



SIXT SE FY 2024 EARNINGS

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2024 AT A GLANCE



OUR MARKET ENVIRONMENT 2024: STRONG TOURISM MARKET MEETS LOW GDP GROWTH, DECLINING RESIDUALS AND HIGH INTEREST RATES

INTERNATIONAL TOURISTS [%]

FY 2024 vs. FY 2023



+10.7%¹



GLOBAL AIR PASSENGER TRAFFIC [%]

FY 2024 vs. FY 2023



+10.4%²



OCEAN CRUISE PASSENGERS [%]

FY 2024 vs. FY 2023

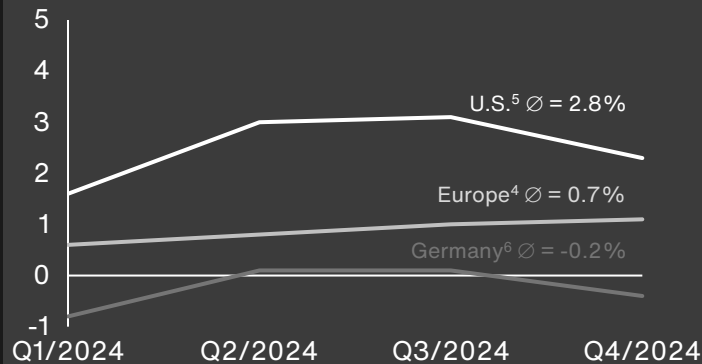


+10.5%³



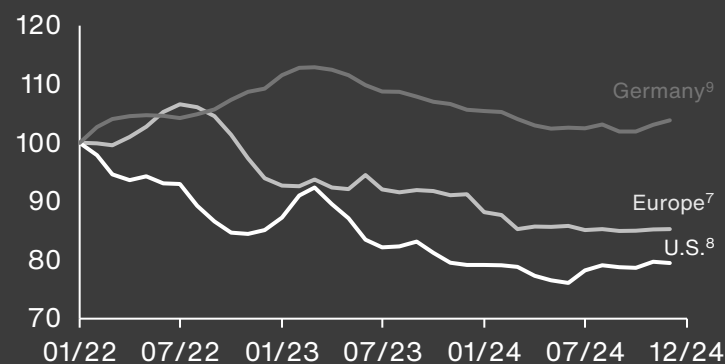
GDP DEVELOPMENT (YOY) [FIGURES IN %]

Q1 2024 – Q4 2024



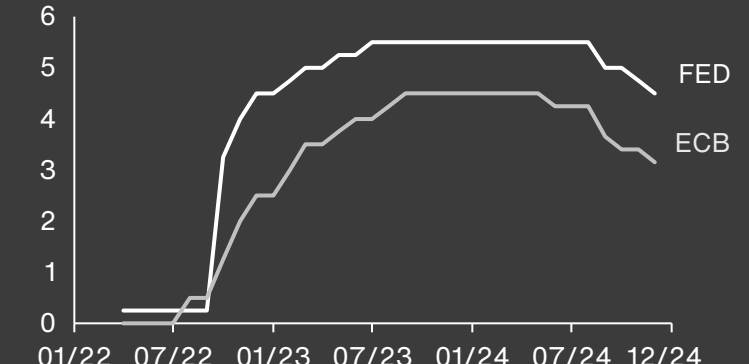
RESIDUAL VALUES [NORMALIZED 100 = January 2022]

JANUARY 2022 – DECEMBER 2024



INTEREST RATES [FIGURES IN %]

JANUARY 2022 – DECEMBER 2024

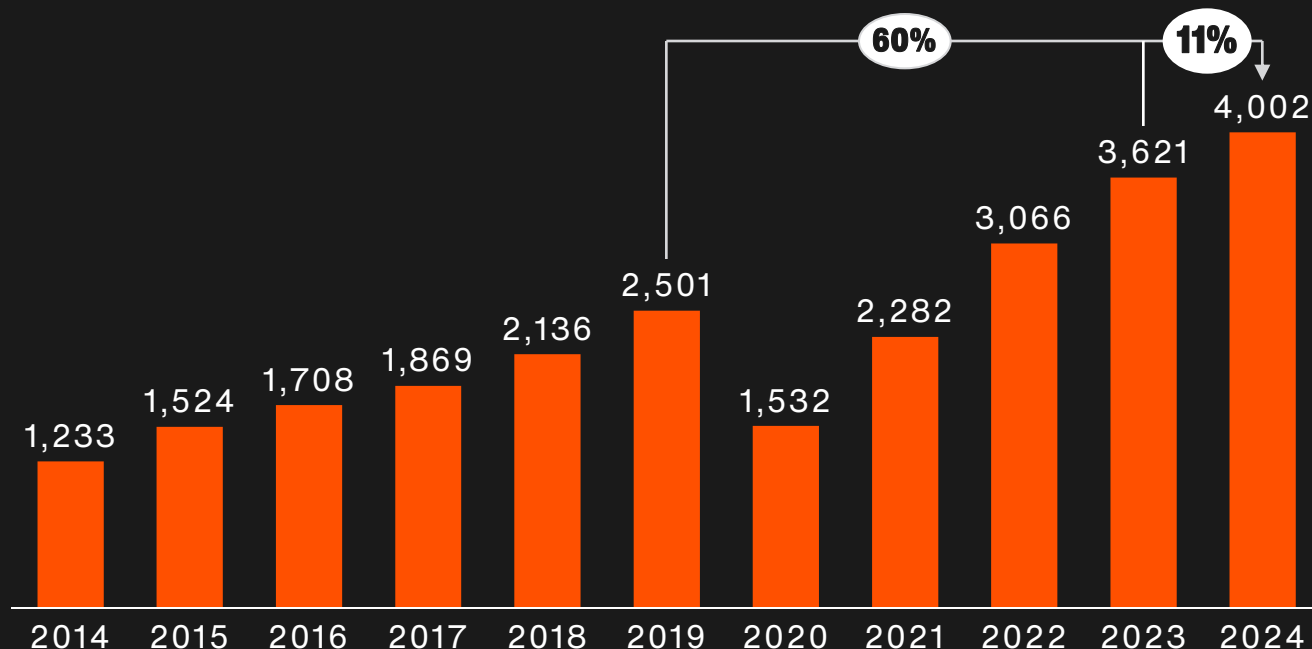


OUR TOP LINE: FIRST TIME 4BN EUR ANNUAL REVENUE DRIVEN BY STRONG DEMAND, FLEET GROWTH AND NETWORK EXPANSION

REVENUE¹

EUR m

>4bn EUR
REVENUE 2024



NEW BRANCHES

[#]



+50

**Branch openings
in 2024**

50th

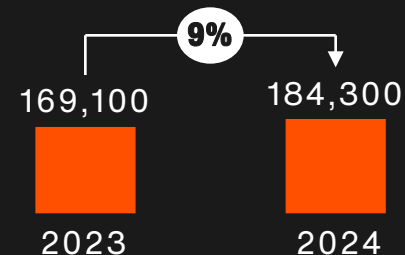
**U.S. Airport Branch
opened in DEC 24**

**Strong fleet growth inside demand
reflected in higher utilization**

FLEET GROWTH

[avg.#]

STRONG UTILIZATION



OUR INTERNATIONALISATION STRATEGY: FURTHER GROWTH ACROSS ALL SEGMENTS DESPITE GDP-WEAKNESS

REVENUE

EUR m

GERMANY

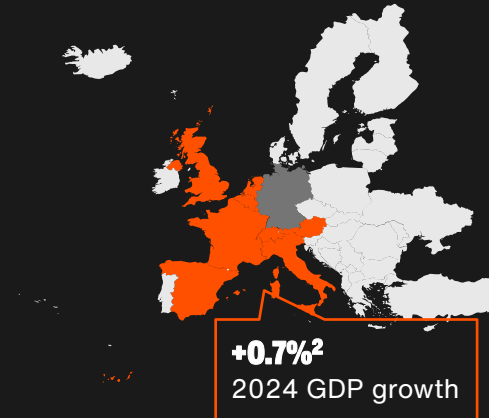
+6%
vs. 2023



2024: EUR 1.14 BN

EUROPE

+6%
vs. 2023



2024: EUR 1.55 BN

NORTH AMERICA

+22%
vs. 2023



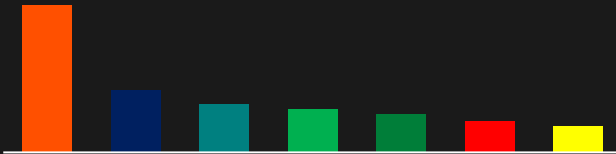
2024: EUR 1.31 BN

OUR OPERATIONAL STRENGTH: RECORD EBITDA DRIVEN BY STRONG BRAND AND CONTINUED PREMIUM STRATEGY

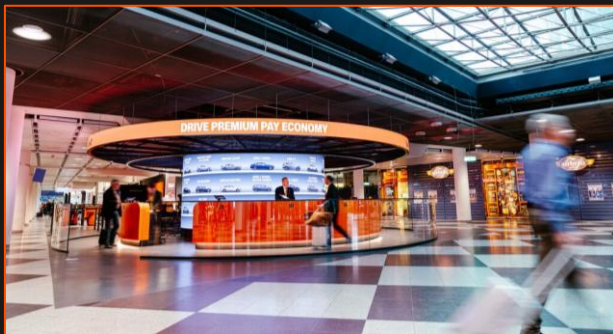
**STRONG
BRAND
SIXT**

**BRAND VALUE¹
USD 2.2 BN**

Development 2017-2024²
>500%



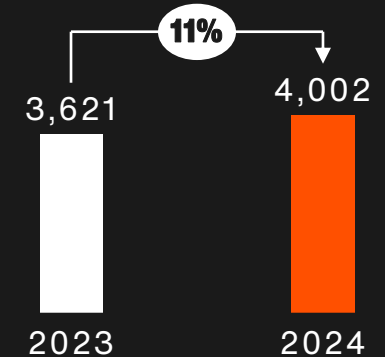
**HIGH OPERATIVE
PROFITABILITY
THANKS TO
PREMIUM
STRATEGY**



 
~50%
PREMIUM FLEET³
 

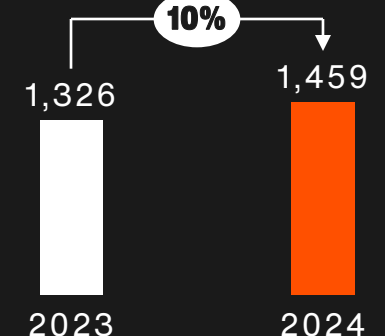
REVENUE

EUR m

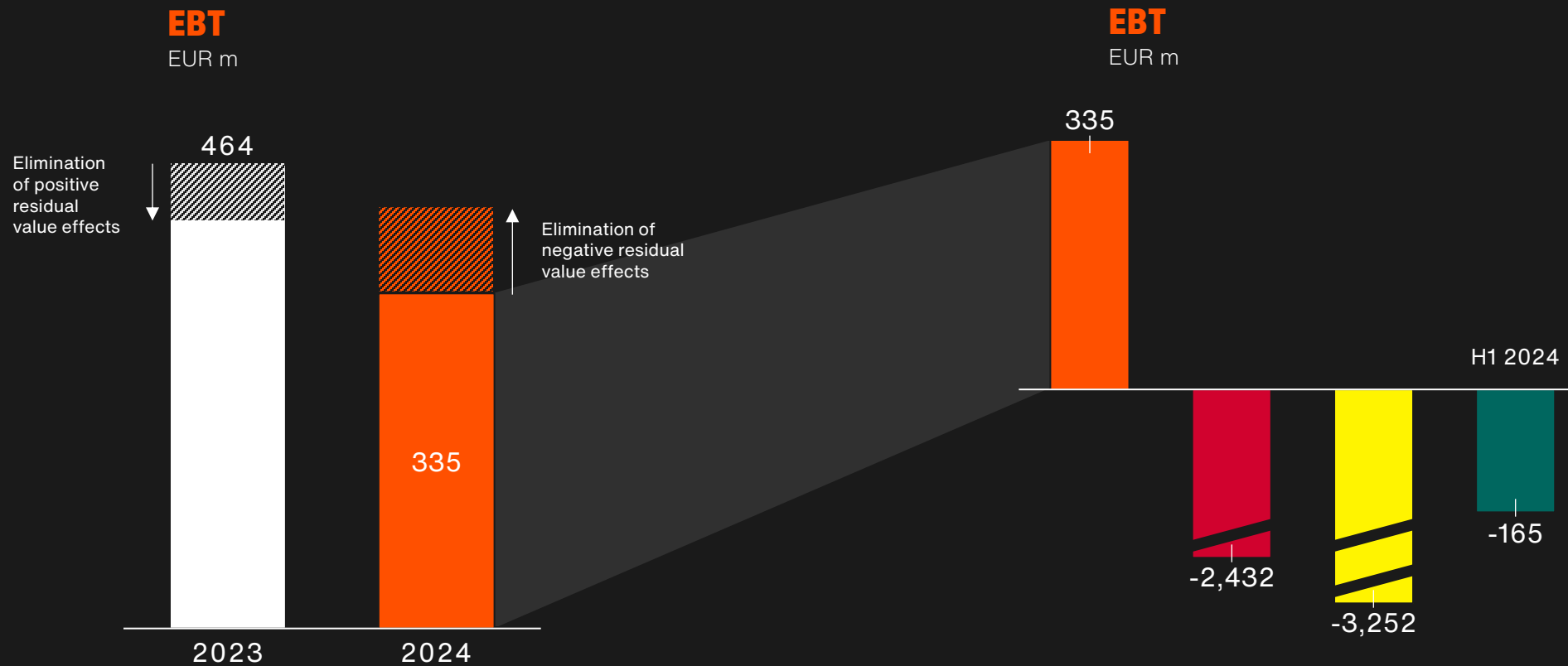


EBITDA

EUR m



OUR EARNINGS: STRONG PROFITABILITY COMPARED TO COMPETITION IN A HEAVILY IMPACTED MACROECONOMIC ENVIRONMENT



FLEET UPDATE



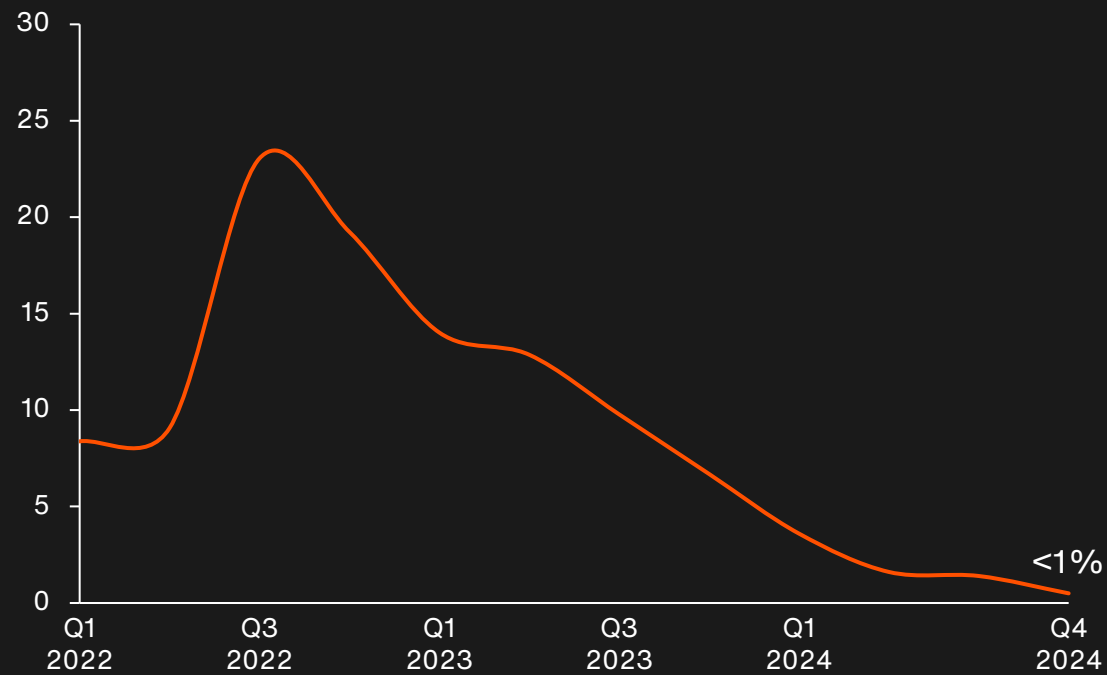
OUR GENERAL APPROACH TO MANAGE RESIDUAL VALUE RISKS: WE HAVE INCREASED THE NON-RISK SHARE FROM 73% IN 2023 TO 79% IN 2024



OUR EUROPEAN FLEET: RISK SHARE FURTHER REDUCED – ON TRACK TO REACH PRE-PANDEMIC LEVELS IN 2025

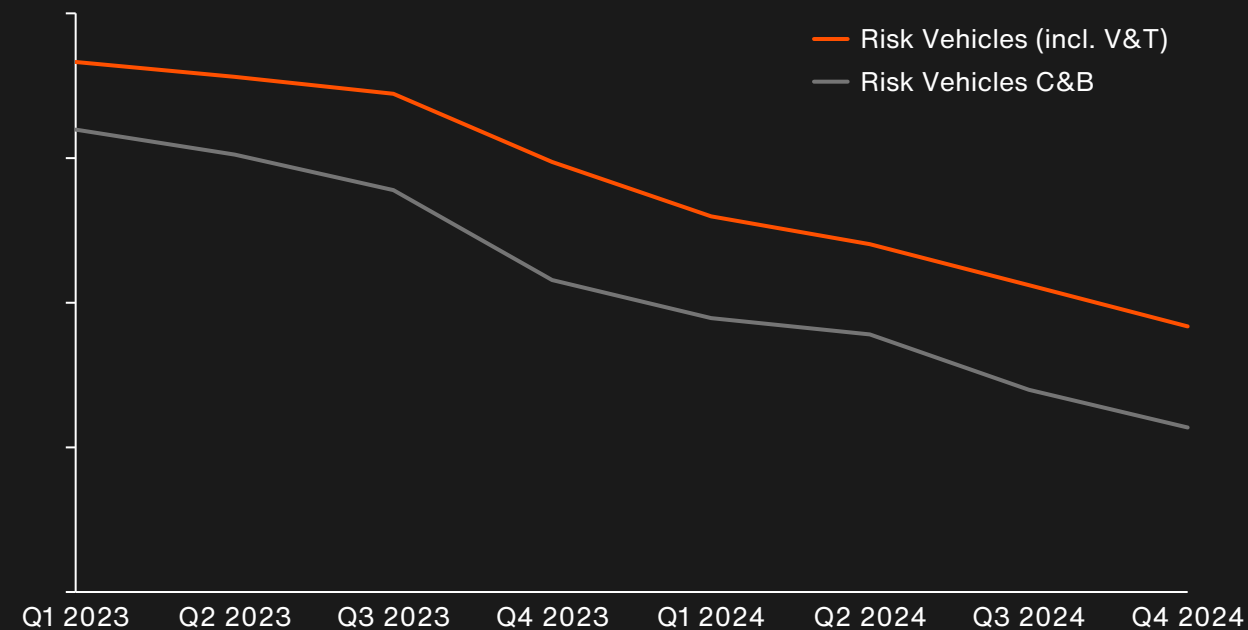
EUROPE - SHARE OF RISK VEHICLES INFLEETED¹

[%]



EUROPE - RISK VEHICLES IN FLEET

[#]

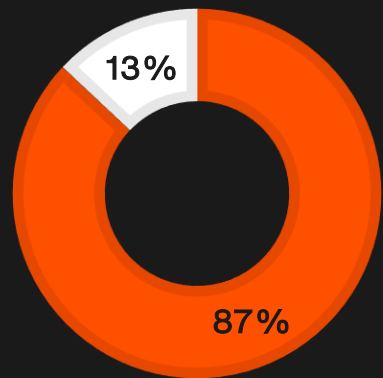


¹Share of vehicles (incl. Van & Truck, excl. URG,GAP,DVR; infleeted in 2024) covered by buyback or leasing agreements including operating leases (company data)

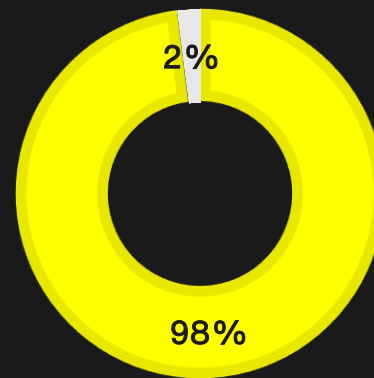
OUR NORTH AMERICAN FLEET: LOWER RISK SHARE THAN COMPETITORS, BUT MARKET IS HISTORICALLY RISK-BASED

(NORTH) AMERICA - FY 2024 RISK SHARE¹

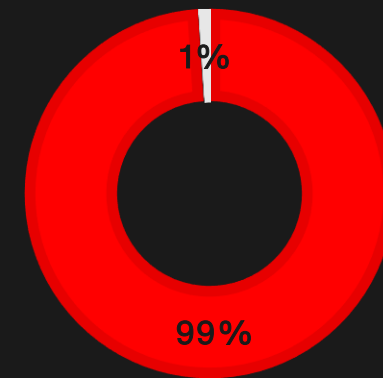
[%]



■ Risk ■ Non-Risk



■ Risk ■ Non-Risk



■ Risk ■ Non-Risk

DIVIDEND PROPOSAL



OUR DIVIDEND PROPOSAL: SHAREHOLDER-FRIENDLY IN LINE WITH OUR DIVIDEND POLICY



DIVIDEND PROPOSAL TO AGM ON 5 JUNE 2025

PAYOUT RATIO

52.1%

(of consolidated earnings after tax of the Sixt Group)

EUR 2.70¹ per common share; EUR 2.72¹ per preference share

10-YEAR Ø PAYOUT RATIO

47.5%²

(of consolidated earnings after tax
of the Sixt Group)

DIVIDEND POLICY

35-60%

(of consolidated earnings after tax
of the Sixt Group)

OUTLOOK

2025



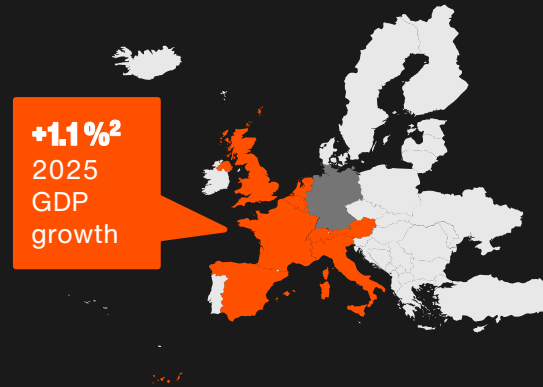
OUR OUTLOOK 2025: INTERNATIONAL TOURISM IS EXPECTED TO SHOW CONTINUED GROWTH



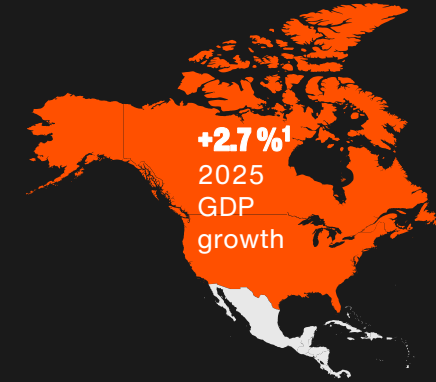
GERMANY



EUROPE



NORTH AMERICA

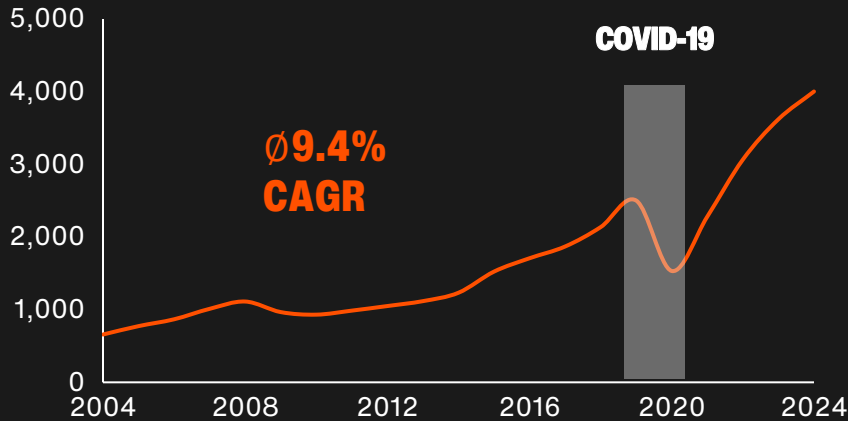


- High level of trip bookings for summer vacation (DERTOUR +21%, TUI +2%, Alltours +10%)³
- World Tourism Organization expects international tourist arrivals to grow 3-5%⁴
- U.S. Travel forecasts +8.8% for inbound visits, driven by resilient consumer spending⁵
- IATA predicts rising passenger numbers by 6.7% from 2024 to 2025⁶
- ETC forecasts a trend for multi-stop-trips with the need for more seamless transportation options⁷

OUR 2025 FINANCIAL GUIDANCE: FURTHER REVENUE GROWTH AND EBT-MARGIN NORMALIZATION

HISTORICAL TOTAL REVENUE¹ [FIGURES IN MILLION EUR]

DEVELOPMENT 2004 – 2024



HISTORICAL EBT-MARGIN¹ [FIGURES IN %]

DEVELOPMENT 2004 – 2024



GUIDANCE 2025

REVENUE

+5-10%
(VS. 2024)

EBT-MARGIN

~10%

OPPORTUNITIES

- Economic recovery (esp. in Europe)
- Strong summer travel business
- Strong pricing, esp. in the summer season
- Rising residual values
- Noticeable interest rate cuts

RISKS

- Political uncertainties in Germany, Europe and the U.S.
- Ongoing economic weakness (esp. in Europe)
- Weaker summer travel than anticipated
- Declining residual values
- Persistent inflation and postponed interest rate cuts

Q&A SESSION



THANK YOU!





Sixt SE
Investor Relations
Zugspitzstrasse 1
82049 Pullach

+49 (0)89 74444 – 5104
investorrelations@sixt.com



DR. FRANZ WEINBERGER
Chief Financial Officer



ALEXANDER ENGE
Director Investor Relations



DANIELA WURM
Executive Investor Relations &
Communications