MOTODYNAMICS
move • evolve • transform

2026 9M Results

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05/11/2026

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Further information on the company can be found on our website (www.Motodynamics.gr)

AGENDA

- HIGHLIGHTS
- 9M 2026 RESULTS
- OUTLOOK

AGENDA

Highlights



Sales grew 6.9% to 173m – EBIT impacted by investment in NIO launch

NET SALES

€172.6m

+6.9% vs €161.4m in 9M 2025

GROSS PROFIT

€39.3m

+5.2%; margin 22.8% vs 23.2%

EBITDA

€27.3m

-2.2% vs €27.9m

EBIT

€16.0m

-6.4%; margin 9.3% vs 10.6%

EARNINGS AFTER TAX

€10.2m

-5.3%; EPS €0.35 vs €0.36

NET DEBT

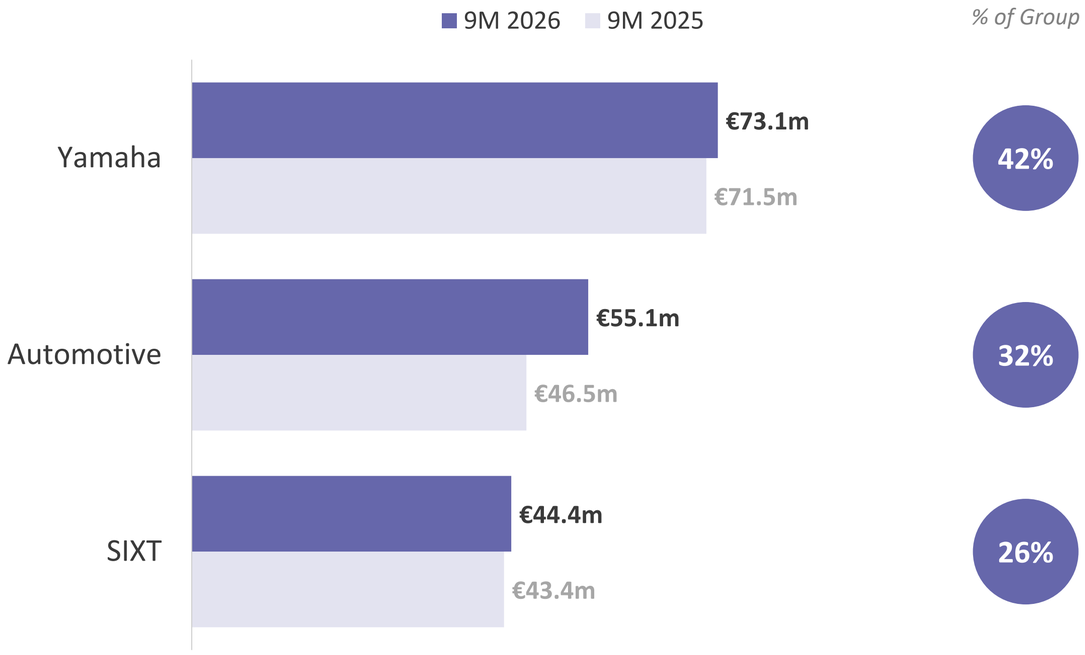
€63.4m

vs €60.6m at 30.09.25; 0.73x fleet NBV

All divisions showing organic growth in sales and gross profit

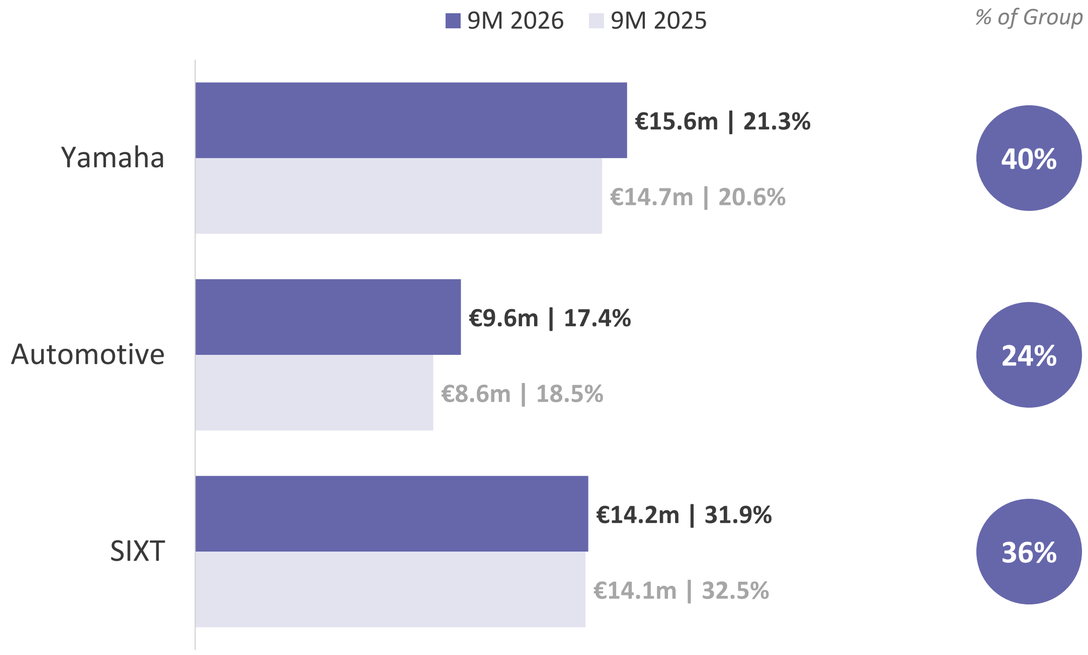
NET SALES BY DIVISION (€M)

9M 2026; Group €172.6m, +6.9%



GROSS PROFIT BY DIVISION (€M)

9M 2026; Group €39.3m, +5.2%



Bar labels: gross profit (€m) | gross margin (%)

Automotive division growing sales at Porsche and incorporating NIO and Toyota Autodirect

Growing footprint in our markets through directly operated stores and 3rd party dealers

Yamaha network(1)

Greece	38 Motorcycle dealers	60 Marine dealers	27 Service points	3 Fully owned 3S(2) stores
Romania	8 Motorcycle dealers	15 Marine dealers	1 Fully owned 3S store	
Bulgaria	4 Motorcycle dealers	3 Marine dealers	1 Fully owned 3S store	

SIXT network

Greece	19 Directly operated points	13 International airports

NIO network

Greece	1 Flagship NIO House

Porsche network

Greece	3 Flagship 3S stores

TOYOTA Autodirect network

Greece	2 3S stores



185 touchpoints: 30 directly operated | 155 3rd party dealers & service points

(1) Motodynamics also has partnerships with dealers for marine and motorcycle products in Albania and Moldova

(2) 3S stands for store that sells motorcycles/cars, spare parts and provide after sale services

Recognised as an industry leader and a great place to work

VISION

A world of sustainable mobility without boundaries

MISSION

To establish our brands as the first choice in our customers' hearts and minds

PURPOSE

We create emotions and transform lives through adventure, exploration and human connection

VALUES

Integrity • Trust • Respect • Excellence

We build intergenerational relationships with our stakeholders

9M 2026 Results



Sales grew 6.9%, but EBIT fell €1.1m as the Group absorbed costs launching NIO in the Greek market

GROUP P&L (€M)

9M 2026 vs 9M 2025

€m	9M 2026	9M 2025	Change
Net sales	172.6	161.4	*+6.9%*
Yamaha	73.1	71.5	*+2.3%*
Automotive	55.1	46.5	*+18.5%*
SIXT	44.4	43.4	*+2.1%*
Gross profit	39.3	37.4	*+5.2%*
Gross margin	22.8%	23.2%	*-0.4 pts*
EBITDA	27.3	27.9	*-2.2%*
EBIT	**16.0**	**17.1**	***-6.4%***
Net finance cost	-2.5	-2.4	*+3.4%*
Earnings before tax	13.6	14.7	*-8.0%*
Earnings after tax	10.2	10.8	*-5.3%*
Attributable to:			
Owners of the parent	10.4	10.8	*-3.5%*
Non-controlling interests	-0.2	–	
EPS (€)	0.35	0.36	

22.8% gross margin vs 23.2%, on Automotive mix

Seasonal increase in working capital and net debt

BALANCE SHEET (€M)

30 September 2026 vs 31 December 2025 and 30 September 2025

€m	30.09.26	31.12.25	30.09.25
Long-term assets (excl. IFRS 16)	96.9	85.0	99.8
Working capital	19.7	13.5	8.2
Other liabilities	(1.9)	(1.0)	(1.4)
Net assets	**114.7**	**97.5**	**106.6**
Net debt	63.4	51.9	60.6
Equity	51.3	45.6	45.9
Capital employed	**114.7**	**97.5**	**106.6**

CAPITAL STRUCTURE

€51.3m

equity, up €5.7m after paying a €4.2m dividend

€19.7m

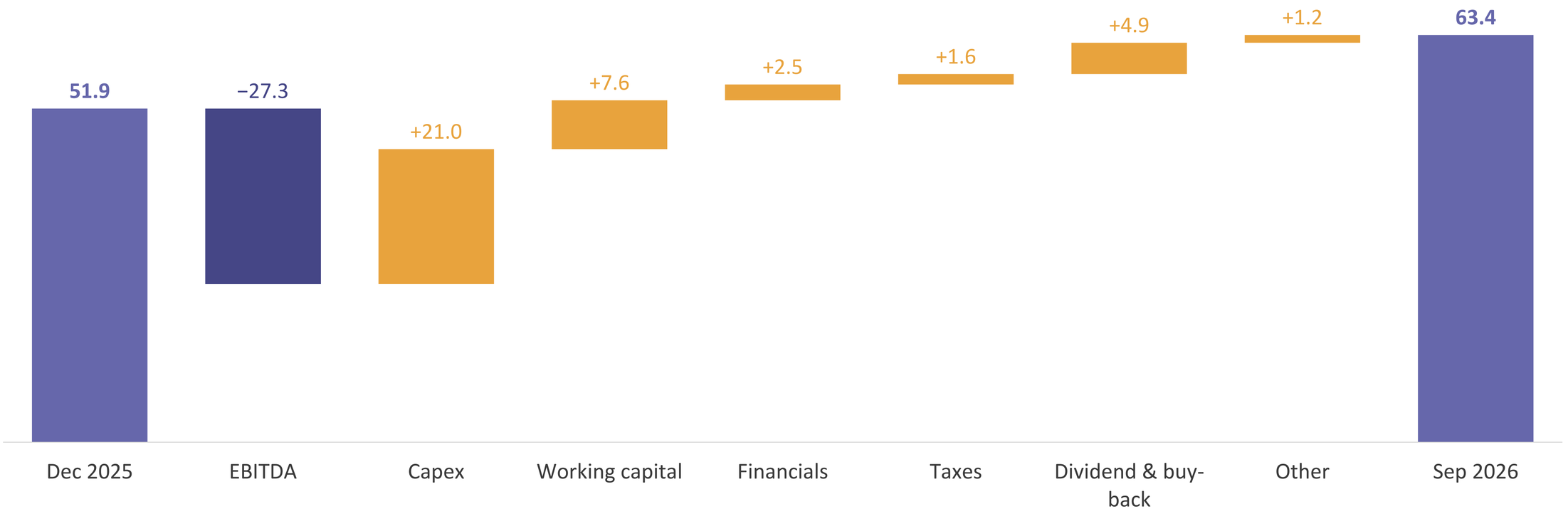
working capital, a seasonal build from €13.5m

Positive cash flows expected to continue in Q4, combined with our seasonal defleeting, leading to a further reduction in net debt by year end

Net debt rose by €11.5m to €63.4m, funding €21.0m of capex, mostly on SIXT fleet, and a €4.2m dividend distribution

NET DEBT BRIDGE (€M)

31 December 2025 to 30 September 2026



YAMAHA: legendary Japanese quality across land and marine categories



Waverunners



Outboard engines



Sport Touring



Adventure motorcycles



Heritage motorcycles



Scooters



Torqeedo electric outboard

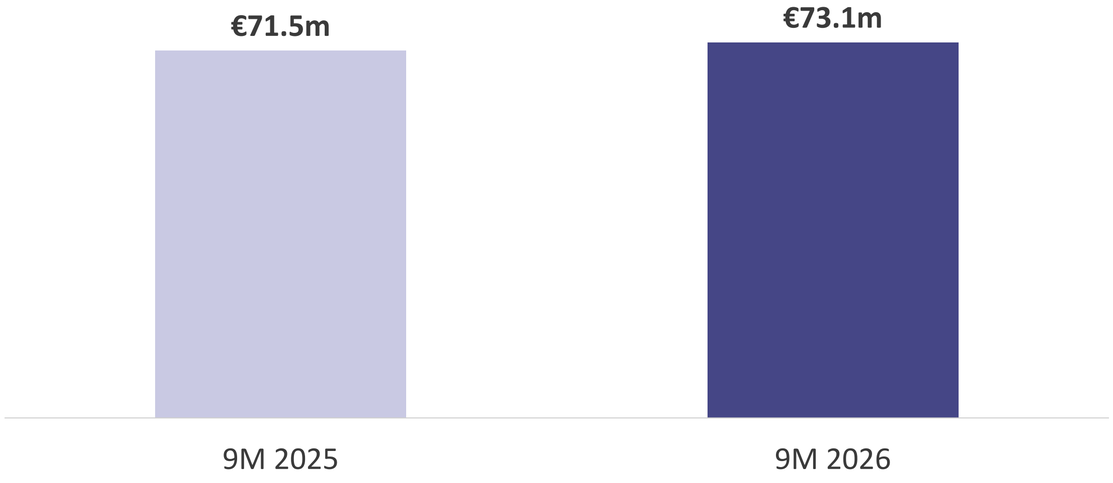


Electric scooters

Yamaha: sales up 2.3% to €73.1m and gross profit up 6.1% to €15.6m, led by Marine and International

NET SALES (€M)

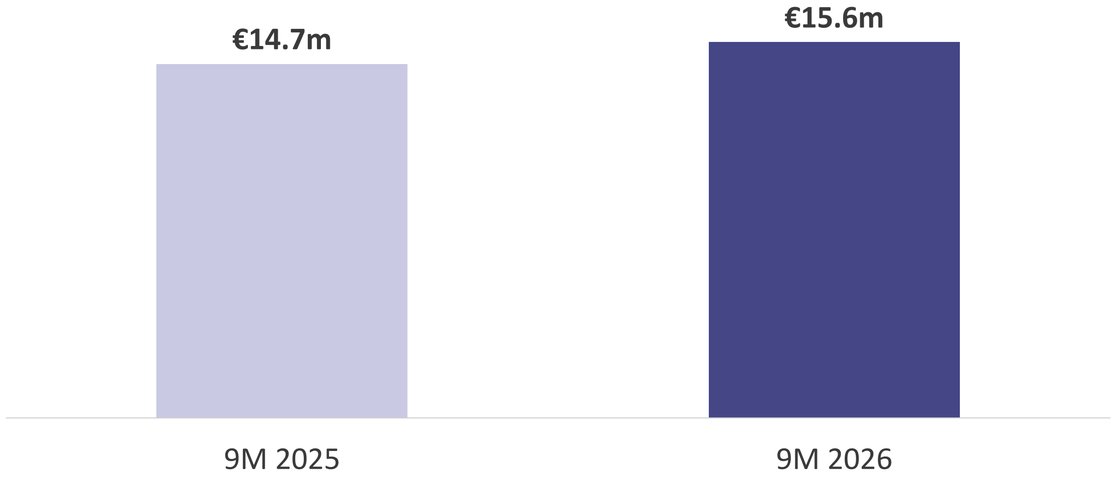
9M 2025 vs 9M 2026, +2.3%



10.7% Land market share 9M 2026

GROSS PROFIT (€M)

9M 2025 vs 9M 2026, +6.1%



21.3% gross margin vs 20.6%; Marine up 2.9 pts to 25.2%

PORSCHE: iconic models and new arrivals in the Porsche portfolio



Panamera

Petrol | Hybrid



718

Petrol



911

Petrol



Cayenne

Petrol | Hybrid Electric



Macan

Electric



Taycan

Electric

Toyota Autodirect: Our wholly owned retail entry into the best-selling car brand in Greece

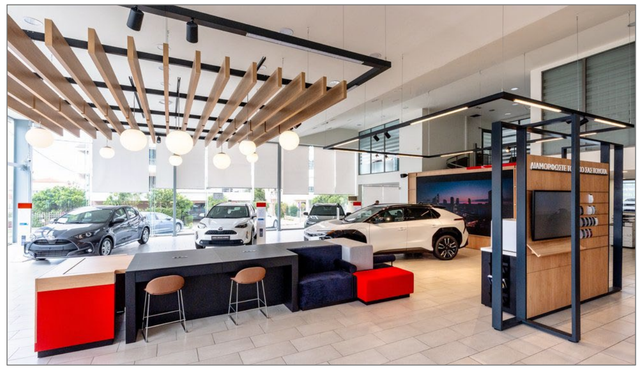
Autodirect **launched in February 2025** as Authorised Toyota Retailer for Achaia, with a store in Patras, and expanded into the Cyclades, with a store in Syros.

Services provided

- **New, Used & B2B Car sales**
- **Insurance & Financing**
- **Body and paint & Workshop**
- **Part retail & wholesale**

Key figures

2 **Stores**	>1000 **New vehicle sales**
12 **Workshop ramps**	33 **Employees**

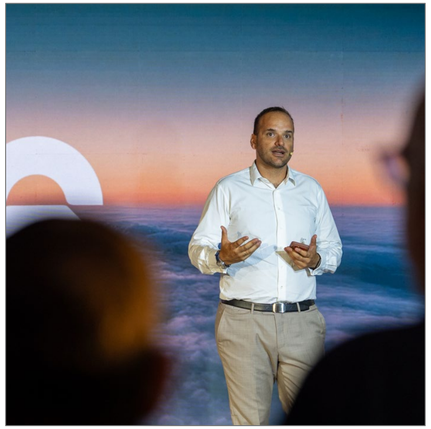


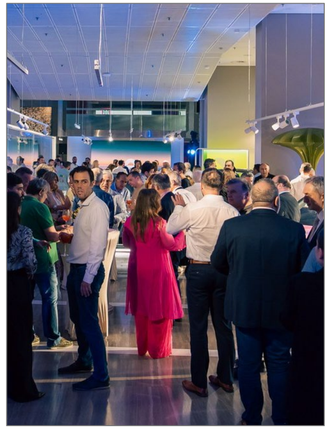





NIO: exclusive distributor of premium smart electric vehicles since 2025





















Exclusive distributor. Greece, Cyprus and Bulgaria, launched Q4 2025 in Greece

NIO House Athens. Dedicated brand house on the national road, opened June 2026: sales and community space.

69 cars registered (NIO and Firefly), 9M 2026

NIO House Athens, Kifisia

Find us on Google Maps

Automotive: sales up 18.5% to €55.1m and gross profit up 11.6% to €9.6m

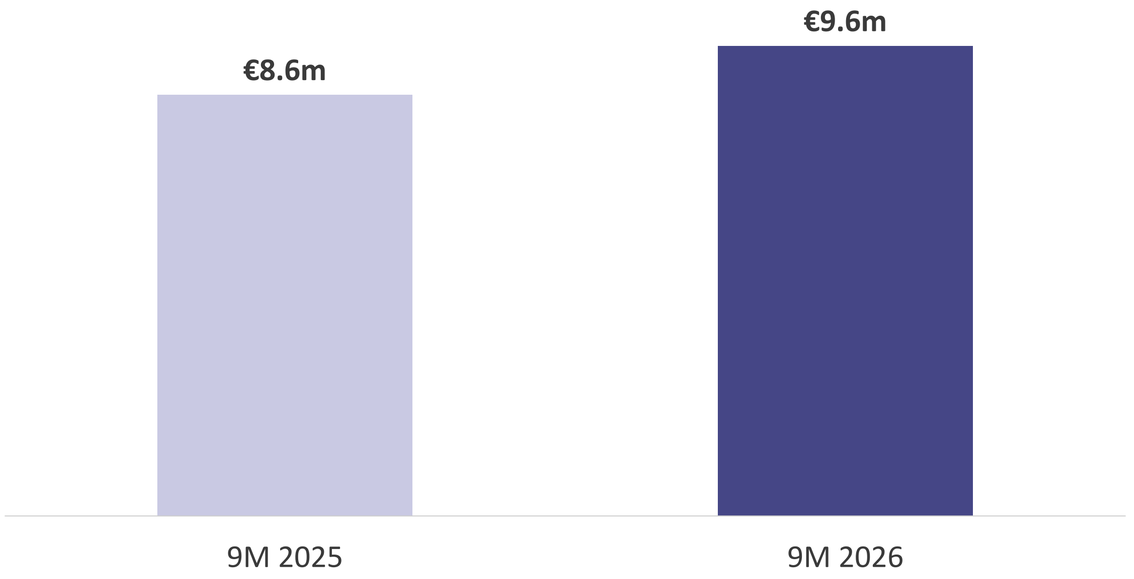
NET SALES (€M)

9M 2025 vs 9M 2026, +18.5%



GROSS PROFIT (€M)

9M 2025 vs 9M 2026, +11.6%



222 Porsche registrations 9M 2026

Delayed Cayenne launch impacting 9M numbers - strong momentum into Q4

17.4% gross margin vs 18.5% due to increased retail sales mix.

SIXT: premium rent a car with presence in all major Greek airports and leisure destinations









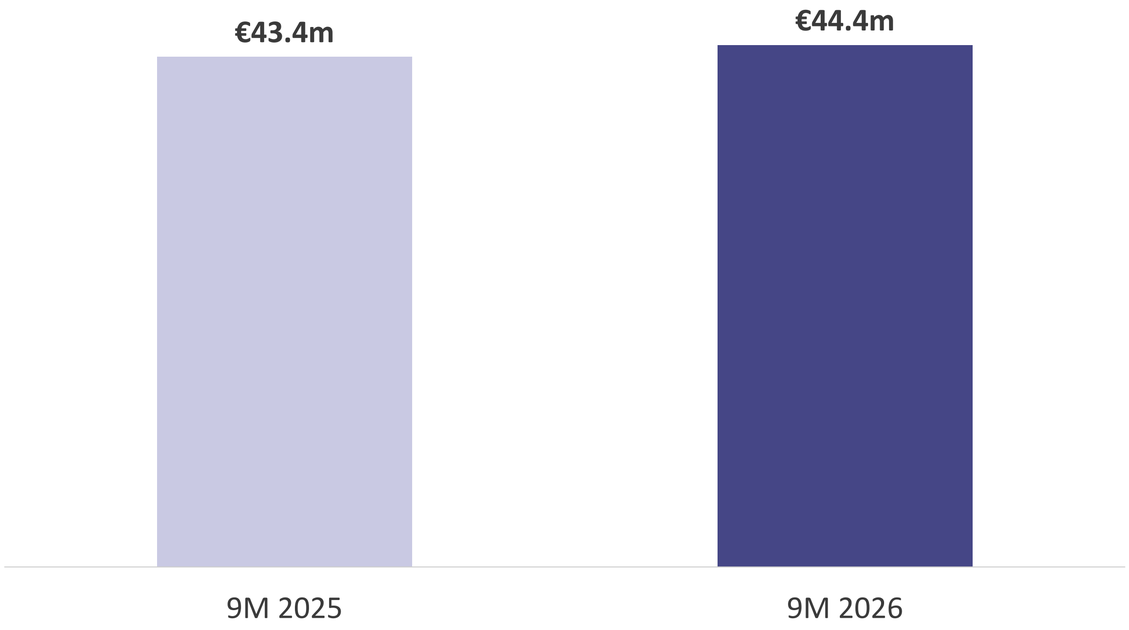




SIXT: sales up 2.1% to €44.4m and gross profit up 0.4% to €14.2m

NET SALES (€M)

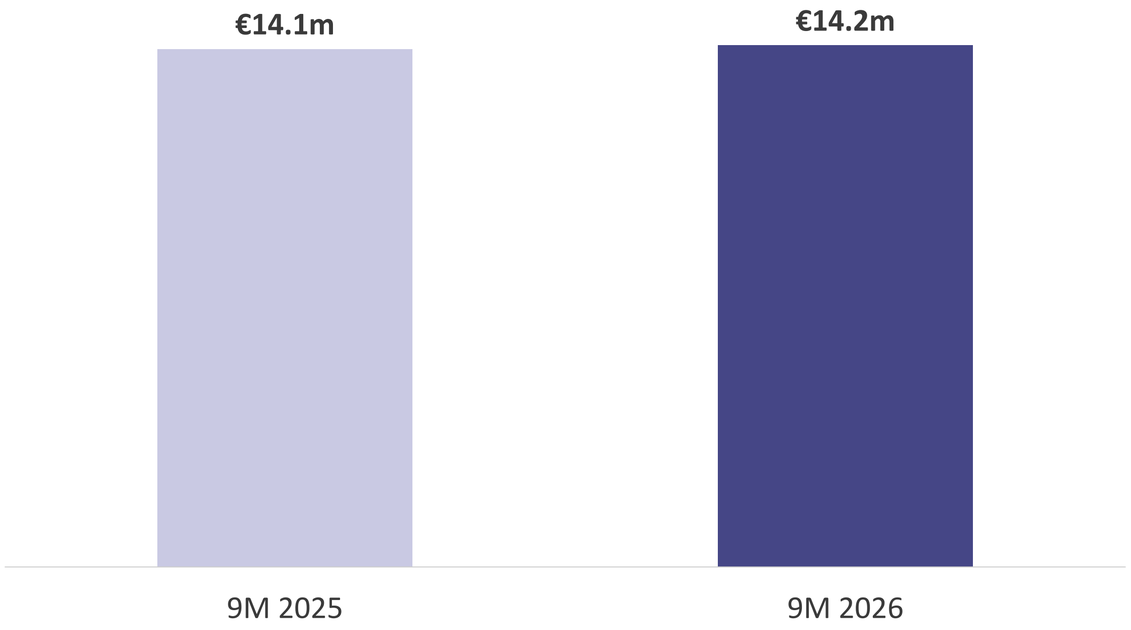
9M 2025 vs 9M 2026, +2.1%



18% airport market share 9M 2026

GROSS PROFIT (€M)

9M 2025 vs 9M 2026, +0.4%



31.9% gross margin vs 32.5%

RaC GP stable year on year

Outlook



A stronger Q4 versus last year expected to deliver full year top and bottom line growth

- **Expanded RaC season** delivering further sales and GP growth for SIXT division
  - Effective defleeting a key challenge going into the off-season
- **Yamaha** facing a challenging market environment as consumer confidence impacted by inflation and energy prices
- **Porsche** deliveries continue strong with the Electric Cayenne the key growth driver
- **Toyota Autodirect** having a strong first full year and contributing to top and bottom line for the Group
- **NIO** sales picking up – behind our plan as intense competition and changing market environment affecting brand visibility and penetration

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Thank you