

Auto Partner Group Financial Results

Q1 2025

22 May 2025



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Agenda

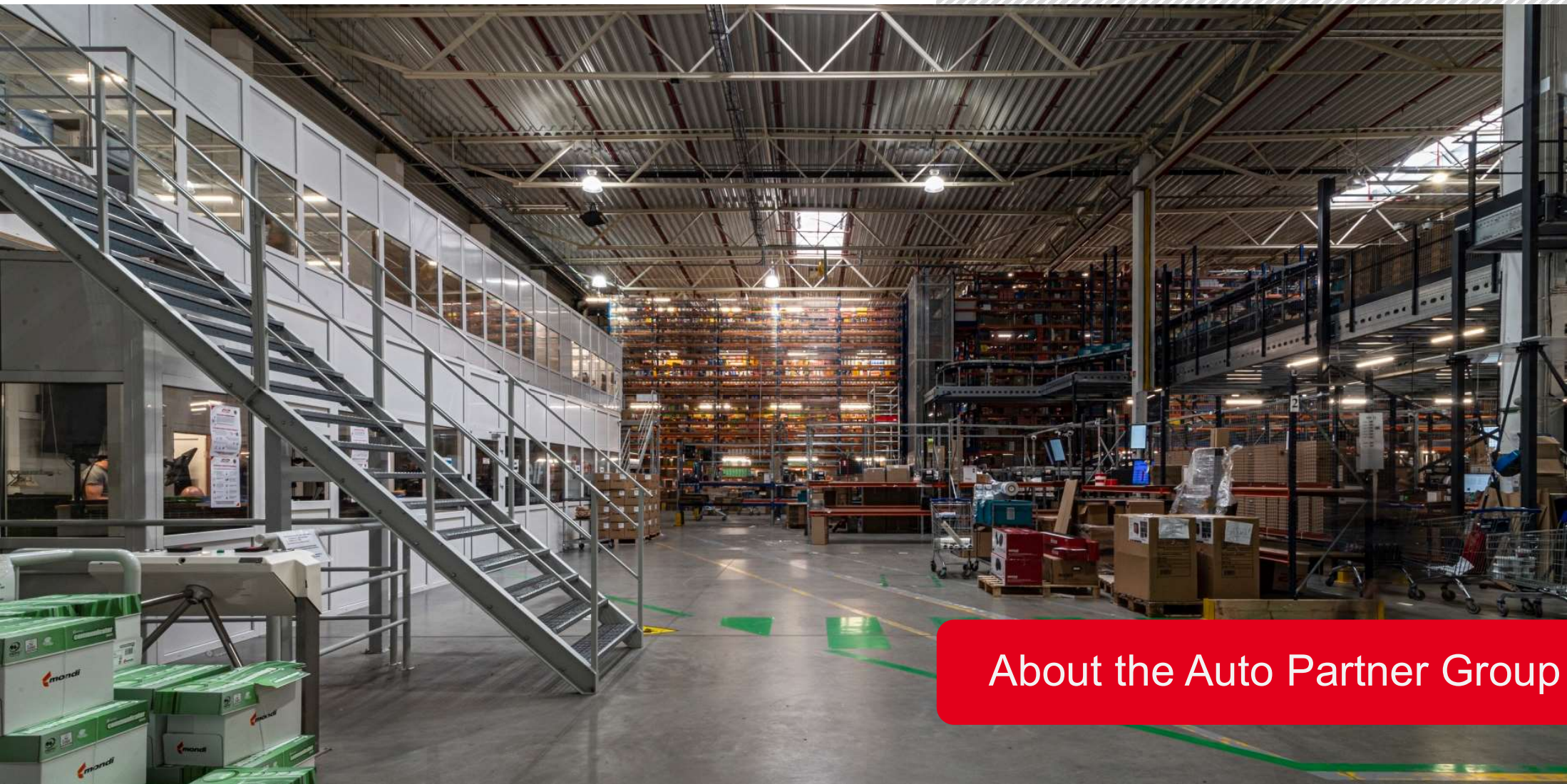
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About the Auto Partner Group

Management Board



Aleksander Górecki

President of the Management Board/Founder

Involved in the automotive industry since 1993, the year he founded Auto Partner. Major shareholder. Responsible for the company's development since its inception. His remit also covers managing relationships with key suppliers and business partners.



Andrzej Manowski

Vice President of the Management Board

With the company since 1994, serving as Vice President of the Management Board since 2007. Responsible for the company's geographical expansion, including the development of export operations, as well as oversight of IT projects.



Piotr Janta

Vice President of the Management Board

Joined the company in 2009 as Sales Director and served as a member of its Management Board since December 2015. Oversees the development of the sales network and marketing communications. Active in the automotive sector since 2005.



Tomasz Werbiński

Member of the Management Board, Chief Financial Officer

Chief Financial Officer since 2019 and a member of the Management Board since December 2022. Oversees the company's finances.

Auto Partner Group at a glance



One of the largest distributors of automotive parts in Poland, with a nearly **10% market share**



International markets accounting for **around 51% of sales**



Approximately **280,000 product references** available



Expanding distribution network with nearly **160,000 m²** of warehouse space



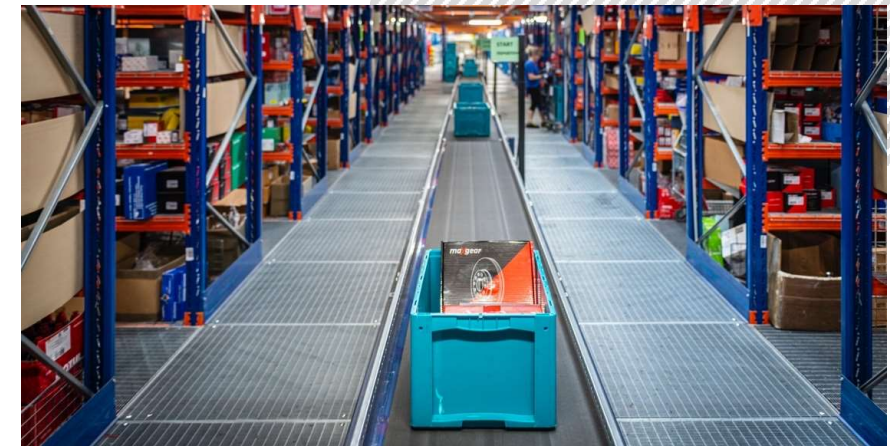
Strong private labels (including **maXgear**), contributing around 19% of sales



Network of **MaXserwis** affiliated workshops, totalling 559 at year-end 2024

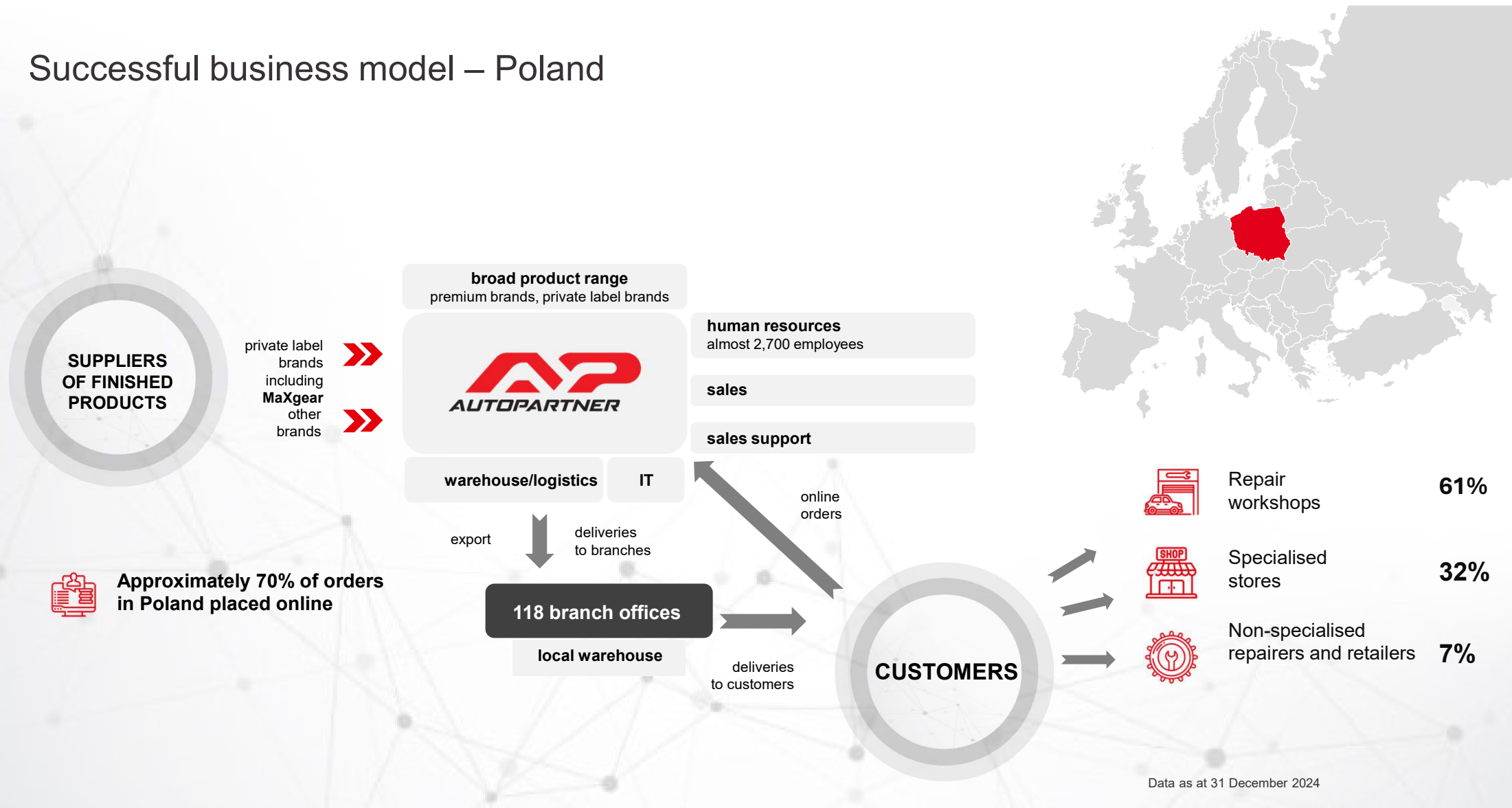


Member of **GlobalOne** purchasing organisation

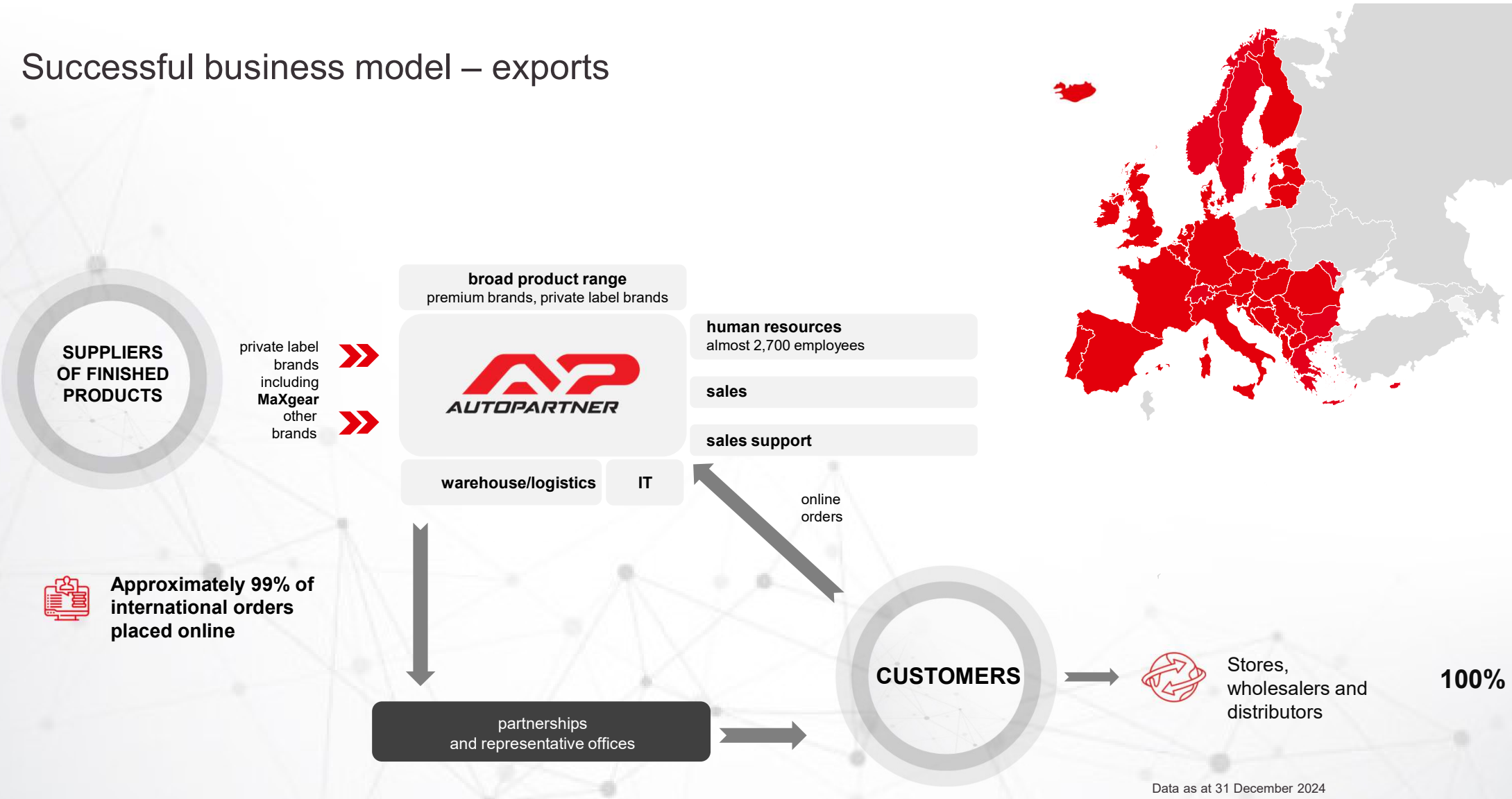


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Successful business model – Poland



Successful business model – exports



Key developments in Q1 2025



Sales growth of 7.9% to PLN 1,073.3 billion



Growth recorded both in Poland (**up 8.1%**) and in international markets (**up 7.7%**)



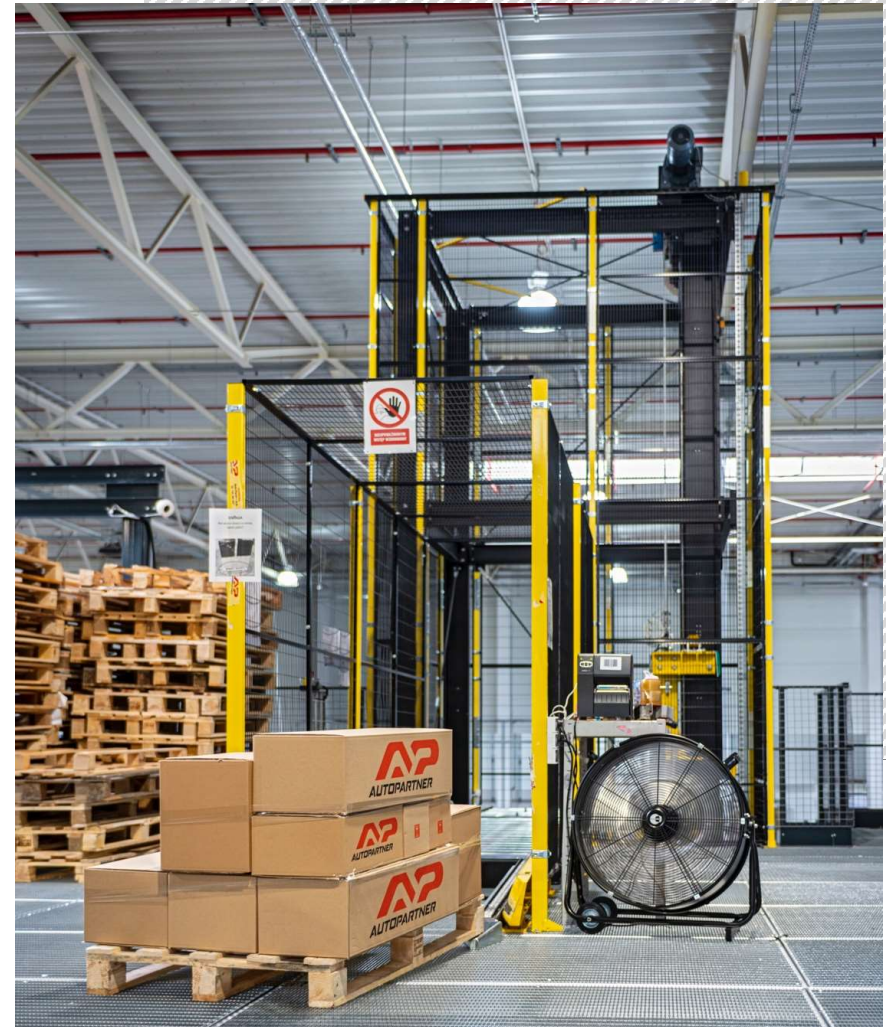
Solid profitability and rapid business growth achieved despite market challenges, with a gross margin of **25.4%** posted for Q1 2025



Continued international expansion, with exports accounting for close to **51%** of total revenue



Planned opening of **a new distribution centre in Zgorzelec** slated for late 2025 or early 2026



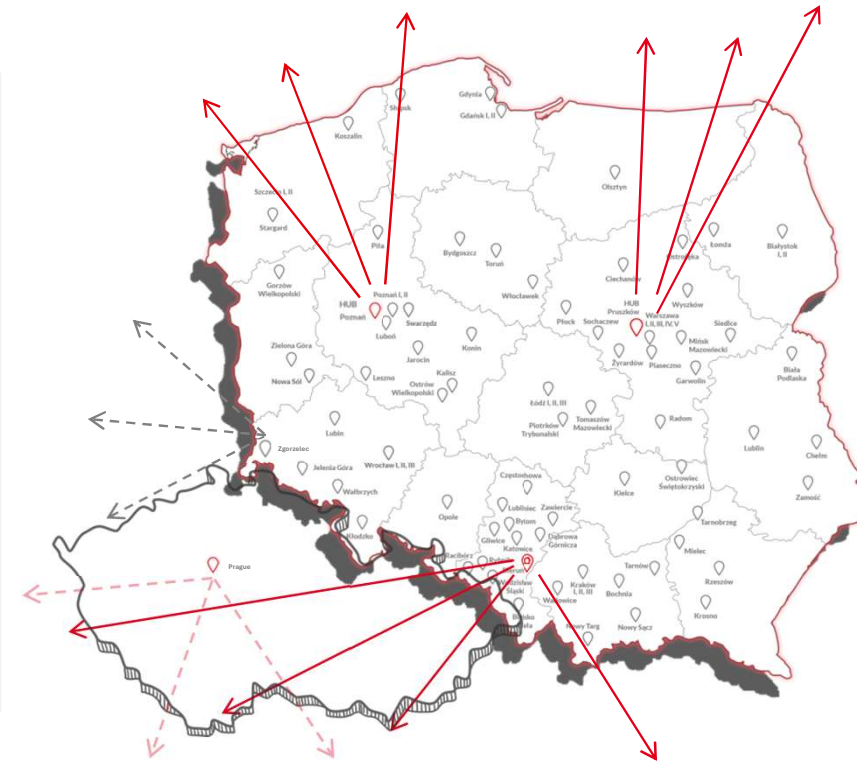
Well-developed distribution network

IT-supported logistics enable just-in-time deliveries to geographically dispersed customers, with a frequency of **2–8** times per day

Domestic and export sales handled from the central warehouse in Bieruń, distribution centre in Pruszków and the Poznań HUB

Network of **118 branch offices** covering all regions of Poland

Subsidiary operating **two branch offices in the Czech Republic**



Expanding warehouse space



52,000 m²

Distribution centre in
Bieruń

13,500 m²

Logistics and distribution centre
(HUB) in Poznań

12,500 m²

Warehouse in Pruszków

24,000 m²

Warehouse in Mysłowice

57,000 m²

Local warehouses within
118 branch offices

1,200 m²

2 Branch offices in
Prague, Czech Republic

30,000 m²

Distribution centre in Zgorzelec
planned to be opened in late 2025 or early 2026

Distribution centre in Zgorzelec

- Planned expansion of warehouse capacity by 30,000 m² – an increase of approximately **30%** (excluding branch offices)
- Zgorzelec set to become Auto Partner's **most advanced and highly automated** logistics hub



Private label brands and exclusive brands contributing 19% of revenue

Private label brands

maXgear®

over **35,029**
references available

18
years of experience

80
product groups

Car and motorcycle
parts

ROCKS®

2,000
products available

Workshop equipment:
tools and power tools

Exclusive brands

quaro®

nearly **3,500**
references available

Braking system parts

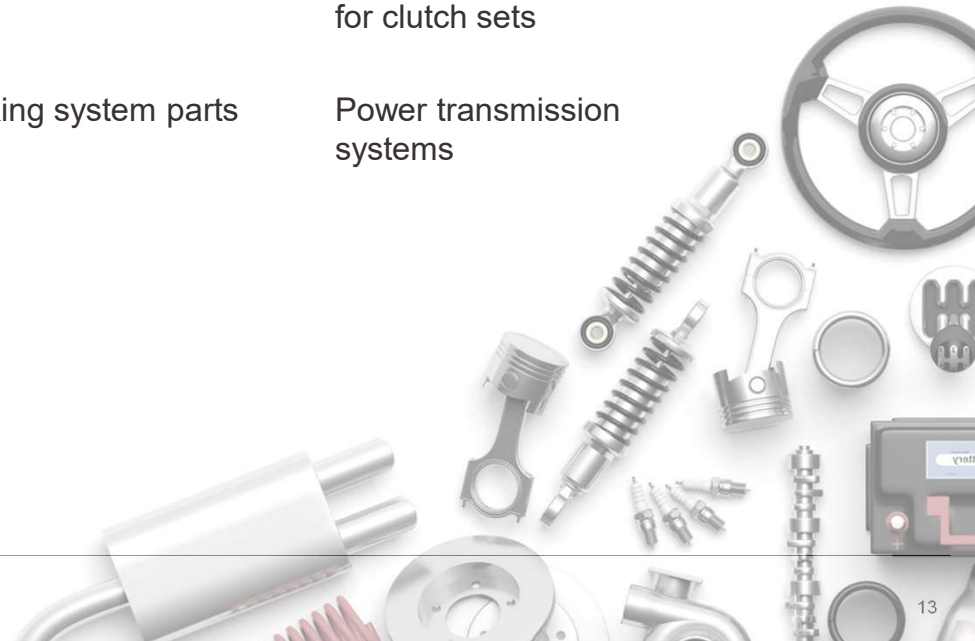
RYMEC

over **1,500**
different applications
for clutch sets

Power transmission
systems



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Market environment

Market environment

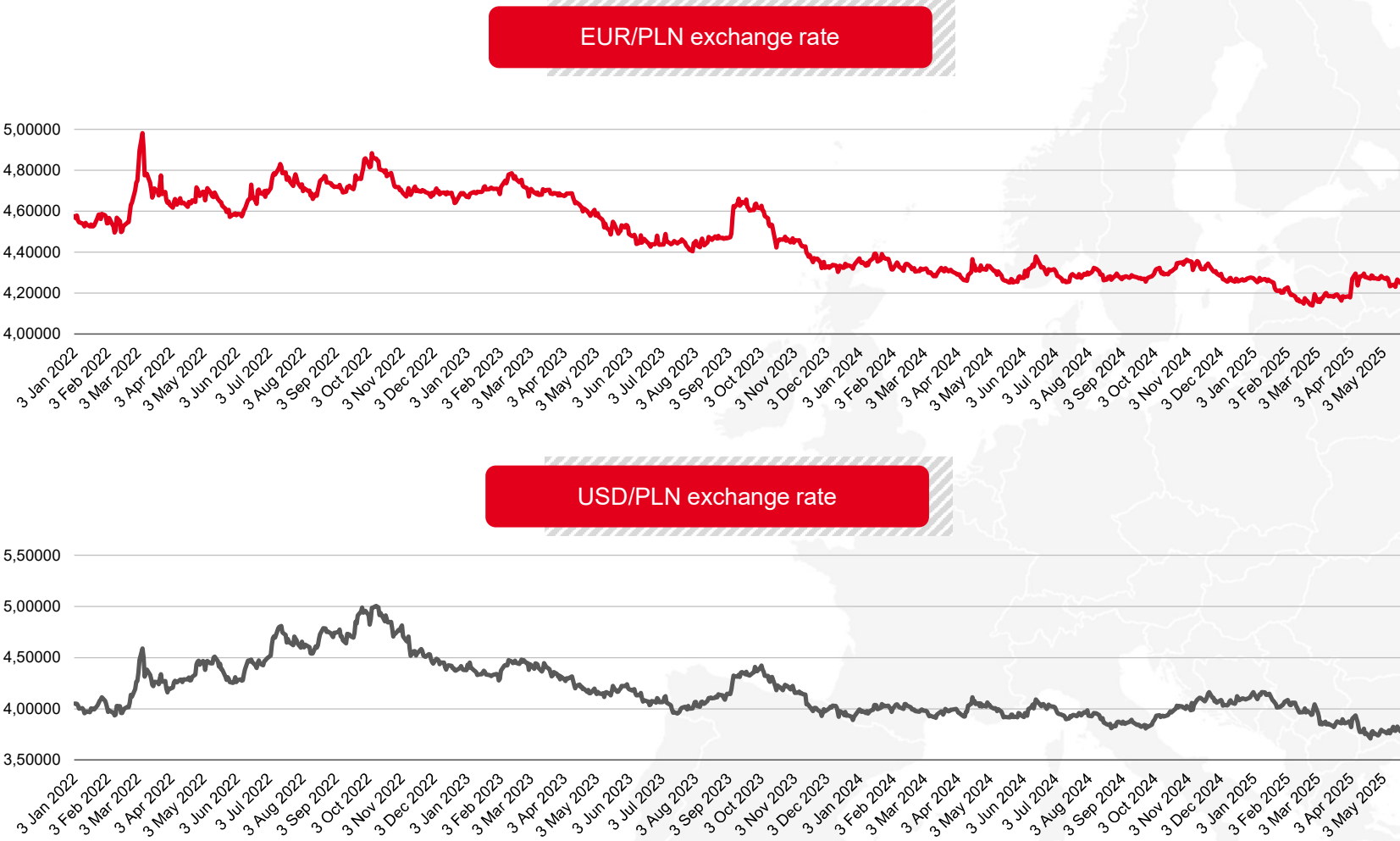
POLAND

- **545 cars per 1,000 inhabitants** in Poland (ACEA)
- In Q1 2025, **new passenger car registrations rose** by **2.45%** year on year (PZPM and ACEA)
- During the same period, electric vehicles accounted for just **3.59%** of total registrations (5.1 thousand cars, up 21.9% year on year) (ACEA)
- **Average age of a passenger car: 15.1 years** (ACEA)
- In March 2025, the average price of used passenger cars was approximately PLN 40.6 thousand, while the median price in February stood at around PLN 33.0 thousand (AAA Auto).
- **Unemployment rate** at the end of Q1 2025: **5.3%** (Statistics Poland)
- **GDP growth in 2024: 2.9% year on year** (Statistics Poland, estimates)

EUROPE (European Union)

- **563 cars per 1,000 inhabitants** in the European Union (ACEA)
- In Q1 2025, **new passenger car registrations in the EU decreased** by **1.9%** (ACEA)
- During the same period, sales of new electric vehicles rose by **23.9%** (413 thousand vehicles, representing 15.2% of the total EU new car market)
- **Average age of a passenger car: 12.5 years** (ACEA)
- **EU unemployment rate** in March 2025: **5.8%** (Eurostat)
- **EU GDP growth in 2024: 0.8% year on year** (Eurostat)

Foreign exchange rate movements





Financial results

Q1 2025 results

REVENUE

1,073.3

PLN million

+8%

EBITDA

71.0

PLN million

+3%

EBIT

56.5

PLN million

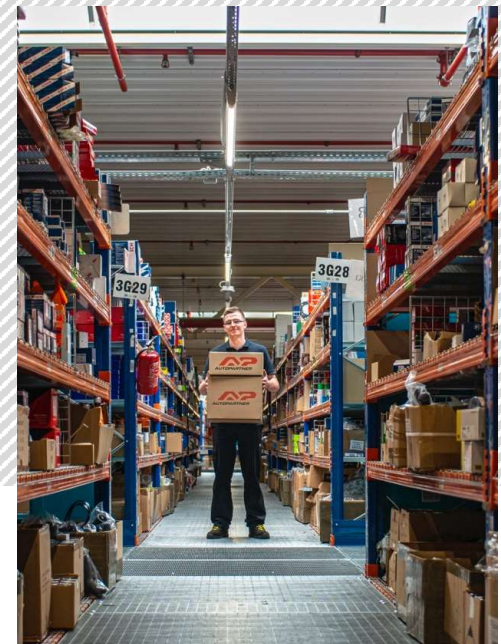
+1%

NET PROFIT

39.2

PLN million

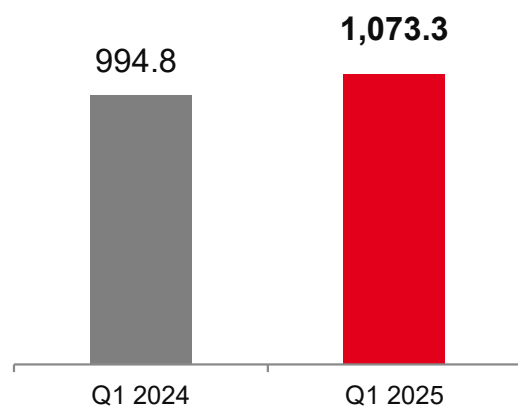
-3%



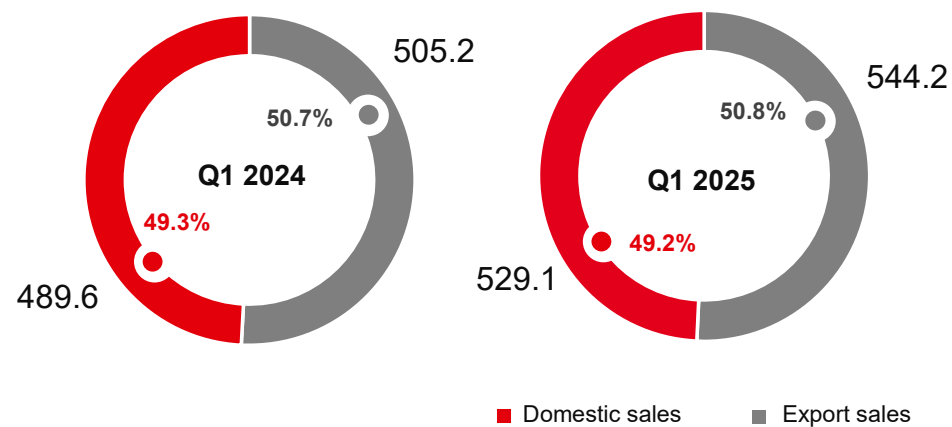
Strong sales growth in Q1 2025

- Revenue **up 7.9% year on year**
- Similar contributions of domestic and export sales to total revenue

Q1 2025 sales (PLN million)

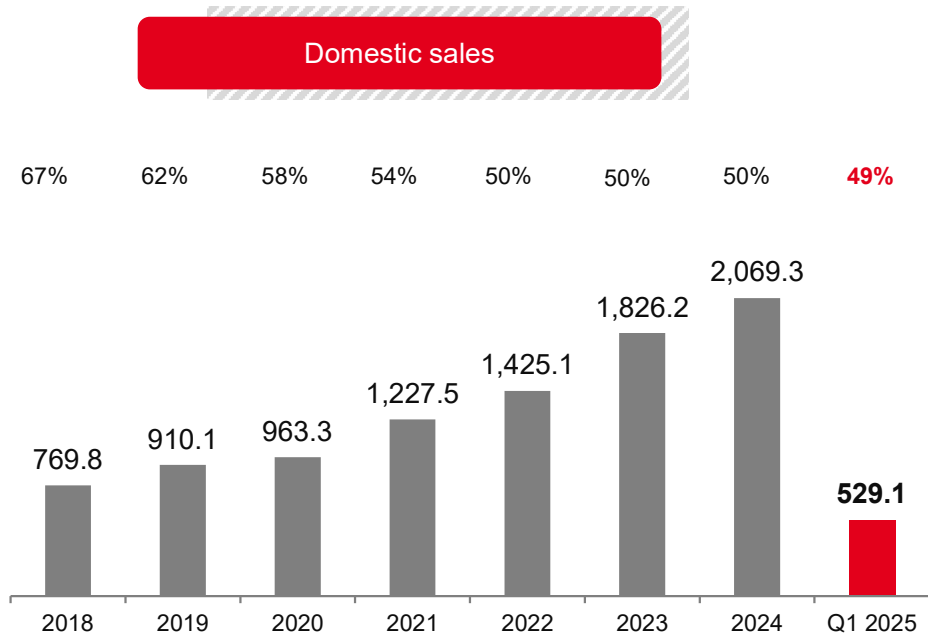


Sales by geography (PLN million)



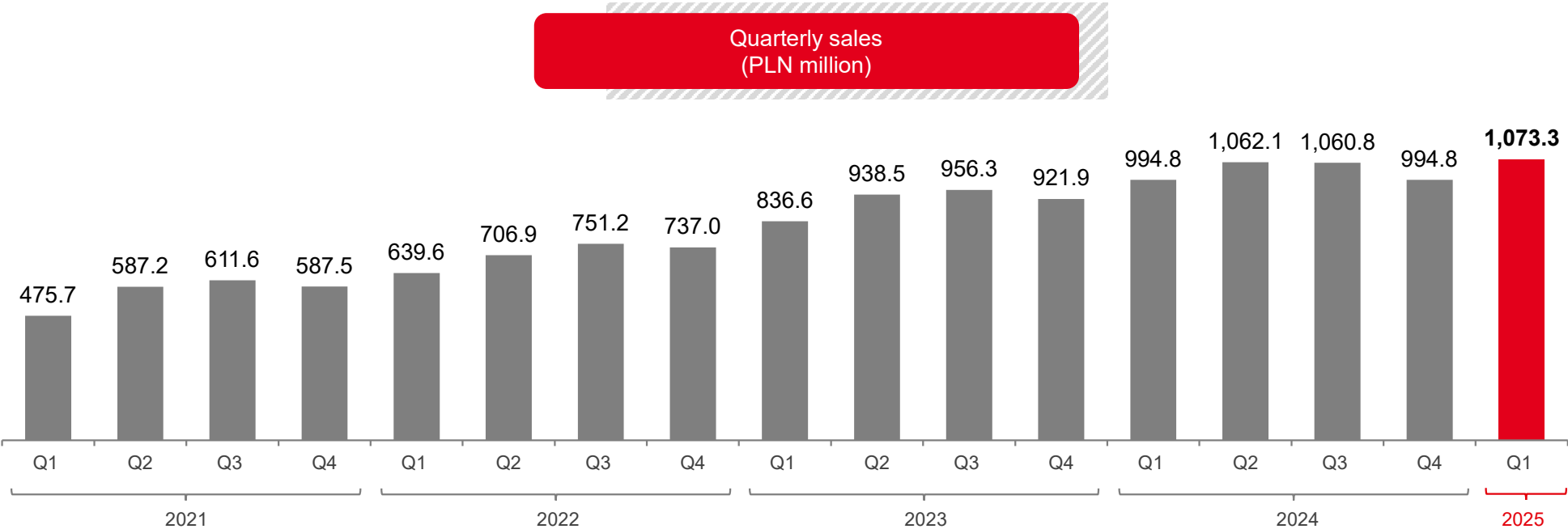
Strong domestic and export sales

- Export sales **up 7.7%**
- Domestic sales **up 8.1%** year on year



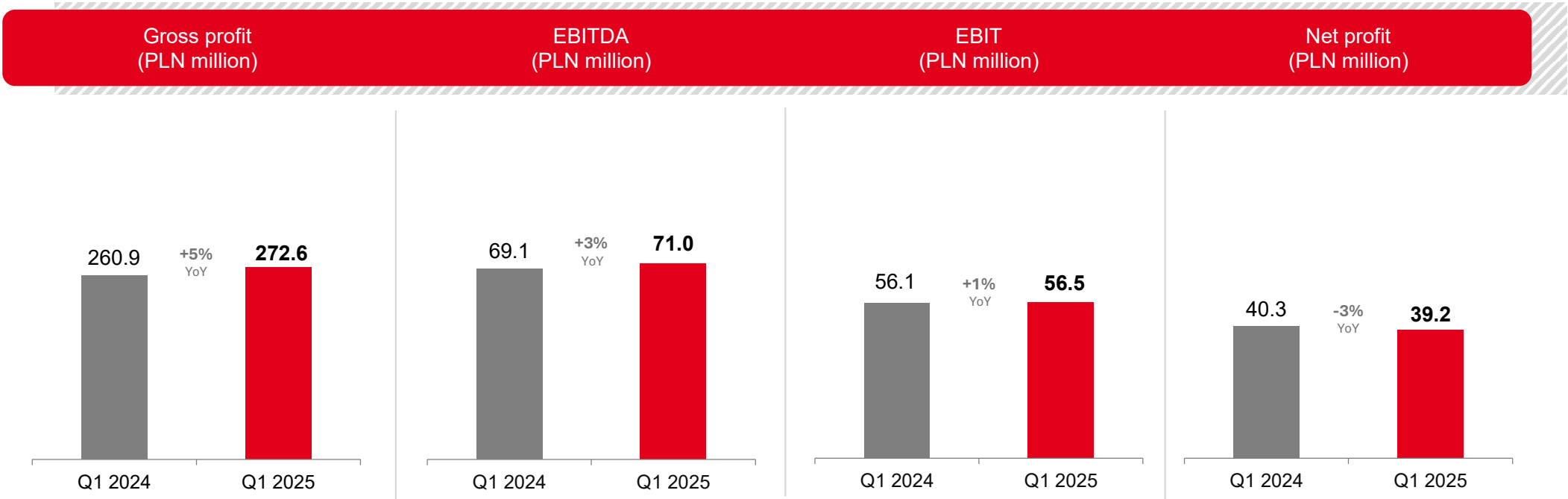
Continued business expansion

- Revenue exceeded the PLN 1 billion mark for the first time in Q1 2025 despite a challenging market environment – characterised by ongoing deflation and an exchange rate exerting downward pressure on euro-denominated sales.
- Key drivers supporting sales growth:
 - new export routes and destinations, along with increased sales to existing customers
 - further expansion of the product mix and better alignment with customer needs across different price segments

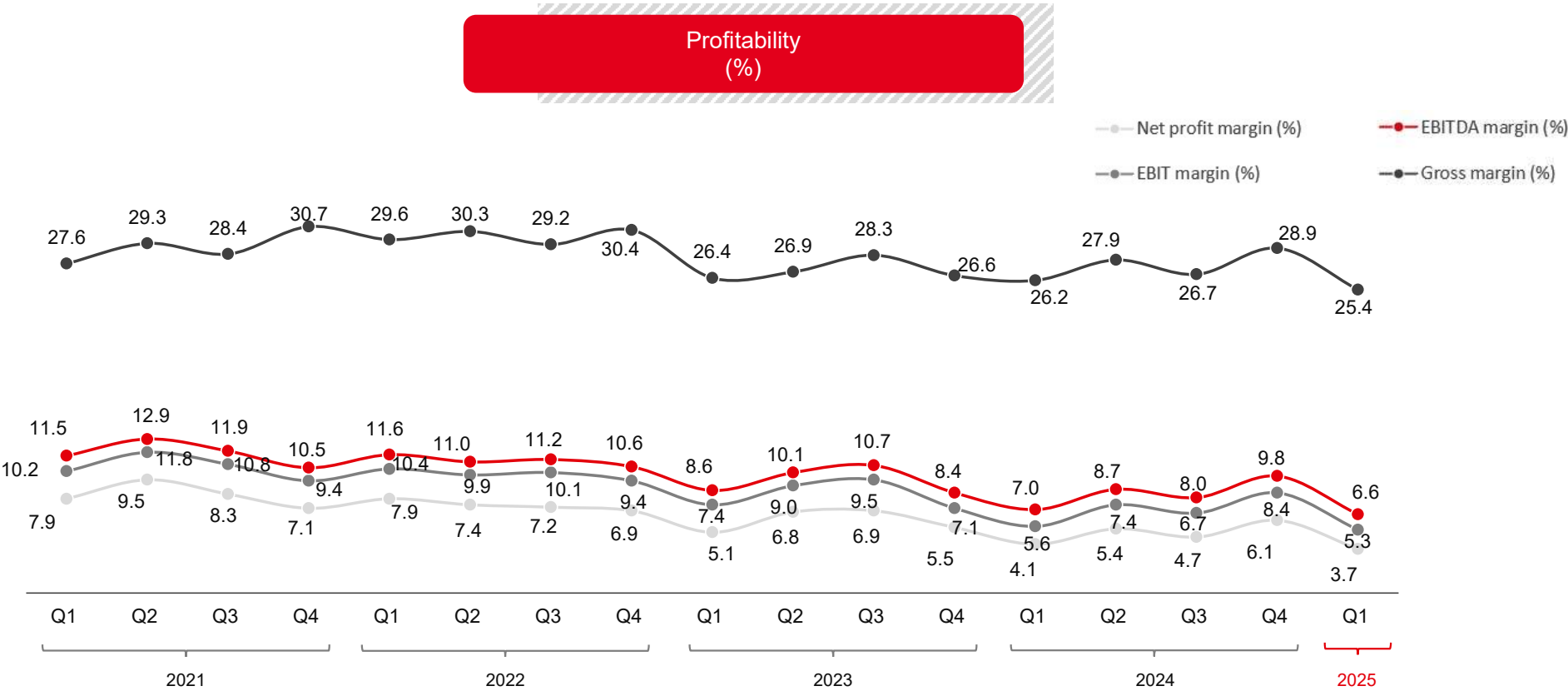


Solid profitability despite market headwinds

- Profitability remained stable despite cost and wage pressures
- Consistent cost discipline, with operating costs growing slower than revenue

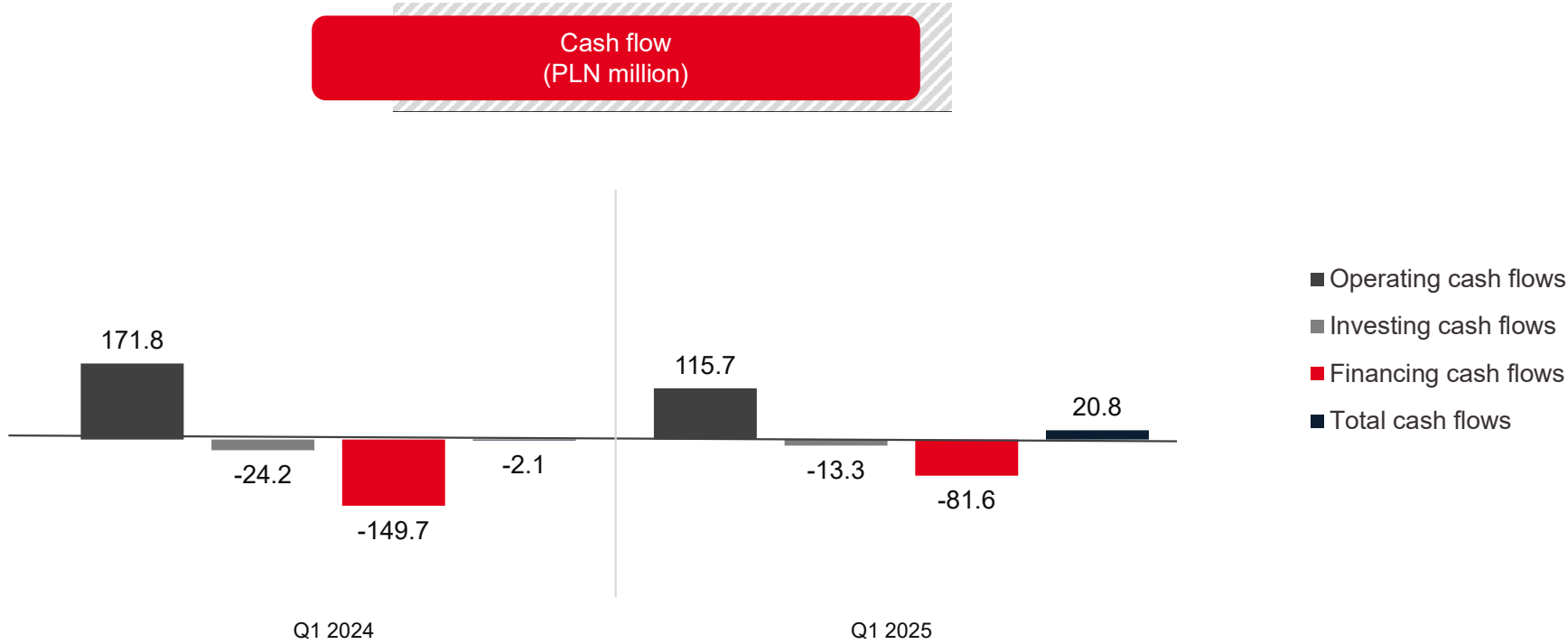


Strong margin levels despite market pressure



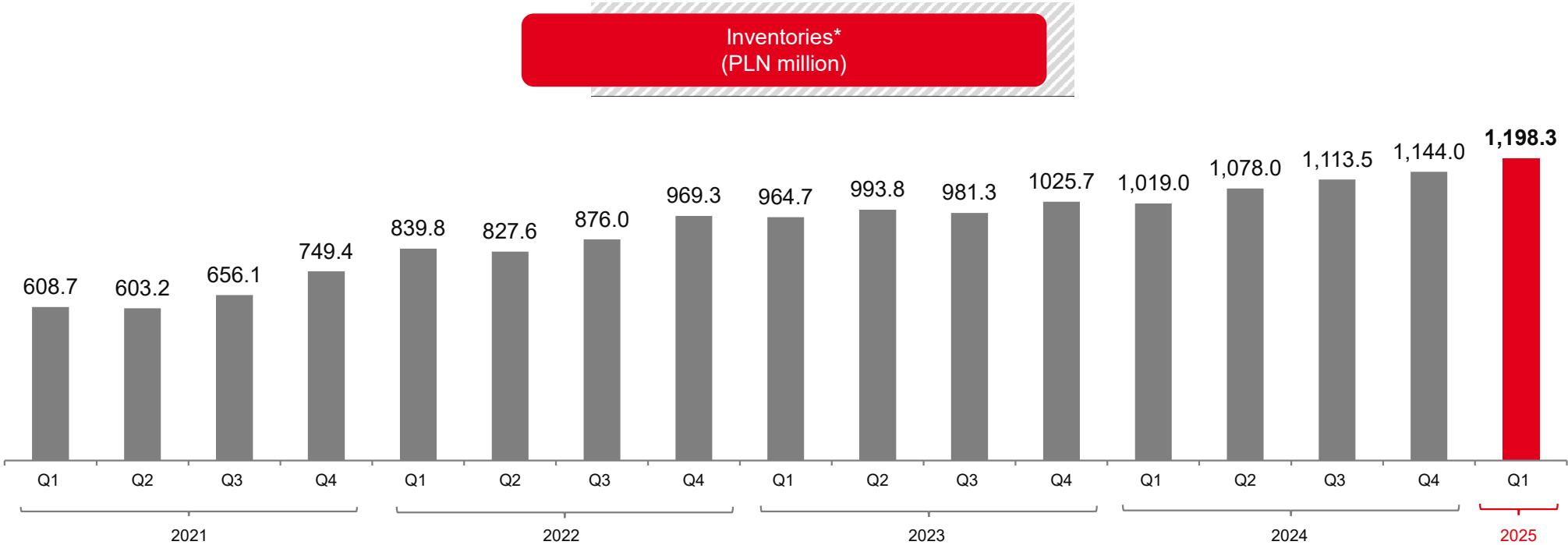
Cash flow

- Stable liquidity position of the Group



Stable inventory levels

- Strong inventory turnover: **132 days** vs **127 days** the year before (as at 31 March 2025)



* Inventories and right of return assets

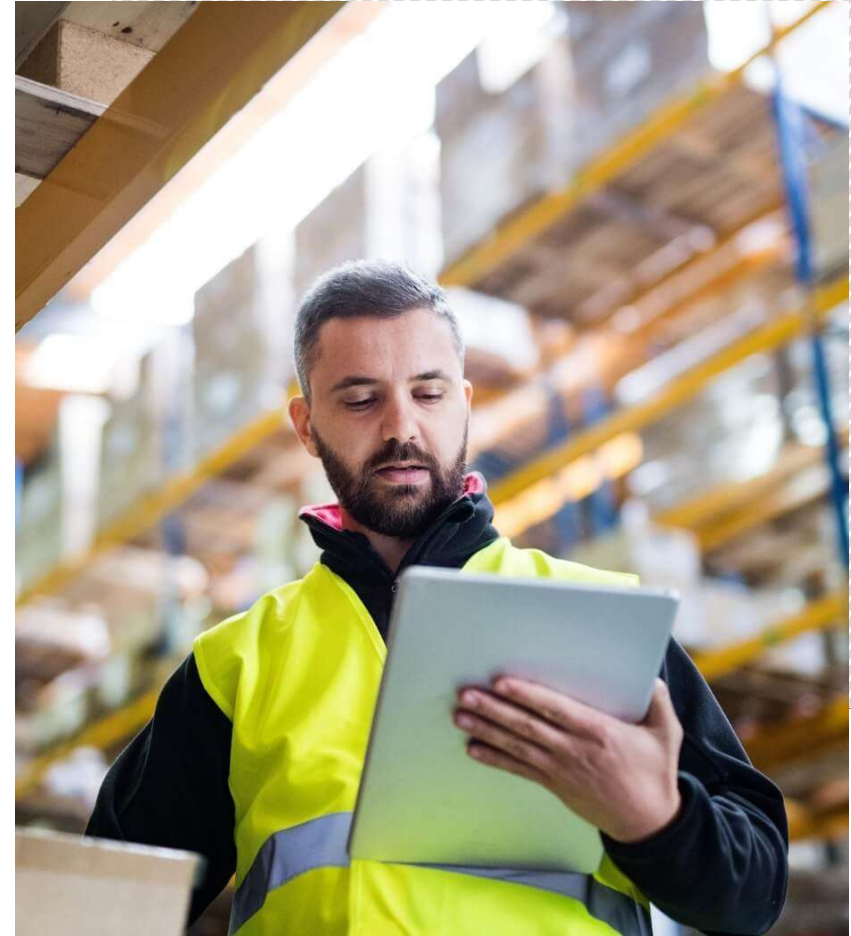




Summary

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- Record Q1 2025 revenue exceeding **PLN 1.0 billion**
- **Solid profitability** maintained despite market challenges
- **Low debt** level (net debt / EBITDA = **1.3x**)
- **Positive outlook** for the automotive parts distribution market
- Focus on margins and cost control
- Plans to **further expand the business scale**, including through the launch of a 30,000 m² distribution centre in Zgorzelec in late 2025 or early 2026





THANK YOU!

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