



FINANCIAL RESULTS

AUTO PARTNER GROUP
H1 2022

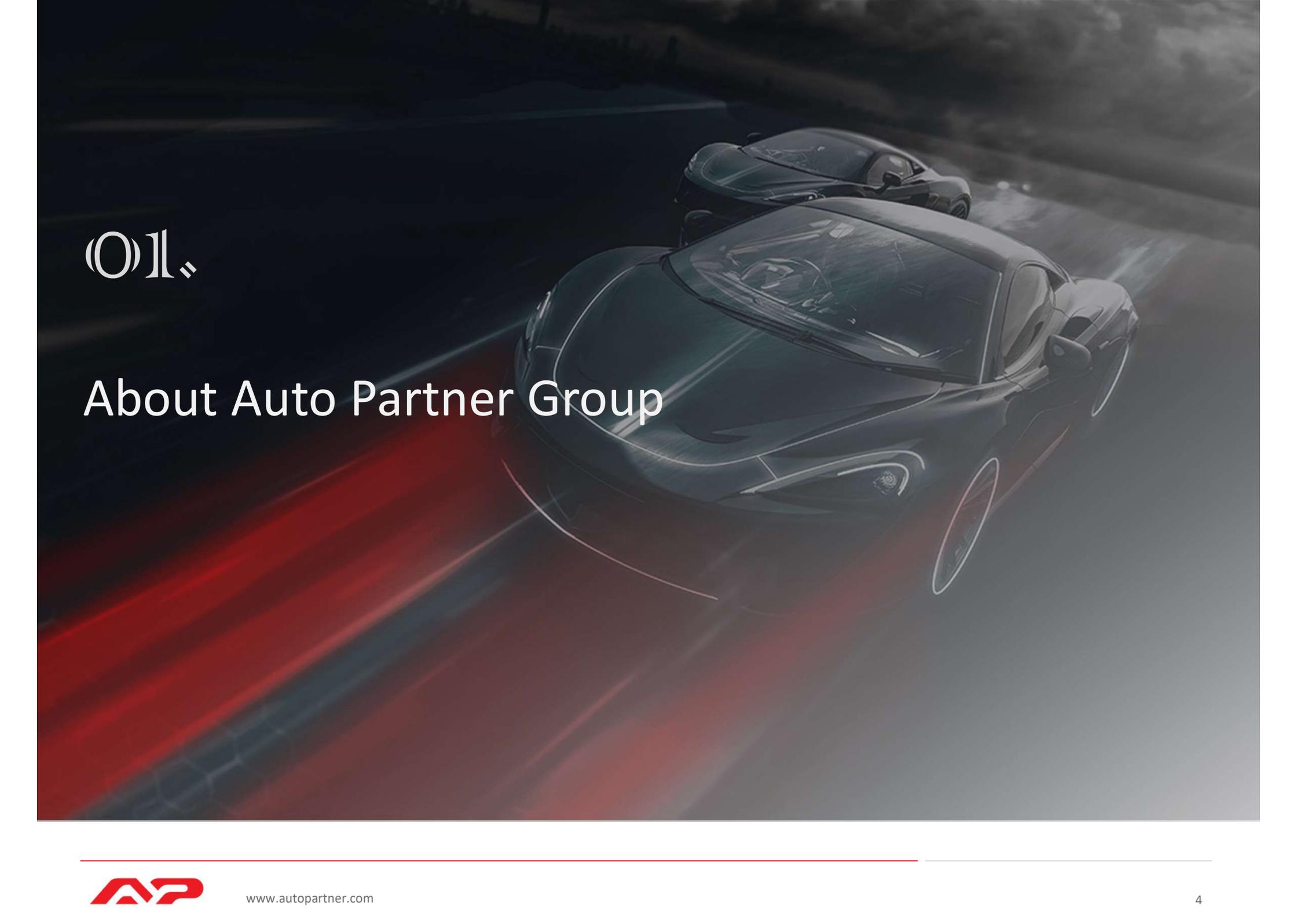
Disclaimer

This material is intended for information purposes only. It does not constitute an advertisement for or an offer of any publicly traded securities. Its contents have been compiled from sources considered reliable and accurate by Auto Partner S.A., although there is no assurance that such sources are exhaustive or that they fully reflect the relevant facts. This document may contain some forward-looking statements, which represent an investment risk or a source of uncertainty, and may differ materially from actual results. Auto Partner S.A. shall not be held liable for the consequences of any decisions made in reliance on this material. Responsibility shall lie solely with its user. This material is protected under the Polish Copyright and Neighbouring Rights Act. Any reproduction, publication or dissemination of this material requires Auto Partner S.A.'s written consent.

Agenda

1. About Auto Partner Group
2. Market environment
3. Financial results
4. Summary





01.

About Auto Partner Group



Management Board of the Group



Aleksander Górecki

President of the Management Board/Founder

Involved in the automotive industry since 1993, when he founded Auto Partner. Major shareholder in the company. Since Auto Partner's inception, responsible for its development, relations with key suppliers and business partners.



Andrzej Manowski

Vice President of the Management Board

With Auto Partner since 1994, serving as Vice President of its Management Board since 2007. Responsible for the company's geographical expansion, including export growth, he also oversees IT projects.



Piotr Janta

Vice President of the Management Board

Joined Auto Partner in 2009 as Sales Director and since December 2015 has also served as Member of its Management Board. His remit covers the sales network development and marketing communication. His career in the industry goes back to 2005.

Auto Partner Group at a glance



Nearly **10% share in domestic market** of spare parts



Approximately **250,000** references available



Sales in more than **30 countries**



15.5m parts warehoused throughout Poland



About **62%** of orders placed online



Member of **GlobalOne GPO**

Key developments in H1 2022



Sales up by 27% to nearly **PLN 1,350bn**



Continued foreign expansion – exports accounting for **50%** of revenue , for the second time in the Group's history (after the first quarter of 2022) foreign sales exceeded domestic sales



Strong profitability maintained, with steep growth in the scale of business:
gross margin of **30.3%**



Record-breaking financial performance – net profit at **PLN 102.8m**



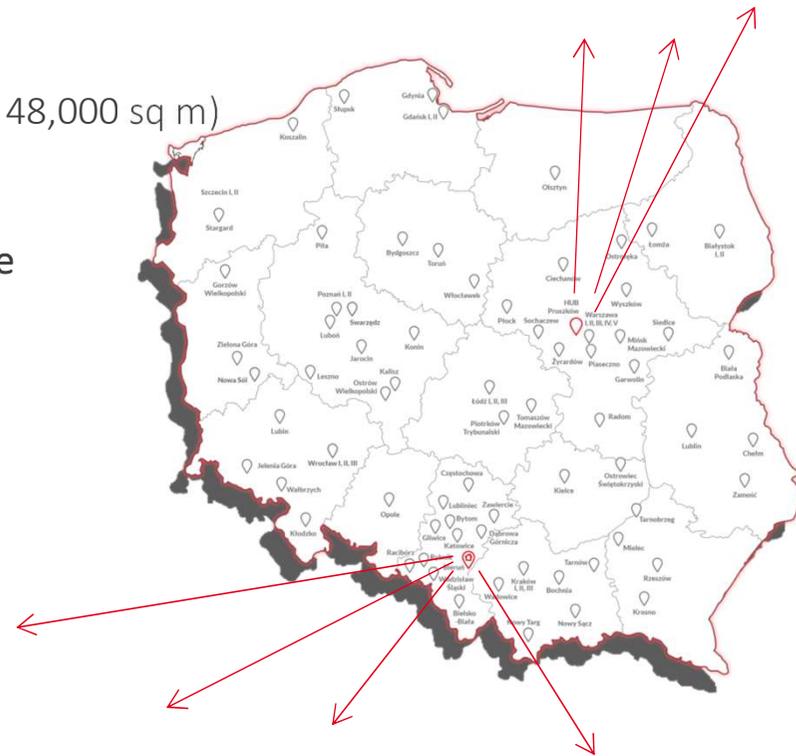
Further development of the distribution network – **opening of new branches**



Payment of dividend for 2021 in the amount of **PLN 19.6m (PLN 0.15 per share)**

Well-developed distribution network

- IT-supported logistics – just-in-time deliveries to geographically dispersed customers at a frequency of **3-5** times per day, subject to Covid-19 spread prevention measures
- **Total warehousing space at the Group (held under leases) – over 100,000 sq m:**
 - Distribution centre in BIERUŃ (43,000 sq m)
 - Warehouse in Pruszków (13,500 sq m)
 - Warehouse in Prague (Czech Republic – 600 sq m)
 - Local storage facilities within the branch network (total of 48,000 sq m)
 - Plan to set up a warehouse in Poznań (over 14,000 sq m)
- Domestic and export sales handled from the central warehouse in BIERUŃ and the Pruszków hub
- **113 branch offices** covering all regions of Poland
- Subsidiary and warehouse in the Czech Republic



New Auto Partner branches opened in H1 2022

NEW AP BRANCHES

GRUDZIĄDZ

OTWOCK

JAROSŁAW

SZCZECINEK

TYCHY

BOLESŁAWIEC

MYŚLENICE

7 new branch offices
in the first half of 2022
Current network: **113**
branch offices*
throughout Poland

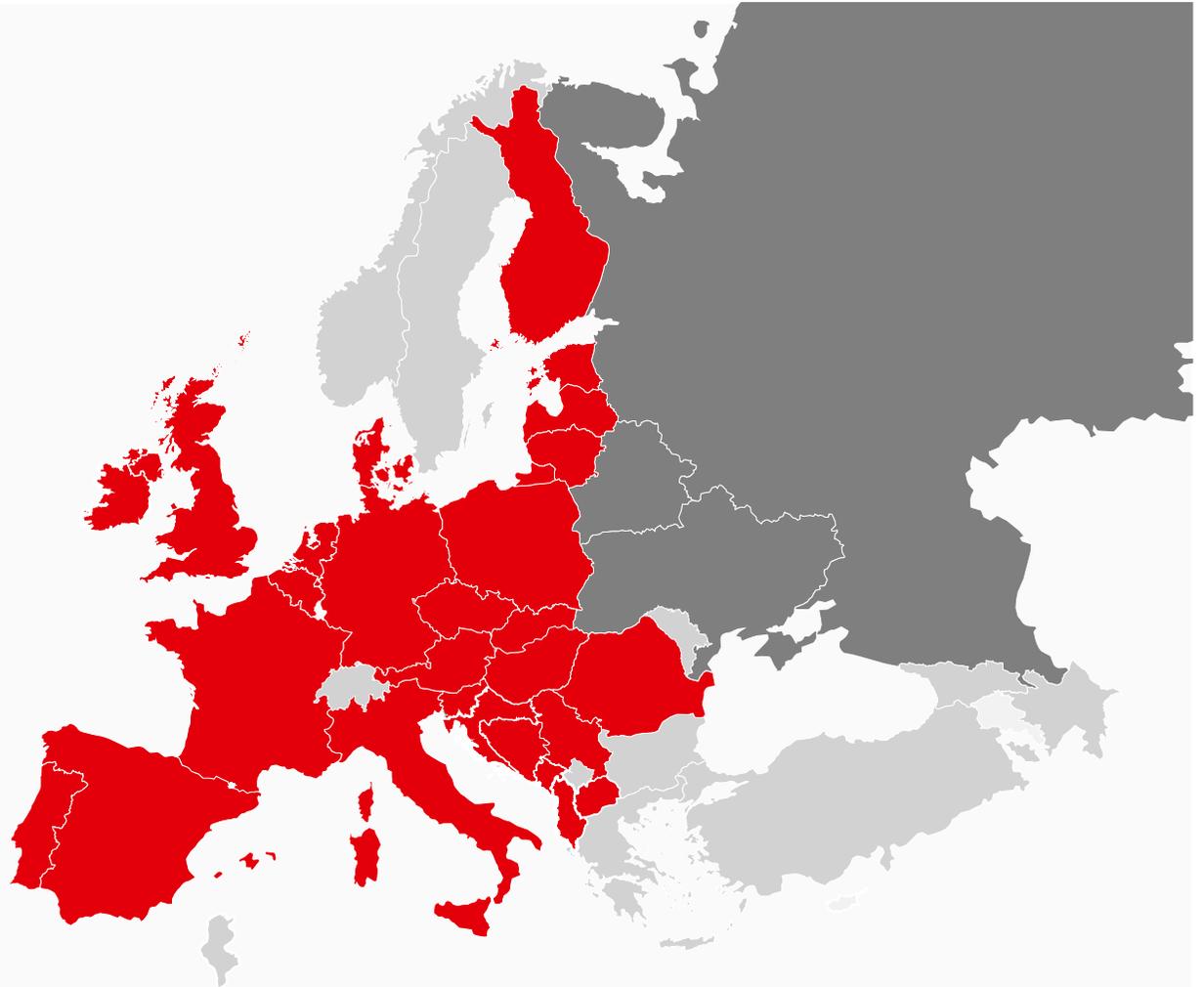
• as at June 30th 2022

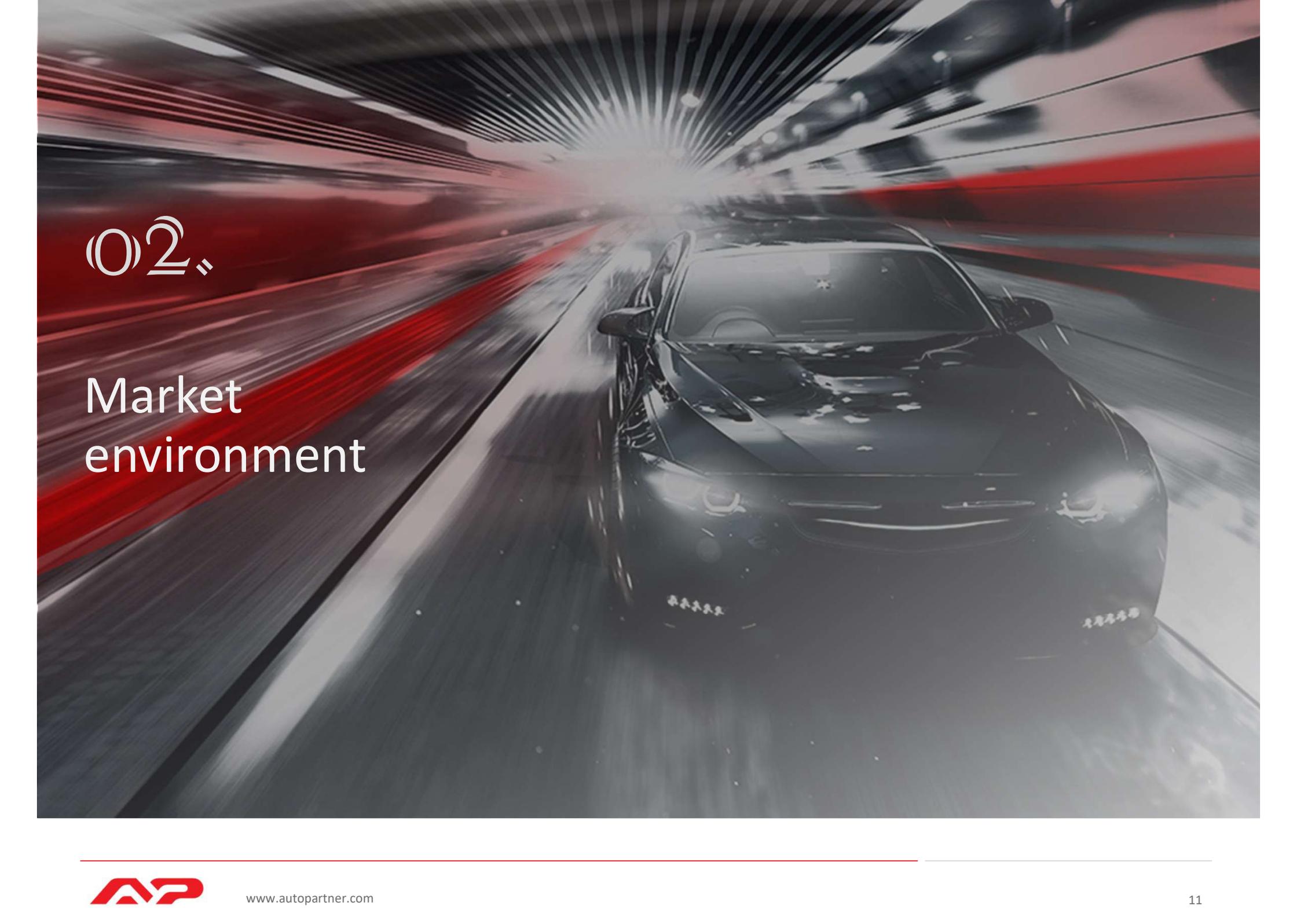
Well-developed foreign sales network

Albania
Austria
Belgium
Belarus
Bosnia and Herzegovina
Croatia
Montenegro
Czech Republic
Denmark
Estonia
Finland
France
Spain
Netherlands
Ireland
Lithuania
Luxembourg
Latvia
Macedonia
Germany
Poland

Portugal
Russia
Romania
Serbia
Slovakia
Slovenia
Ukraine
Hungary
United Kingdom
Italy

Sales in over
30 countries





02

Market environment

Market environment

POLAND

- In the first half of 2022, **the number of registrations fell** by **12.3%** year on year **in the case of new passenger cars** and by **18.3%** in the case of light commercial vehicles (KPMG data);
- In July 2022, the **median prices of pre-owned cars rose** by PLN **1,400** relative to the previous month, to PLN **25.9** thousand (AAAAuto);
- **Average age of imported passenger car:** over **12.65** years (according to IBRM Samar);
- **Unemployment rate** at the end of July 2022: **4.9%** (according to Statistics Poland);
- **GDP growth in Q2 2022:** **+5.5% year on year** (according to Statistics Poland).

EUROPA (European Union)

- **560 cars per 1,000 inhabitants** of the European Union (according to ACEA);
- ACEA: in the first half of the year, new passenger car registrations fell by **14%**;
- Average age of passenger cars: **11.8** years (according to ACEA);
- **Prices of pre-owned cars up by nearly 20%** in 2021 (according to AutoScout24);
- EU **unemployment rate** at the end of July 2022: **6%** (according to Eurostat);
- **EU GDP growth in Q2 2022:** **+4% year on year** (according to Eurostat).



Q3

Financial results

Record-breaking performance figures for H1 2022

REVENUE

1,347.0

PLNm



+27%

EBITDA

151.9

PLNm



+16%

EBIT

136.5

PLNm



+16%

NET PROFIT

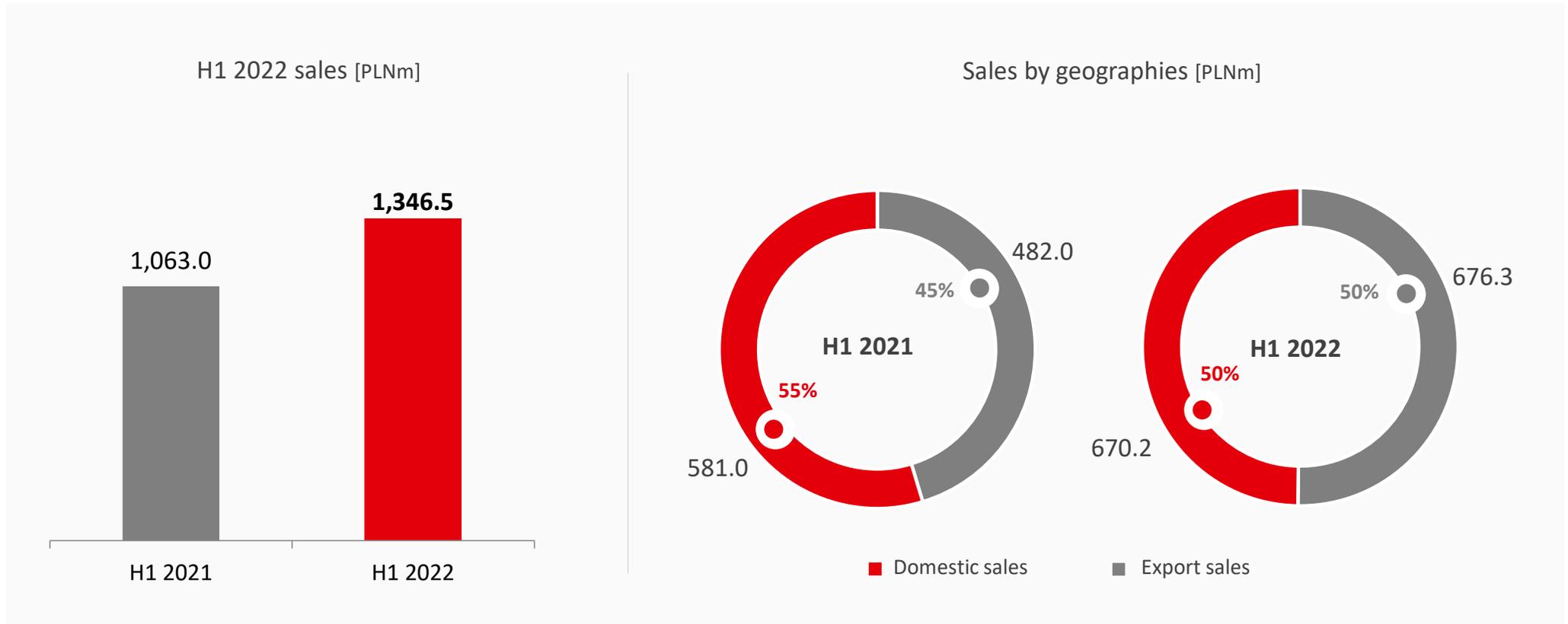
102.8

PLNm



+10%

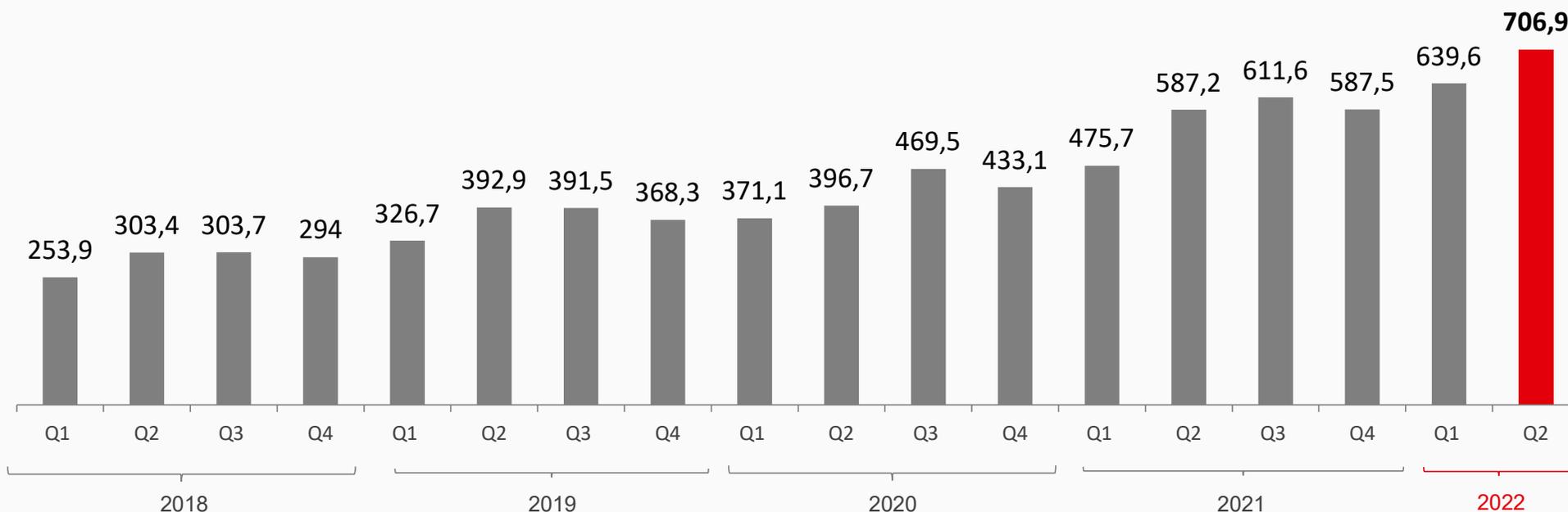
H1 2022 sales at all-time record level



- revenue **up 26.7% y/y**
- Strong growth in export sales: **up 40.3% y/y**
- Growing share of foreign sales in revenue – for the second time on record foreign sales higher than domestic
- Sales in Poland **up 15.4% y/y**

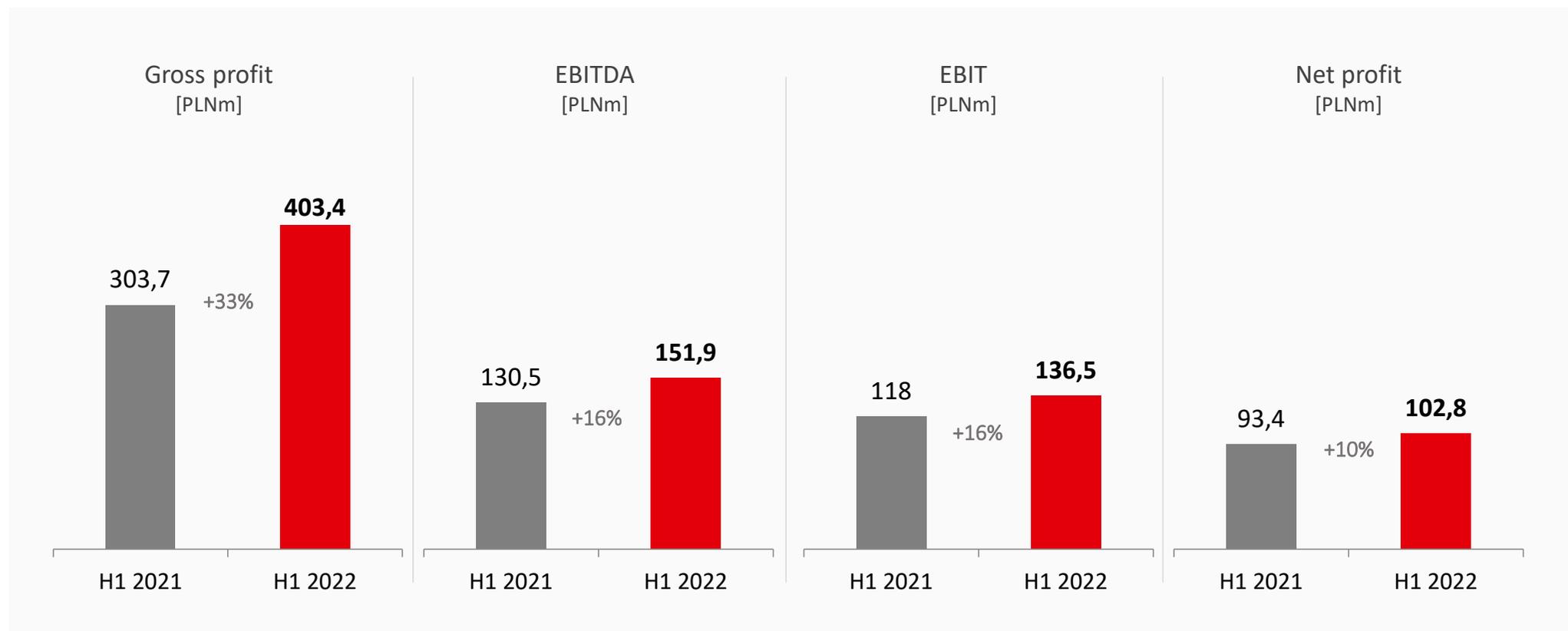
Strong quarterly sales growth

Quarterly sales [PLNm]



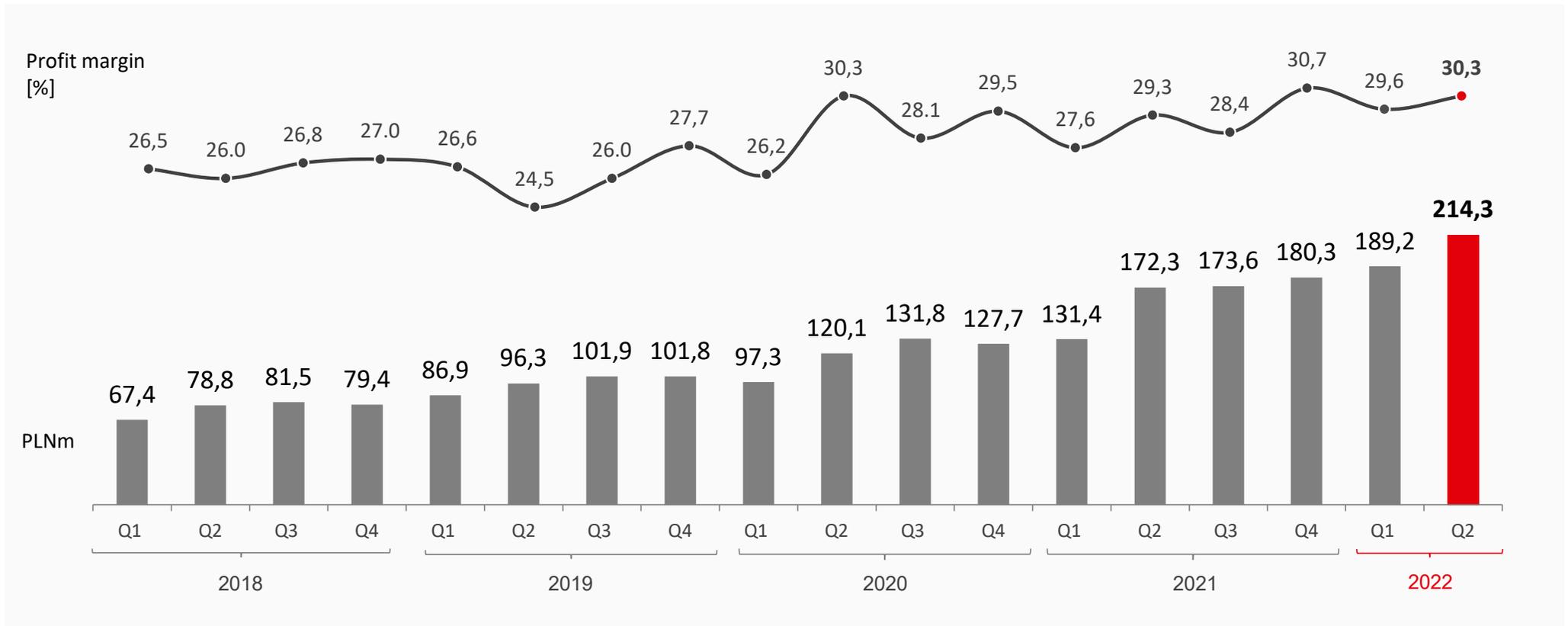
- Strong two-digit growth in sales (+20% y/y) continued on the back of efforts to strengthen position on foreign markets and in Poland
- Key drivers of sales:
 - more new branches opened in Poland and launch of new export directions and routes
 - product price increases in the first and second quarter in response to growing costs
 - further expansion of the product mix and better aligning the mix with customer needs within different price segments

Significant growth in profits and earnings



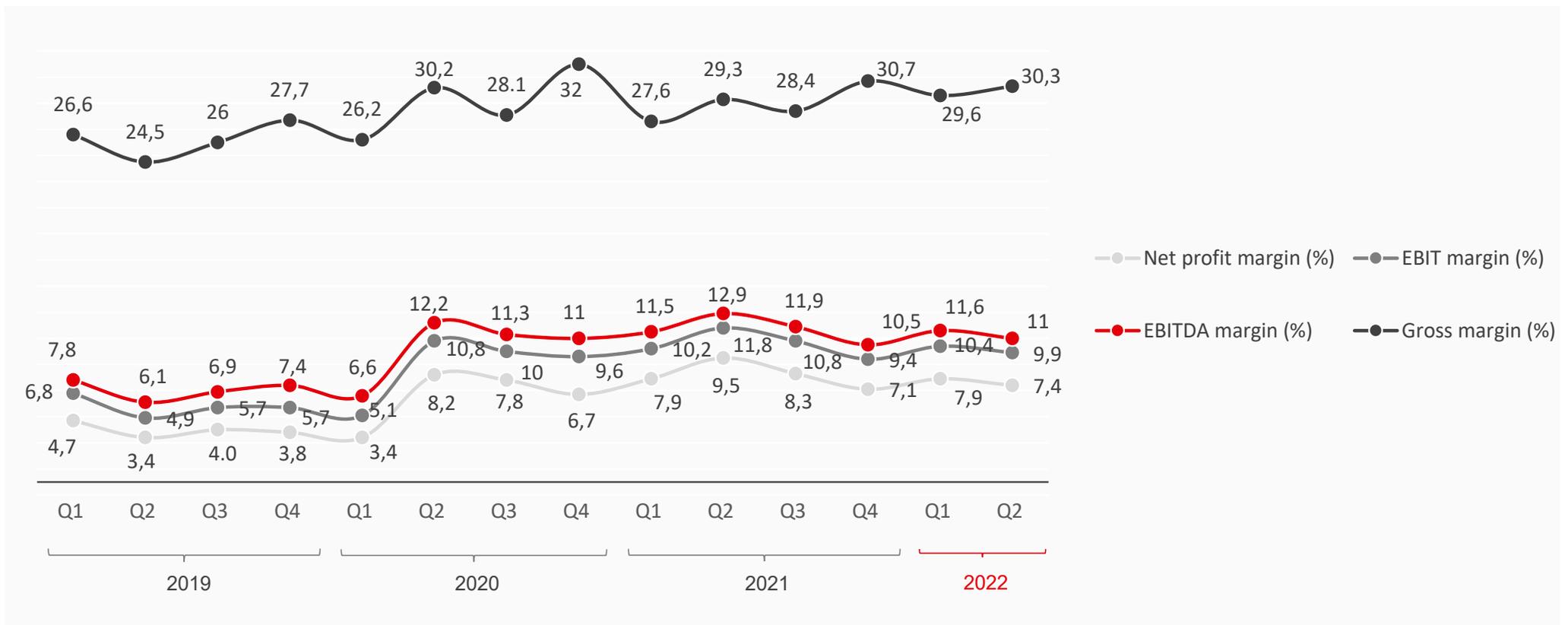
- Double-digit growth across all P&L levels
- Pandemic-related subsidies received in the first half of 2021 led to lower operating and net profit growth year on year
- Low debt maintained (net debt/ EBITDA=1.1x)

Gross profit



- Gross margin solid despite further increase in the share of export sales (which deliver lower gross margin but higher net margin)

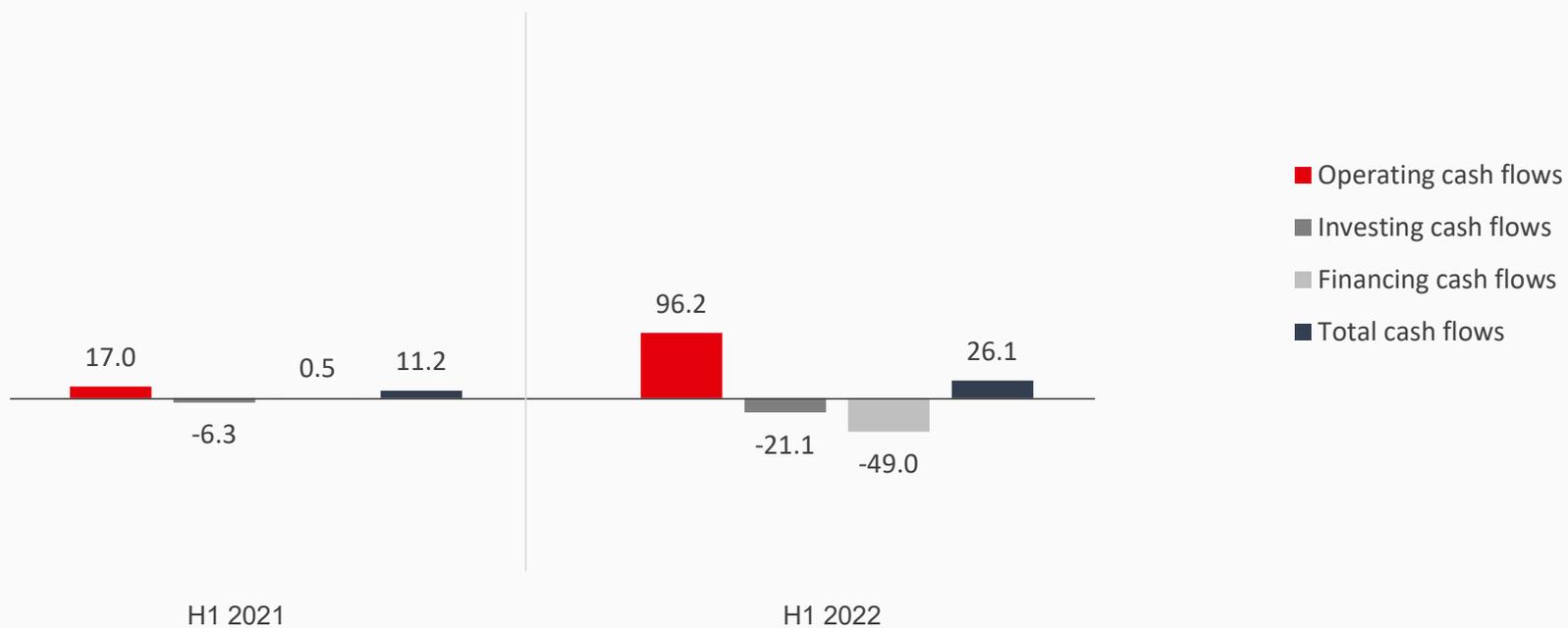
Profit margin



- High gross margin maintained with steady growth in business scale
- Positive effect of high-margin proprietary brands and brands offered on an exclusive basis
- Solid margins maintained despite rising cost pressures

Cash flow

Cash flow [PLNm]



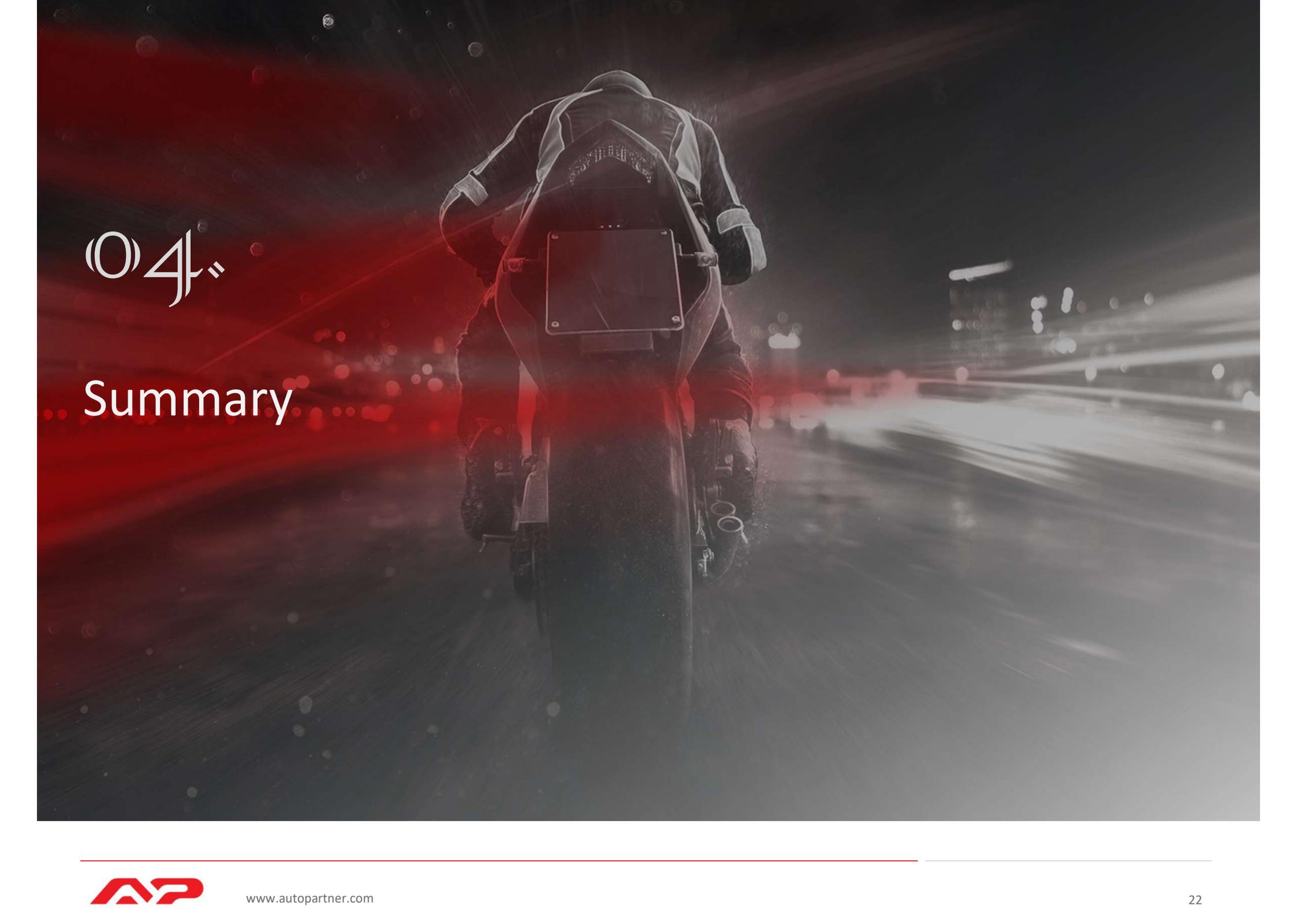
- Stable liquidity position of the Group

Stable stock levels



- Inventory turnover as at June 30th 2022: **151 days** vs 131 days the year before

* Inventories and right of return assets



04

Summary

Summary

- Record high sales and financial results
- Steep growth in export sales – export sales exceeded domestic sales
- Solid margins maintained
- Low debt maintained (net debt/ EBITDA= 1.1x)
- Good prospects for the parts distribution market despite volatile market conditions





THANK YOU!