

# Fact sheet

1Q 2025

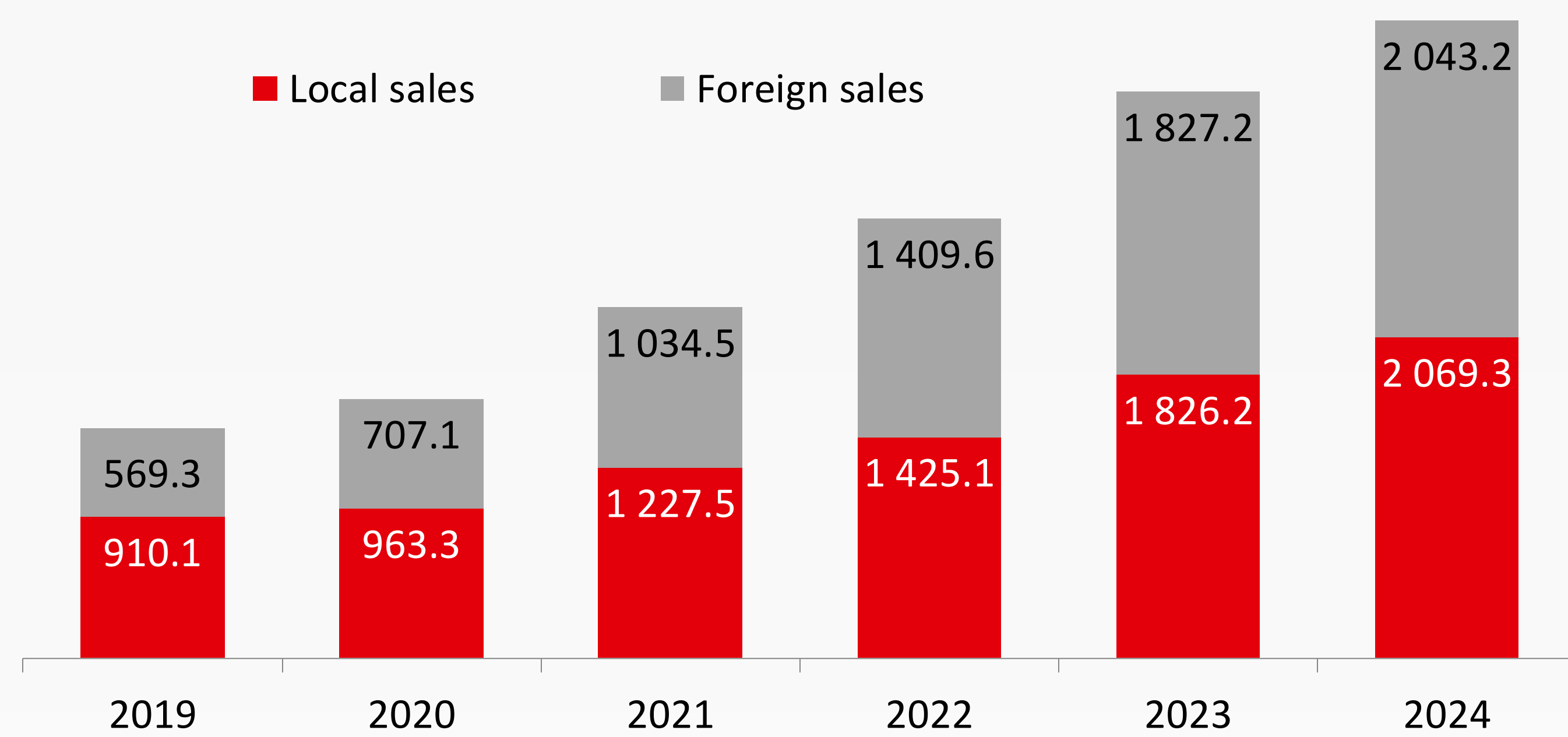
## ACTIVITIES OF THE GROUP

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 the 1Q 2025 accounted for almost 51% 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 559 independent repair shops.

## SALES IN 2019-2024



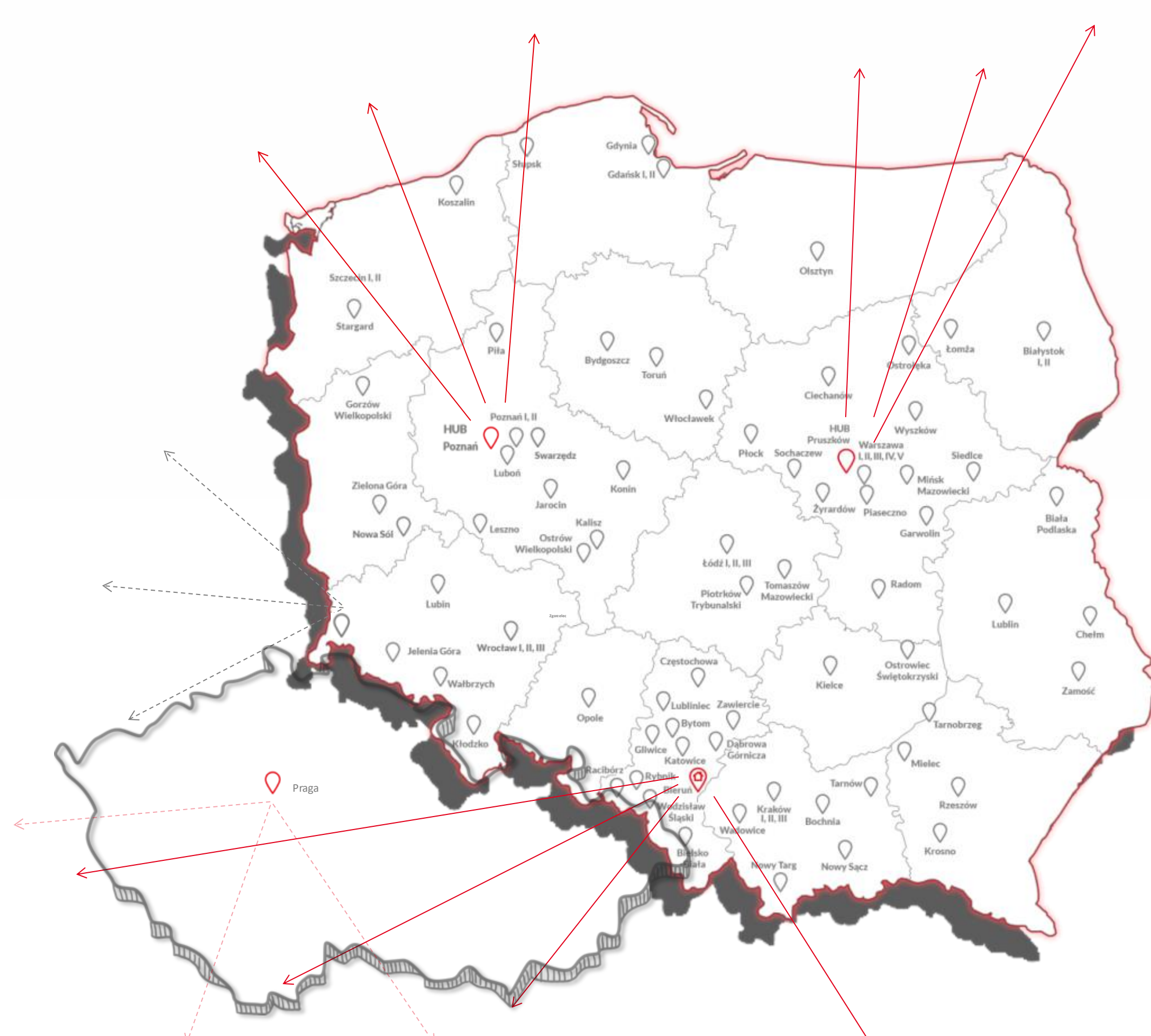
## LOGISTICS FACILITIES

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 m<sup>2</sup>**), consisting of:

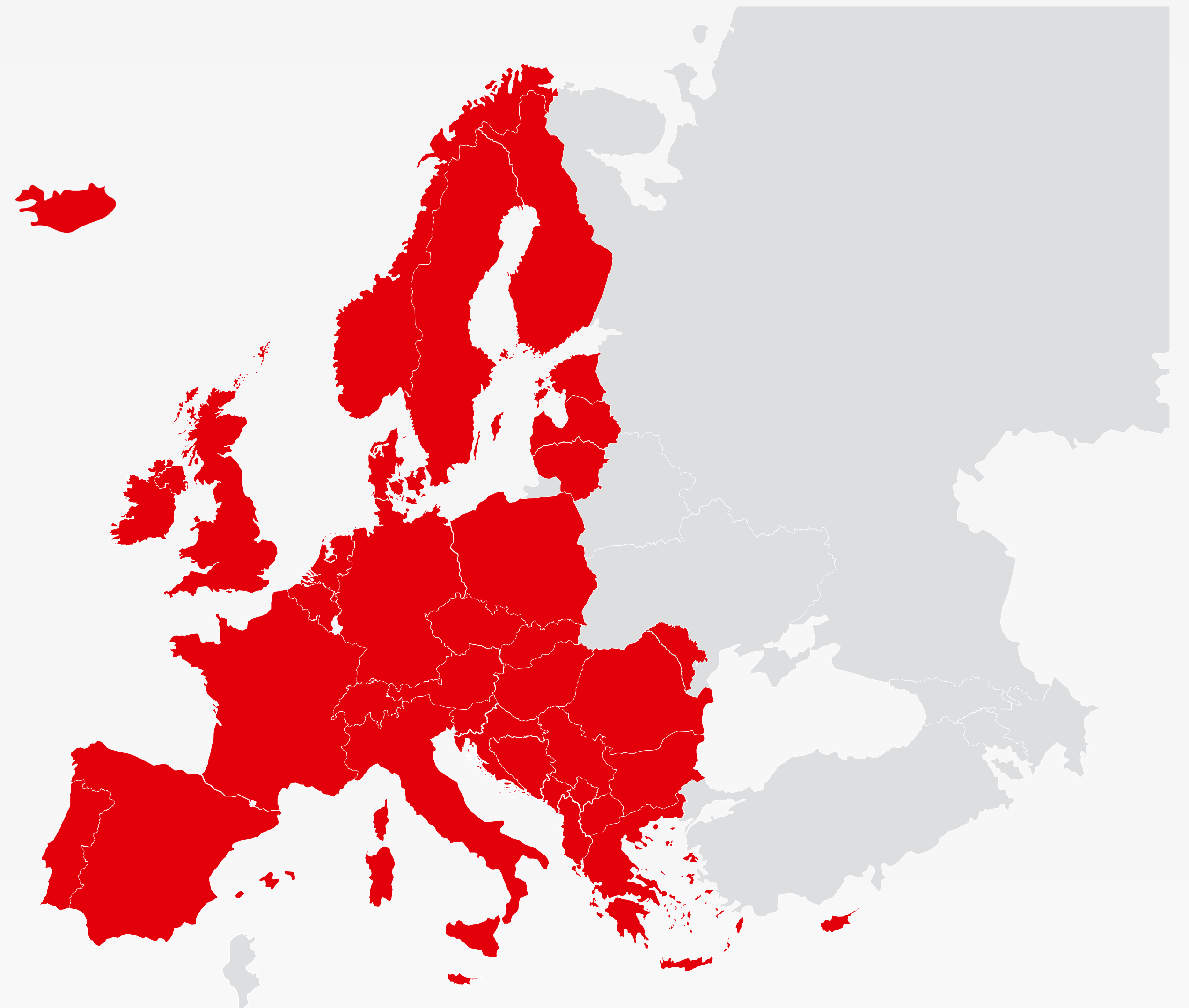
- modern logistics and distribution centre in Bieruń with an area of about **52,000 m<sup>2</sup>**, logistics and distribution centre in Pruszków with an area of about **12,500 m<sup>2</sup>**, and hub in Poznań of about **13,500 m<sup>2</sup>**
- warehouse in Mysłowice – about **24,000 m<sup>2</sup>**
- chain of **118** branch offices with additional warehouse space of about **57,000 m<sup>2</sup>**
- local warehouse in two branches in Prague (Czech Republic) – **1,200 m<sup>2</sup>**
- distribution network enabling deliveries directly to customers **2-8** times a day

**Planned opening of a new distribution centre in Zgorzelec** slated for late 2025 or early 2026 with an area of **30,000 m<sup>2</sup>**

## THE GROUP'S SALES NETWORK



## OVER 30 MARKETS OF THE GROUP'S OPERATIONS

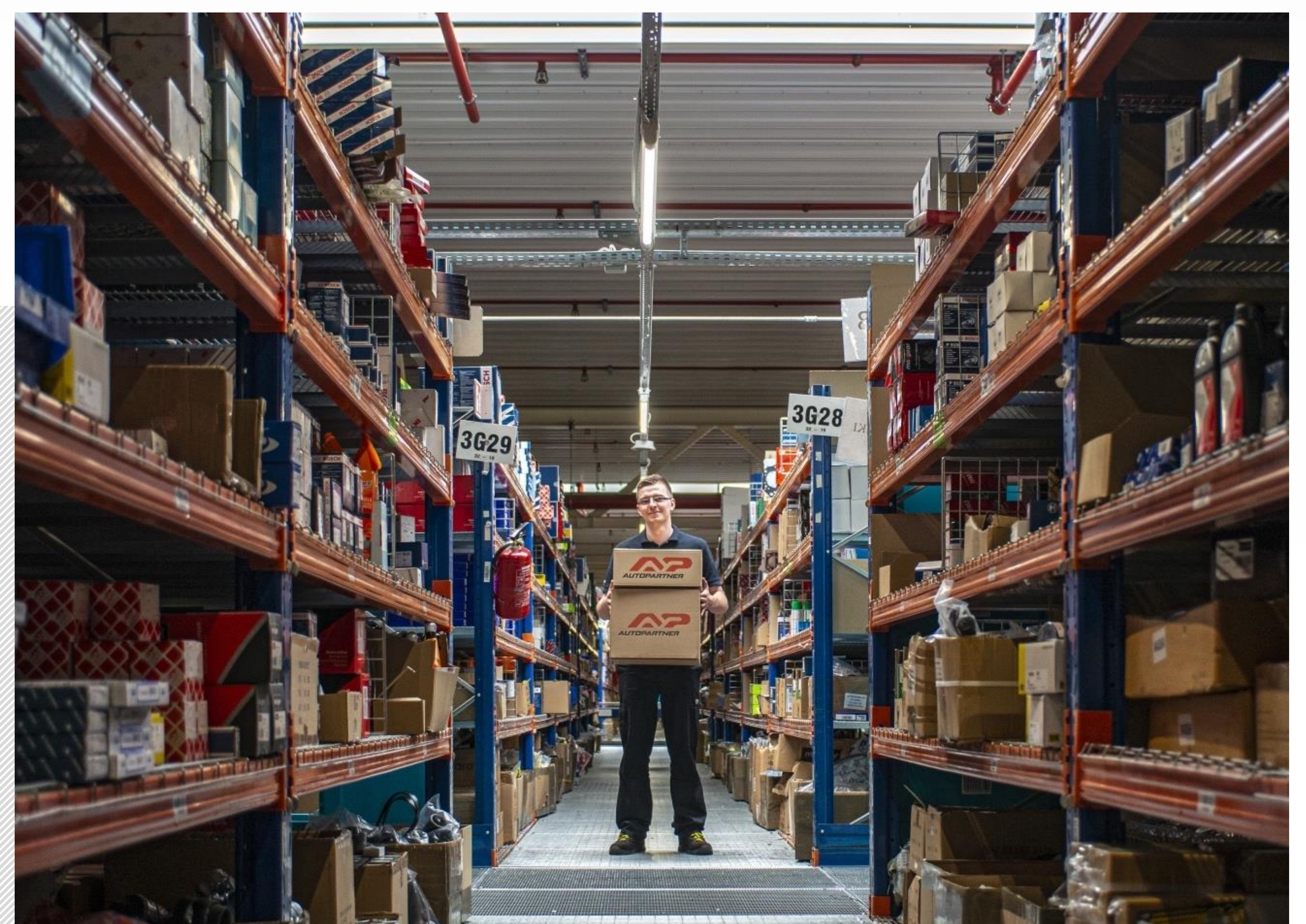


## STRATEGIC GOALS OF THE GROUP

- 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 280,000 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, ROOKS, 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.

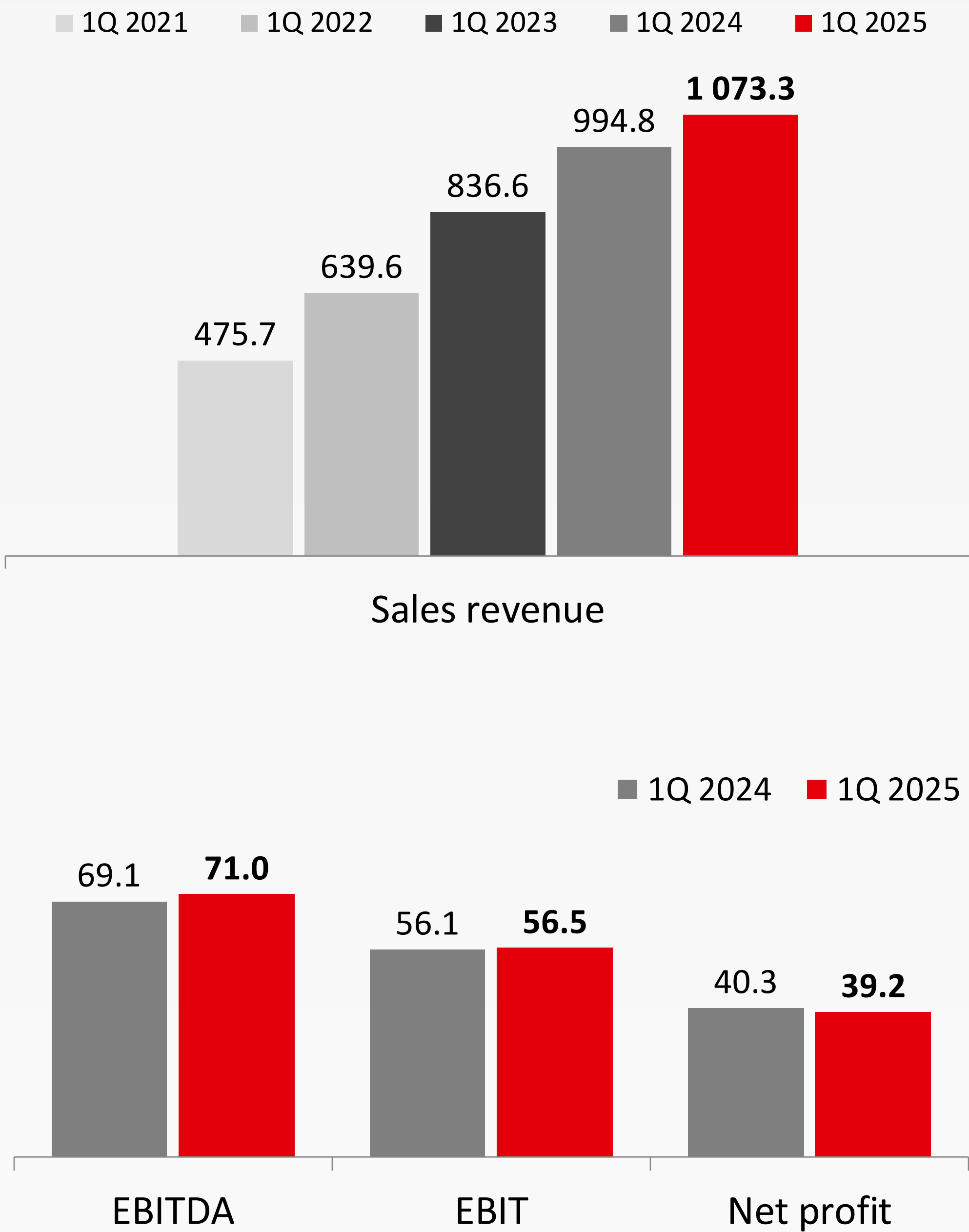




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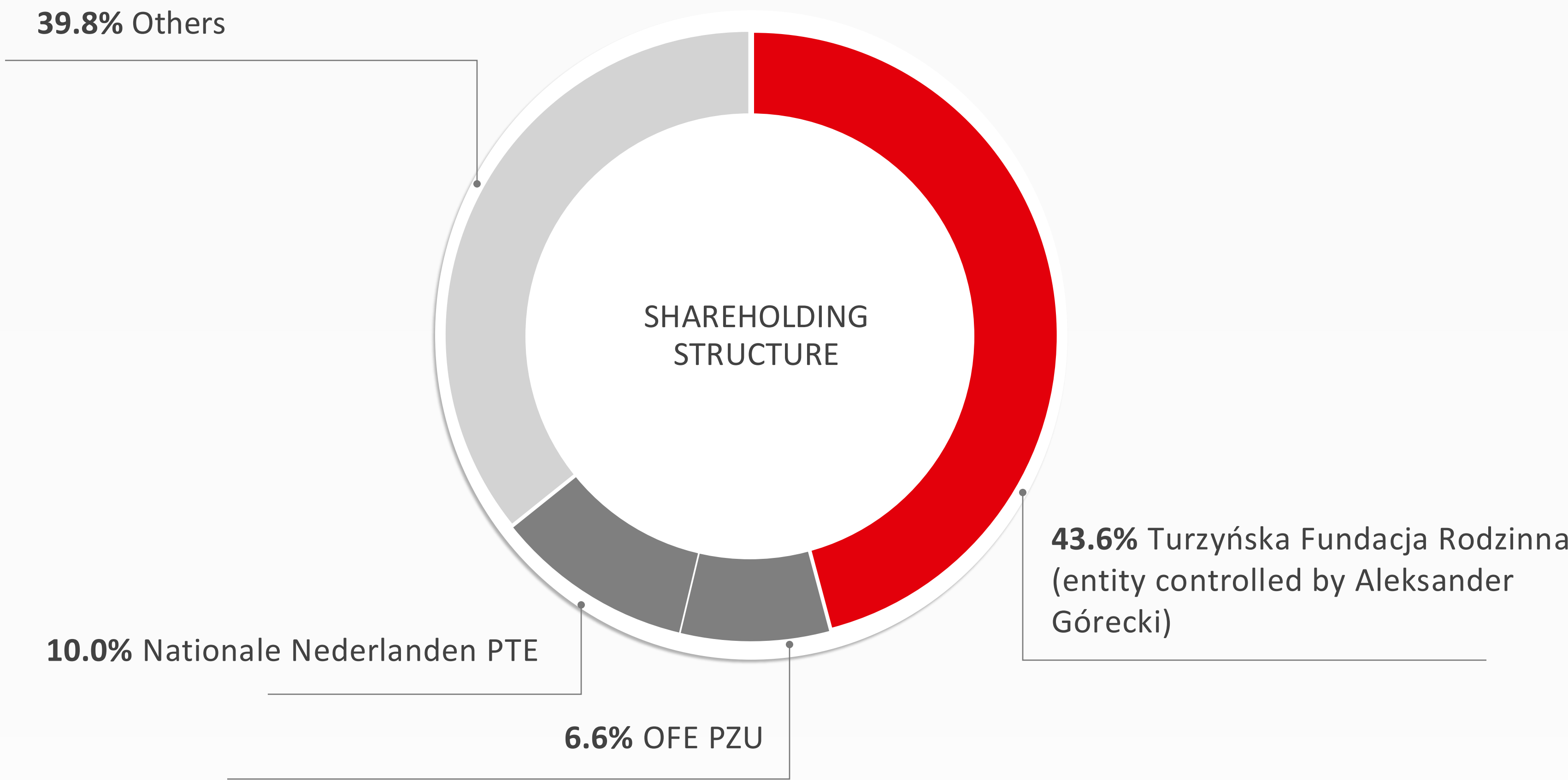
## SELECTED FINANCIAL DATA OF THE GROUP



in million PLN	2024	2023	2022	2021	2020
Net profit on sales	4,112,497	3,653,384	2,834,701	2,262,018	1,670,441
Change y/y	+13%	+29%	+25%	+35%	+13%
Gross profit on sales	1,127,221	989,879	847,012	657,614	476,879
Change y/y	+14%	+17%	+29%	+38%	+23%
Gross margin on sales (%)	27.4	27.1	29.9	29.1	28.6
EBITDA	343,556	346,228	314,218	265,187	173,787
Change y/y	-1%	+10%	+18%	+53%	+67%
EBITDA margin (%)	8.4	9.5	11.1	11.7	10.4
EBIT	289,272	302,724	281,369	239,010	150,282
Change y/y	-4%	+8%	+18%	+59%	+79%
EBIT margin (%)	7.0	8.3	9.9	10.6	9.0
Net profit	207,976	223,586	207,268	186,024	110,982
Change y/y	-7%	+8%	+68%	+68%	+89%
Net margin (%)	5.1	6.1	7.3	8.2	6.6
Assets	2,025,927	1,793,923	1,570,282	1,202,770	791,552
Equity	1,234,293	1,046,192	842,824	655,496	482,927
Number of shares*	130,620,000	130,620,000	130,620,000	130,620,000	130,620,000
Earnings per share	1.59	1.71	1.59	1.42	0.85
ROE**	18.2%	23.7%	27.7%	32.7%	25.9%

\* 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 Powszechne 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	100.0%	100.0%

Data as at 22 May 2025  
The company has been listed on the Warsaw Stock Exchange since 6 June 2016.  
Number of shares: 130,620,000  
Market cap: PLN 2,651.5 million (as at 22 May 2025)  
Indexes: WIG-motoryzacja, mWIG40, mWIG40TR, WIG-POLAND, WIG, WIG140, GPWB-CENTR, CEEplus  
Ticker: APR

In million PLN	1Q 2025	1Q 2024
Net profit on sales	1,073,292	994,751
Gross profit on sales	272,638	260,892
Gross margin on sales (%)	25.4	26.2
EBITDA	71,038	69,115
EBITDA margin (%)	6.6	7.0
EBIT	56,502	56,088
EBIT margin (%)	5.3	5.6
Net profit	39,236	40,321
Net margin (%)	3.7	4.1
Assets	2,117,652 (March 31, 2025)	1,774,323 (March 31, 2024)
Equity	1,273,314 (March 31, 2025)	1,086,247 (March 31, 2024)
Number of shares	130,620,000	130,620,000

