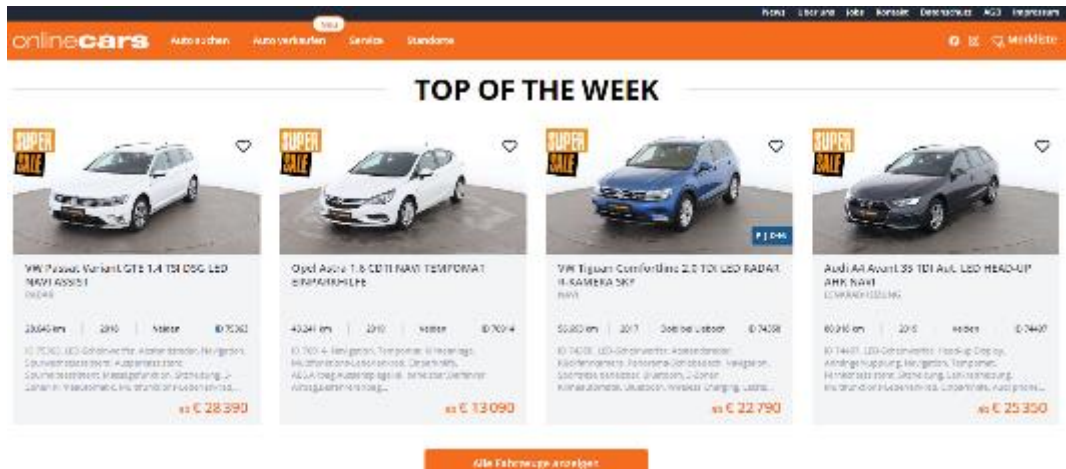


First steps with plans for newly acquired companies

onlinecars

Q1 2023 progress

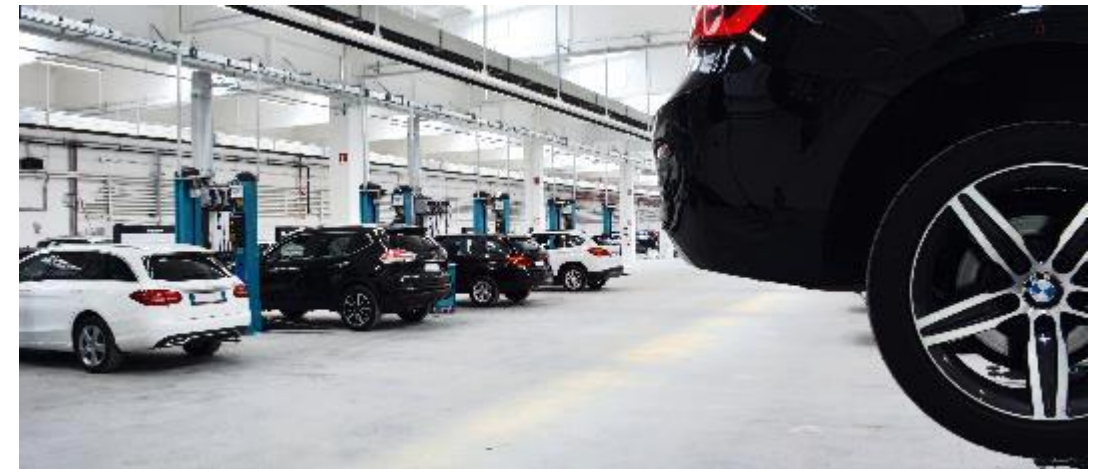
- Financial integration completed
- First adjustments on internal supply chain processes and inventory management
- Connection to Group sourcing and first synergies



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Q1 2023 progress

- Workforce rationalization plan rolled out
- Sourcing and commercial operations restarted
- Rebranding of the activities completed and marketing channels reactivated





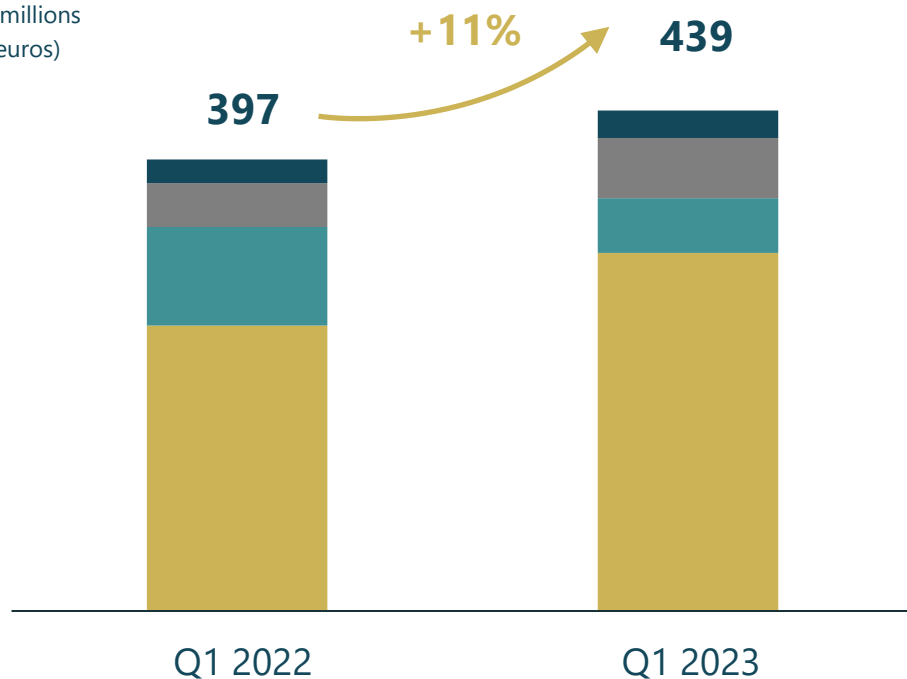
Financial performance review

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Continued growth in all segments except pre-registered

REPORTED REVENUES PER SEGMENT

(in millions of euros)



B2C refurbished +25%

› Volumes +17%

› Prices +7%

B2C pre-registered -44%

› Volumes -47%

› Prices +6%

B2B +37%

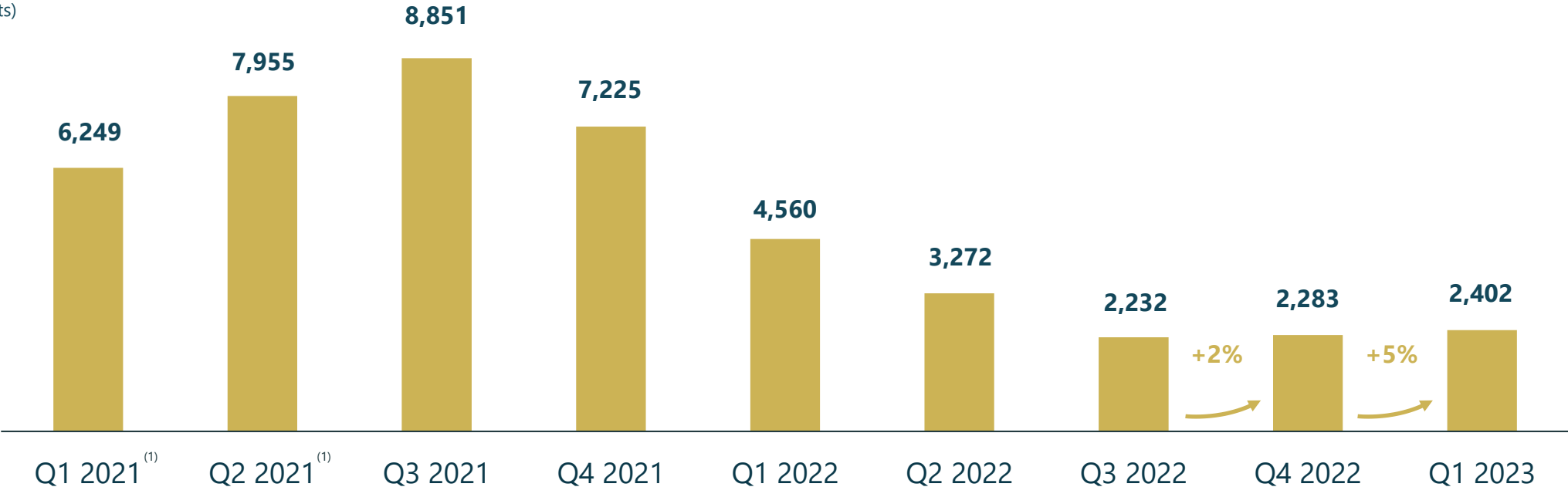
Services +16%



Decline in pre-registered car volumes may have bottomed out

REPORTED VOLUMES OF B2C PRE-REGISTERED CARS SOLD

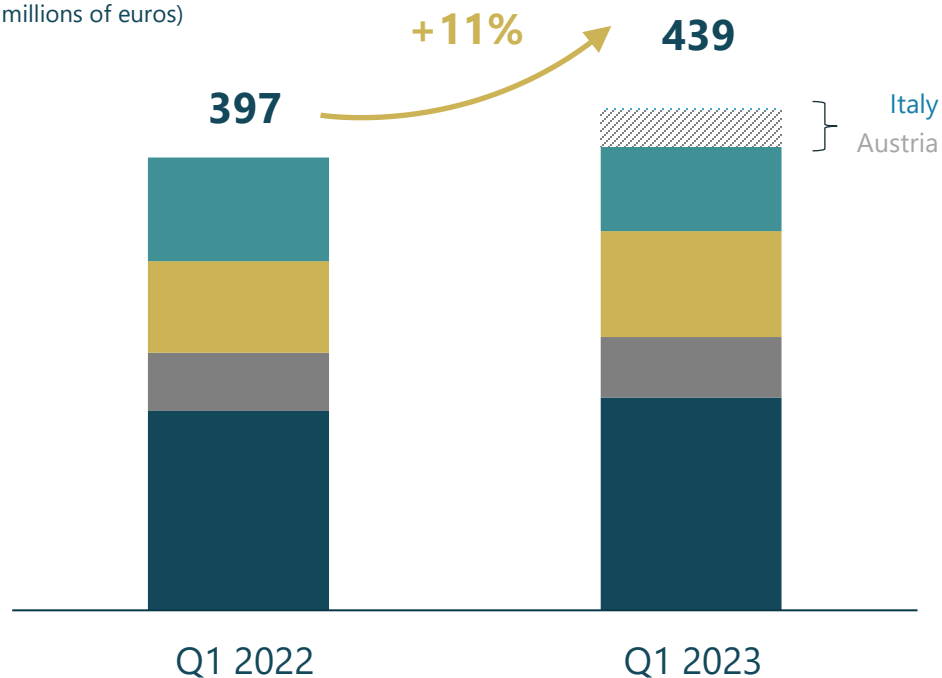
(in thousands of units)



Rising revenues in all historical countries except the UK

REPORTED REVENUES PER COUNTRY

(in millions of euros)



France +7%

Belgium +4%

Spain +16%

United Kingdom -18%

€406m, +3% YoY
excl. the acquisitions in Austria and Italy



Outlook

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FY 2023 guidance reiterated

VISIBILITY STILL LIMITED BY THE MACROECONOMIC, GEOPOLITICAL AND AUTOMOTIVE ENVIRONMENT

REFURBISHED CARS

Slowdown in European household consumption in a context of marked inflation

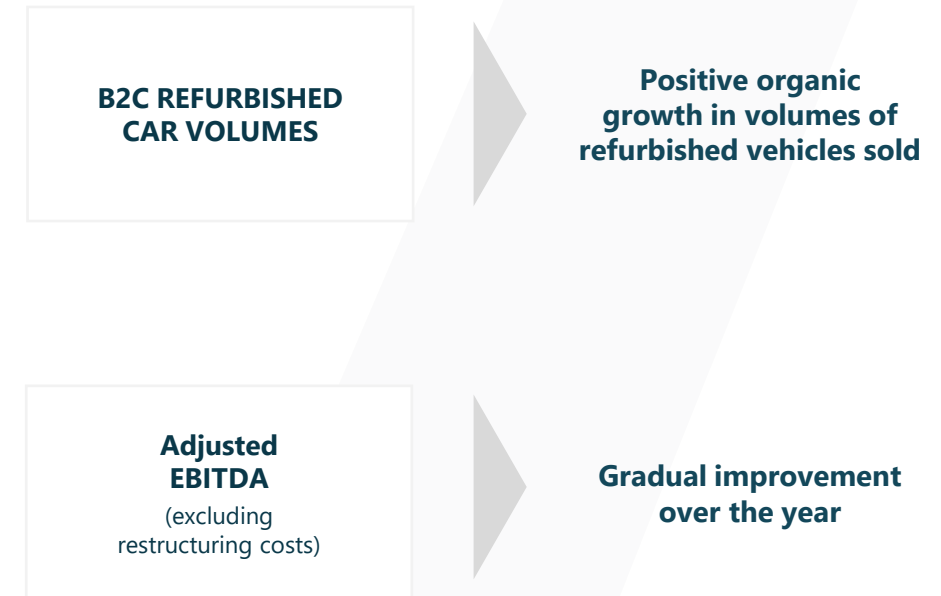
PRE-REGISTERED CARS

Continued uncertainty surrounding the outcome of the new car production crisis

PRICES

Contrasting changes between different countries

Unless there is a further deterioration in the macroeconomic environment, Aramis Group therefore expects:



Q&A

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Appendices

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Financial calendar

February 10, 2023

Annual General Meeting

May 24, 2023 (after market)

H1 2023 results

July 17, 2023 (after market)

Q3 2023 revenues

November 28, 2023 (after market)

FY 2023 results



Aramis Group's key investment highlights

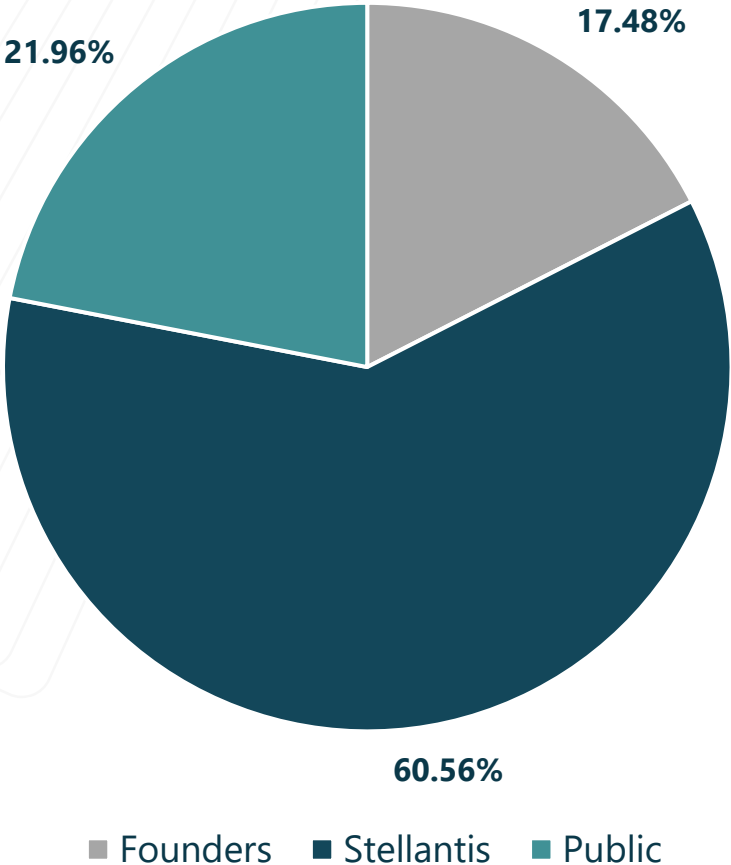


- 1** **Massive and fragmented market** undergoing **online disruption**
- 2** **Strong customer value proposition** resulting in **market leadership** positions
- 3** **Highly efficient, scalable** and **vertically integrated** end-to-end platform
- 4** **Data-driven business approach** underpinned by **proprietary tech** and **digital tools**
- 5** Highly attractive combination of **accelerating 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

At December 31, 2022



82,856,671
outstanding shares
and theoretical voting rights ⁽¹⁾

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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In this presentation, any references to Q1 relate to the fiscal first quarter of the Company, starting on October 1 and ending on December 31.

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