

Fact sheet

2023

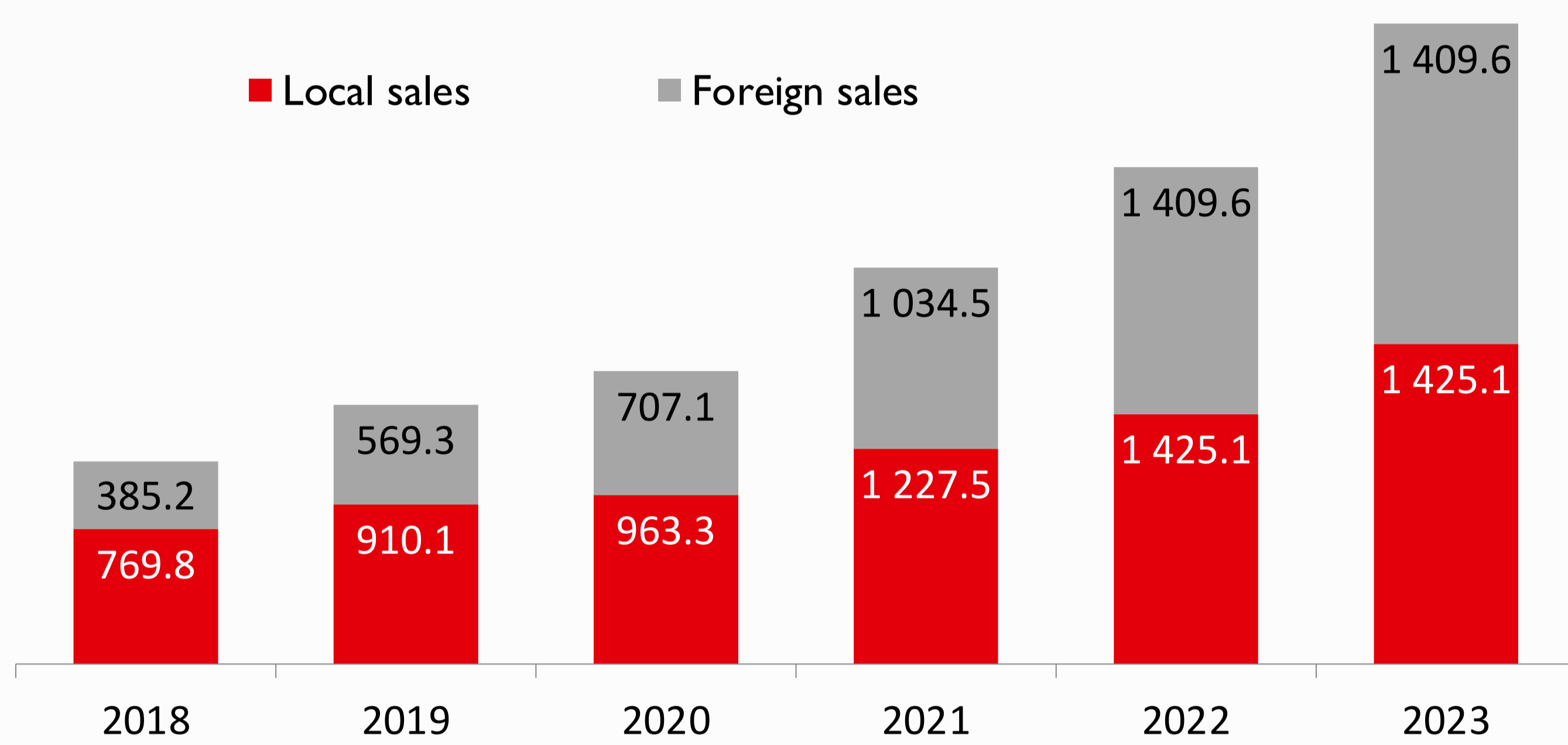
ACTIVITIES OF THE GROUP

The Auto Partner S.A. Group is one of the largest importers and distributors of car parts for light commercial vehicles, vans and motorcycles in Poland. The Auto Partner Group operates as a sales platform providing mainly electronic sales, and a logistics platform managing just-in-time deliveries of spare parts to geographically dispersed customers, mainly repair shops and automotive retailers.

The Auto Partner Group sells on the Polish market and for export, which in 2023 accounted for 50% of total revenue.

Recognising the growing importance of repair shops, the Auto Partner Group has developed a wide range of solutions supporting this market segment, including a strategic programme that aims at creating a chain of several hundred repair shops in Poland under the **MaXserwis** brand, which currently comprises 500 independent repair shops.

SALES IN 2018-2023

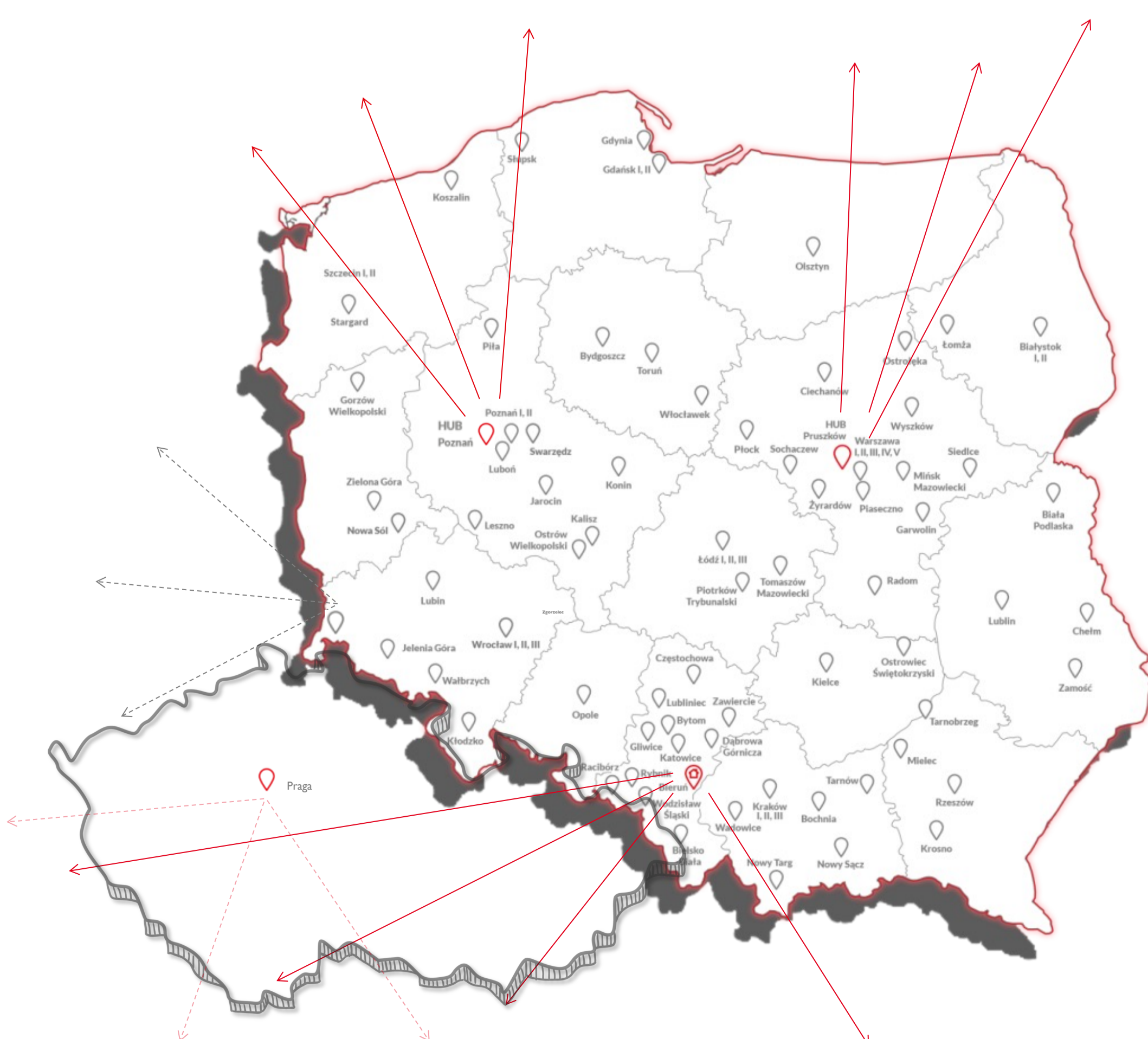


LOGISTICS FACILITIES

Auto Partner is supported by integrated IT tools managing the whole supply network and logistic infrastructure (total warehouse space of the Group about **160,00 m²**), consisting of:

- modern logistics and distribution centre in Bieroń with an area of about **52,000 m²**, logistics and distribution centre in Pruszków with an area of about **12,500 m²**, and hub in Poznań of about **13,500 m²**
- warehouse in Mysłowice – about **24,000 m²**
- warehouse in Prague – **600 m²**
- chain of **116** branch offices with additional warehouse space of about **57,000 m²**
- local warehouse in two branches in Prague (Czech Republic) – **1,200 m²**
- distribution network enabling deliveries directly to customers **3-5** times a day.

THE GROUP'S SALES NETWORK



OVER 30 MARKETS OF THE GROUP'S OPERATIONS



STRATEGIC GOALS OF THE GROUP

- Further increase in the scale of operations
- Further product diversification
- Further increase in profitability
- Expansion of sales on foreign markets

PRODUCT PORTFOLIO

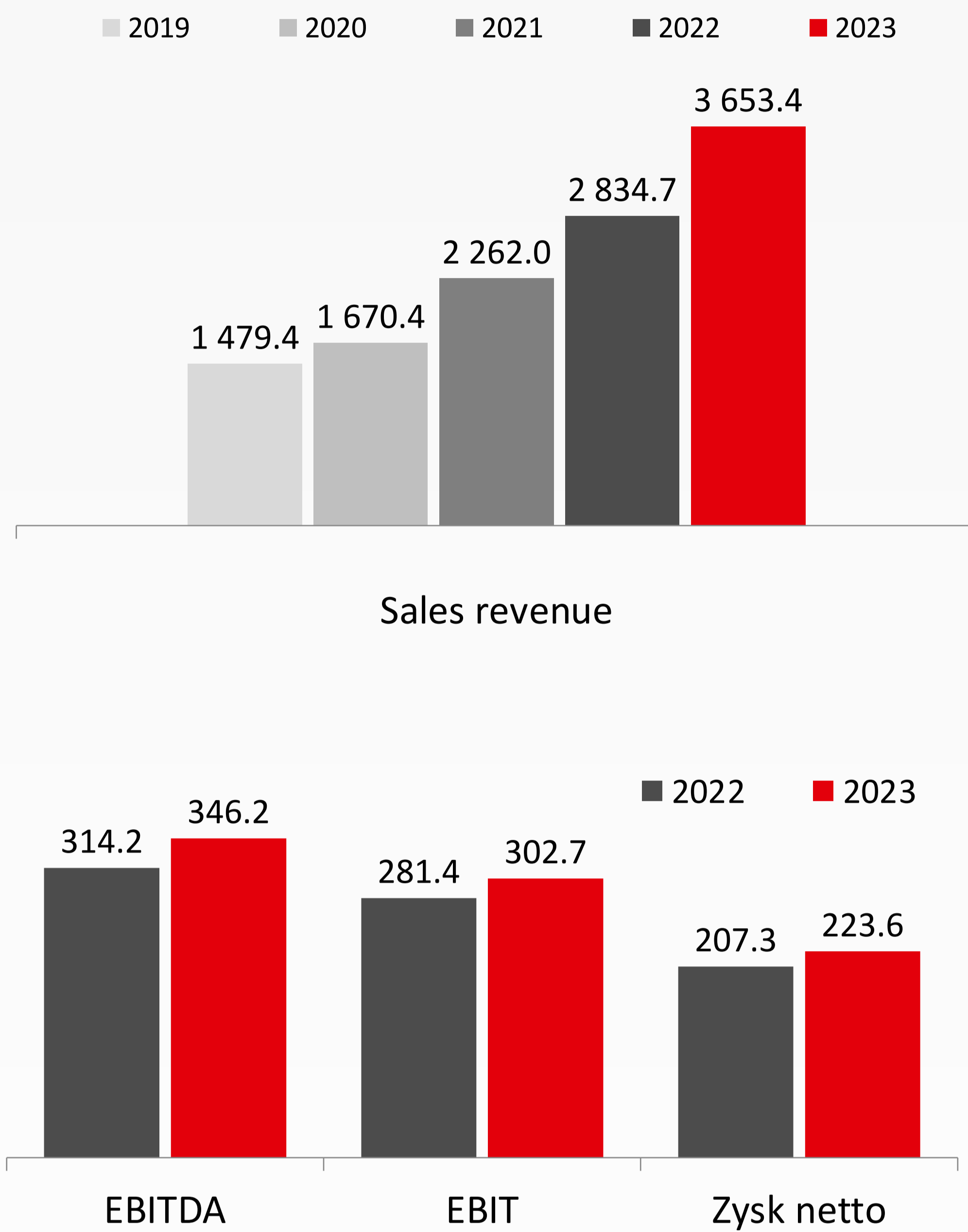
The Auto Partner Group cooperates with over 350 suppliers of aftermarket spare parts and global OEM distributors. The group's product portfolio consists of over 250,000 references, which translates into over 8.5 million spare parts in the central warehouse and 15.5 million in all branch offices across Poland. The group is the only distributor in Poland of NK, ALCO, Quaro RYMEC, ROCKS, Triscan, Unior, Stabilus and Bovez products, which it offers in all assortment groups. Auto Partner also has its own brand, including maXgear, offering products from 80 assortment groups. Auto Partner belongs to the international purchasing group GlobalOne, made up of leading international players on the aftermarket.



Fact sheet

2023

SELECTED FINANCIAL DATA OF THE GROUP

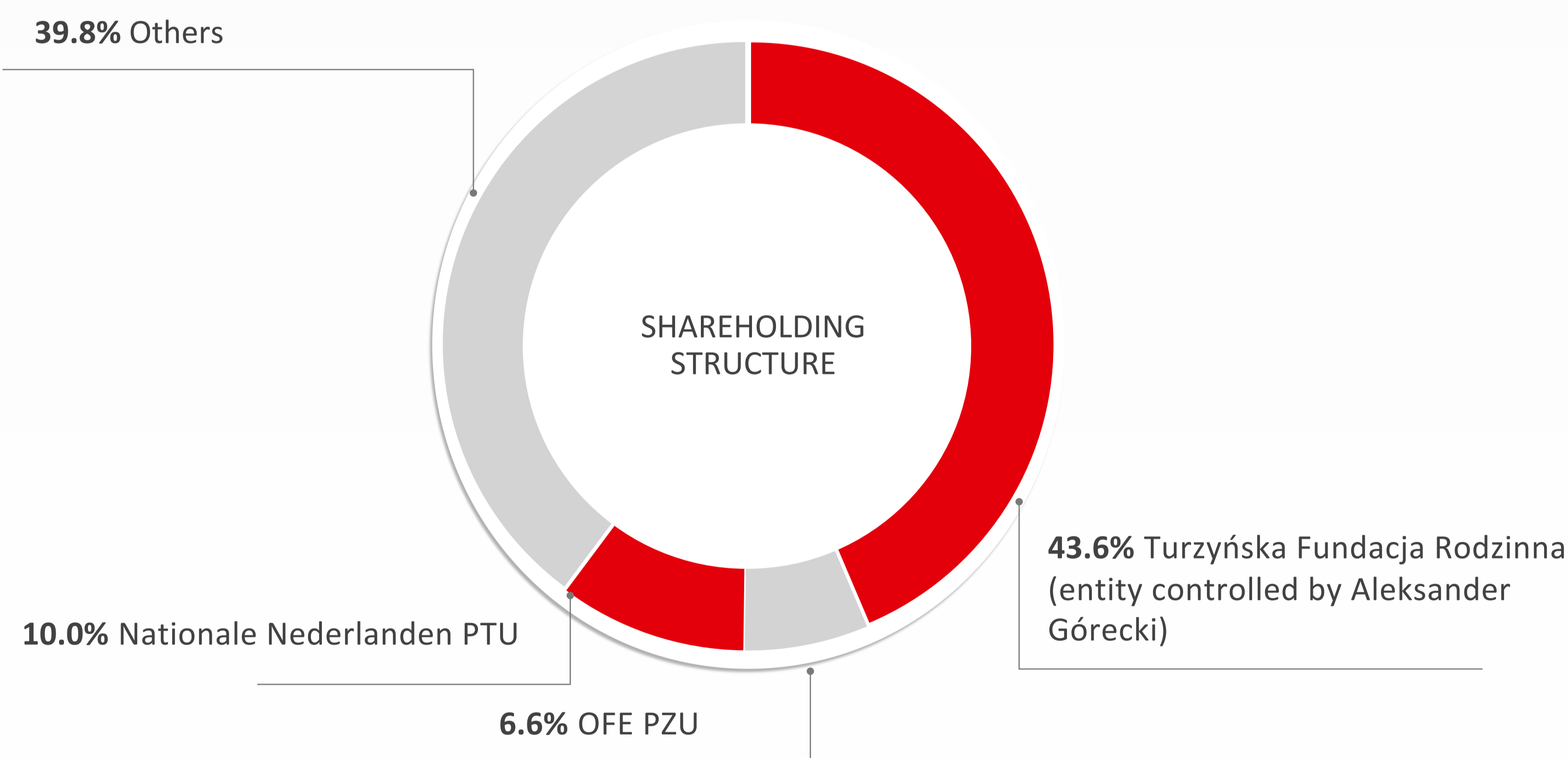


in million PLN	2023	2022	2021	2020	2019
Net profit on sales	3,653,384	2,834,701	2,262,018	1,670,441	1,479,373
Change y/y	+29%	+25%	+35%	+13%	+28%
Gross profit on sales	989,879	847,012	657,614	476,879	386,900
Change y/y	+17%	+29%	+38%	+23%	+26%
Gross margin on sales (%)	27.1	29.9	29.1	28.6	26.2
EBITDA	346,228	314,218	265,187	173,787	103,859
Change y/y	+10%	+18%	+53%	+67%	+16%
EBITDA margin (%)	9.5	11.1	11.7	10.4	7.0
EBIT	302,724	281,369	239,010	150,282	83,775
Change y/y	+8%	+18%	+59%	+79%	+1%
EBIT margin (%)	8.3	9.9	10.6	9.0	5.7
Net profit	223,586	207,268	186,024	110,982	58,714
Change y/y	+8%	+68%	+68%	+89%	0%
Net margin (%)	6.1	7.3	8.2	6.6	4.0
Assets	1,793,923	1,570,282	1,202,770	791,552	748,609
Equity	1,046,192	842,824	655,496	482,927	372,197
Number of shares*	130,620,000	130,620,000	130,620,000	130,620,000	130,620,000
Earnings per share	1.71	1.59	1.42	0.85	0.45
ROE**	23.7%	27.7%	32.7%	25.9%	17.1%

* The company has been listed on the Warsaw Stock Exchange since 6 June 2016.

** The group defines and calculates ROE as net profit for a given period divided by the average equity balance (calculated as the arithmetic mean of equity as at the end of the previous period and as at the end of the reporting period).

SHAREHOLDING STRUCTURE



Shareholder	Number of shares	Capital	Number of votes
Turzyńska Fundacja Rodzinna (entity controlled by Aleksander Górecki)	56,944,758	43.6%	43.6%
Nationale Nederlanden Powszechnie Towarzystwo Emerytalne S.A.	13,062,403	10.0%	10.0%
Otwarty Fundusz Emerytalny „Złota Jesień” (OFE PZU)	8,617,124	6.6%	6.6%
Others	51,995,715	39.8%	39.8%
Total	130,620 000	100.00%	100.00%

Data as at 31 December 2023

The company has been listed on the Warsaw Stock Exchange since 6 June 2016.

Number of shares: 130,620,000

Market cap: PLN 3,291.62 million (as at 11 April 2024)

Indexes: WIG-MOTO, mWIG40, mWIG40TR, WIG-POLAND, WIG, WIG140, WIG-ESG, CEEplus

Ticker: APR

In million PLN	4Q 2023	4Q 2022
Net profit on sales	921,925	736,967
Gross profit on sales	245,608	224,186
Gross margin on sales (%)	26.6	30.4
EBITDA	77,615	78,355
EBITDA margin (%)	8.4	10.6
EBIT	65,736	69,209
EBIT margin (%)	7.1	9.4
Net profit	50,767	50,764
Net margin (%)	5.5	6.9
Assets	1,793,923	1,570,282
	(December 31, 2023)	(December 31, 2022)
Equity	1,046,192	842,824
	(December 31, 2023)	(December 31, 2022)
Number of shares	130,620,000	130,620,000



Disclaimer

This study was prepared for informational purposes only. It does not constitute an advertisement for or an offer of securities in public trading. It was compiled from sources of information that Auto Partner S.A. considers reliable and accurate, however there is no guarantee that they are exhaustive and fully reflect the facts. This study may contain forward-looking statements that represent an investment risk or a source of uncertainty, and they may differ significantly from actual results. Auto Partner S.A. is not responsible for the effects of decisions made based on this study. Responsibility remains with the user of the study only.