

# Auto Partner Group Financial Results

2025



16 April 2026

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# Agenda

1. About the Auto Partner Group

2. Market environment

3. Financial results

4. Summary





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 a nearly **10% market share**



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



Over **350,000 product references** available



Expanding distribution network with about **200,000 m<sup>2</sup>** of warehouse space



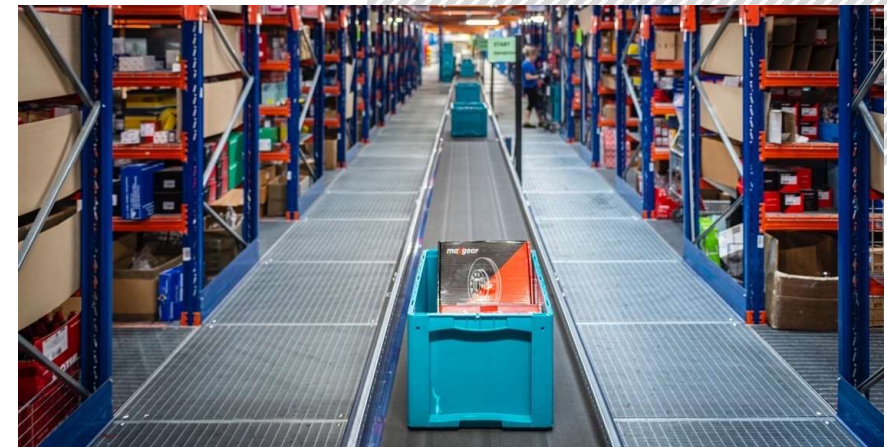
Strong private labels (including **maXgear**), contributing around 17% of sales



Network of over 560 **MaXserwis** affiliated workshops



Member of **GlobalOne** purchasing organisation



# Successful business model – Poland



private label brands  
including  
**MaXgear**  
other brands

**broad product range**  
premium brands, private label brands



**workforce**  
almost 2,700 employees

**sales**

**sales support**

**warehouse/logistics**    **IT**

export    deliveries to branches

**116 branches**

**local warehouse**

deliveries to customers

online orders



Repair workshops    **61%**



Specialised stores    **32%**



Non-specialised repairers and retailers    **7%**

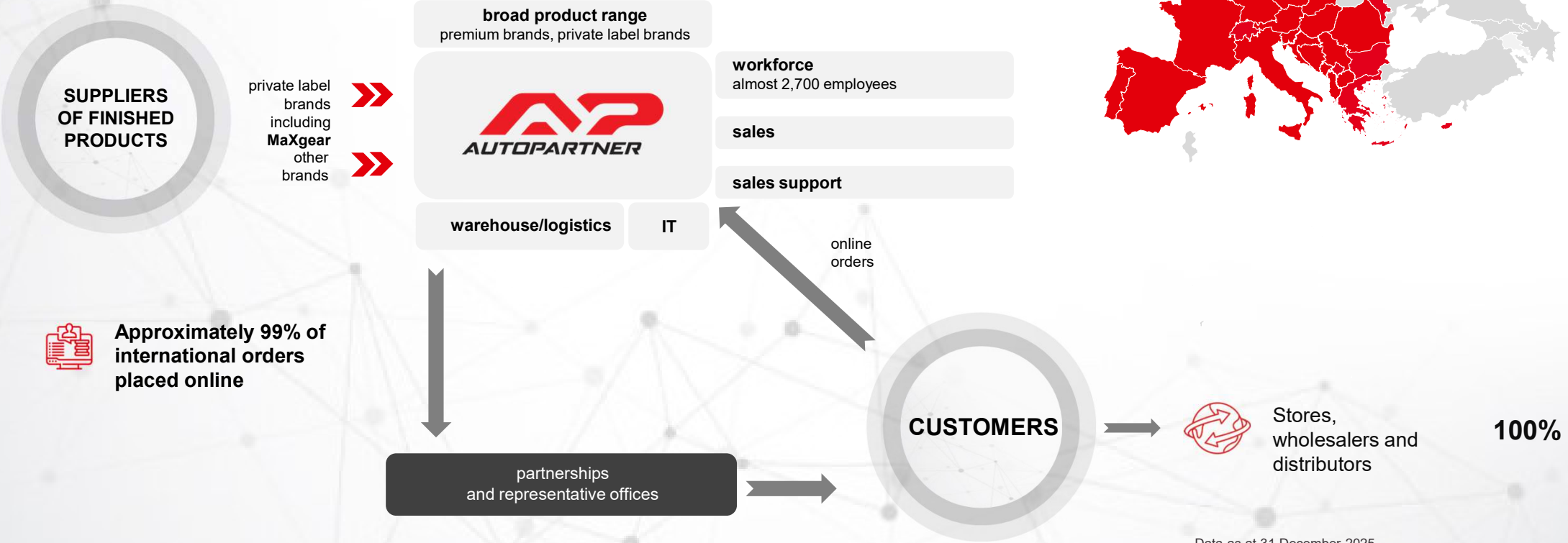
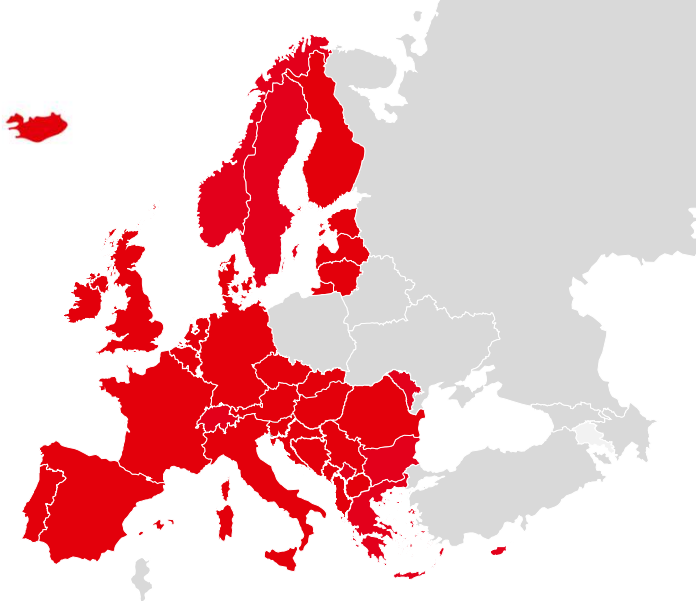


**Approximately 70% of orders in Poland placed online**

Data as at 31 December 2025



# Successful business model – exports



Data as at 31 December 2025



## Key developments in 2025



**Sales growth of 7.6%** to over **PLN 4.4 billion** – a record year in the company's history



**Growth** recorded both in Poland (**up 5.2%**) and in international markets (**up 10.0%**)



**Solid profitability** and rapid business growth achieved despite market challenges, with a gross margin of **26.6%** posted for Q4 2025



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



**Opening of new distribution centre in Zgorzelec and warehouse in Germany**



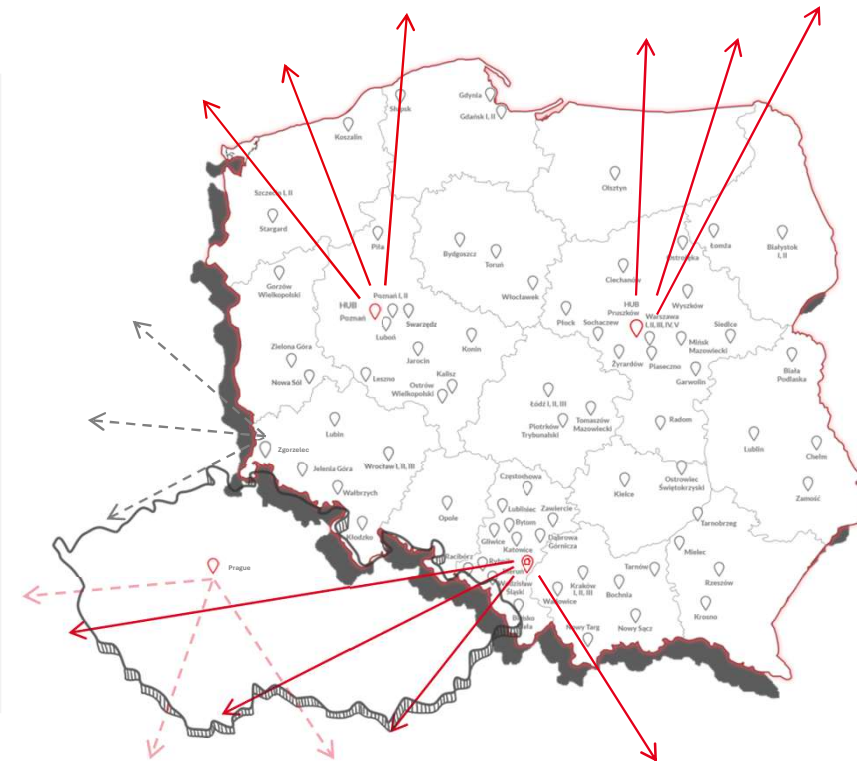
# Well-developed distribution network

IT-supported logistics enable just-in-time deliveries to geographically dispersed customers, with a frequency of **2–8 daily delivery runs**

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

Network of **116 branches** covering all regions of Poland

Subsidiary operating **two branches in the Czech Republic**



## Expanding warehouse space



**52,000 m<sup>2</sup>**

Distribution centre in  
Bieruń

**13,500 m<sup>2</sup>**

Logistics and distribution centre  
(HUB) in Poznań

**24,000 m<sup>2</sup>**

Warehouse in Mysłowice

**33,000 m<sup>2</sup>**

Distribution centre in  
Zgorzelec

**12,500 m<sup>2</sup>**

Warehouse in Pruszków

**5,000 m<sup>2</sup>**

Warehouse in Germany

**57,000 m<sup>2</sup>**

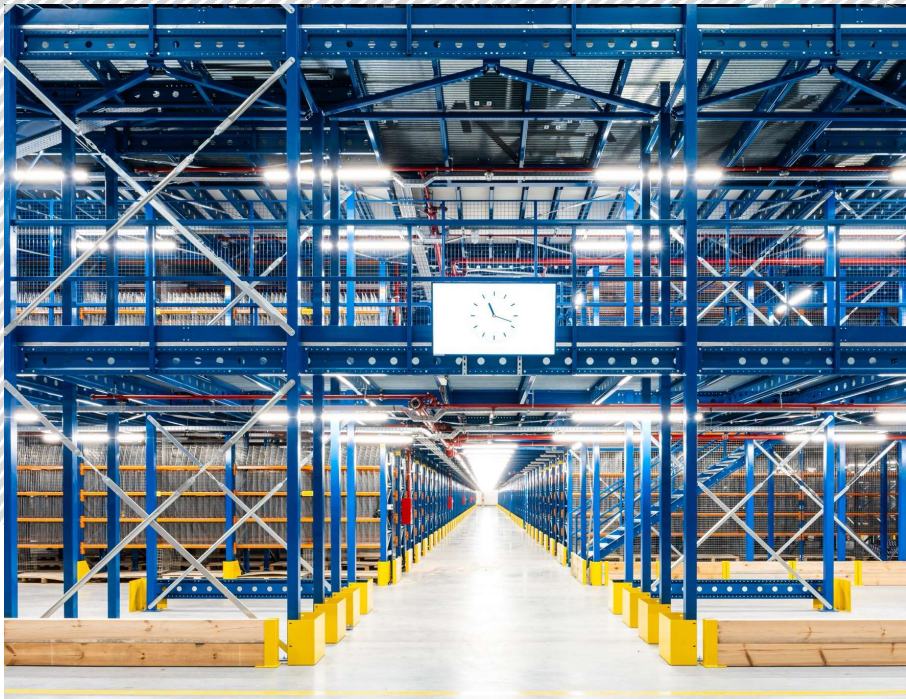
Local branch warehouses  
within **116 branches**

**1,200 m<sup>2</sup>**

2 branches in Prague,  
Czech Republic

## Distribution centre in Zgorzelec

- Group's second-largest and **most technologically advanced** logistics and warehousing facility
- Largest investment in the Group's history, increasing available warehouse space by **33,000 m<sup>2</sup>** (ca. **30%**) (excluding local branch warehouses)
- **Strategic** location near the German border, **strengthening capacity for export sales** to Western European markets



Extensive **automation of logistics processes**

2 sorters, each with a maximum capacity of **3,500 parcels per hour**

Capacity to handle about **50 vehicles** simultaneously  
– **dispatch** of up to **200 pallets** at the same time

# Private label brands and exclusive brands contributing 17% of revenue

## Private label brands



over **35,000**  
product references  
available

**2,000**  
products available

**19**  
years of experience

**10**  
years of experience

**80**  
product groups

Workshop equipment:  
tools and power tools

Car and motorcycle  
parts

## Exclusive brands



over **3,500**  
product references  
available

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

Braking system parts

Power transmission  
systems



# Expanding proprietary workshop network

Network of **over 560 MaXserwis** affiliated workshops

Plans of major **network expansion** in 2026





Market environment

# Market environment

## POLAND

- **635** vehicles **per 1,000 inhabitants** in Poland (ACEA)
- In 2025, the **number of new passenger car registrations rose** by **8.3%** year on year (PZPM/KPMG)
- Electric vehicle registrations accounted for ca. **7%** of the period's total (a **162%** year-on-year increase in sales) (PZPM/KPMG)
- **Average age of a passenger car: 15.1 years** (ACEA)
- In 2025, the average price of used passenger cars was approximately PLN **47,600** (AAA Auto)
- **Unemployment rate recorded** at the end of 2025: **5.7%** (Statistics Poland)
- **GDP growth in 2025: 3.6% year on year** (Statistics Poland, preliminary data)

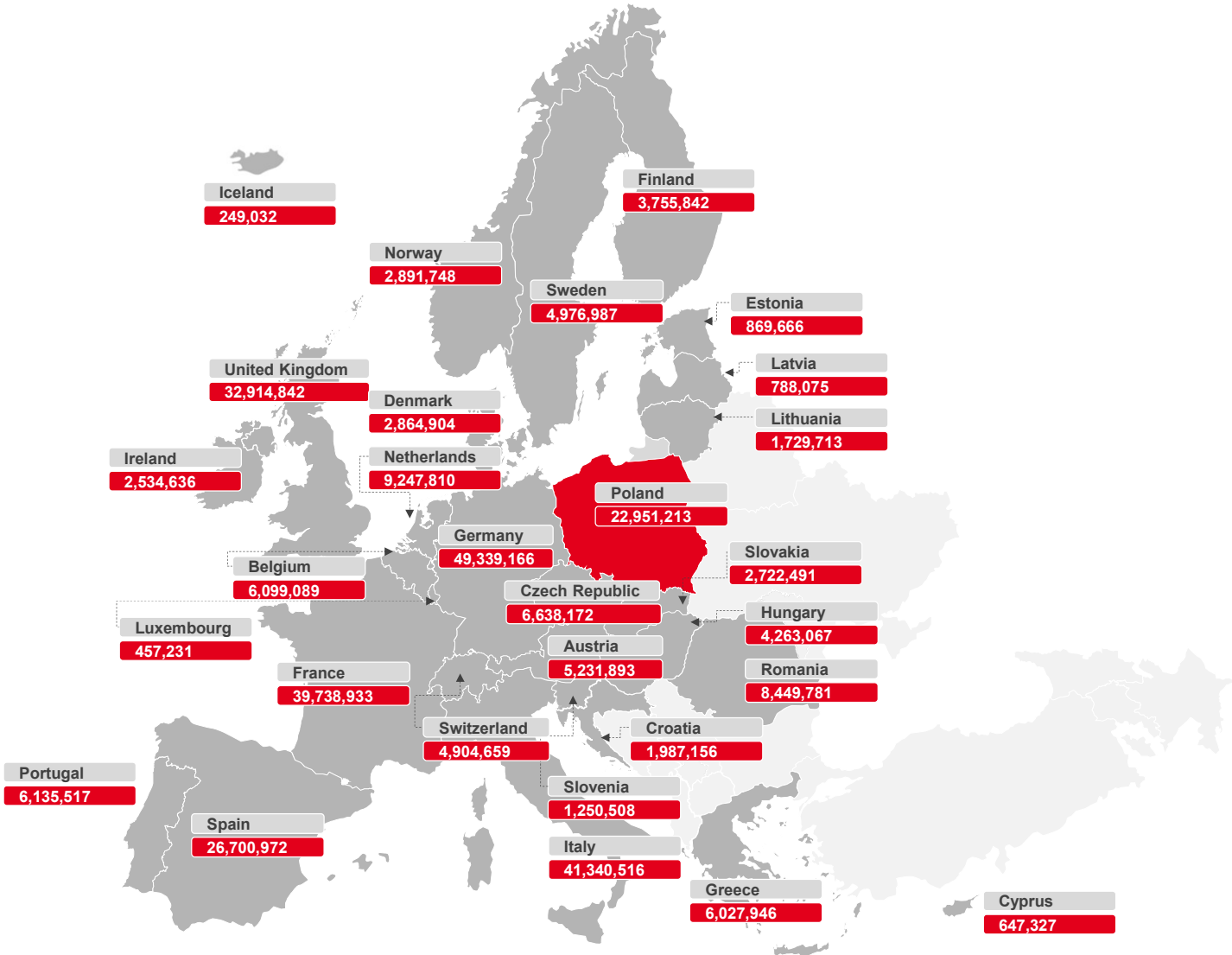
## EUROPE (European Union)

- **646** vehicles **per 1,000 inhabitants** in the European Union (ACEA)
- In 2025, **new passenger car registrations in the EU increased** by **1.8%** (ACEA)
- According to ACEA, in 2025 **new electric vehicles accounted for 17.4% of the total EU market** (up from with 13.6% in 2024)
- **Average age of a passenger car in the EU: 12.5 years** (ACEA)
- **EU's unemployment rate** at the end of 2025: **5.9%** (Eurostat)
- **EU's GDP in 2025: ca. 1.5% year on year** (Eurostat, estimated data)

# Registered passenger cars

# 297,690,892

passenger cars registered in 29 European countries at the end of 2024



Source: Eurostat, 2024 data





Financial results

# 2025 Results

## REVENUE

**4,424.9**

PLN million

+8%

## EBITDA

**337.2**

PLN million

-2%

## EBIT

**280.3**

PLN million

-3%

## NET PROFIT

**198.9**

PLN million

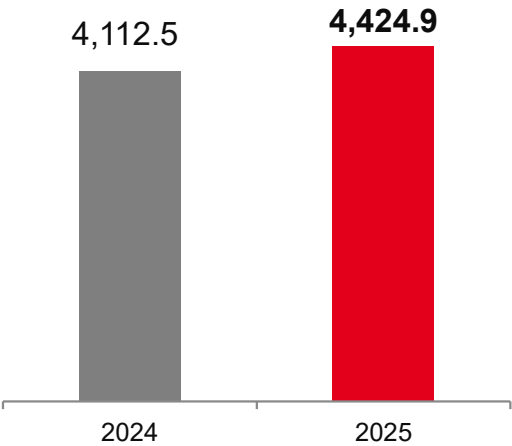
-4%



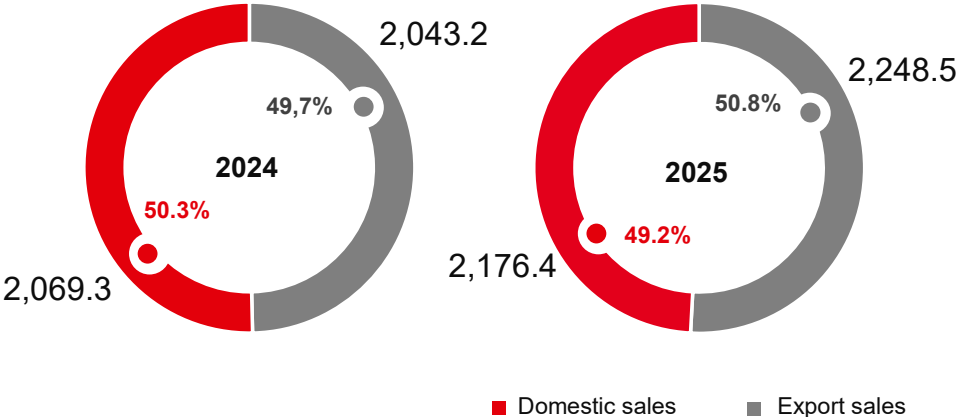
# Strong sales growth in 2025

- Revenue up 7.6% year on year
- Export sales accounting for a larger share of total revenue than domestic sales

2025 Sales (PLN million)



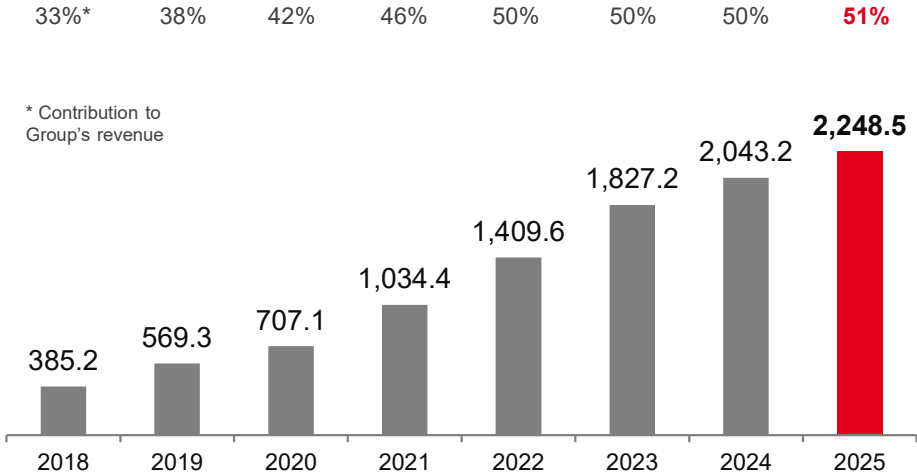
Sales by geography (PLN million)



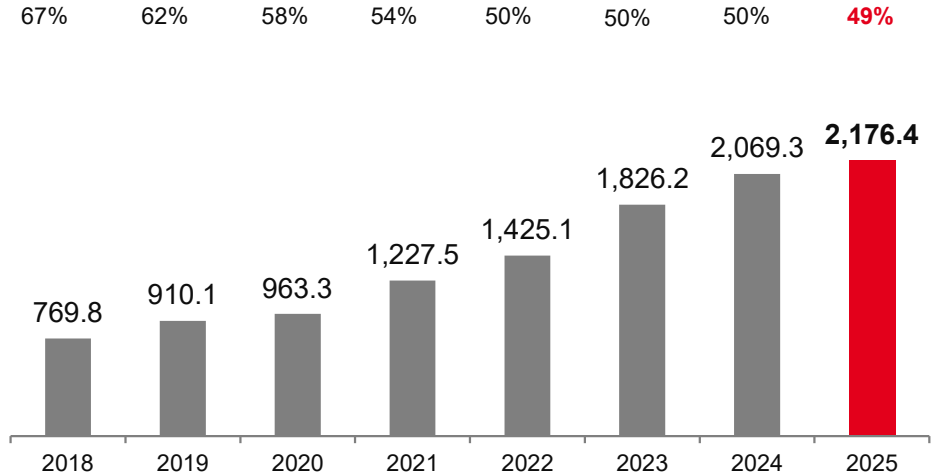
# Strong domestic and export sales

- Export sales **up 10.0% year on year**
- Domestic sales **up 5.2% year on year**

Export sales

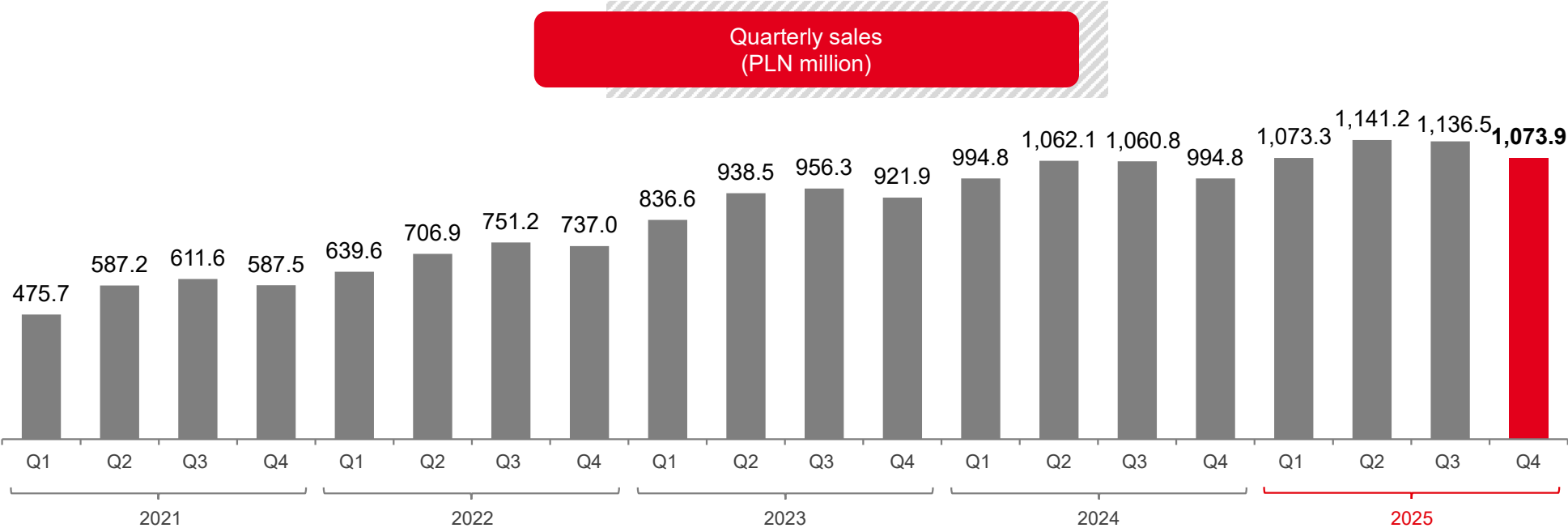


Domestic sales



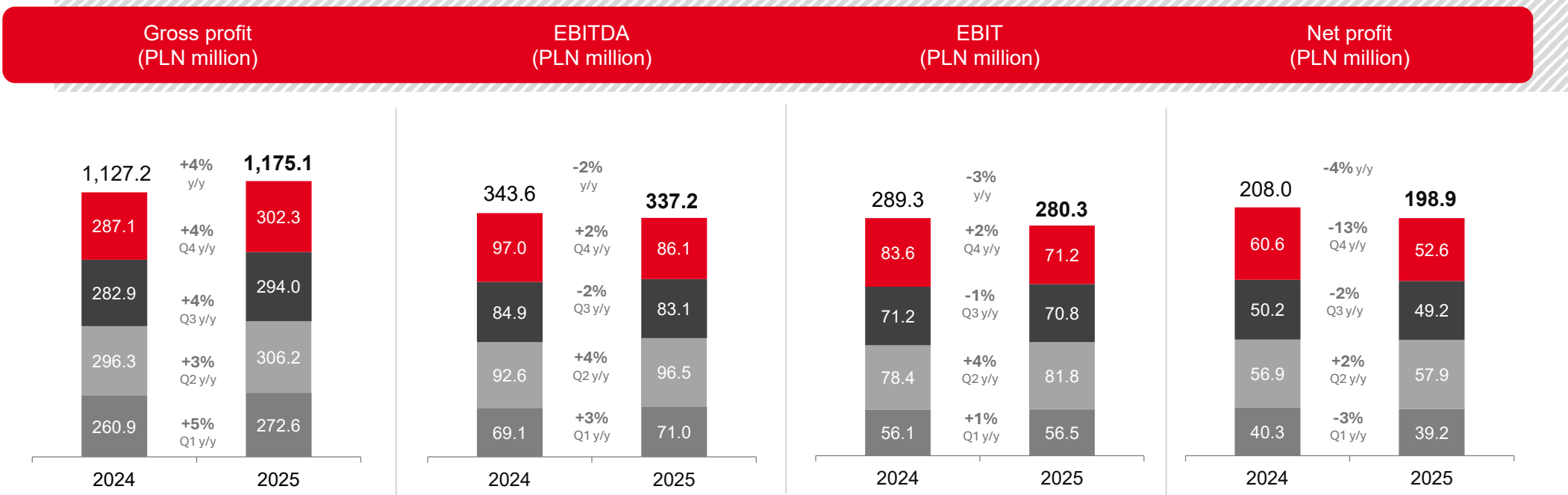
# Continued business expansion

- Record-high revenue for 2025 in excess of PLN 4.4 billion, despite:
  - mild price deflation
  - intensely competitive environment
  - stronger EUR against PLN
- Key drivers supporting sales growth:
  - new export destinations and routes
  - product mix expansion
  - better alignment of the product mix with customer needs across different price tiers
  - steadily optimised and improved customer service



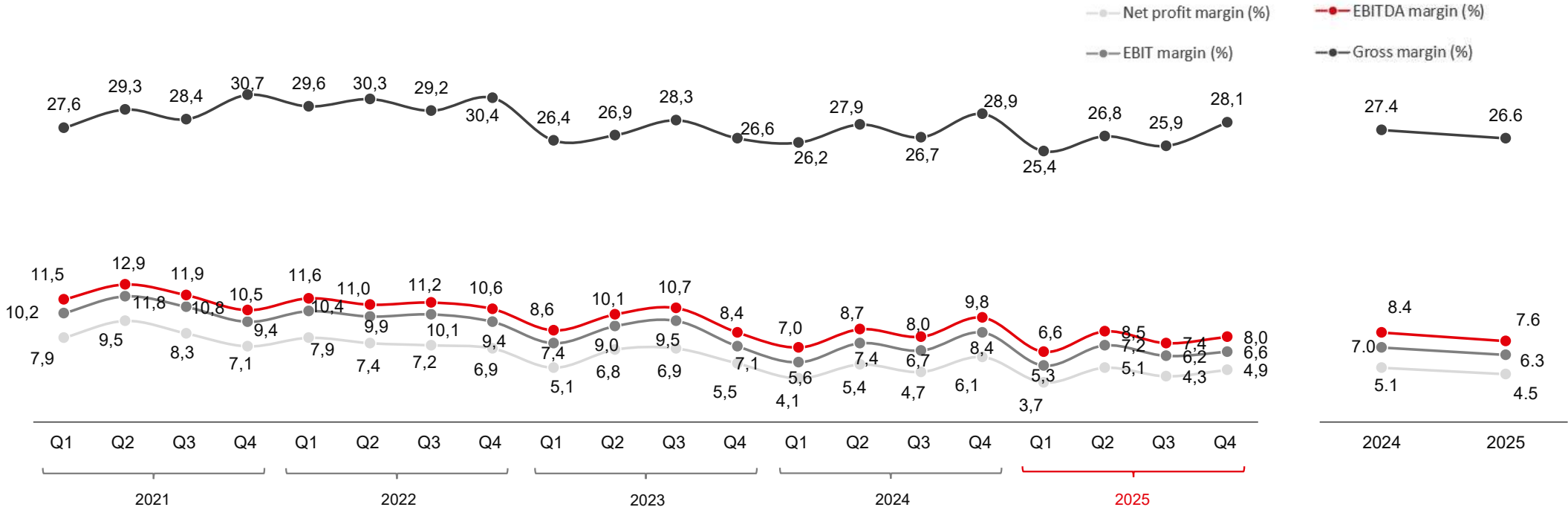
# Solid profitability despite market headwinds

- Profitability remained solid despite cost and wage pressures
- Gross margin lower compared with 2024 (26.6% vs 27.4%). The margin was under pressure from mild price deflation, intense price competition in the market, and strong EUR against PLN
- Tight cost discipline, optimisation measures, and investments in process automation



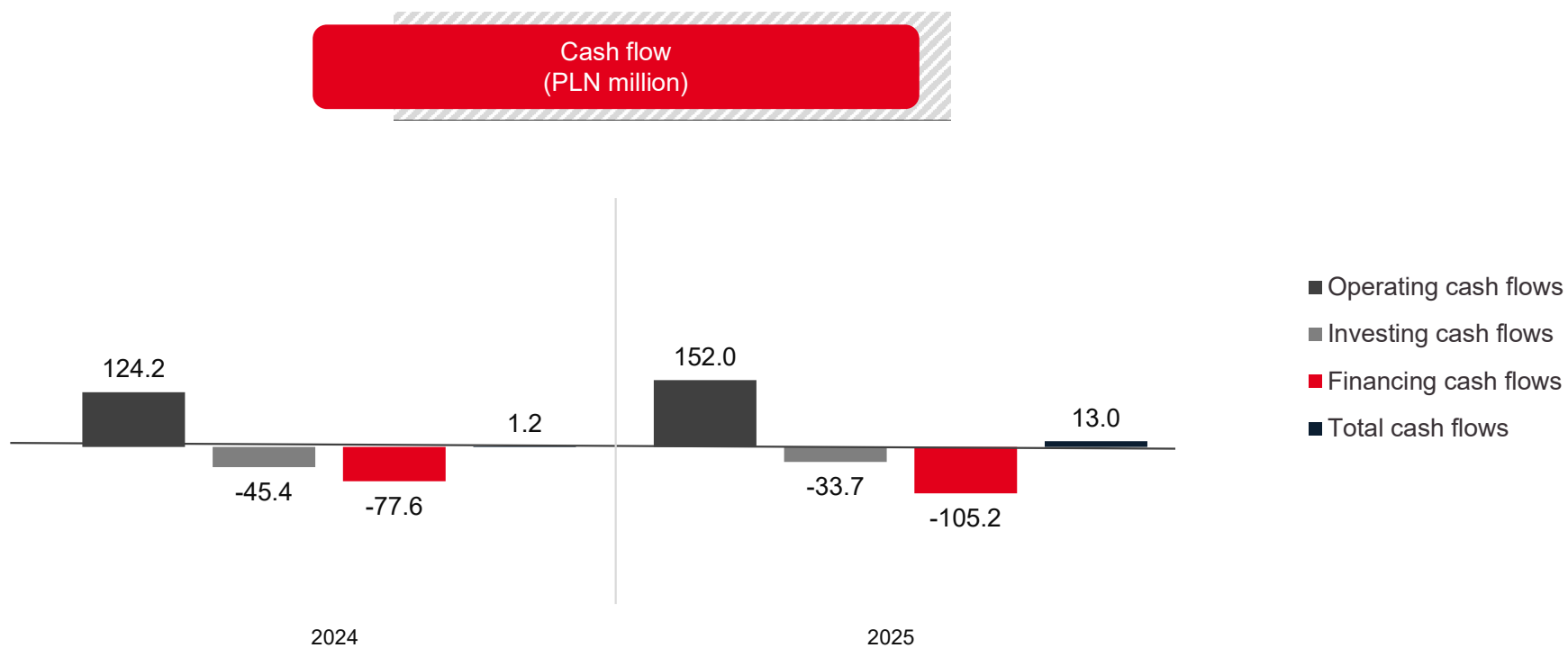
# Solid margin levels despite market pressure

Profitability (%)



# Cash flow

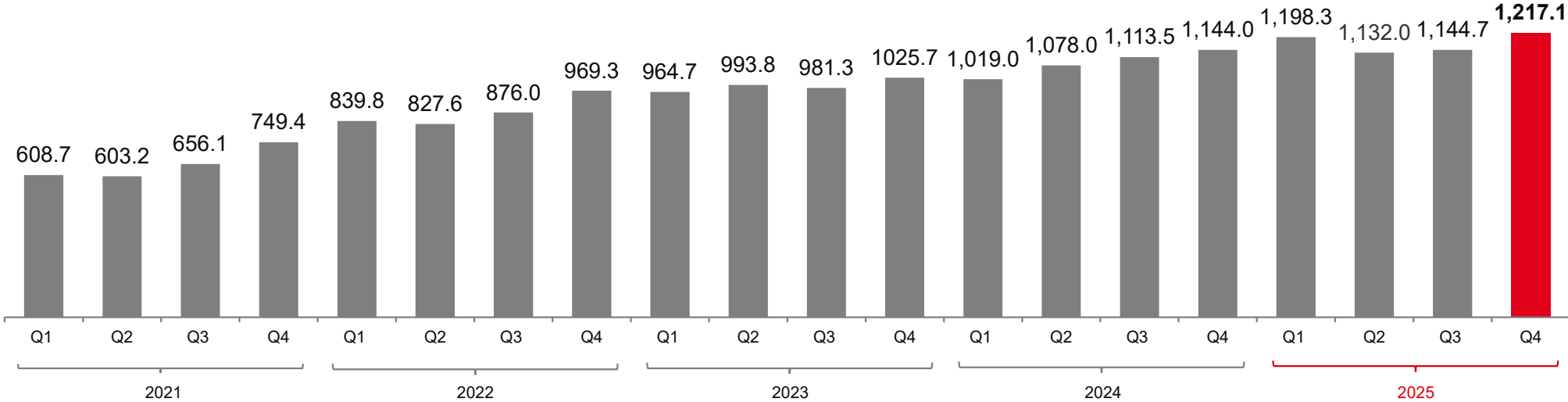
- Stable liquidity position of the Group



# Stable inventory levels

- Strong inventory turnover: **133 days** vs **133 days** the year before (as at 31 December 2025)

Inventories\*  
(PLN million)



\* Inventories and right of return assets

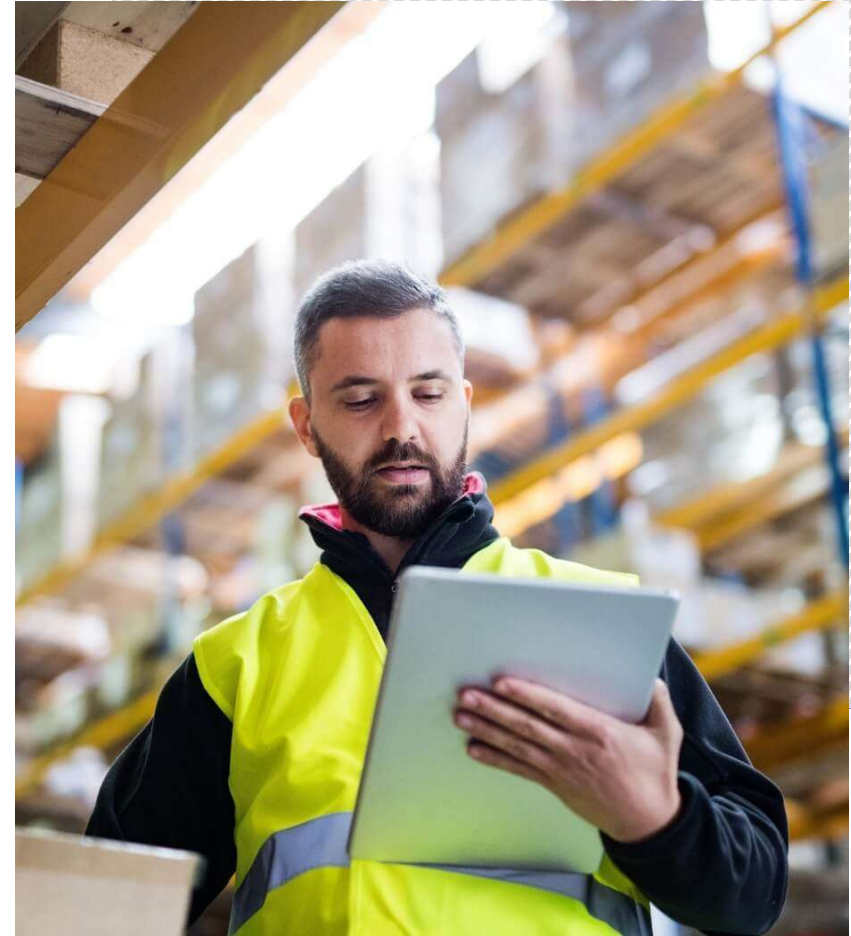




Summary

## Summary

- Record-high revenue for Q1–Q4 2025 in excess of **PLN 4.4 billion**
- **Solid profitability** maintained despite market challenges
- **Low debt** level (net debt / EBITDA = **1.7x**)
- **Positive outlook** for the automotive parts distribution market
- **Tight cost discipline** and investments in **process automation**
- **Continued business expansion**
- **Distribution centre opened in Zgorzelec, strengthening capacity for export sales** to Western Europe





THANK YOU!

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