

Auto Partner Group Financial Results

Q1–Q3 2025



20 November 2025

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Agenda

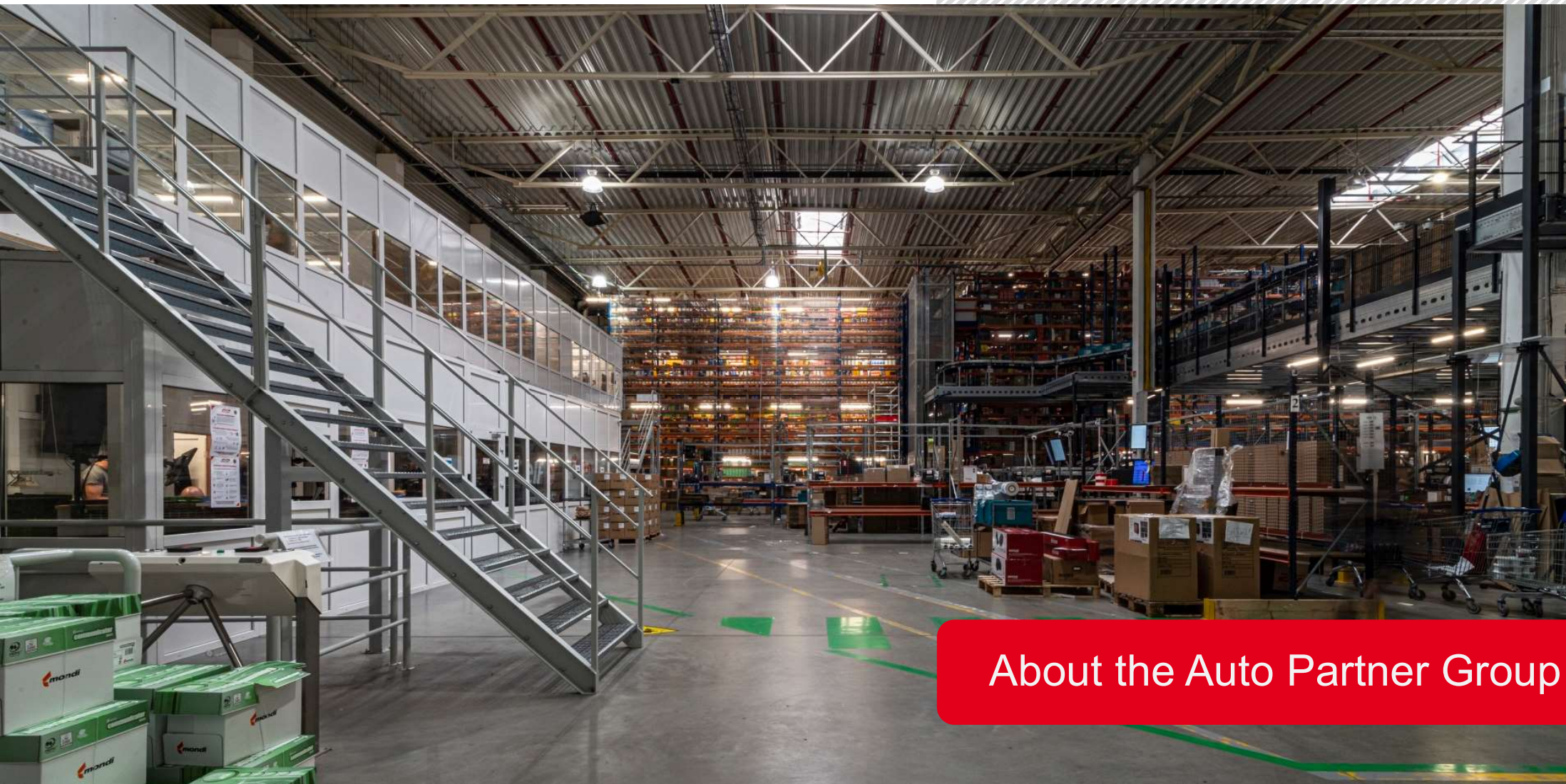
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About the Auto Partner Group

Management Board



Aleksander Górecki

President of the Management Board/Founder

Involved in the automotive industry since 1993, the year he founded Auto Partner. Major shareholder. Responsible for the company's development since its inception. His remit also covers managing relationships with key suppliers and business partners.



Andrzej Manowski

Vice President of the Management Board

With the company since 1994, serving as Vice President of the Management Board since 2007. Responsible for the company's geographical expansion, including the development of export operations, as well as oversight of IT projects.



Piotr Janta

Vice President of the Management Board

Joined the company in 2009 as Sales Director and served as a member of its Management Board since December 2015. Oversees the development of the sales network and marketing communications. Active in the automotive sector since 2005.



Tomasz Werbiński

Member of the Management Board, Chief Financial Officer

Chief Financial Officer since 2019 and a member of the Management Board since December 2022. Oversees the company's finances.

Auto Partner Group at a glance



One of the largest distributors of automotive parts in Poland, with around **10% market share**



International markets accounting for **around 51% of sales**



Approximately **280,000 product references** available



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



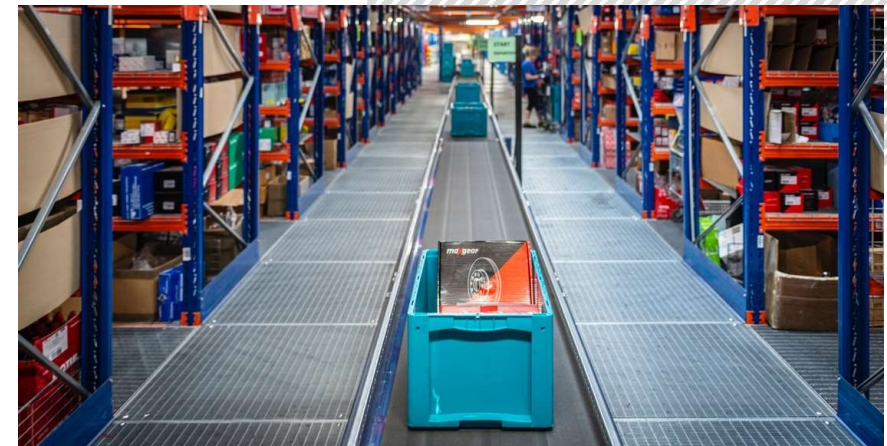
Strong private labels (including **maXgear**), contributing around 17% of sales



Network of over 560 **MaXserwis** affiliated workshops

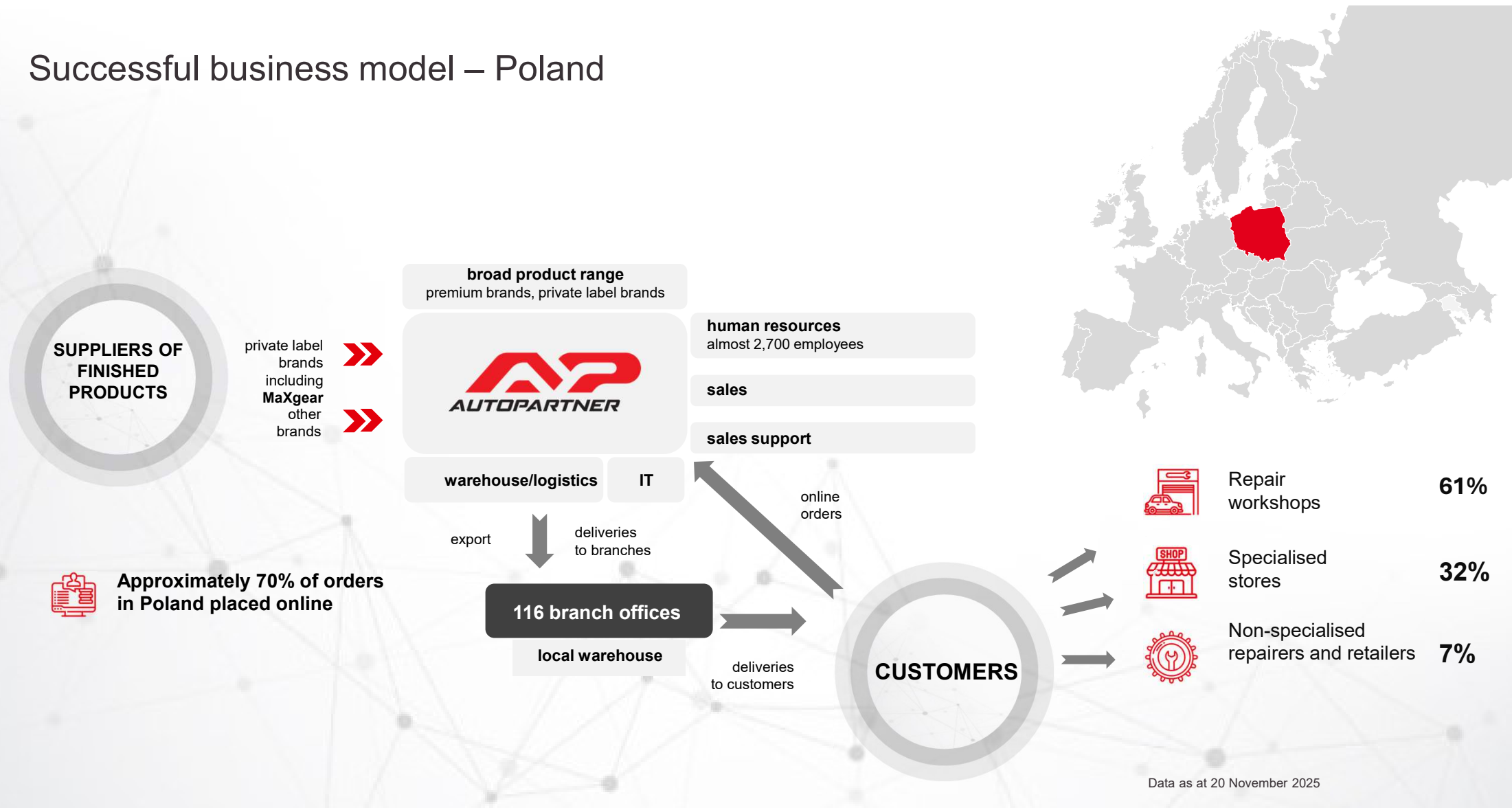


Member of **GlobalOne** purchasing organisation

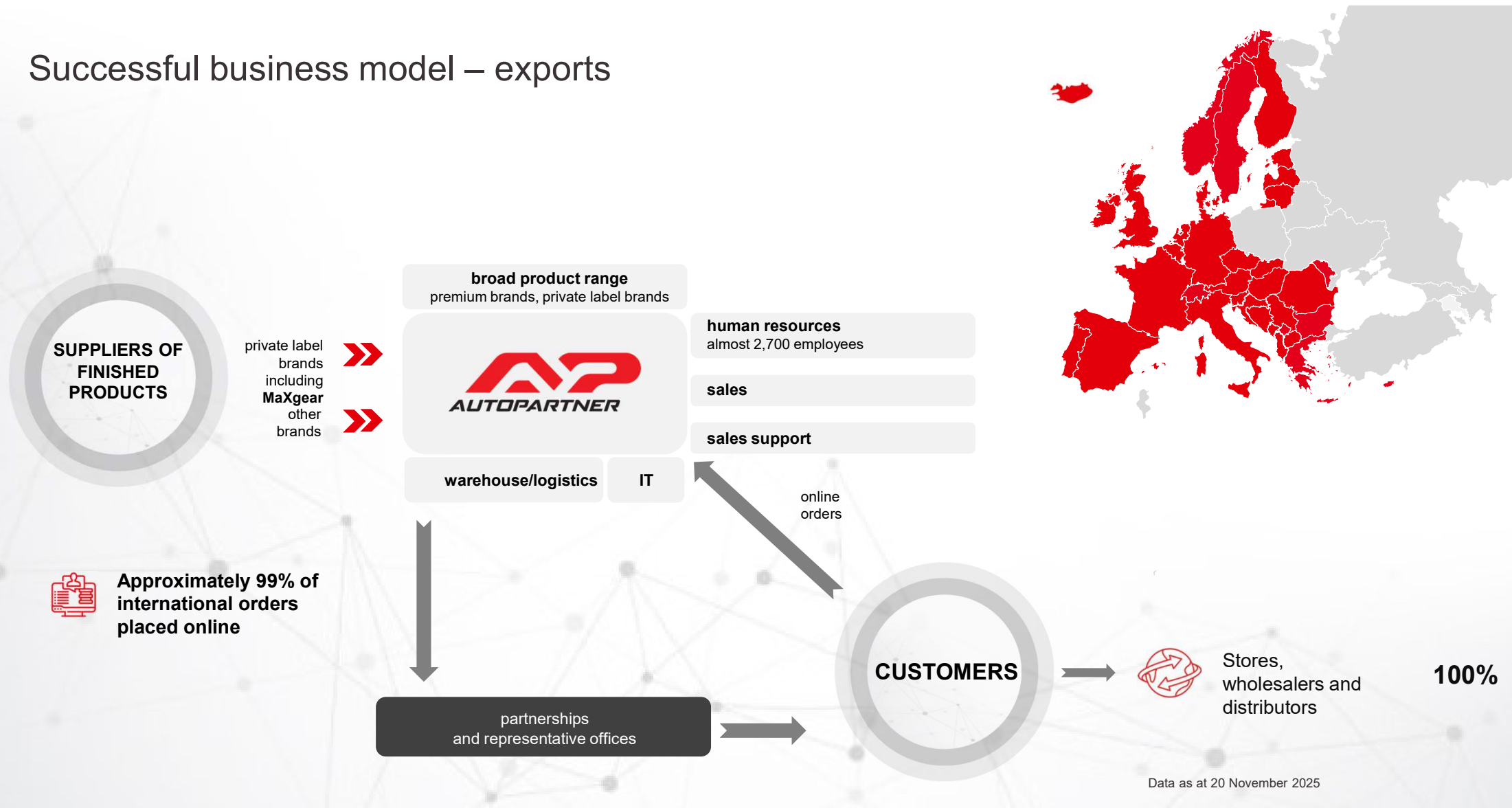


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Successful business model – Poland



Successful business model – exports



Key developments in Q1–Q3 2025



Sales growth of 7.5% to almost **PLN 3.4 billion** – a record nine-month period in the company's history



Growth recorded both in Poland (**up 5.6%**) and in international markets (**up 9.4%**)



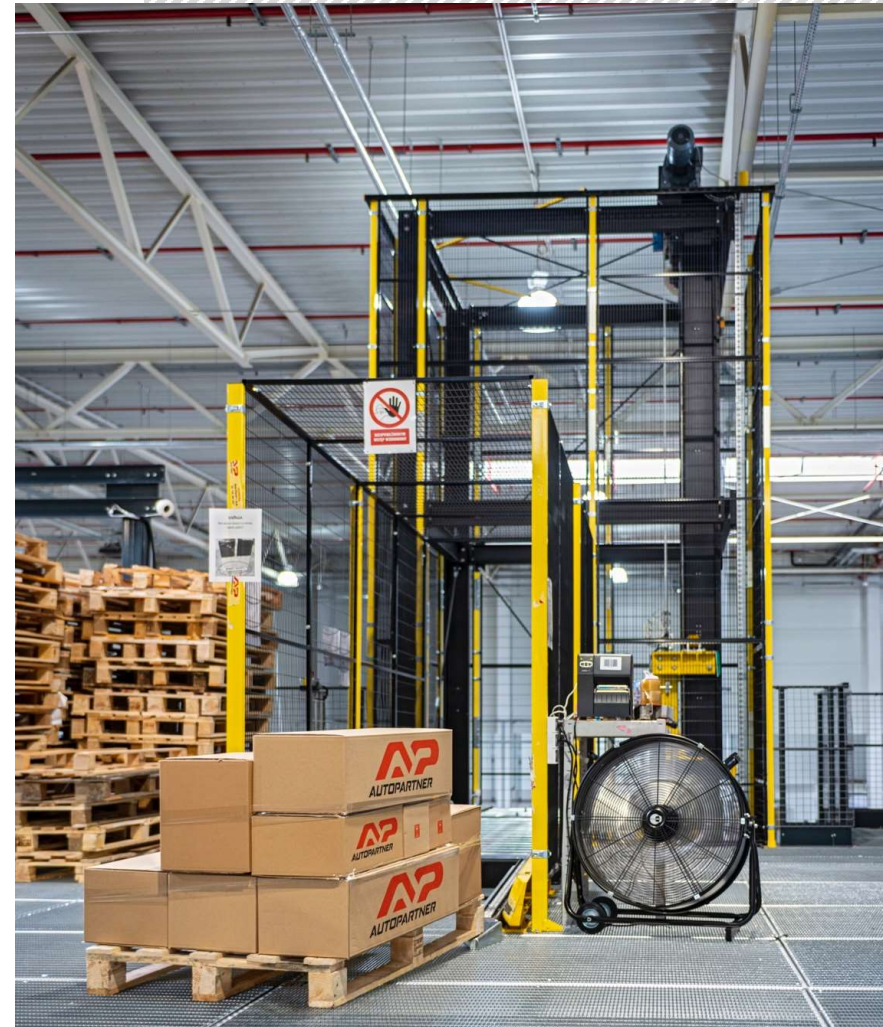
Solid profitability and rapid business growth achieved despite market challenges, with a gross margin of **26.0%** posted for Q3 2025



Continued international expansion, with exports accounting for close to **51%** of total revenue



Planned opening of **a new distribution centre in Zgorzelec** slated for late 2025 or early 2026

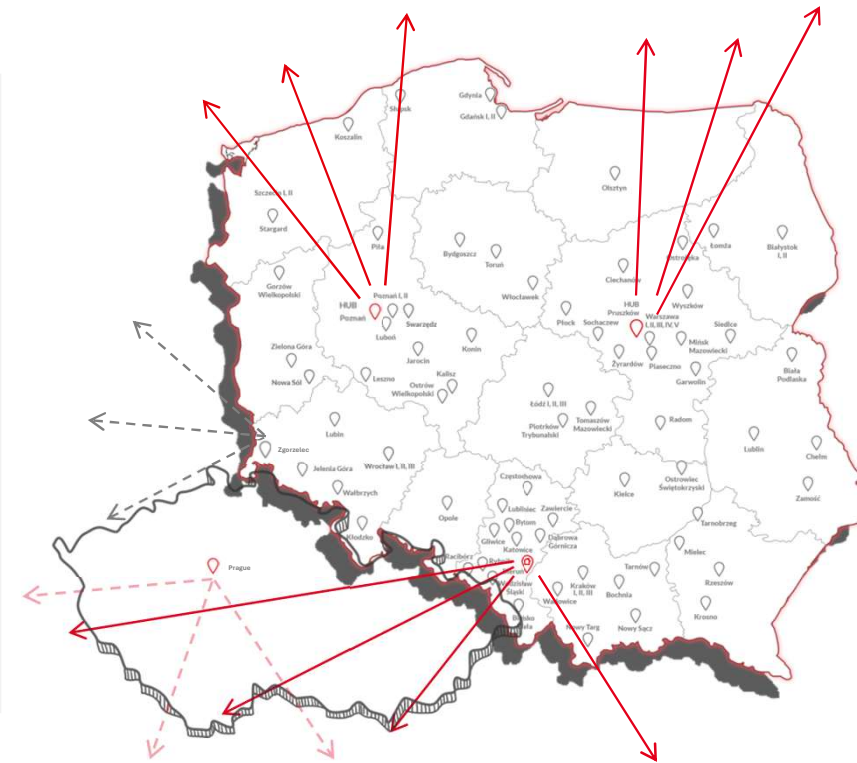


Well-developed distribution network

IT-supported logistics enable just-in-time deliveries to geographically dispersed customers, with a frequency of **2–8** times per day

Domestic and export sales handled from the central warehouse in Bierań, distribution centre in Pruszków and the Poznań HUB

Network of **116 branch offices** covering all regions of Poland
Subsidiary operating **two branch offices in the Czech Republic**



Expanding warehouse space



52,000 m²

Distribution centre in
Bieruń

13,500 m²

Logistics and distribution centre
(HUB) in Poznań

24,000 m²

Warehouse in Mysłowice

12,500 m²

Warehouse in Pruszków

4,500 m²

Warehouse in Germany

57,000 m²

Local warehouses within
116 branch offices

1,200 m²

2 Branch offices in
Prague, Czech Republic

Distribution centre in Zgorzelec

planned to be opened in late 2025 or early 2026

Distribution centre in Zgorzelec

- Planned expansion of warehouse capacity by 30,000 m² – an increase of approximately **30%** (excluding branch offices)
- Zgorzelec set to become Auto Partner's **most advanced and highly automated** logistics hub



Private label brands and exclusive brands contributing 17% of revenue

Private label brands

maXgear®

over **35,000**
references available

19
years of experience

80
product groups

Car and motorcycle
parts

ROCKS®

2,000
products available

10
years of experience

Workshop equipment:
tools and power tools

Exclusive brands

quaro®

over **3,500**
references available

Braking system parts

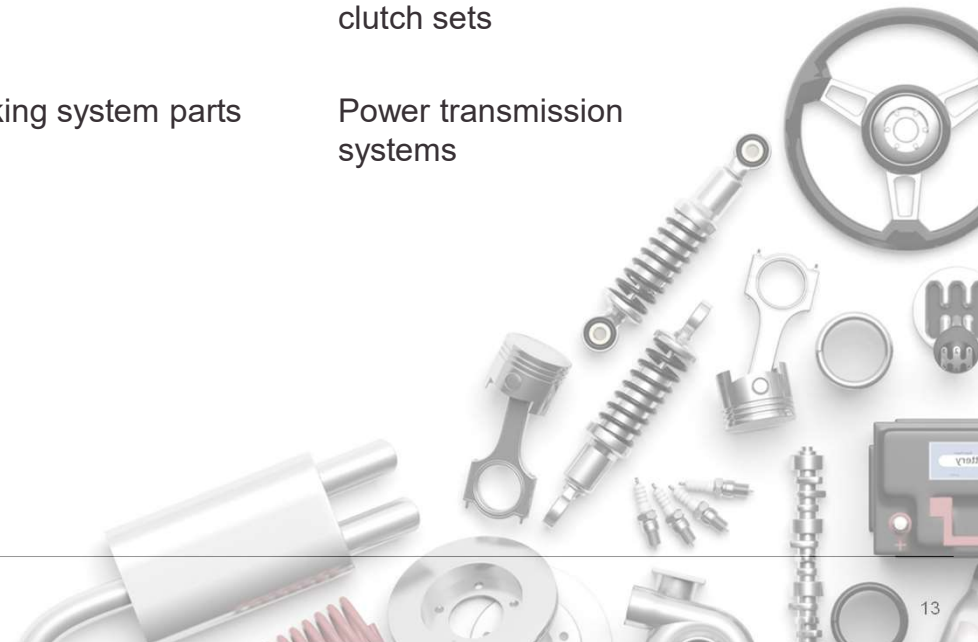
RYMEC

over **2,000**
different applications for
clutch sets

Power transmission
systems



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Market environment

Market environment

POLAND

- **635** cars **per 1,000 inhabitants** in Poland (ACEA)
- In Q1–Q3 2025, **the number of new passenger car registrations rose by 7.3%** year on year (KPMG/PZPM)
- Electric vehicle registrations accounted for **6%** of the total in the period (a **107%** year-on-year increase in sales) (PZPM and KPMG)
- **Average age of a passenger car: 15.1 years** (ACEA)
- In October 2025, the average price of used passenger cars was approximately PLN **46.7** thousand, while the median price in February stood at around PLN 33.0 thousand (AAA Auto).
- **Unemployment rate recorded** at the end of Q3 2025: **5.6%** (STATISTICS POLAND)
- **GDP growth in 2024: 2.9% year on year** (Statistics Poland)

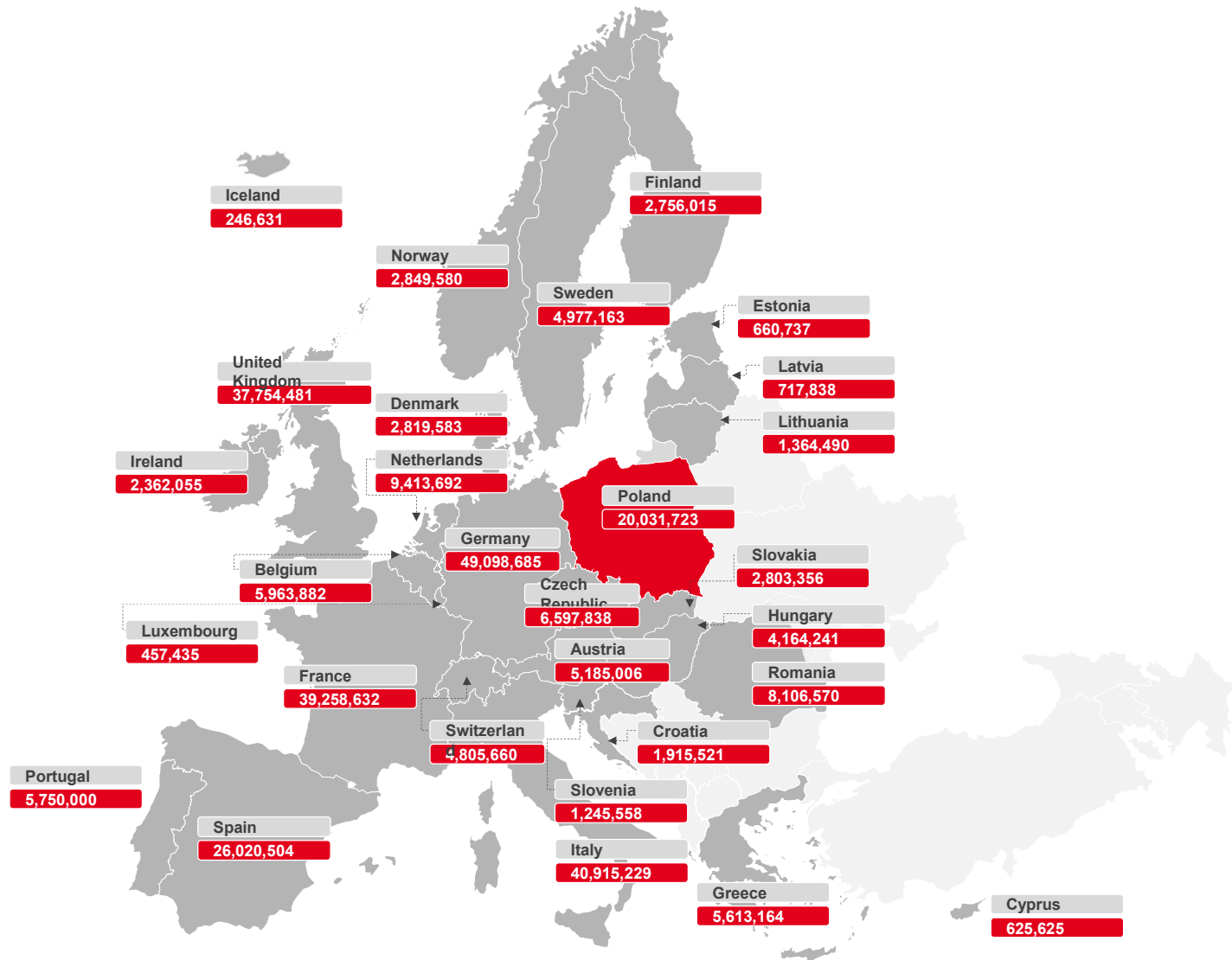
EUROPE (European Union)

- **646** cars **per 1,000 inhabitants** in the European Union (ACEA)
- In Q1–Q3 2025, **new passenger car registrations in the EU increased by 0.9%** (ACEA)
- During the same period, sales of new electric vehicles rose by **16.1%** to **15.6%** of the total EU new car market (ACEA)
- **Average age of a passenger car in the EU: 12.5 years** (ACEA)
- **EU unemployment rate** in June 2025: **6%** at end of Q3 2025 (Eurostat)
- **EU GDP growth in 2024: 0.9% year on year** (Eurostat)

Registered passenger cars

294,480,894

passenger cars registered in **29 European countries** at the end of 2023



Source: ACEA, 2023 data



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Financial results

Results for Q1–Q3 2025

REVENUE

3,351.0

PLN million

+8%

EBITDA

251.1

PLN million

+2%

EBIT

209.1

PLN million

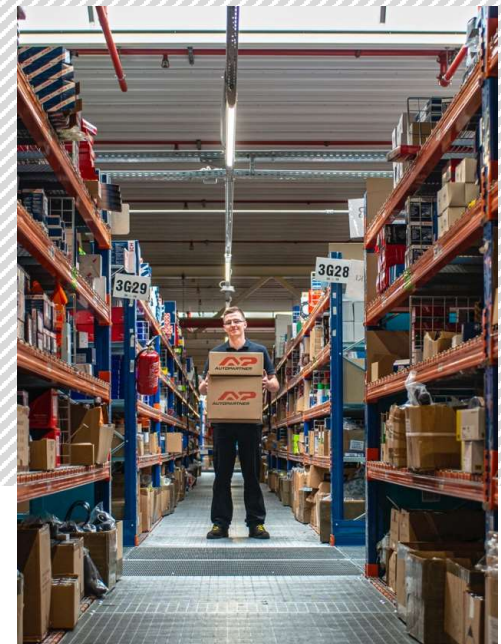
+2%

NET PROFIT

146.4

PLN million

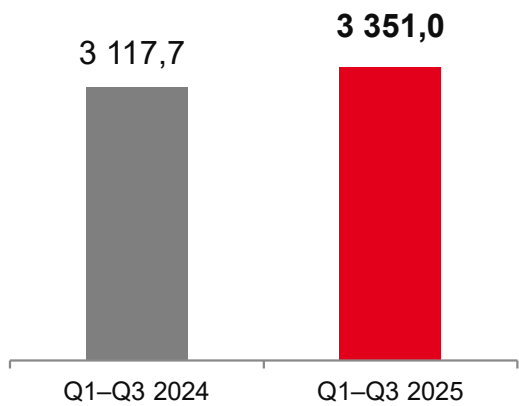
-1%



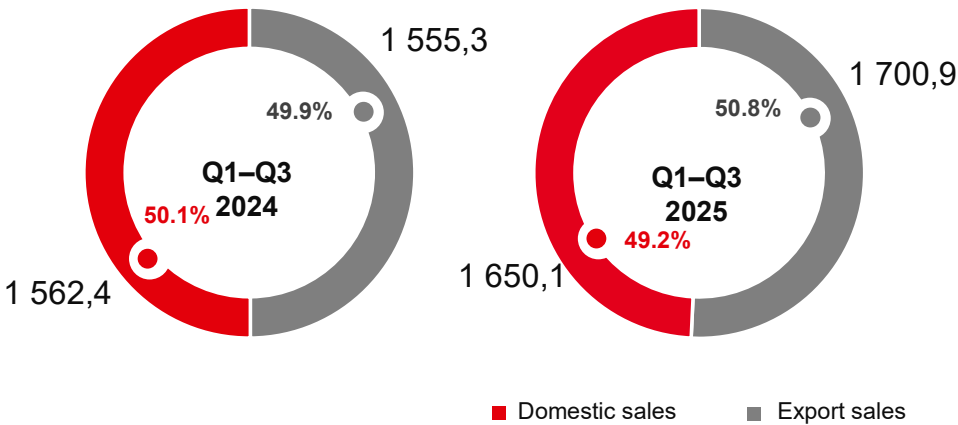
Strong sales growth in Q1-Q3 2025

- Revenue **up 7.5% year on year**
- Export sales accounting for a larger share of total revenue than domestic sales

Q1–Q3 2025 sales (PLN million)

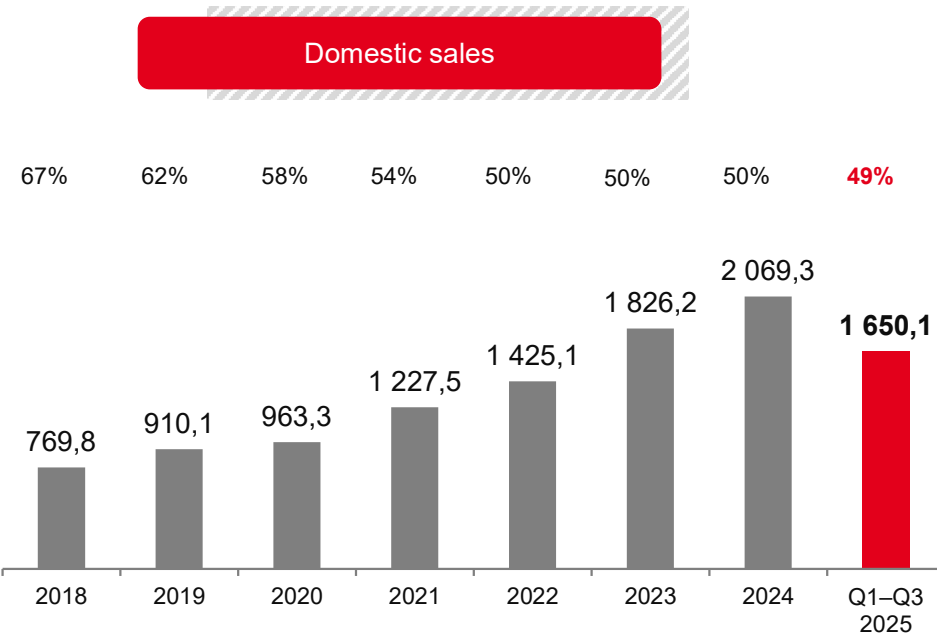
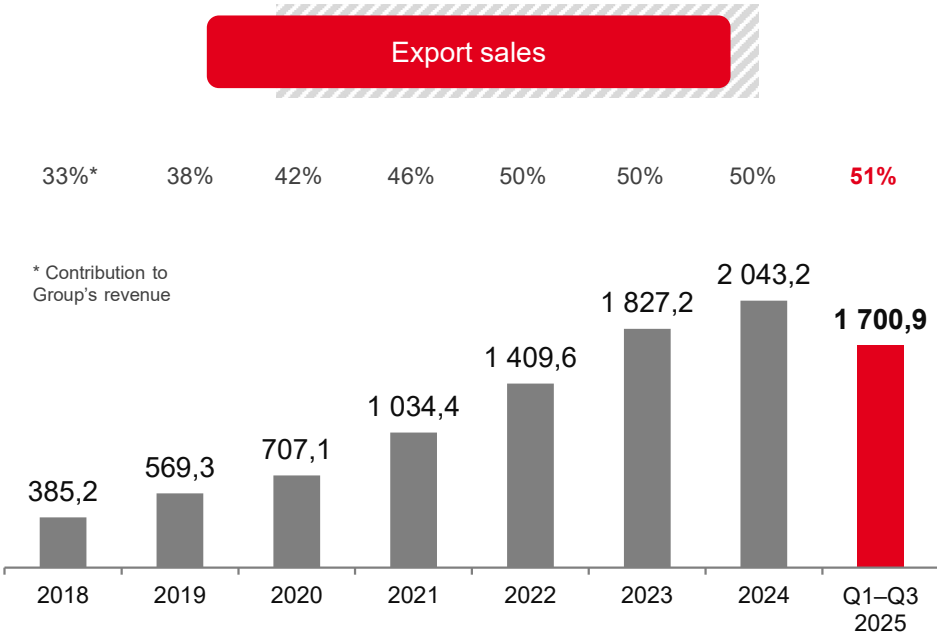


Sales by geography (PLN million)



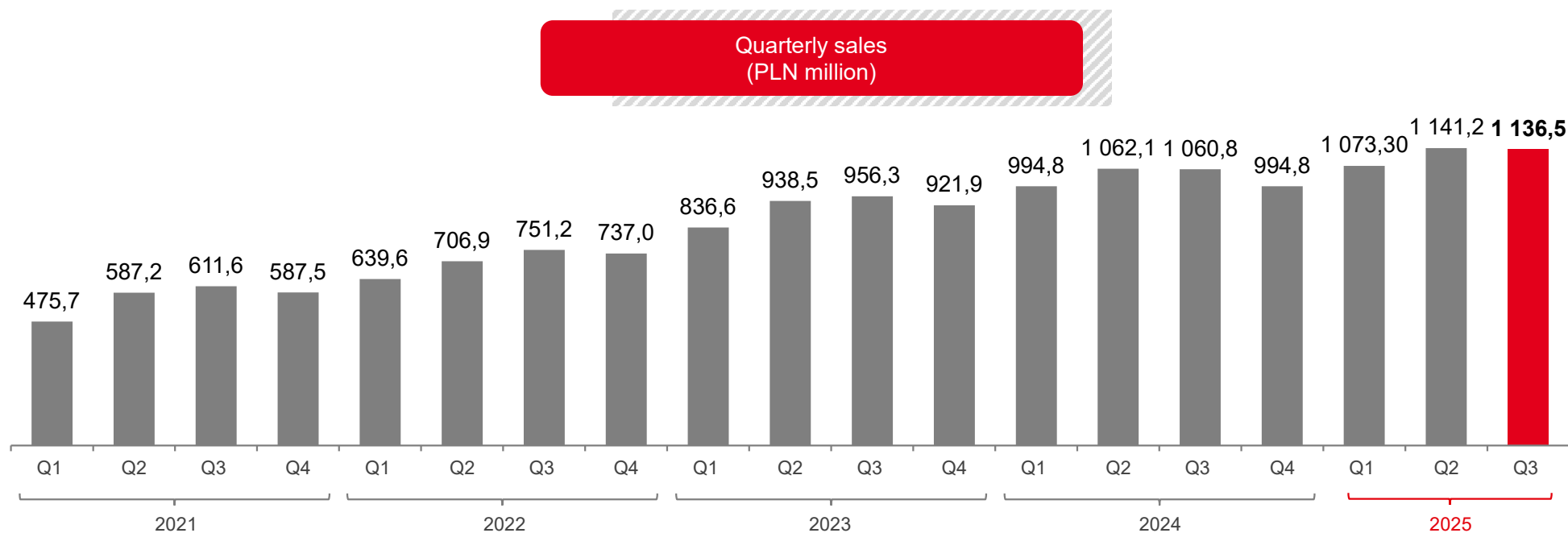
Strong domestic and export sales

- Export sales **up 9.4% year on year**
- Domestic sales **up 5.6% year on year**



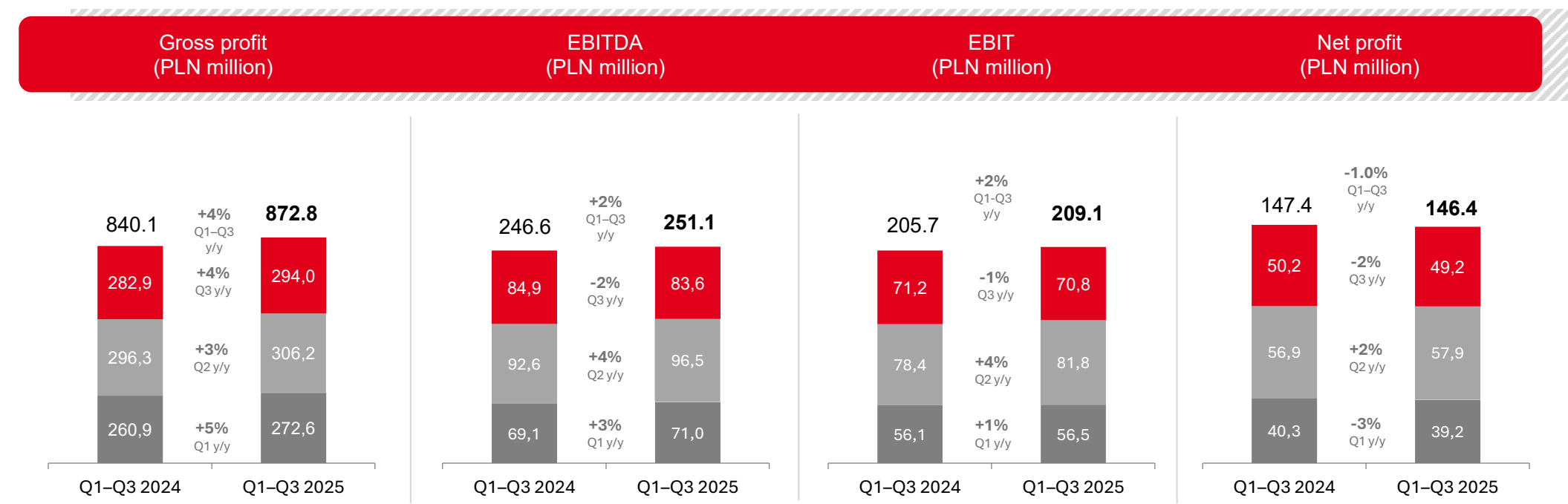
Continued business expansion

- Record-high revenue of over PLN 3.4 billion in Q1–Q3 2025 despite continued mild deflation in automotive parts prices
- Key drivers supporting sales growth:
 - product mix expansion
 - better alignment of the product mix with customer needs across different price segments
 - steadily optimised and improved customer service

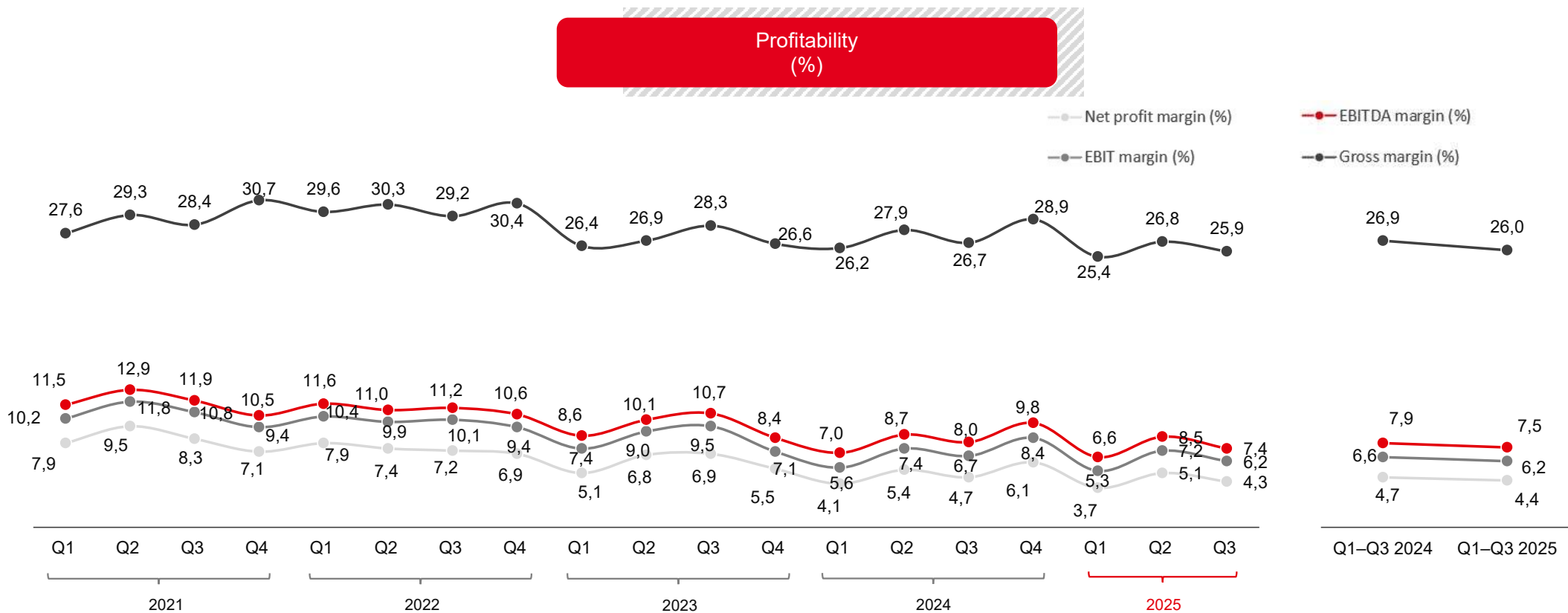


Solid profitability despite market headwinds

- Profitability remained solid despite cost and wage pressures
- Gross margin lower than in Q1–Q3 2024 (26.0% vs. 26.9%). The margin was under pressure from both continued price deflation and intense price competition in the market
- Strong cost discipline, optimisation measures, and investments in process automation

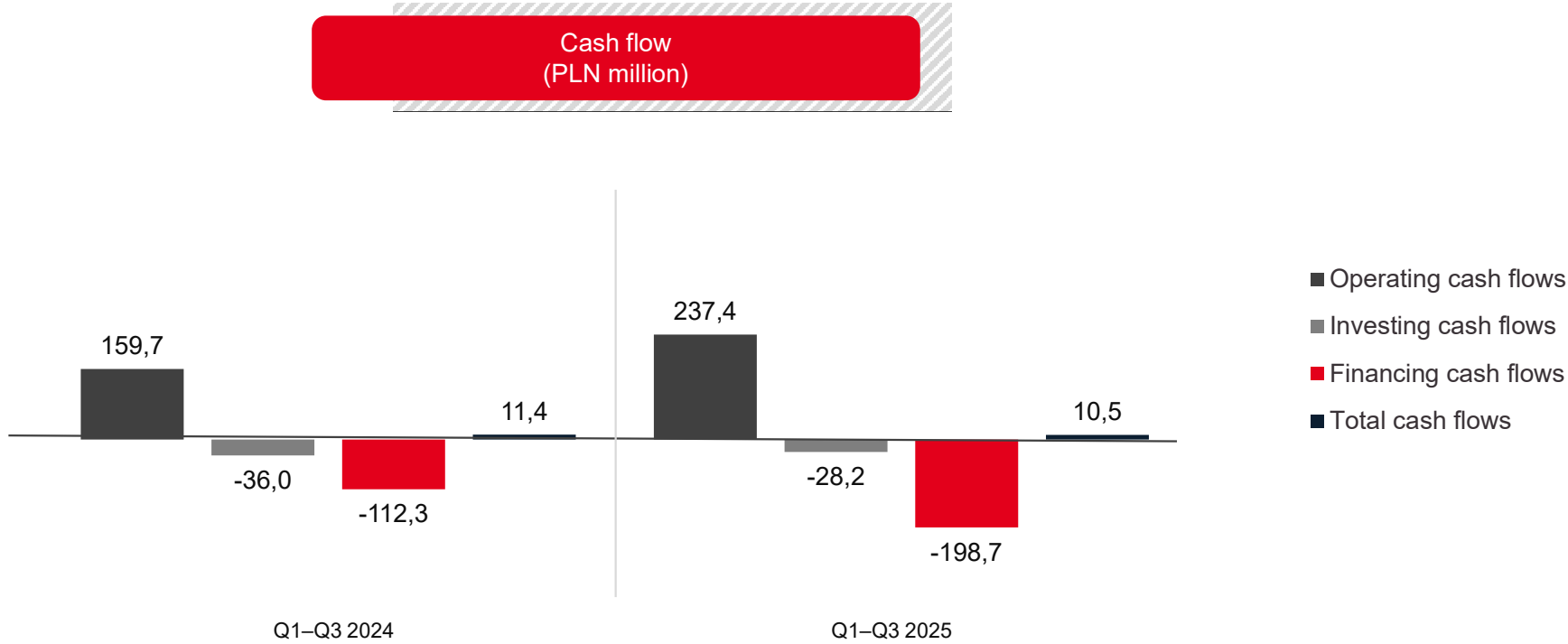


Strong margin levels despite market pressure



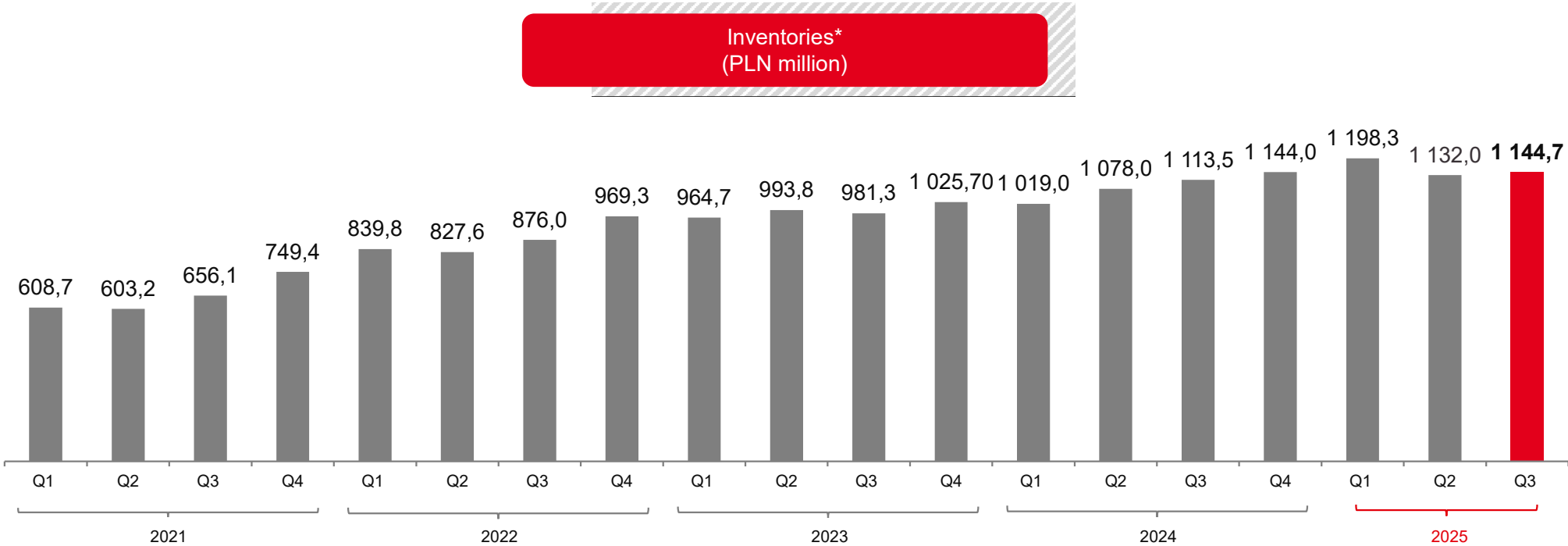
Cash flow

- Stable liquidity position of the Group



Stable inventory levels

- Strong inventory turnover: **126 days** vs **129 days** the year before (as at 30 September 2025)



* Inventories and right of return assets

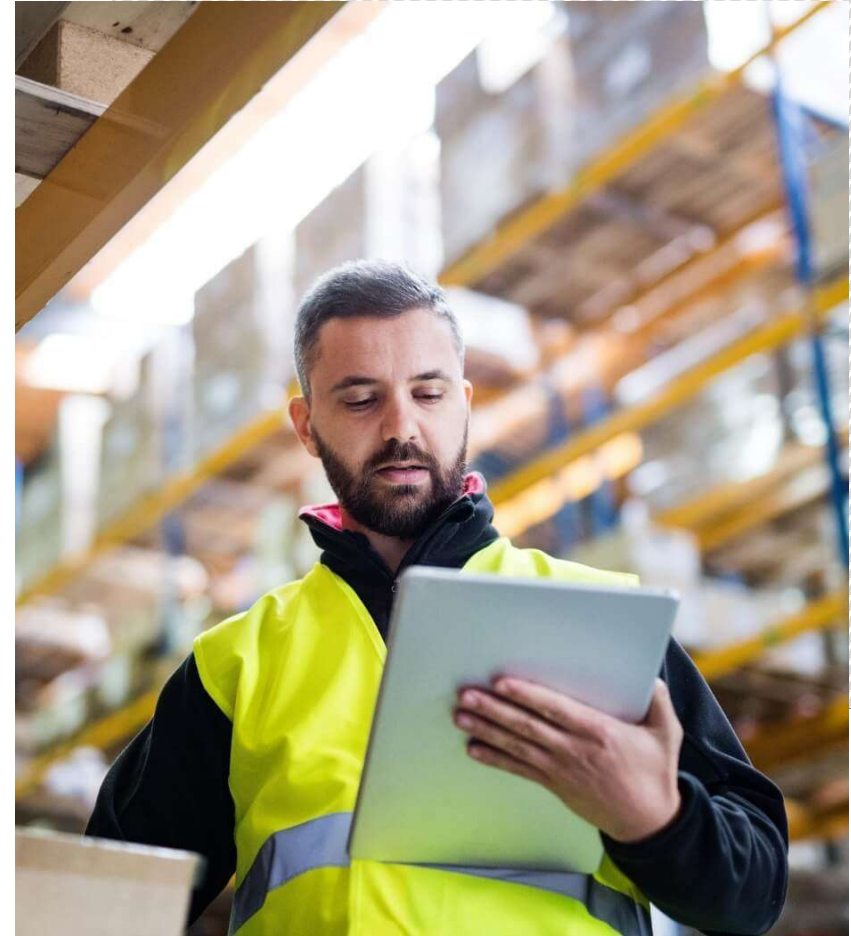




Summary

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- Record-high revenue for Q1–Q3 2025 of nearly PLN **3.4 billion**
- **Solid profitability** maintained despite market challenges
- **Low debt** maintained (net debt/ EBITDA= **1.2x**)
- **Positive outlook** for the automotive parts distribution market
- **Strong cost discipline** and investments in **process automation**
- 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!

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