

Q1-Q3 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 accounting for around **50% of sales**



Approximately **280,000 product references** available



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



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



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



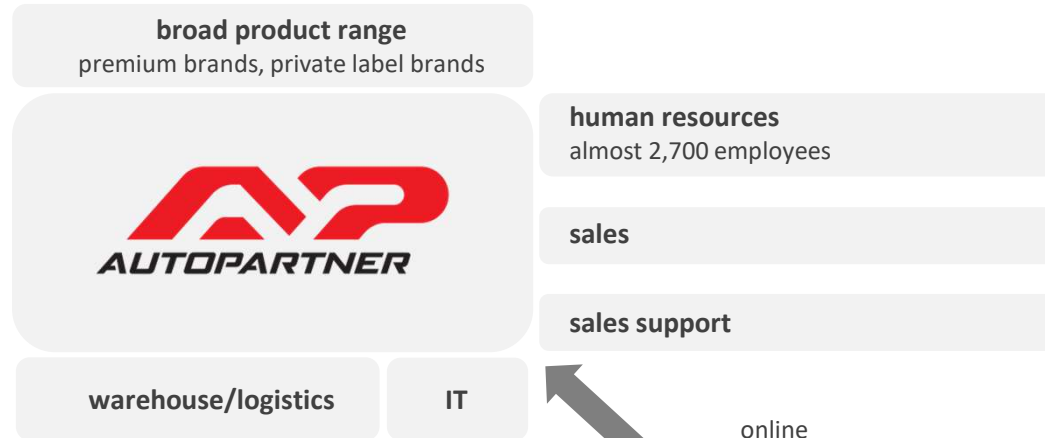
Member of **GlobalOne** purchasing organisation



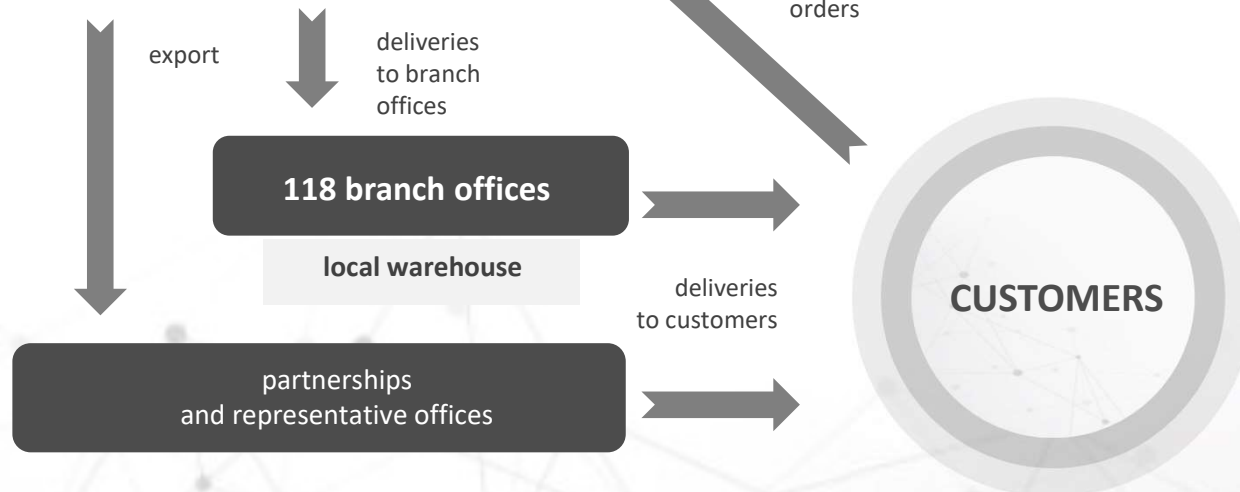
Effective business model



private label brands including **MaXgear** other brands



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–Q3 2024



Increase in sales by 14.1% to over PLN **3.0 billion**



Double-digit growth in Poland (up +14.0%) and in international markets (up +14.3%)



Solid profitability and rapid business growth achieved despite market challenges, with a gross margin of 26.7% posted for Q3 2024



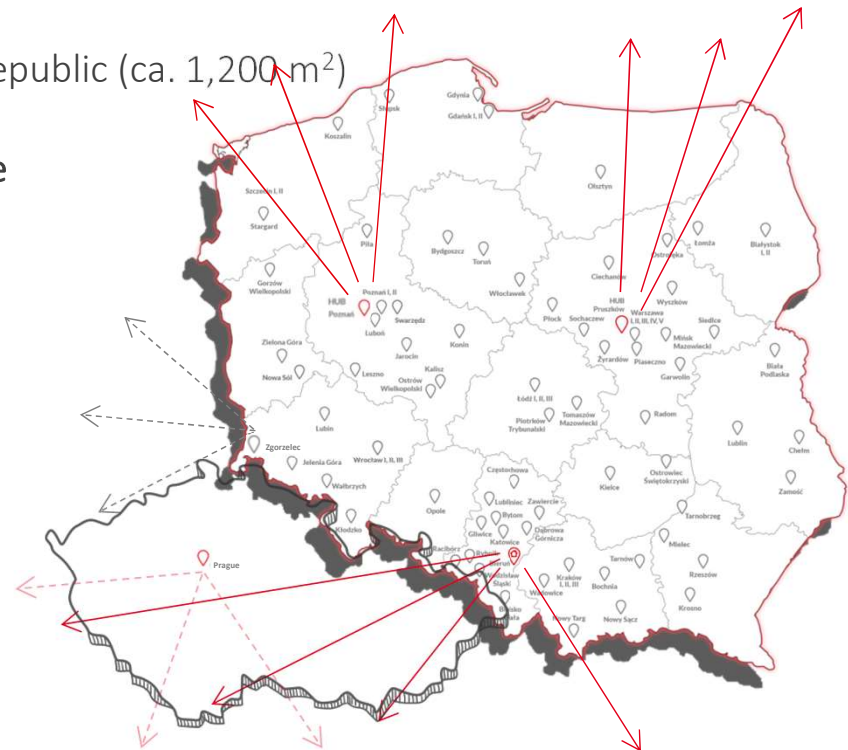
Continued international expansion, with exports accounting for ca. **50%** of total revenue



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
- 118 branch offices covering all regions of Poland
- Subsidiary operating two branches in the Czech Republic
- Planned opening of a 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



Filters



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-Q3 2024, **the number of new passenger car registrations rose by 13.8% year on year** (KPMG/PZPM)
- In September 2024, the **median price of pre-owned cars** increased by PLN **1,901** from the previous month, to approximately **PLN 33 thousand** (AAAAuto)
- In 2024, **the average age of imported passenger cars** is **12.36** years (IBRM Samar)
- **Unemployment rate** at the end of September 2024: **5.0%** (Statistics Poland)
- **GDP growth in Q2 2024** was **+2.7% year on year** (Statistics Poland)

EUROPE (European Union)

- **574 cars per 1,000 inhabitants** in the European Union (ACEA).
- ACEA: in Q1-Q3 2024, **new passenger car registrations rose by 0.6%;**
- **The average age of passenger cars** is **12.3** years (ACEA)
- **EU unemployment rate** at end of September 2024: **5.9%** (Eurostat)
- **EU GDP growth in Q3 2024: +0.9% y/y** (Eurostat).



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Financial results

Results for Q1–Q3 2024

REVENUE

3,117.7

PLN
million



+14%

EBITDA

246.6

PLN
million



-8%

EBIT

205.8

PLN
million



-13%

NET PROFIT

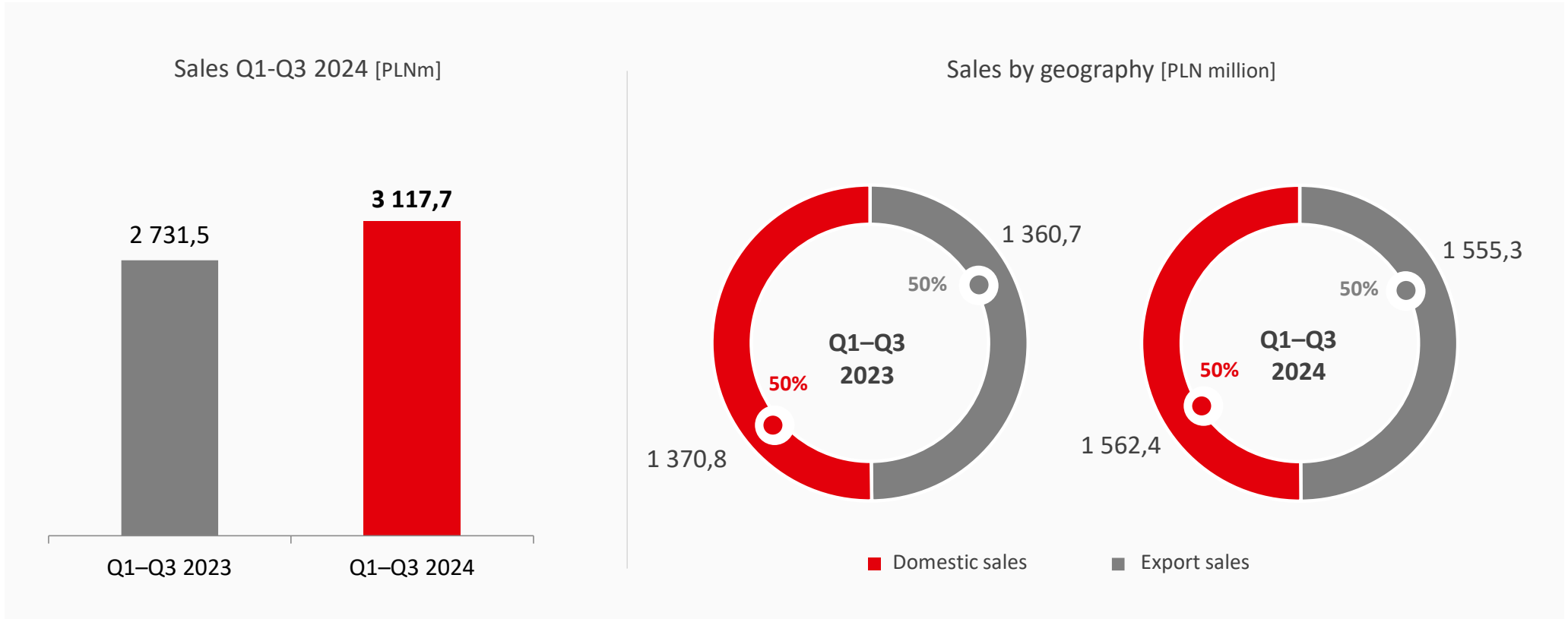
147.4

PLN
million



-15%

Strong sales growth in Q1-Q3 2024

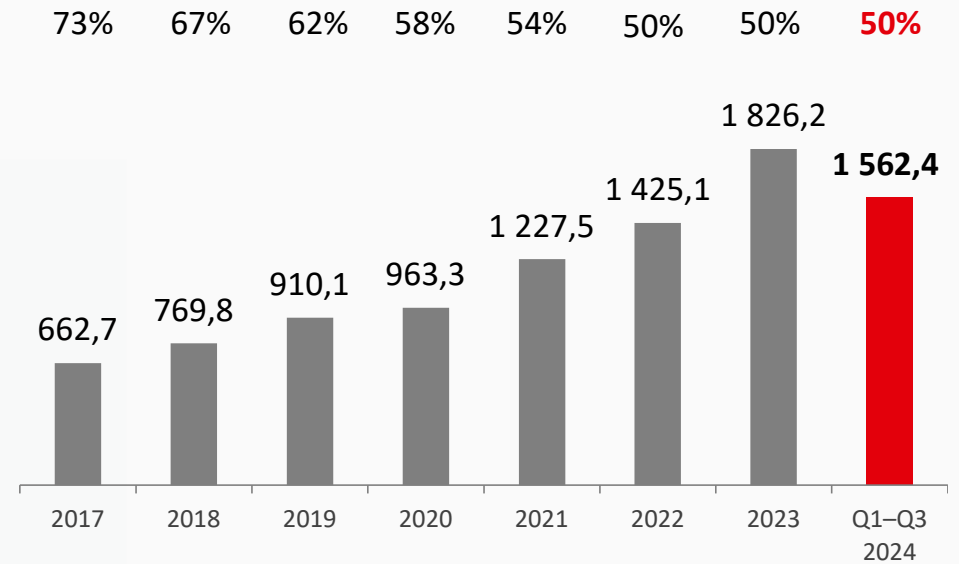
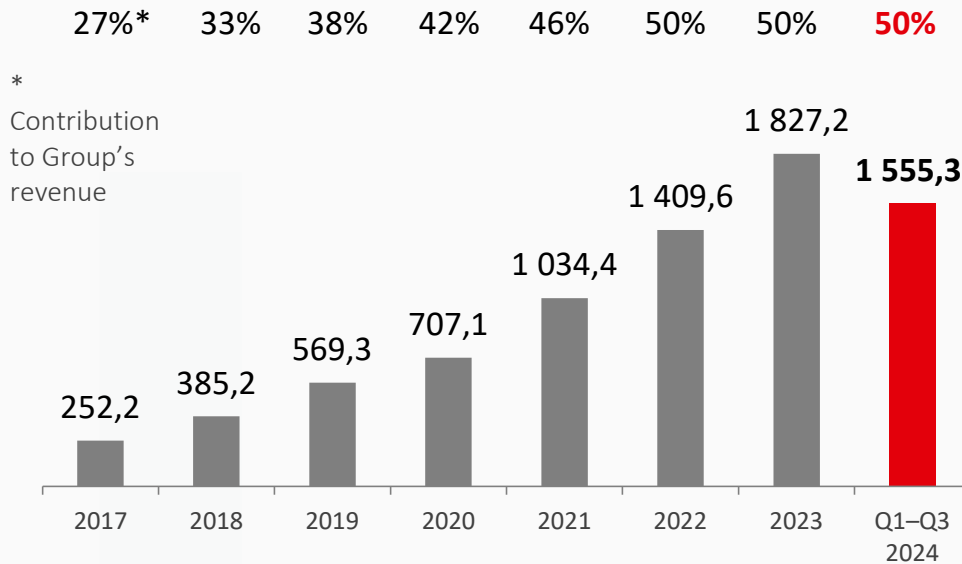


- Revenue up **+14.1%** year on year
- Similar contributions of domestic and export sales to total revenue

Strong domestic and export sales

Export sales

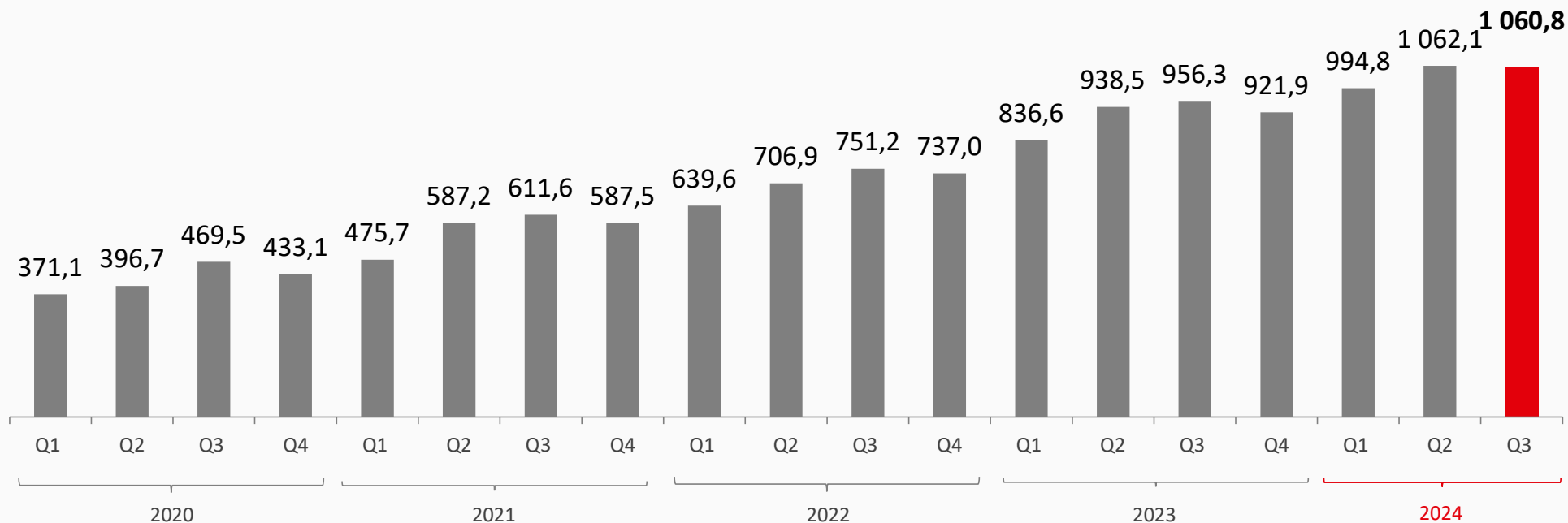
Domestic sales



- Higher export sales: **up +14.3%** in Q1–Q3 2024
- Higher sales in Poland: **up +14.0%** year on year

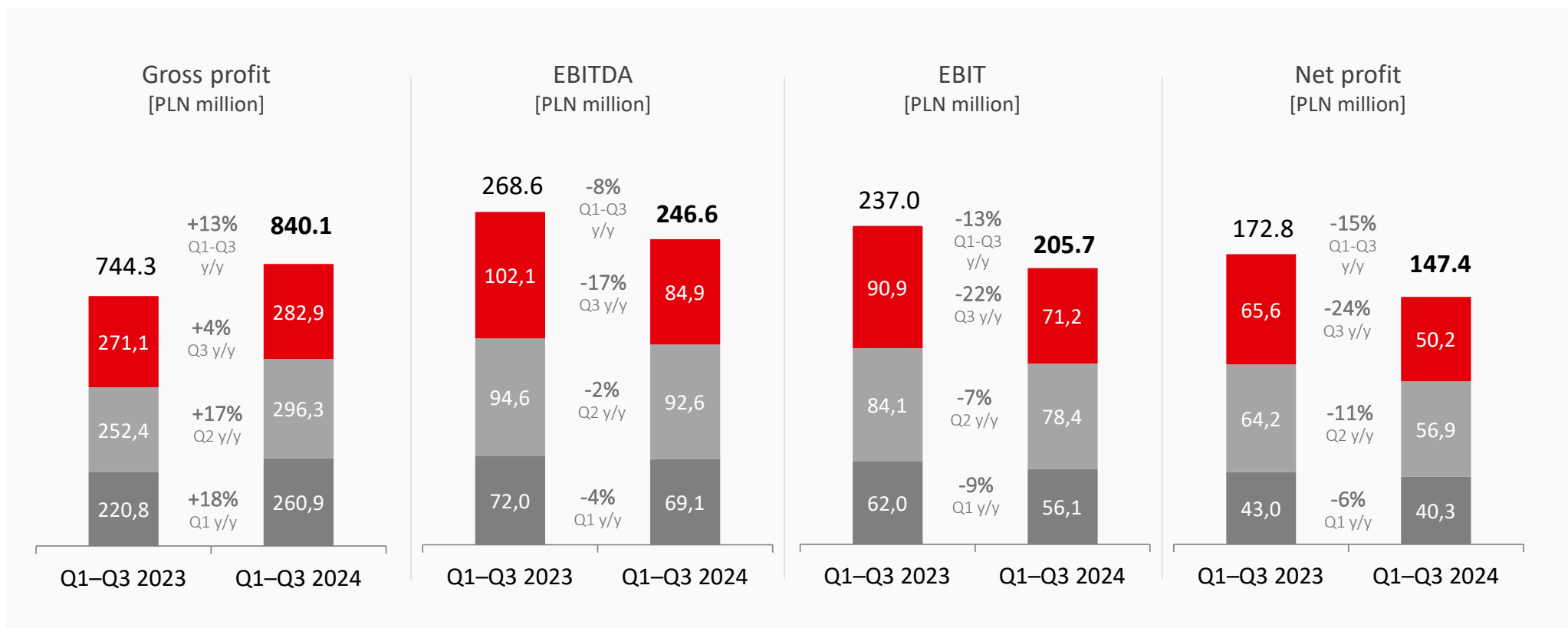
Strong quarterly sales growth

Quarterly sales [PLN million]



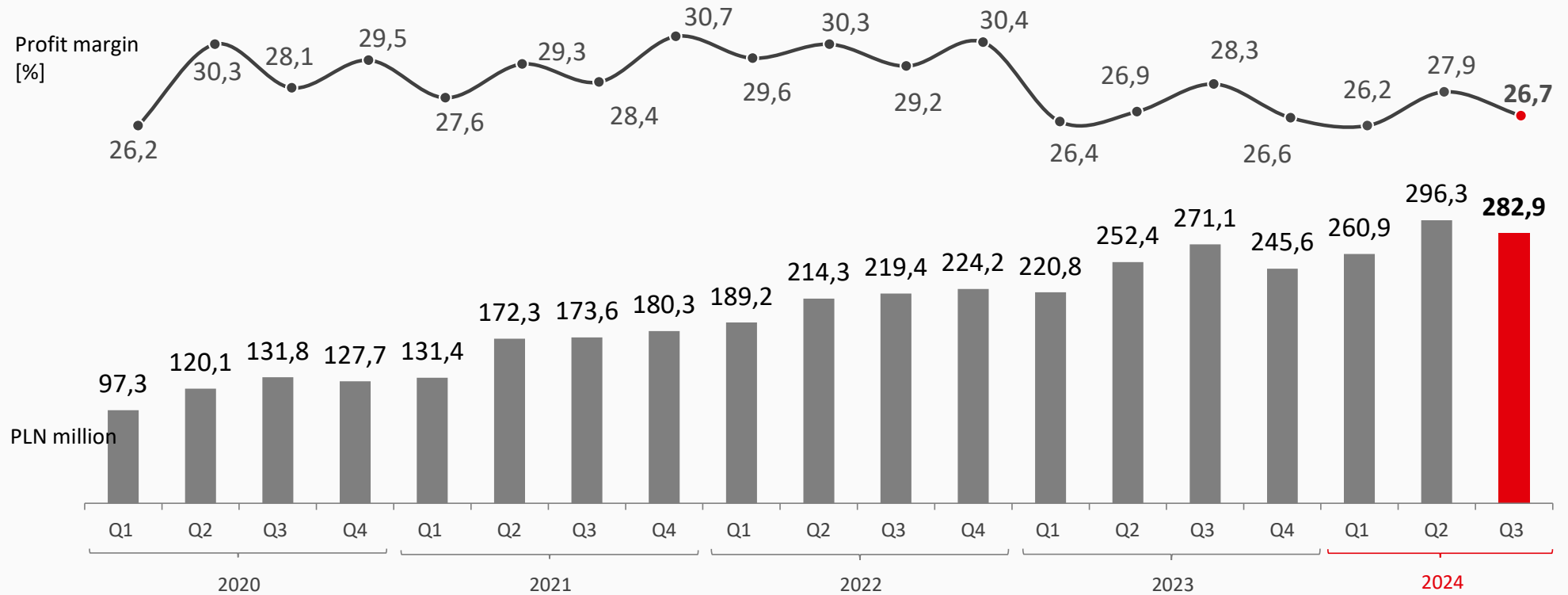
- Strong double-digit growth in sales continued in the third quarter (**up 10.9% year on year**), driven by efforts to enhance our position in international markets and in Poland
- Sales drivers:
 - New export destinations and routes; growing sales to existing customers
 - Further expansion of the product mix and better alignment with customer needs across different price segments
 - Opening new branch offices in Poland (four more compared with Q1-Q3 2023)

Profitability



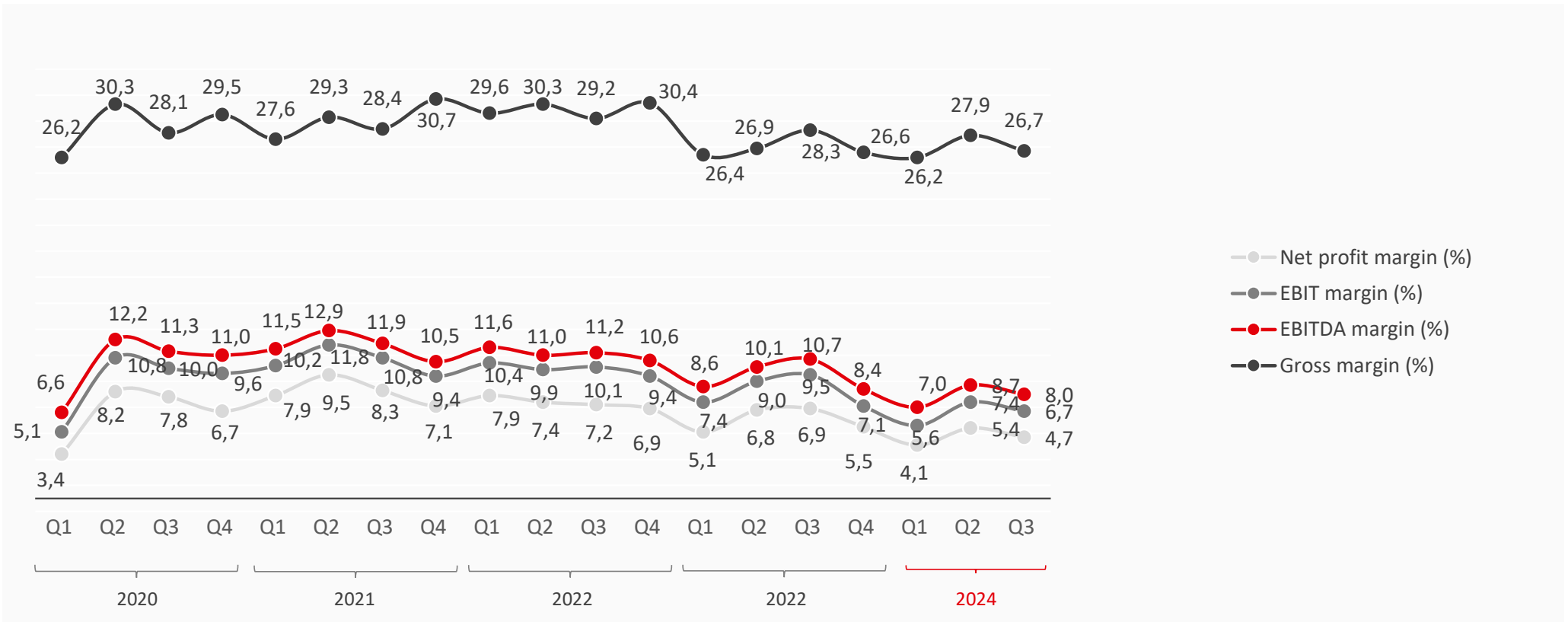
- Strong margins delivered despite pressure from market factors such as:
 - Sale of merchandise purchased when PLN was relatively weak, with the current EUR/PLN and USD/PLN exchange rates being relatively low
 - Increase in employee costs, driven mainly by a 20% increase in the minimum wage in 2024
- Q1-3Q 2024 results affected by a loss of nearly PLN 2 million due to the flooding at the Kłodzko branch office during the September flood; the Company expects compensation to be paid in Q4 2024
- Low debt maintained (net debt/ EBITDA = 1.2x)

Gross profit



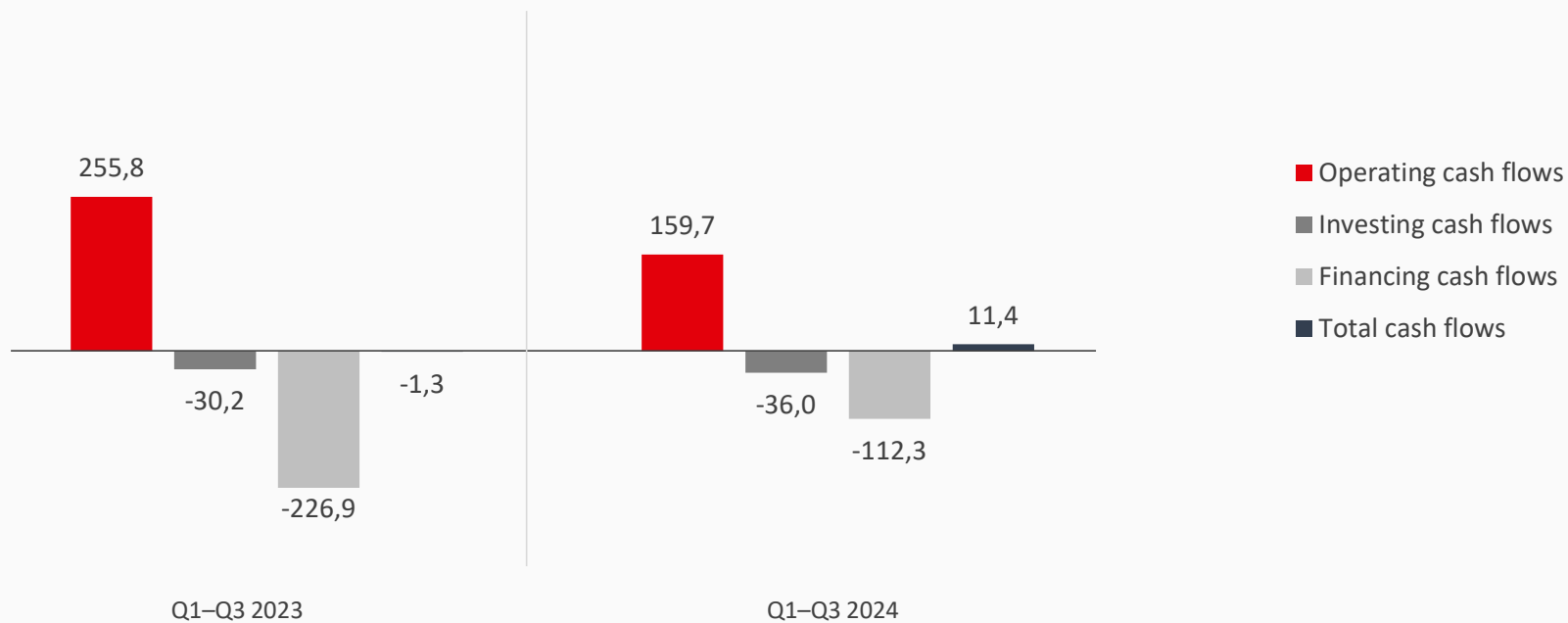
- High gross margin maintained despite a growing share of export sales, which deliver lower gross margins but, at the same time, generate lower operating expenses
- Gross margin of 26.9% in Q1-Q3 2024

Profit margin



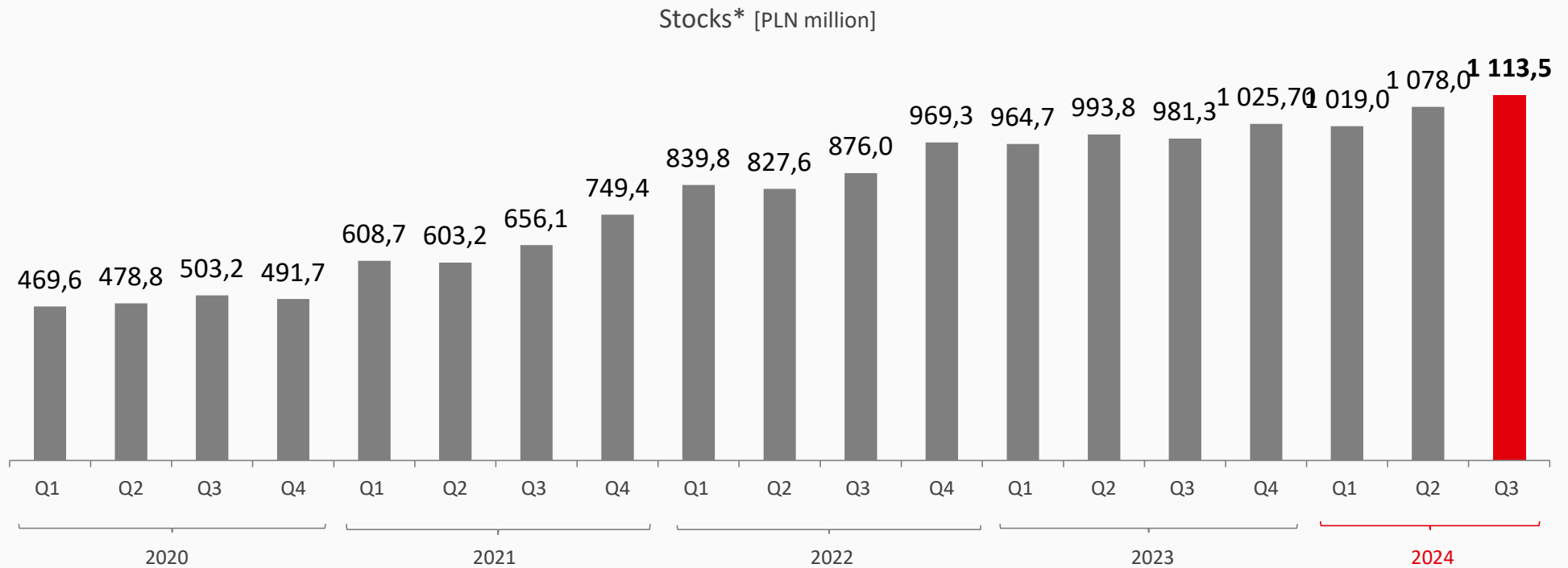
Cash flow

Cash flow [PLN million]



- Stable liquidity position of the Group

Stable stock levels



- Strong inventory turnover: **129 days** vs 134 days the year before

* Inventories and right of return assets

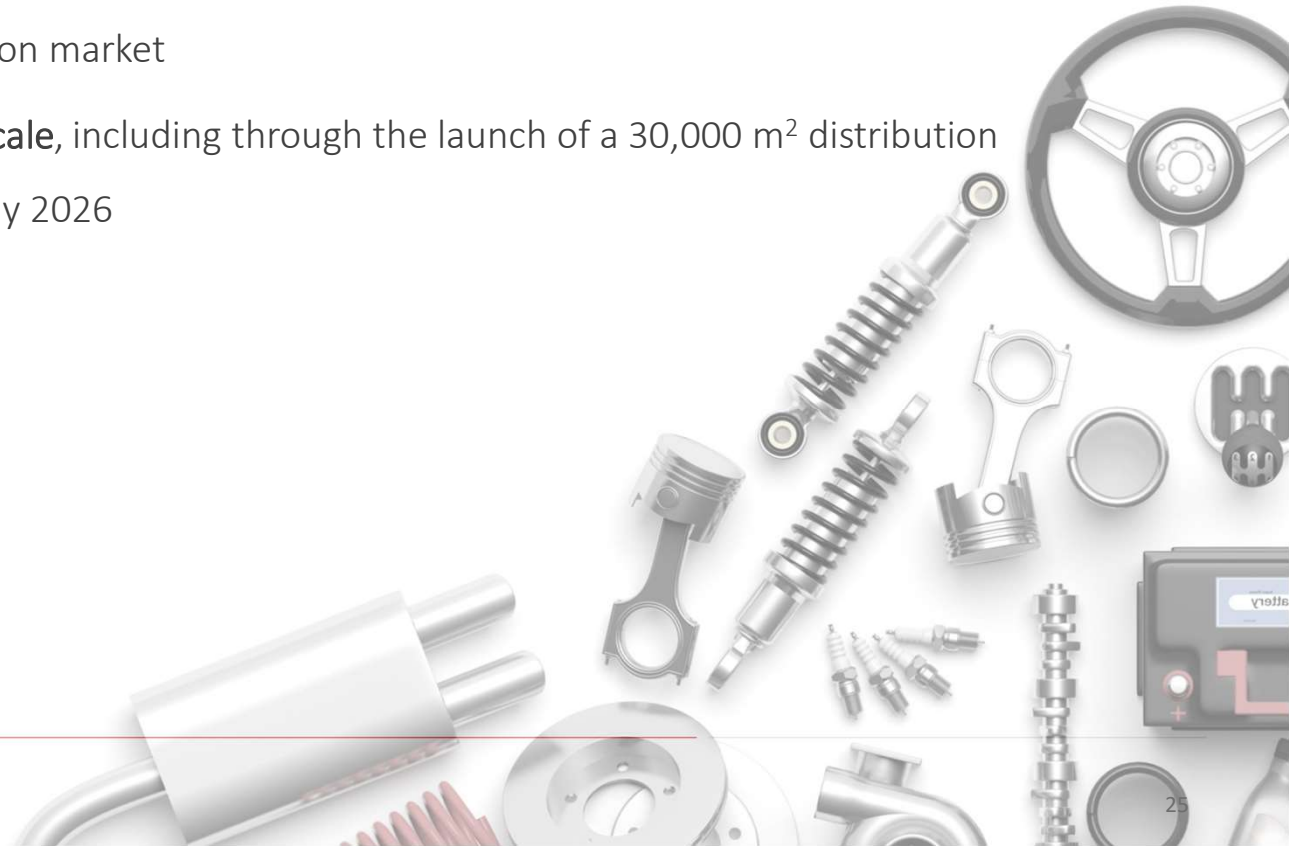


04

Summary

Summary

- Robust financial performance in Q1-Q3 2024
- Strong growth rate in Poland and abroad maintained – sales exceeded **PLN 3 billion** after the first three quarters
- **Solid profit margins** despite market challenges
- **Low debt** maintained (net debt/ EBITDA= **1.2x**)
- **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!