

Note: This press release contains unaudited consolidated financial figures established under IFRS by Europcar Groupe's Management Board and reviewed by the Supervisory Board.

First Half 2017 Results: Europcar delivers strong revenue growth, accelerates its transformation and makes several major acquisitions including Buchbinder and Goldcar

- Revenue of €1,028 million up 10.1% at constant exchange rates with organic growth of 4.6%
- Adjusted Corporate EBITDA of €56 million up 2.7% at constant exchange rates
- Corporate Operating Free Cash Flow of €90 million up 10.6%
- Net loss of €27 million due to one-off restructuring costs and transformational M&A related fees
- Europcar accelerates pace and scale of acquisitions
- Europcar confirms its 2017 financial guidance

Saint-Quentin-en-Yvelines, 26 July 2017 - Europcar (Euronext Paris: EUCAR) today announced its results for the first half of 2017.

For Caroline Parot, Chief Executive Officer of Europcar Group:

"We delivered a solid set of operational and financial results for the first half of 2017 with a good operational performance across all of our corporate countries and three major business units which resulted in a strong double digit growth in both revenue and corporate operating free cash flow for the Group. During this first half, Europcar also significantly stepped up the pace of its acquisition momentum and is now in a position to have completed the bulk of its 2020 Ambition in terms of acquisitions.

Following the significant acquisitions of Buchbinder in May and Goldcar in June, we look forward to welcoming the experienced management teams of both companies into the Europcar Group with their best-in-class know-hows and solid track records in the low cost segment. The integration of these two highly compatible businesses into the Europcar Group will not only create a major player in the low cost segment but is also expected to deliver significant cost and revenue synergies for the Group as a whole. These game changing transactions also confirm the major role we want to play in our industry's European consolidation process.

After the closing of these two major acquisitions expected in the second half of 2017, we intend to focus on their integration, delivering the expected synergies, and continuing to work on the digitalization of our customer journey, the development of our footprint and the pursuit of our operational excellence.

2017 first semester will be remembered as a semester of significant progress towards our ambitious strategic plan for 2020 and we feel confident in our ability to deliver our ambition of reaching at least €3 billion of annual revenue and an Adjusted Corporate EBITDA margin at the Group level of at least 14% excluding new mobility by the end of 2020."

First Half 2017 Financial Highlights

Revenue

The Group generated revenues of €1,028 million in the first half of 2017, up 10.1% at constant exchange rates compared with the first half of 2016. On an organic basis, ie at constant exchange rates, constant perimeter and excluding petrol, the Group revenues grew by 4.6%. In the second quarter, Group revenue growth reached 13.7% and 6.6% on an organic basis.

This significant increase in Group revenues was the result of positive growth across all the Group's key markets and in all of its three major business units with Cars growing by 7.7%, Vans & Trucks growing by 9.7% and Low Cost growing by yet another impressive 80%.

The number of rental days increased to 30.0 million in the first half of 2017, up 12.2% versus the first half of 2016. This growth in rental days was spread across all our key divisions with cars growing 8.2%, Vans & Trucks growing 14% and Low Cost growing 64%. On the other hand, Revenue per rental day decreased by 2.0% at Group level, mostly impacted by a 4.1% decline in the Vans & Trucks business unit reflecting a strategic focus on extending utilization and rental duration. Revenue per rental day decreased slightly by 0.5% in Cars and grew by 9.7% in Low Cost.

Adjusted Corporate EBITDA¹

First Half 2017 Adjusted Corporate EBITDA increased by 2.7% at constant exchange rates to €56.4 million compared to €54.7 million in the first half of 2016. The Adjusted Corporate EBITDA margin of the Group declined by 30 basis points to 5.5% in the first half of 2017 as a result of an increase in both our network costs and our operating variable costs. Both of these cost lines are impacted by the increase in Group perimeter following the acquisitions made by the Group (Locaraise, Ireland, Denmark & Ubeeqo) over the last twelve months as well as some price increases in airport fees in Spain.

Excluding the impact of the Group's new mobility division, Adjusted Corporate EBITDA increased by 9.8% at constant exchange rates to €60.3 million in the first half of 2017 and the Adjusted Corporate EBITDA margin at 5.9% increased by 10 basis points versus its level in the first half of 2016.

Corporate Operating Free Cash Flow

First Half 2017 Corporate Operating Free Cash Flow increased by 10.6% to €90 million compared to €82 million in the first half of 2016. This increase is mainly the result of a better performance in terms of non-fleet working capital versus last year.

This solid Free Cash Flow generation enabled the Group to deliver a strong 65% operating free cash flow conversion rate.²

¹ Adjusted Corporate EBITDA is defined as current operating income before depreciation and amortization not related to the fleet, and after deduction of the interest expense on certain liabilities related to rental fleet financing. This indicator includes in particular all the costs associated with the fleet. See "Reconciliation with IFRS" attached.

² The Operating Free Cash Flow conversion rate is defined as Adjusted Corporate Operating Free Cash Flow / Adjusted Corporate EBITDA expressed as a percentage. The calculation is based on the Group's Corporate EBITDA and Corporate Operating Free Cash Flow on a LTM (Last Twelve months) basis.

Financing Events

On 21 June 2017, the Group announced it had successfully completed a capital increase through a private placement of shares with institutional investors at a price per share of €12 for a total of close to €175 million, representing approximately 10% of Europcar Group's ordinary shares pre-capital raise.

On 13 July 2017, the Group signed a new secured €500 million Revolving Credit Facility (RCF) with a diversified pool of international banks. This Facility, which has replaced the existing €350 million Senior Revolving Credit Facility, will mature in June 2022. The Group has optimized the financing cost of this new RCF by a 25 bps reduction of the applicable margin. The €150 million increase of the nominal amount will allow the group to support its 2020 ambition and the related growing financing needs.

On 13 July 2017, the group also signed a €1,040 million Bridge Facility with a pool of international banks dedicated to the acquisition of Goldcar, the refinancing of its existing debts and financing of its fleet. This facility, which includes two tranches, has a 12 months maturity and can be extended for one or two additional 6 months periods depending on the tranche. Europcar should refinance this Bridge Facility in the future through a mix of bond issue and implementation of specific fleet financings.

Acquisitions

On 17 February 2017, Europcar Group announced the acquisition of the remaining 24% minority stake in **Ubeeqo** which was held by the company's founders. As a result, Europcar Group now owns a 100% of Ubeeqo.

After the acquisition of two of its franchisees in 2016, Locaraise in France and its Irish franchisee, The Europcar Group also announced the acquisition of its **Danish franchisee** in May 2017 and now operates in 11 corporate countries.

On 24 May 2017, Europcar Group announced the signing of an agreement to acquire **Buchbinder**, one of the largest car rental companies in Germany and Austria. Germany is the largest country for the Europcar Group in terms of revenues and through the acquisition of Buchbinder, the Group intends to significantly improve its penetration of the low cost segment and become the market leader in the local vans & trucks market.

On 13 June 2017, Europcar announced a 20% minority investment, through its Lab (entity dedicated to innovation) in **SnappCar**, the second largest international peer-to-peer car sharing player in Europe. This investment is fully in line with the Group's ambition to become a global mobility solutions leader, and providing a good alternative to car ownership thanks to a large portfolio of affordable solutions tailored to every specific need. It will enable SnappCar to take peer-to-peer car sharing to its next stage of development in Europe.

On 19 June 2017, Europcar announced it had signed an agreement with Investindustrial to acquire **Goldcar**, Europe's largest low cost car rental company. With this strategic acquisition, the Europcar Group will increase its exposure to three major growth engines - the Mediterranean region, the leisure segment and the low cost segment – and will become a major player in the fast growing European low cost segment. The acquisition of Goldcar will create value for the Europcar Group as it will strengthen the Group's expertise and know-how in low cost operations and will therefore significantly improve the revenue growth prospects of Europcar's low cost business unit.

The acquisitions of Buchbinder and Goldcar are both subject to customary conditions precedent, including its approval by antitrust authorities, and are expected to close in the second half of the year 2017.

Appendix 1 – Management Profit and Loss

Q2 2017	Q2 2016	All data in €m	H1 2017	H1 2016
593.0	530.4	Total revenue	1,027.8	947.9
(135.8)	(121.1)	Fleet holding costs, excluding estimated interest included in operating leases	(242.6)	(226.0)
(209.5)	(181.5)	Fleet operating, rental and revenue related costs	(371.3)	(336.9)
(100.7)	(86.4)	Personnel costs	(191.2)	(169.6)
(61.9)	(57.6)	Network and head office overhead	(120.6)	(111.0)
3.5	2.7	Other income and expense	3.9	2.5
(159.1)	(141.3)	Personnel costs, network and head office overhead, IT and other	(307.9)	(278.1)
(14.5)	(15.0)	Net fleet financing expense	(28.2)	(29.8)
(11.6)	(11.9)	Estimated interest included in operating leases	(21.4)	(22.4)
(26.1)	(26.9)	Fleet financing expenses, including estimated interest included in operating leases	(49.7)	(52.2)
62.5	59.4	Adjusted Corporate EBITDA	56.4	54.7
10.5%	11.2%	Margin	5.5%	5.8%
(7.6)	(7.7)	Depreciation – excluding vehicle fleet	(14.2)	(15.9)
(78.4)	(1.5)	Other operating income and expenses	(38.5)	3.3
(14.4)	(12.8)	Other financing income and expense not related to the fleet	(29.8)	(25.4)
(37.8)	37.5	Profit/loss before tax	(26.2)	16.8
(5.0)	(14.7)	Income tax	5.0	(11.0)
(2.7)	0.1	Share of profit/(loss) of associates	(5.8)	(2.9)
(45.5)	22.9	Net profit/(loss)	(27.0)	2.8

Appendix 2 – IFRS Income statement

<i>In € thousands</i>	First-half 2017	First-half 2016
Revenue	1,027,776	947,934
Fleet holding costs	(264,036)	(248,480)
Fleet operating, rental and revenue related costs	(371,272)	(336,875)
Personnel costs	(191,217)	(169,588)
Network and head office overhead costs	(120,611)	(111,035)
Depreciation, amortization and impairment expense	(14,225)	(15,858)
Other income	3,934	2,517
Current operating income	70,349	68,615
Other non-recurring income	45,000	11,444
Other non-recurring expense	(83,532)	(8,187)
Operating income	31,817	71,872
Gross financing costs	(45,945)	(44,440)
Other financial expenses	(12,725)	(11,738)
Other financial income	631	1,062
Net financing costs	(58,039)	(55,116)
Profit/(loss) before tax	(26,222)	16,756
Income tax benefit/(expense)	4,995	(11,043)
Share of profit of Associates	(5,751)	(2,904)
Net profit/(loss) for the period	(26,978)	2,809
Attributable to:		
Owners of ECG	(26,840)	2,927
Non-controlling interests	(138)	(118)
<i>Basic loss per share</i>		
<i>attributable to owners of ECG (in €)</i>	<i>(0.185)</i>	<i>0.020</i>
<i>Diluted loss per share</i>		
<i>attributable to owners of ECG (in €)</i>	<i>(0.185)</i>	<i>0.020</i>

Appendix 4 – Balance sheet

<i>In € thousands</i>	At June 30, 2017	At Dec. 31, 2016
Assets		
Goodwill	557,009	459,496
Intangible assets	726,181	715,209
Property, plant and equipment	104,118	84,102
Equity-accounted investments	-	14,083
Other non-current financial assets	58,103	67,820
Financial instruments non-current	1,210	-
Deferred tax assets	64,377	58,743
Total non-current assets	1,510,998	1,399,453
Inventory	21,324	16,843
Rental fleet recorded on the balance sheet	2,384,263	1,640,251
Rental fleet and related receivables	746,579	720,623
Trade and other receivables	385,377	365,200
Current financial assets	47,952	77,003
Current tax assets	52,934	35,585
Restricted cash	110,394	105,229
Cash and cash equivalents	213,518	154,577
Total current assets	3,962,341	3,115,311
Total assets	5,473,339	4,514,764
Equity		
Share capital	161,031	143,409
Share premium	747,497	647,514
Reserves	(104,239)	(111,681)
Retained earnings (losses)	(51,911)	(48,706)
Total equity attributable to the owners of ECG	752,378	630,536
Non-controlling interests	875	730
Total equity	753,253	631,266
Liabilities		
Financial liabilities	959,892	953,240
Non-current financial instruments	41,060	56,216
Employee benefit liabilities	136,148	139,897
Non-current provisions	31,976	18,640
Deferred tax liabilities	123,898	107,848
Other non-current liabilities	221	246
Total non-current liabilities	1,293,195	1,276,087
Current portion of financial liabilities	1,557,404	1,224,442
Employee benefits	3,247	3,247
Current tax liabilities	41,184	39,227
Rental fleet related payables	1,013,096	679,678
Trade payables and other liabilities	588,117	440,065
Current provisions	223,843	220,752
Total current liabilities	3,426,891	2,607,411
Total liabilities	4,720,086	3,883,498
Total equity and liabilities	5,473,339	4,514,764

Appendix 6 - Debt

	€million	Pricing	Maturity	Jun. 30, 2017	Jun. 30, 2016
IN Balance Sheet	High Yield Senior Notes (a)	5.75%	2022	600	600
	Senior Revolving Facility (€350m)	E+250bps (b)	2020	0	0
	FCT Junior Notes, accrued interest not yet due, capitalized financing costs and other			(222)	(189)
	Gross Corporate debt			378	411
	Short-term Investments and Cash in operating and holding entities			(275)	(211)
	CORPORATE NET DEBT		(A)	104	200
IN Balance Sheet	€million	Pricing	Maturity	Jun. 30, 2017	Jun. 30, 2016
	High Yield EC Finance Notes (a)	5.125%	2021	350	350
	Senior asset revolving facility (€1.3bn SARF) (c)	E+150bps	2020	878	859
	FCT Junior Notes, accrued interest, financing capitalized costs and other			218	174
	UK, Australia and other fleet financing facilities		Various (d)	693	509
	Gross financial fleet debt			2,139	1,892
	Cash held in fleet financing entities and Short-term fleet investments			(130)	(148)
Fleet net debt in Balance sheet			2,009	1,744	
OFF BS	Debt equivalent of fleet operating leases - OFF Balance Sheet (e)			2,028	1,811
	TOTAL FLEET NET DEBT (incl. op leases)			(B)	4,037
	TOTAL NET DEBT			(A)+(B)	4,140
				3,755	3,755

(a) These bonds are listed on the Luxembourg Stock Exchange. The corresponding prospectus is available on Luxembourg Stock Exchange website (<http://www.bourse.lu/Accueil.jsp>)

(b) Depending on the leverage ratio

(c) Swap instruments covering the SARF structure have been extended to 2020

(d) UK fleet financing maturing in 2018 with one year extension option

(e) Corresponds to the net book value of applicable vehicles, which is calculated on the basis of the purchase price and depreciation rates of corresponding vehicles (based on contracts with manufacturers).