

Autohellas: 3rd Quarter and 9-month Financial Results 2023
Consolidated Turnover €762.5m in first 9 months of 2023, increased by 34.1%,
Operating Profit (EBIT) €116.9m, 15.9% increase
and Profit after Tax €74.7m, increased by 5.5%

Autohellas announces **9-month 2023** Financial Results, recording a **34.1%** increase in Consolidated Turnover, reaching **€762.5m** compared to €568.6m in 2022 same period, with Earnings before Interest, Depreciation and Tax (**EBIDTA**) at **€214.2m**, increased by 20.2%. The Operating profits (**EBIT**) reached **€116.9m**, while the Profits after Taxes (**EAT**) of the Group amounted to **€74.7m** compared to €71.5m, showing an increase of **just 4.4%, affected by the significant increase in financial costs due to rising interest rates**. In total, the short-term and long-term rentals fleet exceeded 57.000 cars, with 11.600 total new car purchases.

During the **third quarter** of the fiscal year 2023, the seasonally strongest every year, the Turnover showed an increase of **31.5%** and came to **€285.6m**, compared to €217.2m during the corresponding quarter of 2022. Operating Profits (**EBIT**) for the quarter reached **€60.4m**, Earnings before Taxes (**EBT**) reached **€54.9m**, while Profits after Taxes (**EAT**) recorded an increase of 3.2% and amounted to **€43.5m**.

The performance for the 9-month 2023, with the addition of the Portuguese subsidiary activity, as it is now fully integrated, constitutes a new historical high for the Group for third consecutive year, both in Turnover and in Operating and Net Profitability, after an extremely successful 2022 and 2021. The import and distribution activity of Fiat/Jeep/Alfa Romeo in Greece, starting from May 2023, is consolidated using the equity method due to joint control with Samelet.

CONSOLIDATED AUTOHELLAS						
Amounts in '000€	Q3 2023	Q3 2022	%LY	9M 2023	9M 2022	%LY
Revenue	285,647	217,191	31.5%	762,474	568,557	34.1%
EBITDA	94,532	82,638	14.4%	214,178	178,243	20.2%
EBIT	60,401	55,906	8.0%	116,902	100,893	15.9%
EBT	54,890	52,999	3.6%	95,026	90,104	5.5%
EAT	43,477	42,113	3.2%	74,678	71,518	4.4%

Breakdown by Sector:

A significant element of the results of the 9-month 2023 is the growing and improved balance in the contribution from the 3 sectors, namely Rentals Greece, Auto Trade Greece and Rentals International.

The Turnover from car rental activity in Greece for the 9-month 2023 increased by **6.1%**, reaching **€207.3m** from €195.5m in 2022. A significant contribution to the increase is made by long-term

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leases and mostly by the effective disposal of used fleet cars (with a considerable impact on profitability as well).

The Turnover of the activity of the international subsidiaries related to the rentals sector reached a total of **€135.9m** for the 9-month 2023, from €51.3m in 2022. Hertz's new subsidiary in Portugal, acquired in the last quarter of 2022, contributed €78m from the total €193.9m of the increase in the Group's Turnover, with a positive effect on the result of Earnings before Taxes (EBT), since the nature of the specific activity concerns exclusively short-term rentals and therefore shows most of its profitability in the summer months. The rest of the group's subsidiaries in the Balkans and Cyprus recorded organic growth of **12.8%**.

The car trading activity in Greece recorded a significant increase in the Import/Distribution segment (Hyundai, KIA, SEAT/CUPRA), contributing a total of **€419.3m** in Turnover with an increase of **30.3%**, further contributing to the Group's overall operating result. The cumulative market share held by Hyundai, KIA, SEAT/CUPRA in Retail sales for the 9-month of 2023 remained at the same high levels as in the corresponding period last year. Considering the market share held by FCA Greece's brands in the Greek market, the cumulative share of the Group exceeds 25% in Retail sales and 20% in total sales (including Fleet sales to Companies).

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Amounts in '000€	Q3 2023	Q3 2022	%LY	9M 2023	9M 2022	%LY
Revenue	285,647	217,191	31.5%	762,474	568,557	34.1%
Rentals Greece	92,667	92,882	-0.2%	207,296	195,467	6.1%
Foreign Countries	59,266	21,561	174.9%	135,907	51,343	164.7%
Car Trading Greece	133,714	102,748	30.1%	419,271	321,747	30.3%