



PRESS RELEASE

Arcueil, January 27<sup>th</sup>, 2026

## 2026 first-quarter activity

### Performance in line with expectations 2026 objectives confirmed

*Revenues at December 31, 2025, first quarter of the fiscal year ending September 30, 2026*

- First quarter 2026 revenues of €550.4 million, down -4.8% compared to the first quarter of 2025
- B2C vehicle volumes are down -5.6% compared to the first quarter of 2025, with heterogeneous trends across countries, in line with a market<sup>1</sup> declining by -6%,
- France outperforms the market by 12 points, once again highlighting the relevance and robustness of its model. In the United Kingdom (-20.3%) and Austria (-35.4%), engaged in a management transition, teams are focusing on raising fundamentals
- Pre-registered vehicle volumes increased (+7.5%) and refurbished vehicle volumes decreased (-9.3%) impacted by the ongoing transition phases in the United Kingdom and Austria
- Customer satisfaction remains very high (NPS of 75<sup>2</sup> as of December 2025) thanks to our great team, fully committed both in daily operations and in implementing the strategy
- 2026 financial targets confirmed:
  - At least 115,000 total B2C vehicles sold volumes;
  - At least €55 million in adjusted EBITDA;

#### **Nicolas Chartier and Guillaume Paoli, co-founders<sup>3</sup> of Aramis Group:**

*"In a deteriorating market environment, France outperforms the market by 12 points, confirming the strength of our model and the relevance of our value proposition. At the same time, first quarter performance was impacted by the ongoing transitions in the United Kingdom and Austria, as announced during the annual results presentation. In the United Kingdom, the focus toward profitability improvement is progressing in line with our expectations, while in Austria, the transformation phase is continuing. These decisions are aimed at laying the foundations for profitable and sustainable growth in these countries. We are determined and confident as we continue to roll out our convergence strategy towards a unified operating system, with a view to delivering profitable, cash-generating growth"*

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<sup>1</sup> Used car market for vehicles under 8 years old across the Group's six geographies, sourced from S&P Global and Aramis Group

<sup>2</sup> Net Promoter Score, a widely used indicator of customer satisfaction, as of December 31, 2025

<sup>3</sup> Nicolas Chartier serves as Chairman and CEO of the Company, while Guillaume Paoli is Deputy CEO, based on a rotation every two years

## 2026 FIRST-QUARTER ACTIVITY

### Overview of volumes and revenues

#### 2026 first-quarter B2C volumes

In units	Reported basis		
	Q1 2026	Q1 2025	Var. %
Refurbished cars	20,345	22,440	-9.3%
Pre-registered cars	6,924	6,439	+7.5%
<b>Total B2C volumes</b>	<b>27,269</b>	<b>28,879</b>	<b>-5.6%</b>

#### 2026 first-quarter revenues

##### By segment

In millions of euros	Reported basis		
	Q1 2026	Q1 2025	Var. %
Refurbished cars	343.1	386.2	-11.1%
Pre-registered cars	143.3	126.2	+13.6%
<b>Total B2C</b>	<b>486.4</b>	<b>512.4</b>	<b>-5.1%</b>
<b>Total B2B</b>	<b>33.9</b>	<b>37.7</b>	<b>-10.2%</b>
<b>Total services</b>	<b>30.0</b>	<b>28.1</b>	<b>+7.1%</b>
<b>Revenues</b>	<b>550.4</b>	<b>578.2</b>	<b>-4.8%</b>

##### By country

In millions of euros	Reported basis		
	Q1 2026	Q1 2025	Var. %
France	264.9	248.5	+6.6%
Belgium	73.7	78.7	-6.3%
Spain	77.4	77.6	-0.3%
United Kingdom	90.5	117.5	-23.0%
Austria	35.1	49.0	-28.5%
Italy	8.7	6.8	+29.0%
<b>Revenues</b>	<b>550.4</b>	<b>578.2</b>	<b>-4.8%</b>

### Analysis of the change in revenues per segment

#### B2C – sales of cars to private customers (88% of revenues)

**Revenues for the B2C segment** – corresponding to sales of refurbished and pre-registered cars to private customers – reached €486.4 million in the first quarter of 2026, down -5.1% compared to fiscal year 2025, primarily linked to a volume effect of -5.6%.



**Revenues for the refurbished cars segment** amounted to €343.1 million, down -11.1%, broken down into a volume effect of -9.3% and a price effect of -1.8%. This dynamic is notably explained by the ongoing transition phase linked to the founders' departure in the UK and Austria.

**Revenues for the pre-registered car segment** reached €143.3 million, up +13.6% compared to 2025, including a volume effect of +7.5% and a price effect of +6.0%, once again demonstrating the Group's ability to seize opportunities thanks to its unique network of suppliers across Europe.

In a declining market environment, Aramis Group posted quarterly performance in line with the market for vehicles under 8 years old (-6% compared to the first quarter of 2025). This performance was achieved in a context where the Group undertook a transformation of its operations in the United Kingdom and Austria. The Group is demonstrating its ability to simultaneously conduct operational discipline and structural transformation.

#### **B2B – sales of cars to professional customers (6% of revenues)**

B2B segment revenues amounted to €33.9 million in the first quarter of 2026, down -10.2% compared to fiscal year 2025, due to a decline in the average selling price of vehicles sold in B2B with an impact of -3.2% and a decrease in volumes with an impact of -6.9%.

#### **Services (5% of revenues)**

Revenue generated by services amounted to €30.0 million in fiscal year 2026, up +7.1% compared to the first quarter of 2025. The Group continues to enrich its services offering across all its markets, in line with the strategy announced at the Capital Markets Day, to bring ever more value to its customers.

#### **Analysis of the change in revenues per country**

In **France**, revenues amounted to €264.9 million, up +6.6% compared to the first quarter of 2025. This growth is explained by an increase in total volumes of +4.4% in a market for used vehicles under 8 years old down -7.1%. This outperformance of +12 points illustrates the Group's ability to maintain sustained growth in its primary market and confirms, once again, the relevance of the French model, which Aramis Group is gradually deploying across its other geographies. Refurbished vehicle volumes declined by -5.2%, while pre-registered vehicle volumes showed strong growth of +20.8% during the quarter.

In **Belgium**, revenues amounted to €73.7 million, down -6.3% compared to the first quarter of 2025. Volumes declined by -7.7% during the quarter, in line with market trends. This performance is mainly explained by temporary supply difficulties for pre-registered vehicles during October and November, which resulted in a -25.0% decline in volumes in this segment, as well as an unfavorable base effect after the very strong performance of the first quarter of 2025. Conversely, the refurbished vehicle activity showed strong momentum with double-digit growth of +10.9%, confirming the strength of the business model in this market.



In **Spain**, revenues amounted to €77.4 million, stable compared to the first quarter of 2025. However, volumes showed growth of +2.8%, outperforming a market down -2.9%. To accelerate this growth, which remains below our expectations, we are continuing to develop the C2B channel (which is up +72% compared to the first quarter of 2025).

In the **United Kingdom**, revenues amounted to €90.5 million for the quarter, with total volumes down -20.3% compared to the first quarter of 2025. This trend is part of the strategic focus on profitability initiated in the second half of 2025, which concretely resulted in the discontinuation of sales of low-margin vehicles and the optimization of marketing investments. As anticipated, this approach resulted in a controlled reduction in volumes, offset by a significant improvement in unit margin (+€175/unit compared to the first quarter of 2025).

In **Austria**, revenues amounted to €35.1 million, down -28.5% compared to the first quarter of 2025. Volumes showed a marked decline of -35.4% during the quarter, in a market down -5.8%. The Group is strengthening its purchasing teams. This is a key step whose effects are expected to materialize gradually over the coming months, in a market which retains very high potential, driven by solid fundamentals and medium-term growth prospects.

In **Italy**, volumes showed strong growth of +34.9% compared to the first quarter of 2025. This performance confirms the pertinence of the management team reorganization measures and commercial strategy adjustments implemented during the second half of fiscal year 2025. The country continues its growth trajectory begun at the end of last year and is fully aligned with the Group's objectives.

## OUTLOOK

In line with the commitments made during the annual results presentation last November, the Group reiterates its ambition to lay the foundations for healthy, profitable, and cash-generating growth. This requires a transition year during which we are making fundamental adjustments in certain countries, temporarily resulting in a decline in volumes.

Aramis Group confirms its 2026 objectives:

- At least 115,000 total B2C vehicles sold volumes;
- At least €55 million in adjusted EBITDA;

## GOVERNANCE

The governance of Aramis Group's Board of Directors will soon evolve following the forthcoming resignation of Anne Abboud from her term as a director representing the Stellantis group (via Automobiles Peugeot, its reference shareholder), effective January 31, 2026. This departure is part of new responsibilities assumed by Anne Abboud outside the Stellantis group. Her replacement on the Board of Directors will be proposed shortly.

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## Next financial information:

2026 first-half results: May 19, 2026 (after market close)

2026 third-quarter activity: July 23, 2026 (after market close)

2026 annual results: November 25, 2026 (after market close)

## About Aramis Group – [www.aramis.group](http://www.aramis.group)

*Aramis Group is the European leader for B2C online used car sales and operates in six countries. A fast-growing group, an e-commerce expert and a vehicle refurbishing pioneer, Aramis Group takes action each day for more sustainable mobility with an offering that is part of the circular economy. Founded in 2001, it has been revolutionizing its market for over 20 years, focused on ensuring the satisfaction of its customers and capitalizing on digital technology and employee engagement to create value for all its stakeholders. With annual revenues of more than €2.3 billion, Aramis Group sells more than 119,000 B2C vehicles and welcomes close to 70 million visitors across all its digital platforms each year. The Group employs more than 2,400 people and has nine industrial-scale refurbishing centers throughout Europe. Aramis Group is listed on Euronext Paris Compartment B (Ticker: ARAMI – ISIN: FRO014003U94)*

## Disclaimer

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