



AUTO 1

GROUP

FUTURE OF DISTRIBUTION

ECG Conference Berlin 18 Oct 2019

vision to connect the world's supply
and demand for mobility

mission to create a trusted and
transparent marketplace for mobility

Portfolio



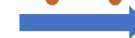
Europe's leading C2B used car buying platform



Europe's leading B2B online marketplace for buying & selling used cars



Europe's innovative online B2C retail platform for inspected high-quality used cars



Facts & Figures



Year of Foundation
2012



Headquarter
Berlin



Business Operations
30+ countries



Private Customers
1,000,000+



Branches
400+ evaluation branches



Professional Partners
60,000+



Car Stock
30,000+



Team
4,000+

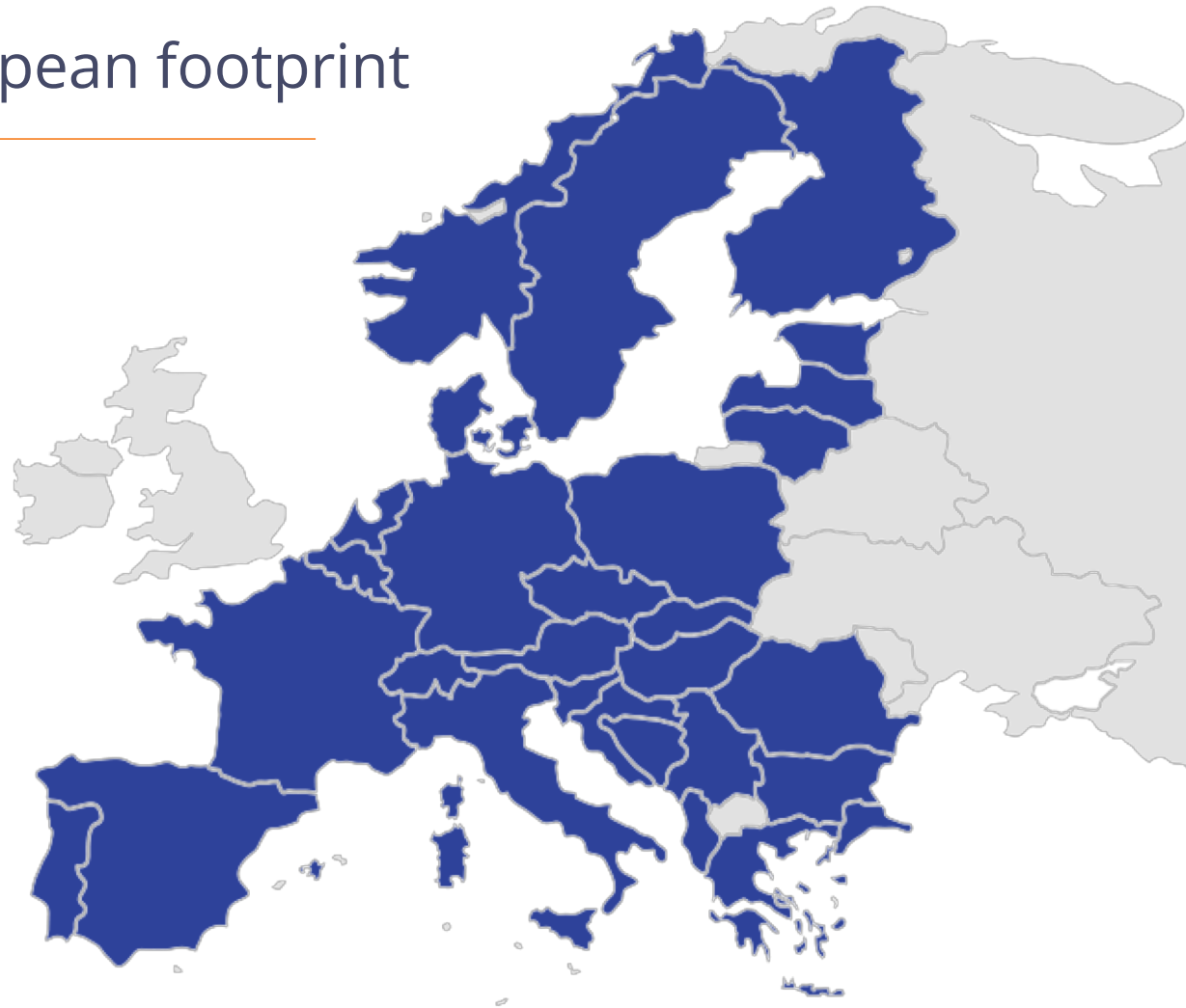


Revenue 2018
2.9 billion euro

European footprint

AUTO1 Group has grown from Germany to over 30 markets

Albania, Austria, Belgium, Bosnia and Herzegovina, Bulgaria, Denmark, Germany, Estonia, Finland, France, Greece, Italy, Croatia, Latvia, Lithuania, Luxembourg, Macedonia, Montenegro, Netherlands, Norway, Poland, Portugal, Romania, Sweden, Switzerland, Serbia, Slovakia, Slovenia, Spain, Czech Republic, Hungary.



Strong partnerships with Logistics providers

- Single European used car trading market created via **AUTO1.com**
- **60k+ car dealerships connected to Logistics services,
1m+ car movements in 2018 ...**
- Continued potential to grow & improve Logistics network day by day

Levers for value generation

- Regular digital sharing of capacity needs & supply fosters **customer satisfaction and asset utilization**
- **Smart blend** of long-term, seasonal & spot markets: daily flows from 400+ branches to 100+ compounds at < 100km avg distances
- **All means:** trucks, trains, ferries, jockeys, ...
- **Fast innovation:** overnight pickups & drop offs; GPS; precise ETAs; ...

Deep dive into used car value chain

- **AUTOHERO**: fully digitized end-to-end value chain for retailing used cars
- **Smart refurbishment** and **even smarter logistics solutions** needed



amazon : 0d (same day EU-wide) Online used car retailers: ?