



Q1 2024

**FINANCIAL
RESULTS
AUTO PARTNER GROUP**

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Agenda

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



A dark, artistic photograph of a car at night. The car is the central focus, with its headlights and taillights glowing. The background is a dark, hazy landscape with mountains. The image is overlaid with white geometric lines and red and yellow light trails, creating a sense of motion and technology.

01.

About the 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. Main 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.



Tomasz Werbiński
Member of the
Management Board

Since 2019, he has served as the company's Chief Financial Officer, and since December 2022 – also as Member of the Management Board. Responsible for managing 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 account for around **50% of sales**



Approximately **250,000 product references** available



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



Strong private label brands (including **maXgear**) generate around 20% of sales



Network of **MaXserwis** affiliated workshops, totalling 500 at year-end 2023



Member of **GlobalOne** GPO



Effective business model



private label brands including MaXgear
other brands

broad product range
premium brands, private label brands



human resources
almost 2,700 employees

sales

sales support

warehouse/logistics

IT

export

deliveries to branch offices

116 branches

local warehouse

deliveries to customers

partnerships and representative offices

online orders



About 70% of orders are placed online, with 99% in international markets

Diversified customer base

POLAND



Repair workshops

62%



Specialised stores

30%



Non-specialised repairers and retailers

8%

EXPORT

Stores, wholesalers and distributors



100%

Data as at 31 December 2023

Key developments in Q1 2024



Solid financial results: sales up 18.9% to almost **PLN 1.0 billion**



Double-digit growth in Poland (up 20.7%) and in international markets (up 17.2%)



Solid profitability and rapid business growth achieved despite market challenges, with a gross margin of 26.2% posted for Q1 2024



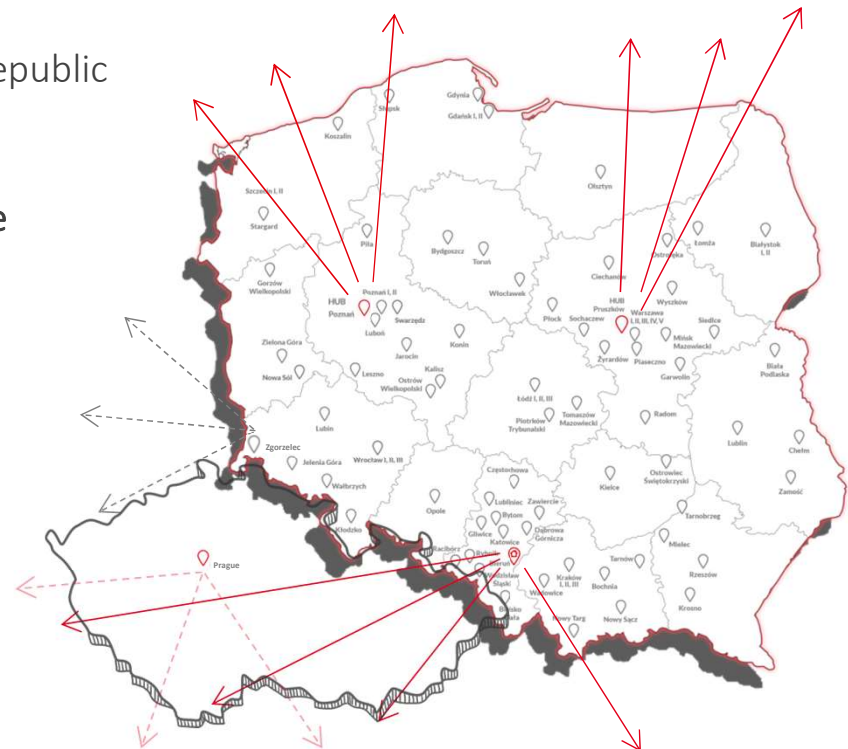
Continued international expansion, with exports accounting for ca. **50%** of total revenue



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 **3–5** times per day
- Warehouse space leased by the Group totals **ca. 160,000 m²**:
 - Centre in Bieruń (ca. 52,000 m²)
 - Warehouse in Pruszków (ca. 12,500 m²)
 - Warehouse in Mysłowice (ca. 24,000 m²)
 - Logistics and distribution centre (HUB) in Poznań (ca. 13,500 m²)
 - Local warehouse facilities within branches (ca. 57,000 m²)
 - Local warehouses within two branches in Prague, Czech Republic (ca. 1,200 m²)
- Domestic and export sales handled from the central warehouse in Bieruń, distribution centre in Pruszków and the Poznań HUB
- **116 branch offices** covering all regions of Poland
- Subsidiary operating two branches in the Czech Republic
- Planned opening of the distribution centre in Zgorzelec in late 2025 or early 2026 (30,000 m²)



Private label brands account for 20% of revenue with rapidly growing sales

maxgear[®]

over **35,000**
references available

18
years of experience

80
product groups



**Suspension
and
steering**



Brakes



Filtres



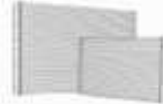
Drivetrain



**Automotive
chemicals and
care products**



**Motorcycle
parts and
accessories**



**Cooling
system**



**Air
conditioning**



Engine



**Hydraulic
parts**



**Electrical
parts**



Accessories





02

Market environment

Market environment

POLAND

- In Q1 2024, **registrations of new passenger cars increased** by **13% year on year**, while lorry registrations declined by **16%** (KPMG/PZPM).
- In April 2024, the **median price of pre-owned cars** dropped by PLN **901** from the previous month, to approximately PLN **32** thousand (AAAAuto).
- In 2023, the **average age of imported passenger cars** was **13** years (IBRM Samar).
- As at the end of March 2024, the **unemployment rate** was **5.3%** (Statistics Poland).
- **GDP growth in Q1 2024** was **1.9% year on year** (Statistics Poland).

EUROPE (European Union)

- **574** cars **per 1,000 inhabitants** in the European Union (ACEA).
- According to ACEA, **new passenger car registrations rose** by **4.4%** in Q1 2024.
- The **average age of passenger cars** was **12.3** years (ACEA).
- As at the end of March 2023, the **unemployment rate** in the EU was **6%** (Eurostat).
- **EU GDP growth in Q1 2024** was **0.5% year on year** (Eurostat).



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Financial results

Q1 2024 results

REVENUE

994.8

PLN
million



+19%

EBITDA

69.1

PLN
million



-4%

EBIT

56.1

PLN
million



-10%

NET PROFIT

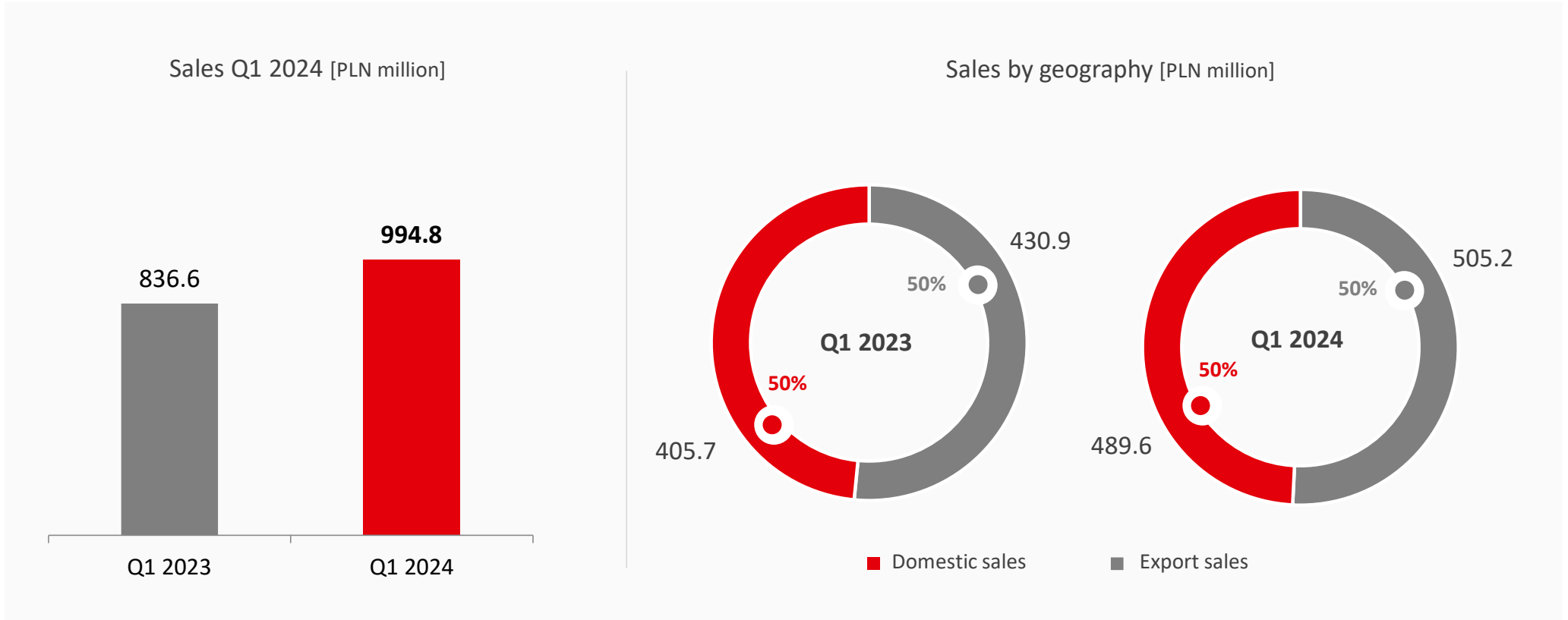
40.3

PLN
million



-6.0%

Strong sales growth in Q1 2024

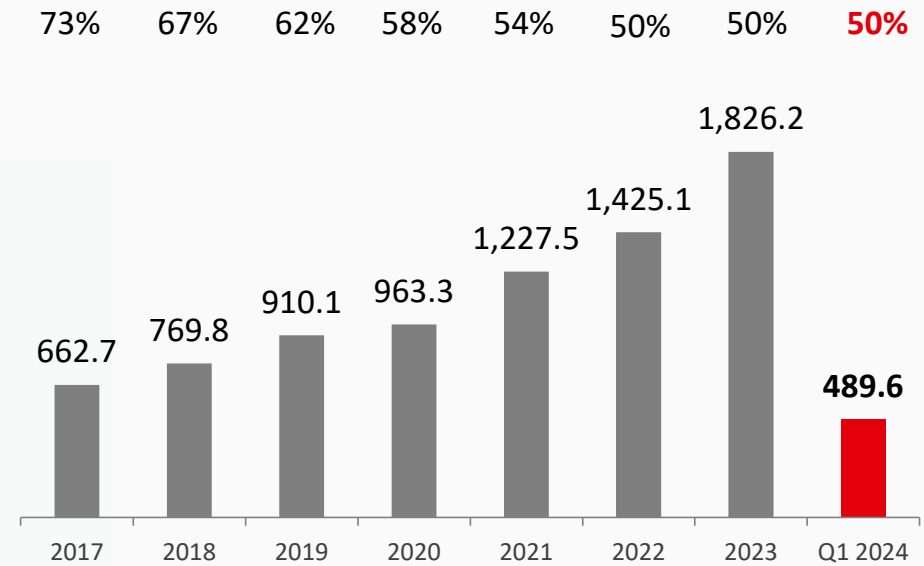
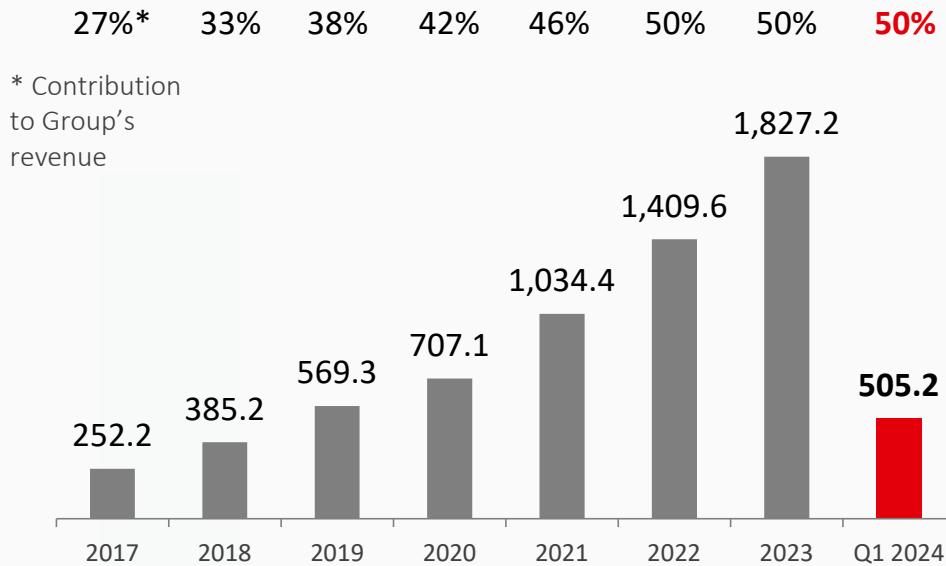


- Revenue up **18.9%** year on year
- Similar contributions of domestic and export sales to total revenue

Strong domestic and export sales

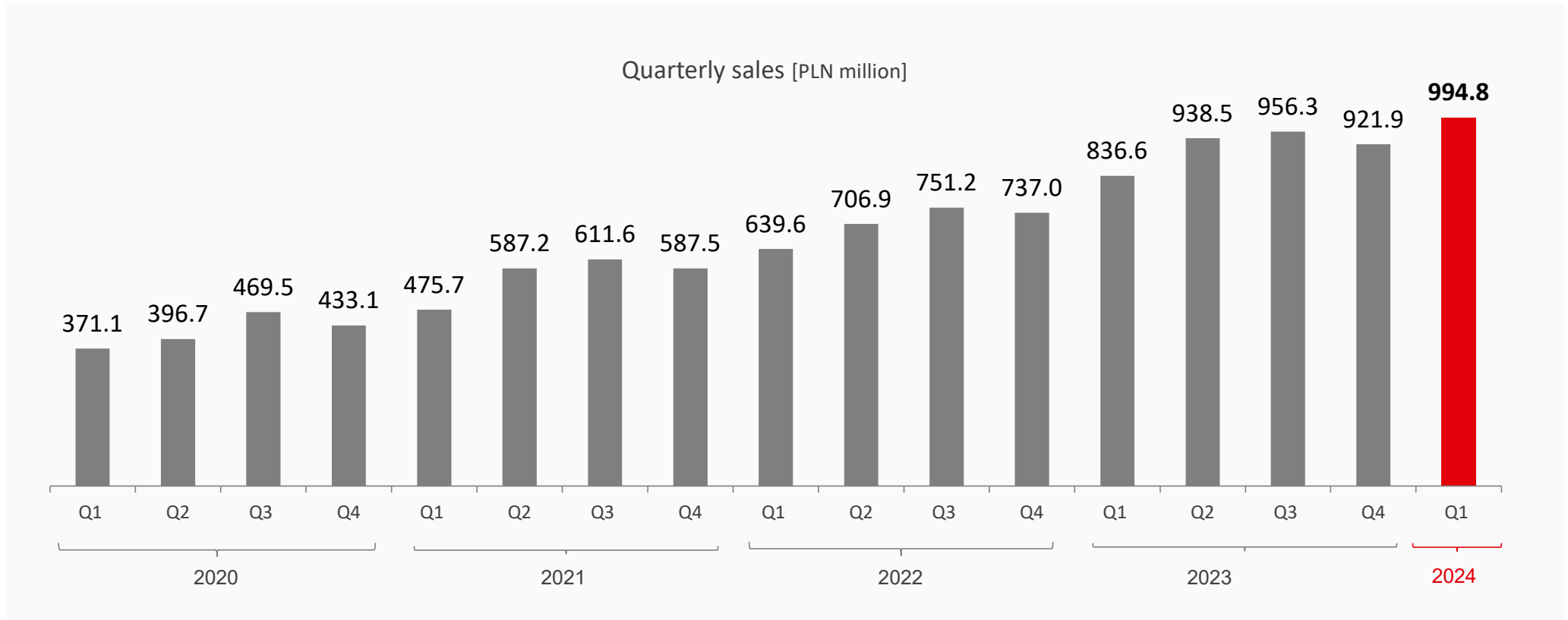
Export sales

Domestic sales



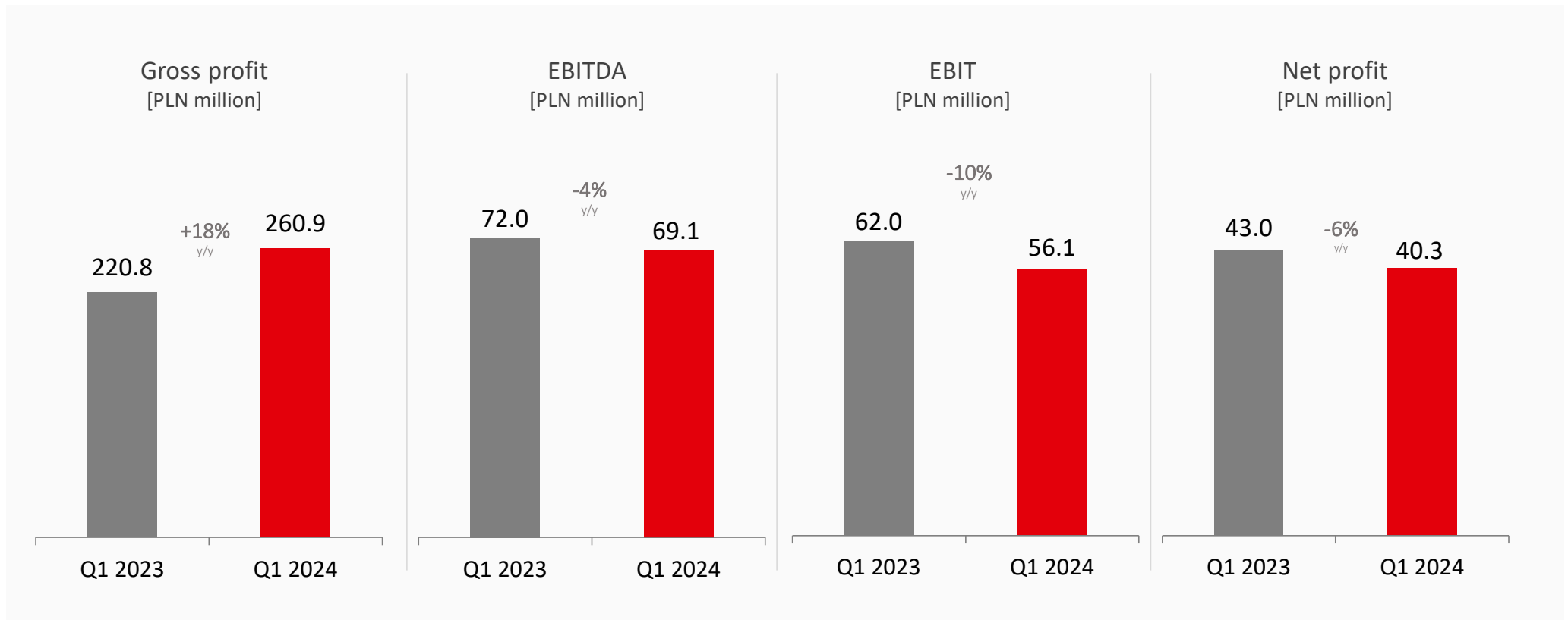
- Higher export sales: **up 17.2%** in Q1 2024
- Higher sales in Poland: **up 20.7%** year on year

Strong quarterly sales growth



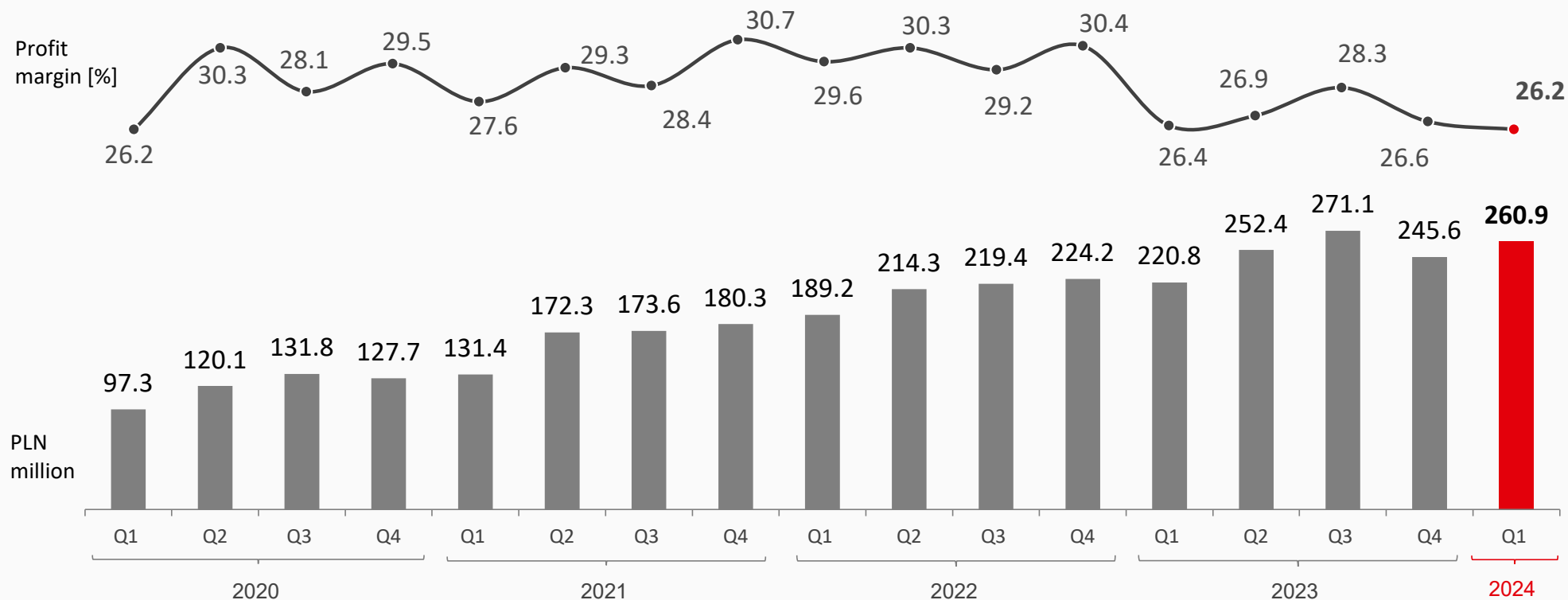
- Strong double-digit growth in sales continued in the first quarter (up **18.9%** year on year), driven by efforts to enhance our position in international markets and in Poland
- Key sales drivers:
 - New export destinations and routes
 - Further expansion of the product mix and better alignment with customer needs across different price segments
 - New branch openings in Poland

Profitability



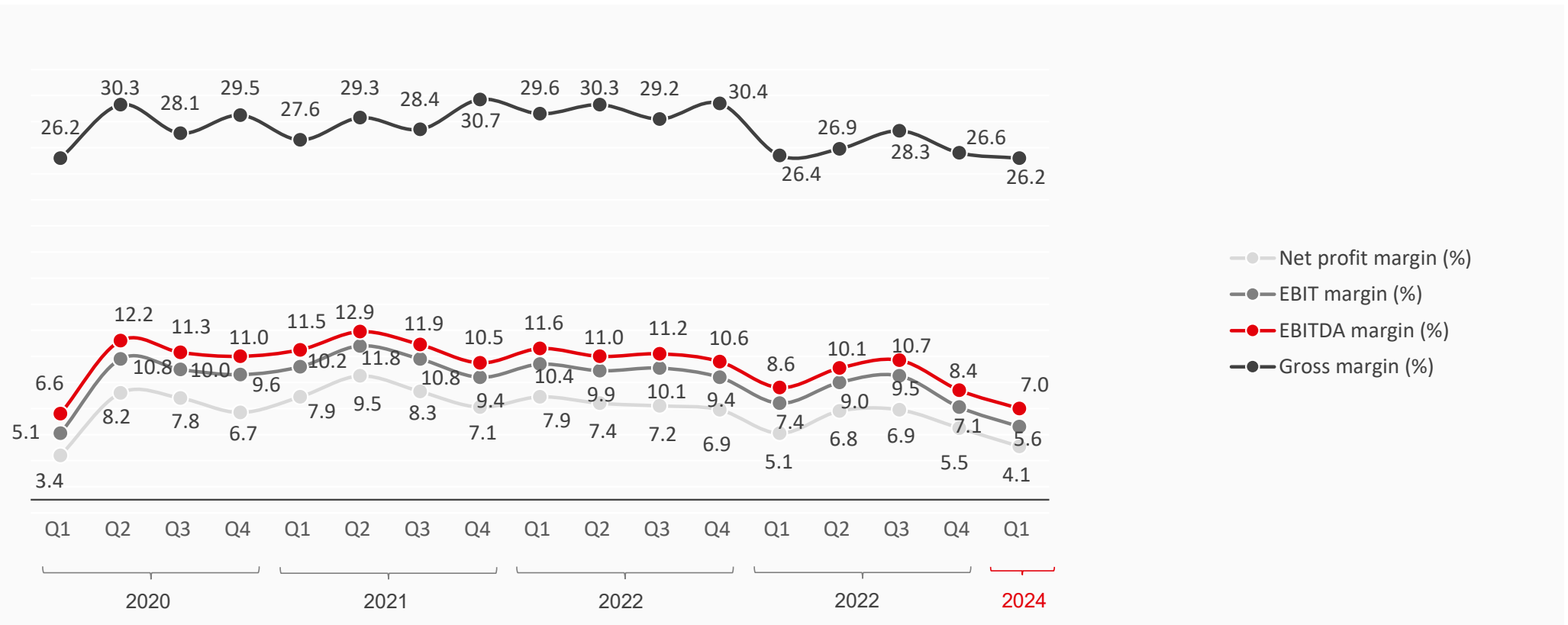
- Strong profit margins delivered despite pressure from market factors, including:
 - Sale of merchandise purchased when PLN was relatively weak, with the current EUR/PLN and USD/PLN exchange rates being relatively low
 - Pay increases for employees and service providers due to inflation and minimum wage increases
- Low debt level maintained, with net debt/EBITDA at 0.9x

Gross profit

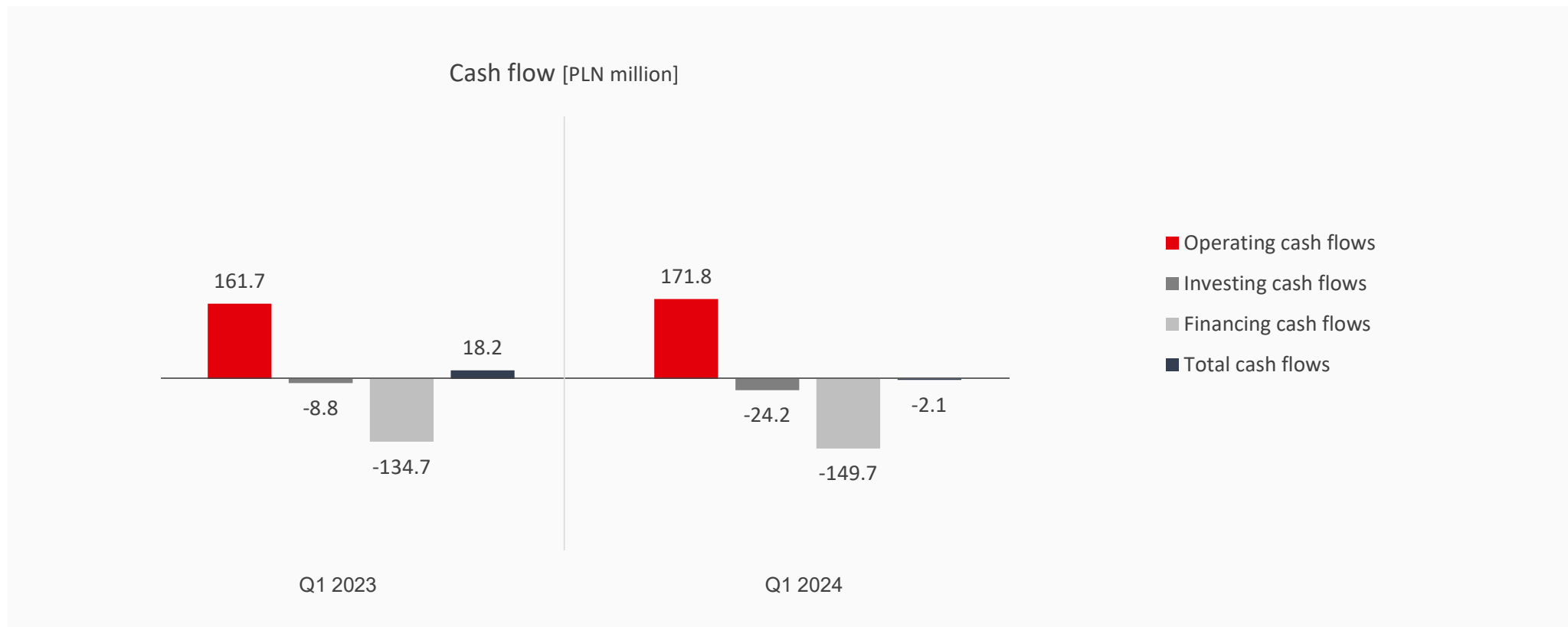


- The decline in gross margin was due to the sale of merchandise purchased in the second half of 2023 when PLN was relatively weak. The current EUR/PLN and USD/PLN exchange rates are relatively low (with the low EUR/PLN exchange rate also affecting the value of a significant portion of sales generated by the Group, as translated into PLN as the reporting currency).

Profit margin

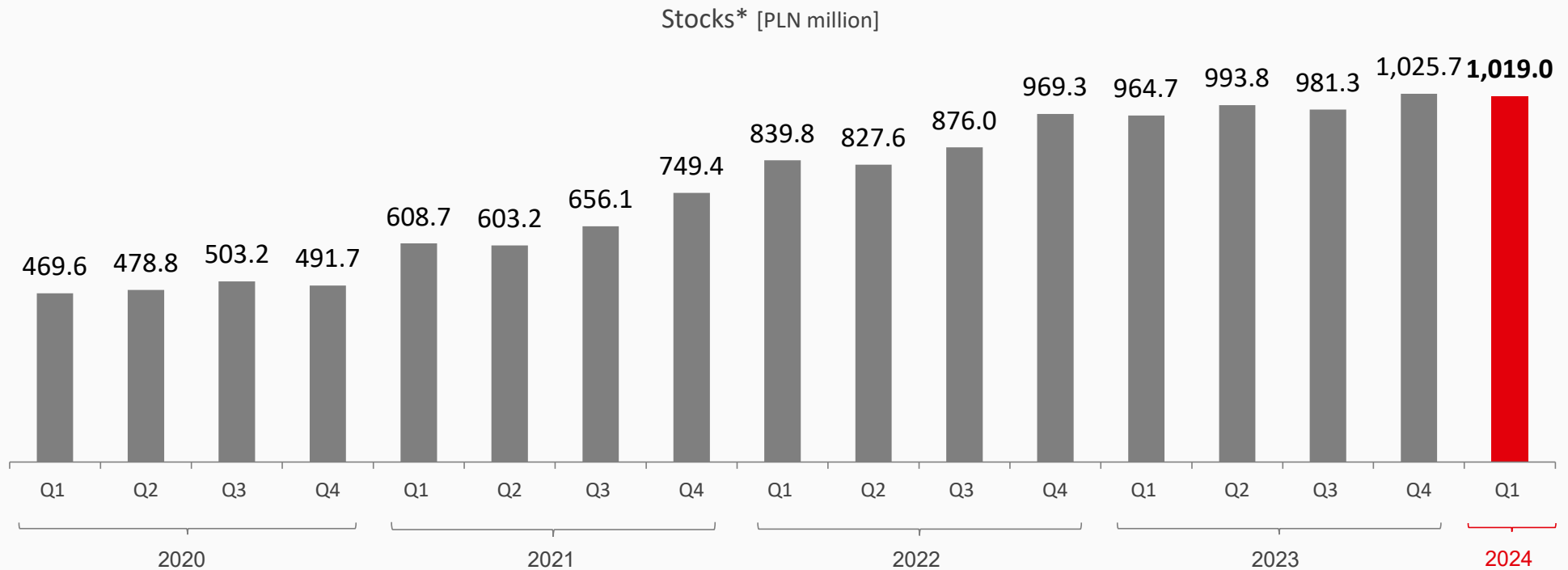


Cash flow



- Stable liquidity position of the Group

Stable stock levels



- Strong inventory turnover: **127 days** vs **141 days** the year before (as at 31 March 2024)
- Effective inventory and procurement management enabled a reduction in liabilities under borrowings and leases as at the reporting date to a level below that reported as at 31 March 2023, despite an expanding scale of business. This also had a positive effect on finance costs.

* Inventories and right of return assets



04

Summary

Summary

- Solid Q1 2024 financial results
- Strong growth momentum maintained in Poland and international markets, with sales just under PLN 1.0 billion
- Solid profit margins despite market challenges
- Low debt level maintained, with net debt/EBITDA at 0.9x
- Planned dividend payment of PLN 19.6 million, or PLN 0.15 per share
- Good prospects for the parts distribution market
- 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!