

Overview of AAA Auto Group N.V.



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AAA AUTO



Privately owned company based in the Netherlands.

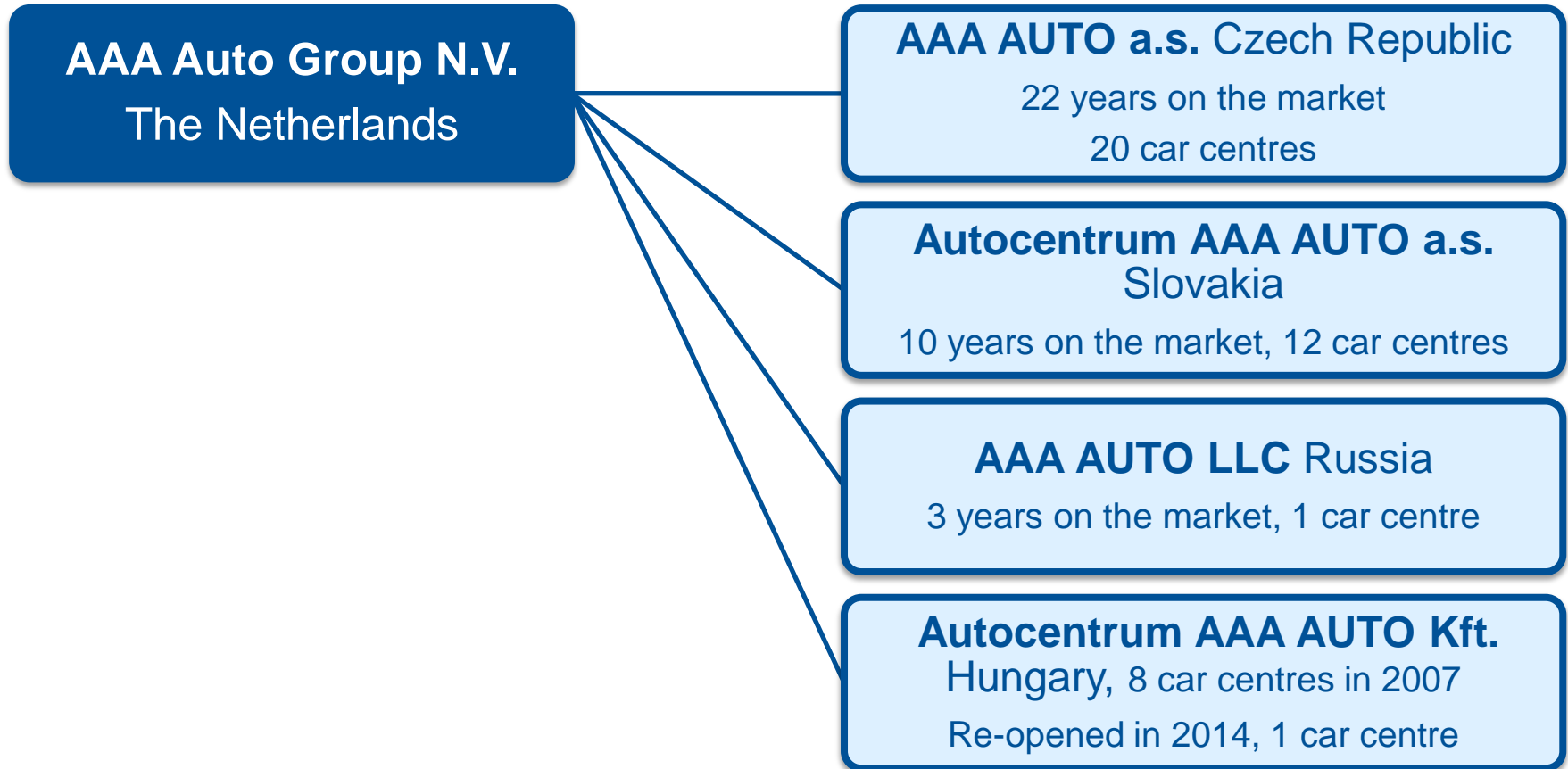
We operate a network of used car centres throughout the Czech Republic, Slovakia, Russia and Hungary.

We are the largest used car dealer in Central and East Europe (CEE).

Company Overview

AAA AUTO

AAA AUTO Corporate Structure 2014





Company Overview

Key Figures

- Over 1.5 million cars bought and sold in 22 years on the CEE markets
- 56 648 cars sold in 2013
- 34 car centres in the Czech Republic, Slovakia, Russia and Hungary
- 8000 cars in stock on 4 markets
- The largest automotive customer call centre in CEE, handling more than 150,000 calls/month
- 2.75 million web visits/month
- Average credit penetration 50%
- 98% brand recognition in the Czech Republic and Slovakia

AAA AUTO



Key facts

- Listed on the Prague and Budapest Stock Exchanges from 2007 to 2013
- Ernst & Young ranked AAA AUTO among TOP 10 largest automobile distributors in Europe
- 4 brands:
AAA AUTO – mainstream cars
MOTOTECHNA – cars up to 3 years old
MOTOTECHNA PREMIUM – luxury cars
AUTO DISKONT – trade in cars
- 1900 employees



Company Overview

AAA AUTO



Our Competitive Advantage – For our Customers:

- We own all our cars
- We provide the most comprehensive legal guarantees on the market
- 107 mechanical parameters checked prior to sale
- 24 months mechanical warranty
- Mileage guarantee
- 7 days “No questions asked” car exchange policy
- Significant financial services and insurance penetration
- The largest offer at one place
- Competitive and realistic market prices

Corporate Advantage

AAA AUTO

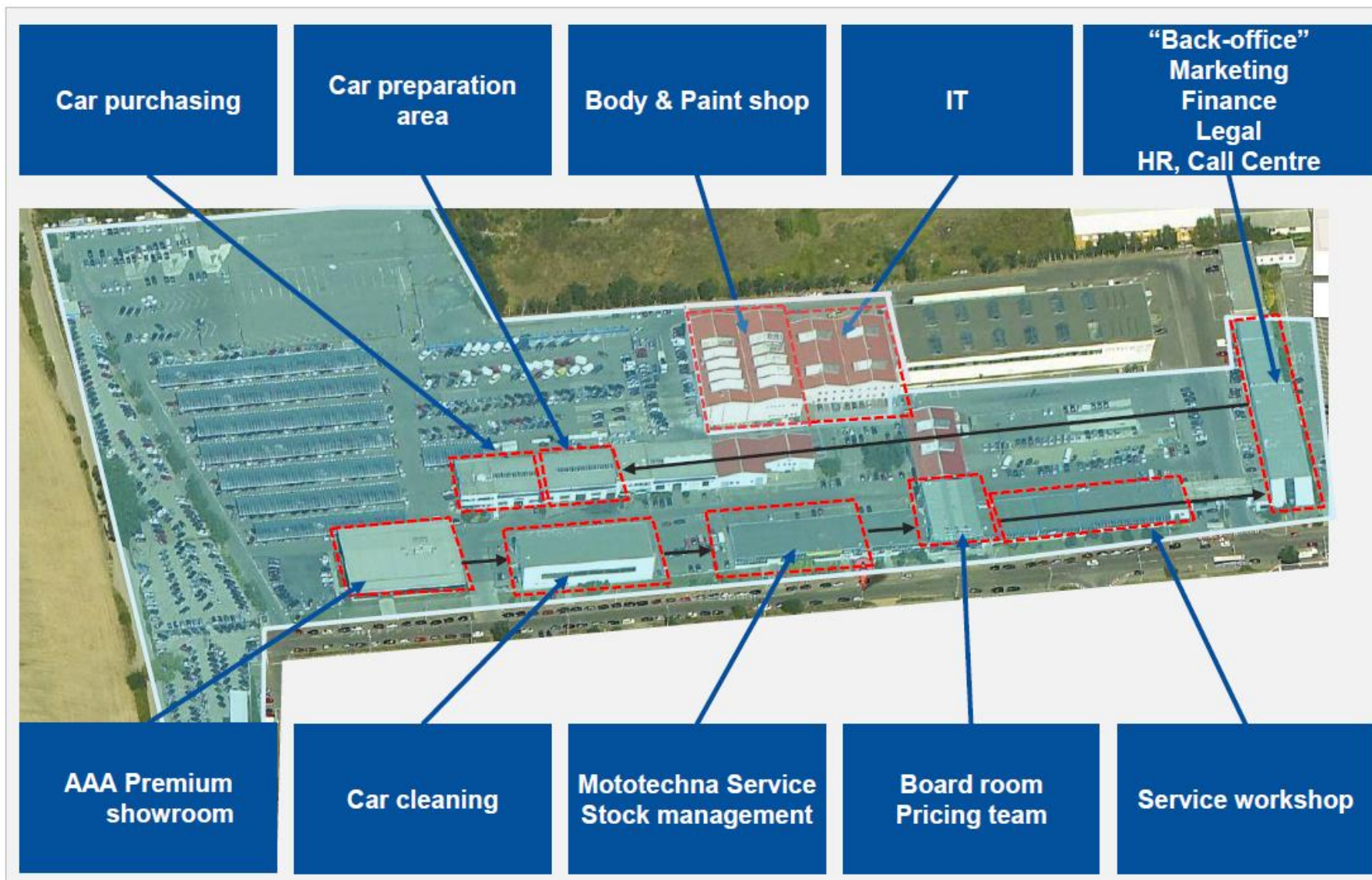


Our Competitive Advantage – For our Suppliers:

- A deep knowledge and understanding of used car retailing & customer demands – 22 years on the CEE market
- Purchasing cars in any volume
- Offering best possible prices, with immediate payment in cash
- Applying transparent pricing process
- Arranging leasing/auto credit pay-off option for partners' customers
- Strengthening partners' sales process by purchasing their trade-ins
- Sources of vehicles:
 - Dealerships' trade-ins
 - Leasing companies
 - Financial institutions
 - Company fleets
 - Private customers
 - Trade-ins

Corporate Advantage

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Headquarters

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1992-1998	1998-2004	2004-2006	2007	2008-2009
<p>Start-up</p> <p>Second branch</p> <p>Call centre (1998)</p>	<p>Domestic car centre expansion</p> <p>Financial services expansion</p> <p>Most visited website in the CR</p>	<p>Geographical expansion</p>	<p>Listing on PSE and BSE</p>	<p>Global crisis</p> <p>Restructuring program</p>
2010	2011	2012	2013	2014
<p>500,000 cars sold</p> <p>Restructuring program achieved its goal – increasing profitability</p> <p>Sales € 205m, EBITDA € 12.2m</p>	<p>Successful entry to Russian market</p> <p>Sales € 276 m, EBITDA € 22 m</p>	<p>Karolina Topolova = new CEO</p> <p>1.2 m satisfied customers</p> <p>Mototechna brand re-launch</p> <p>Sales € 336 m, EBITDA € 29.5 m</p>	<p>1.3 m satisfied customers</p> <p>32 branches</p> <p>Record sales of 56 648 cars</p> <p>Sales € 379.4 m, EBITDA € 36.3 m</p>	<p>Hungary reopening</p> <p>34 branches</p> <p>ISO certification</p> <p>Mobile application</p>



Branches

Network of car centres

- AAA AUTO operates 34 branches
- We own 63% of premises vs. 37% leased
- Each branch consists of 4 main sections – Sales, Buying, Administrative, Workshop
- Average stock turnover: 46.5 days

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Cars

AAA AUTO.EU

international car trading division

Export:

- 200 cars exported monthly to EU countries (50% Germany, 20% Russian speaking countries)
- 6000 cars advertised on largest EU car servers (Mobile.de)

Import:

- 5000 cars imported yearly from EU countries to domestic markets (carefully inspected cars from reliable suppliers with above-the-standard equipment not usually available in the CEE region, with complete service history)
- Cars are mostly imported from Germany, France, Belgium, Italy and the Netherlands
- AAA AUTO is one of the largest buyers of used cars from European financial institutions

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Expansion Plan

Regional expansion plans in CEE and Russia

Total Amount of Branches

Year end figures	2013	2014	2015	2016	2017	2018
		Plan	Plan	Plan	Plan	Plan
Czech Republic	20	22	24	26	27	28
Slovakia	11	12	13	14	15	16
Russia	1	1	3	5	7	9
Hungary	-	1	3	5	7	8
Poland	-	-	-	1	2	3
Ukraine	-	-	-	-	-	1
Total Group	32	36	43	51	63	65

AAA AUTO plans to more than double the branch network within the next 5 years.



Our Partners

AUTOLEASING

ESSO

**HOME
CREDIT**



ŠkoFIN



QuatroCar
autá na splátky

·MKB·
EUROLEASING

BANIF PLUS
BANK



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Thank you for your attention!

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