

# Q3 2022 REVENUES

JULY 27, 2022



#### **Executive summary**



SOLID REFURBISHED VEHICLE SALES GROWTH IN A MORE DIFFICULT MARKET



MAINTAINING AN
ATTRACTIVE
OFFERING FOR
CUSTOMERS,
ACCELERATING STOCK
ROTATION AND
CONTAINING COSTS



CONTINUED
EXECUTION OF THE
STRATEGY TO
FURTHER CAPTURE
THE USED CAR
MARKET'S MASSIVE
POTENTIAL



### Business highlights

**ARAMIS**GROUP

#### Established competitive advantages driving our revenue growth

**VERTICALLY INTEGRATED** 

EMPOWERED MULTI-LOCAL TEAMS

100% CUSTOMER-CENTRIC

2023 in-house refurbishing capacity (1)

132,000 E-NPS<sup>(2)</sup> 43

NPS (3)

69

**ENABLED BY A TECH AND DATA DIGITAL PLATFORM** 

Q3 2022 REVENUES

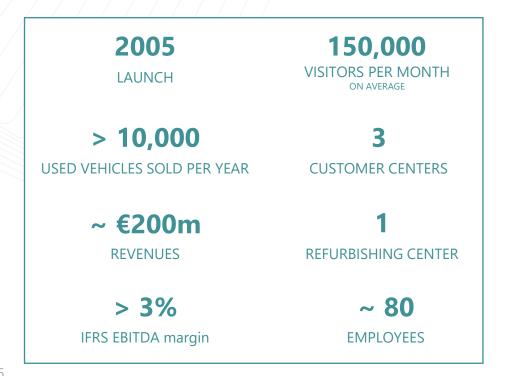
€458m

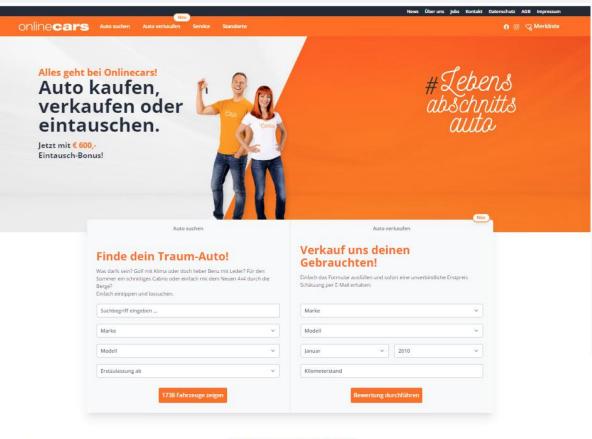
+20% YoY



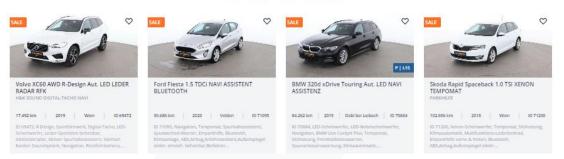
# Onlinecars, a strategic acquisition at the heart of Central Europe

- ✓ Austria's leading independent B2C used car retailer
- ✓ Strategic and operational alignment with Aramis Group
- ✓ Integration plan to be led by the current Management team
- ✓ Operation entirely financed through an increase in the credit lines made available to Aramis Group by Stellantis





#### TOP OF THE WEEK





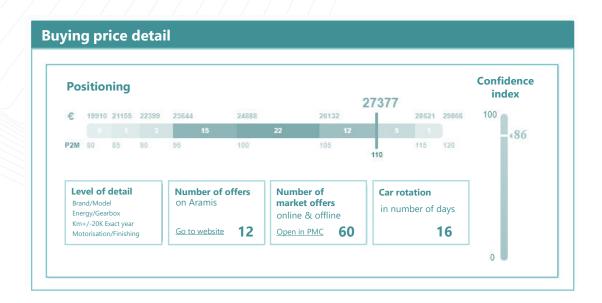
# In-house refurbishing capacity at strategic locations across Europe to optimize our lead times, logistics costs and carbon footprint



# Continuous improvement of our price prediction algorithms through machine learning, for easier trade-ins and inventory management

#### SOURCING

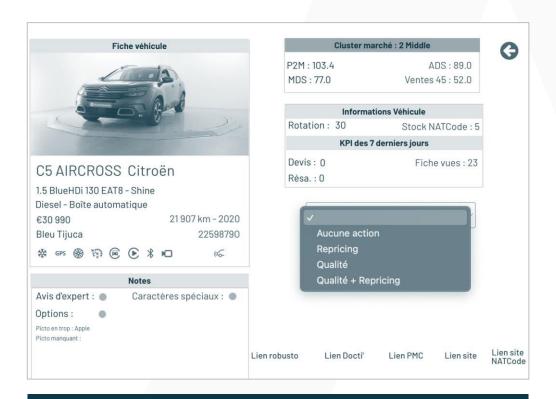
More accurate, faster and dynamic car pricing, with live recommendations on levels and trends delivered to purchasing teams across all our trade-in channels



Better ability to identify cars "to buy" and to offer the most accurate trade-in price to customers

#### INVENTORY MANAGEMENT

New merchandising tool, which automatically flags up cars with low turnover, low customer interest and potentially out-of-market prices



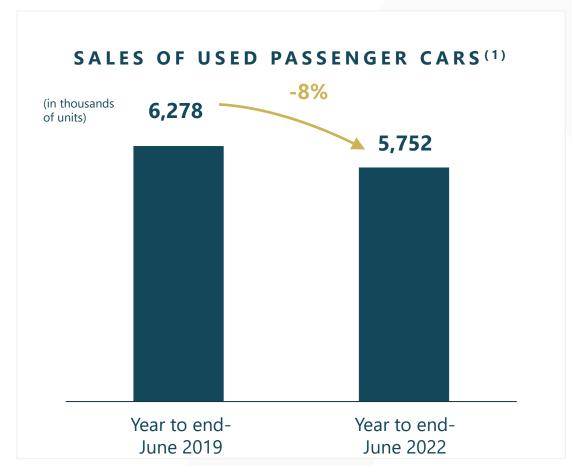
Faster identification of "bad stock" and more-informed scientifically-based repricing decisions by the teams

# Financial performance review

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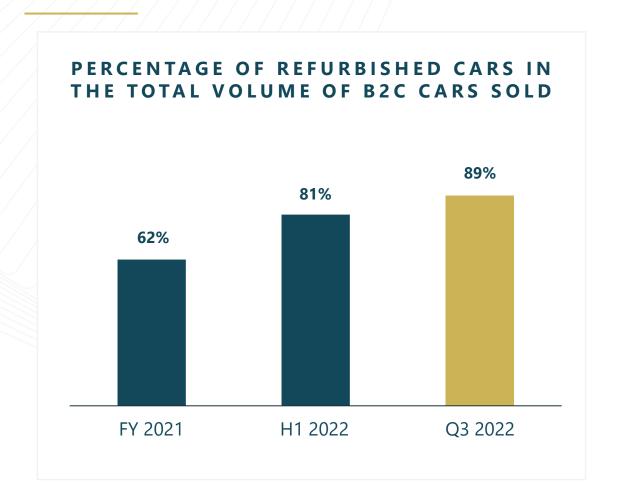
#### Car market even more complex than expected

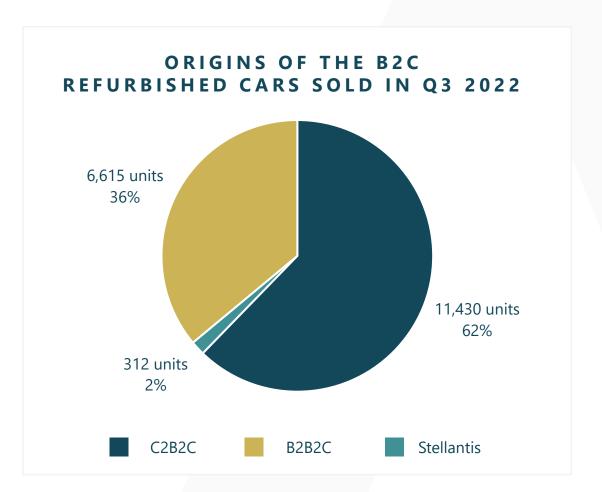






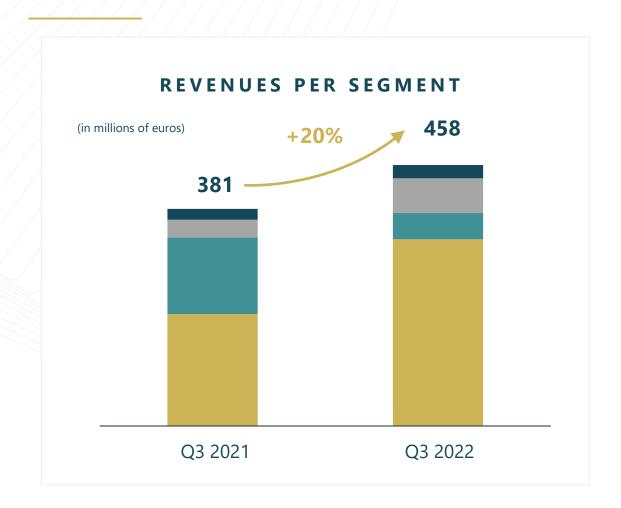
#### Focus on refurbished cars and sourcing from private customers

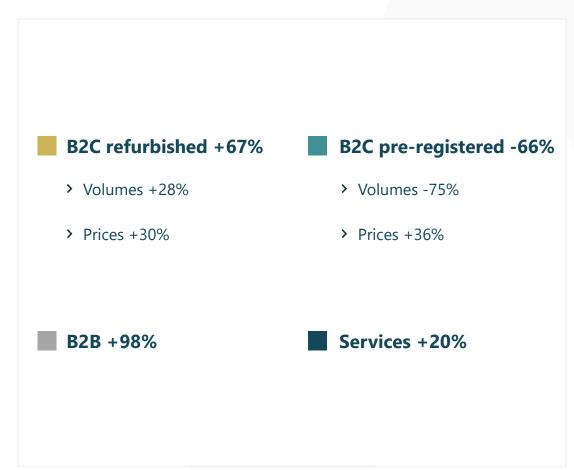






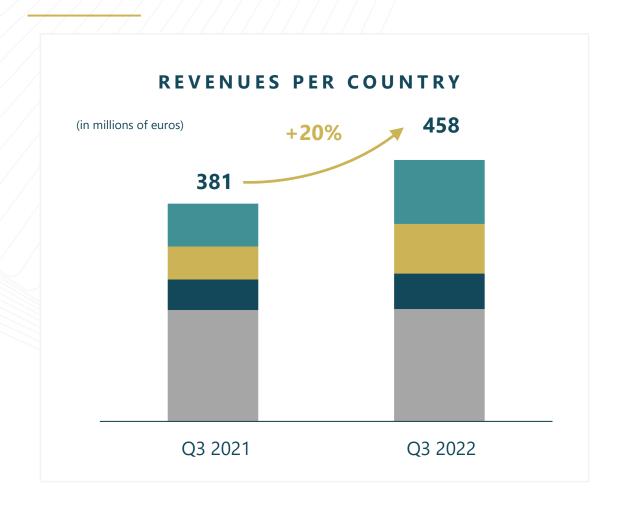
# Continued strong growth in refurbished vehicles, but accelerating decline in pre-registered vehicles







# Performance by country reflects the relative exposure to pre-registered vehicles







# Outlook **ARAMIS**GROUP

#### FY 2022 guidance updated

**REVENUES** 

B2C REFURBISHED CAR VOLUMES

ADJUSTED EBITDA (IFRS)

FY 2022 (old)

> €1.7 billion Organic revenues

>+45% YoY Organic growth

**Positive** 

**FY 2022** (new)

> €1.7 billion Organic revenues

c.+40% YoY Organic growth

-€10 to -€12 million

Unchanged

Updated







# Appendices

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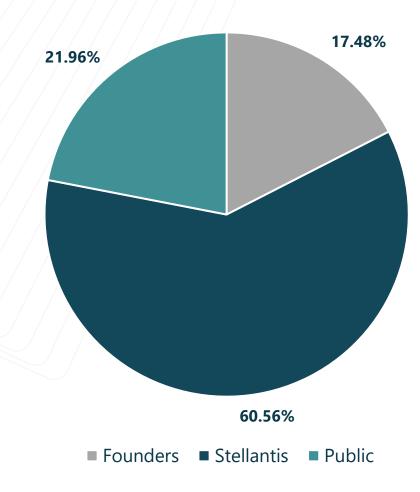
#### **Financial calendar**

December 1, 2022 after market FY 2022 results



# Shareholding structure with deep car market expertise and insights

At June 30, 2022



82,856,671 outstanding shares and theoretical voting rights <sup>(1)</sup>



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