

# Auto Partner Group Financial Results

Q1 2026



21 May 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 has 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 53% of sales**



Over **350,000 product references** available



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



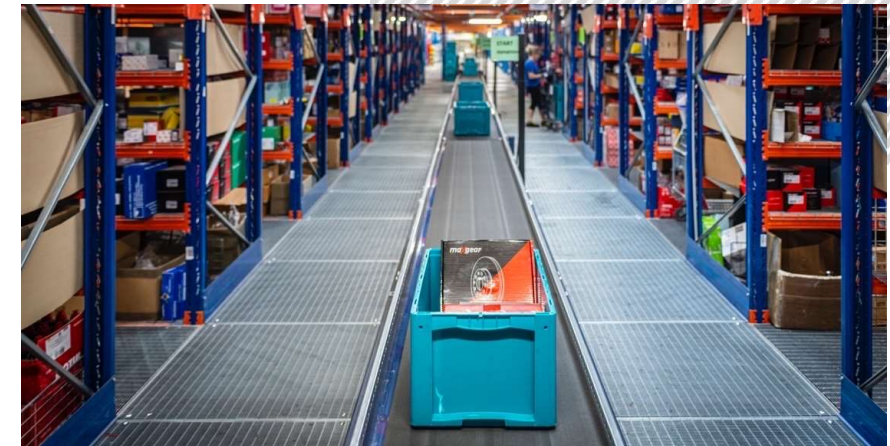
Strong private labels (including **maXgear**), contributing around 17% of sales



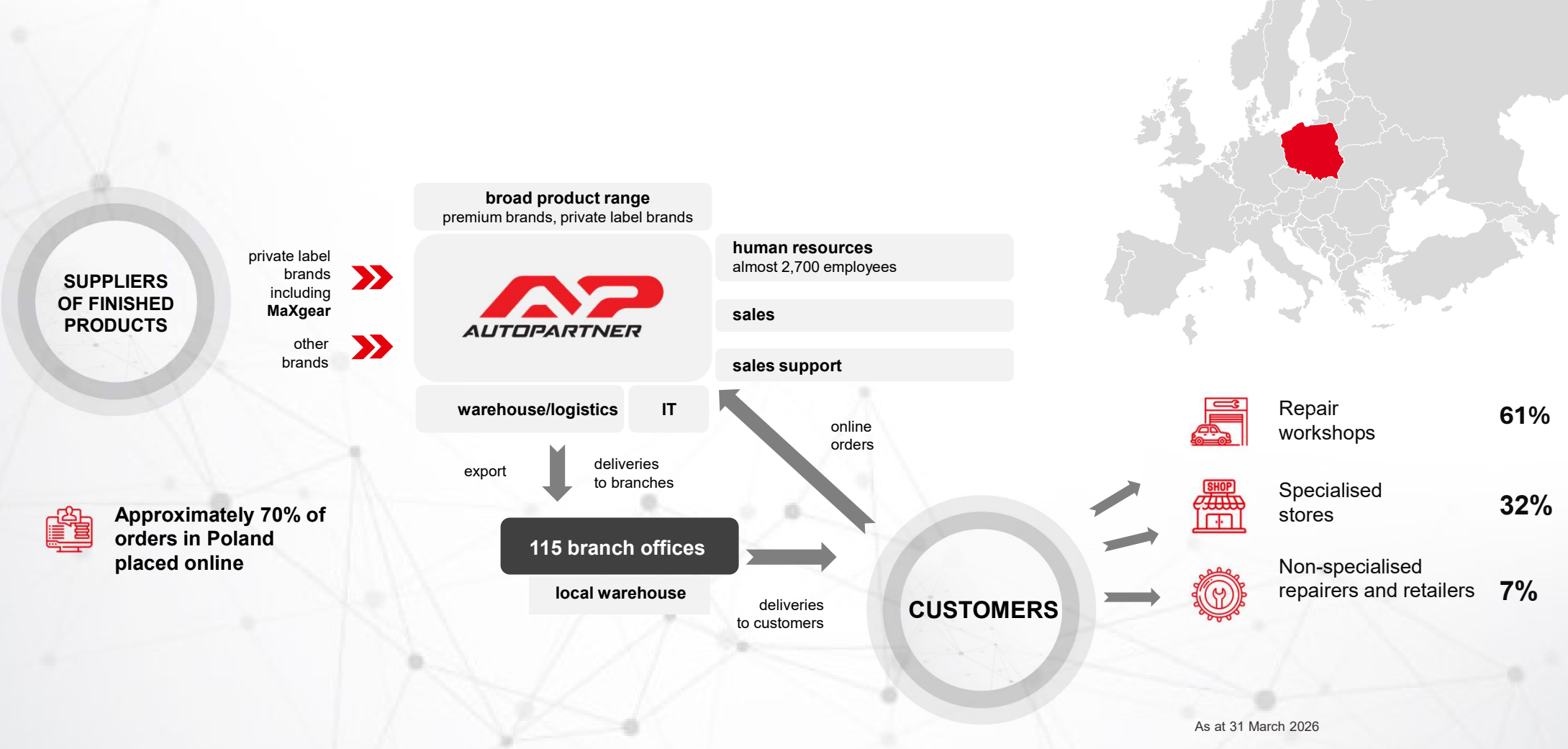
Network of over 560 **MaXserwis** affiliated workshops



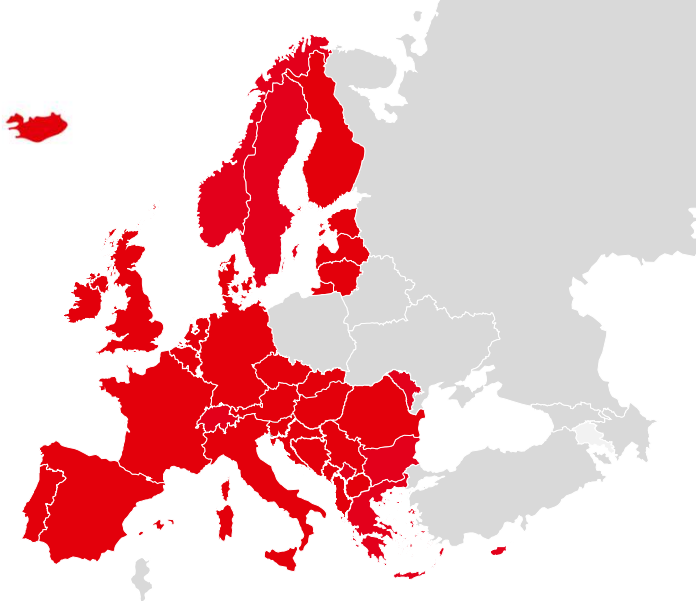
Member of **GlobalOne** purchasing organisation



# Successful business model – Poland



# Successful business model – exports



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**

online orders



**Approximately 99% of international orders placed online**

partnerships and representative offices



Stores, wholesalers and distributors

**100%**

As at 31 March 2026



## Key developments in Q1 2026



**9% increase in revenue**, to over **PLN 1.17 billion**



**Growth** recorded both in Poland (**up 4.5%**) and in international markets (**up 13.4%**)



**Solid profitability** and rapid business growth achieved despite market challenges, with a gross margin of **27.8%** posted for Q1 2026



**Continued international expansion**, with exports accounting for close to **53%** of total revenue



**Distribution centre in Zgorzelec** nearing full operational capacity; opening of a warehouse **in Germany**



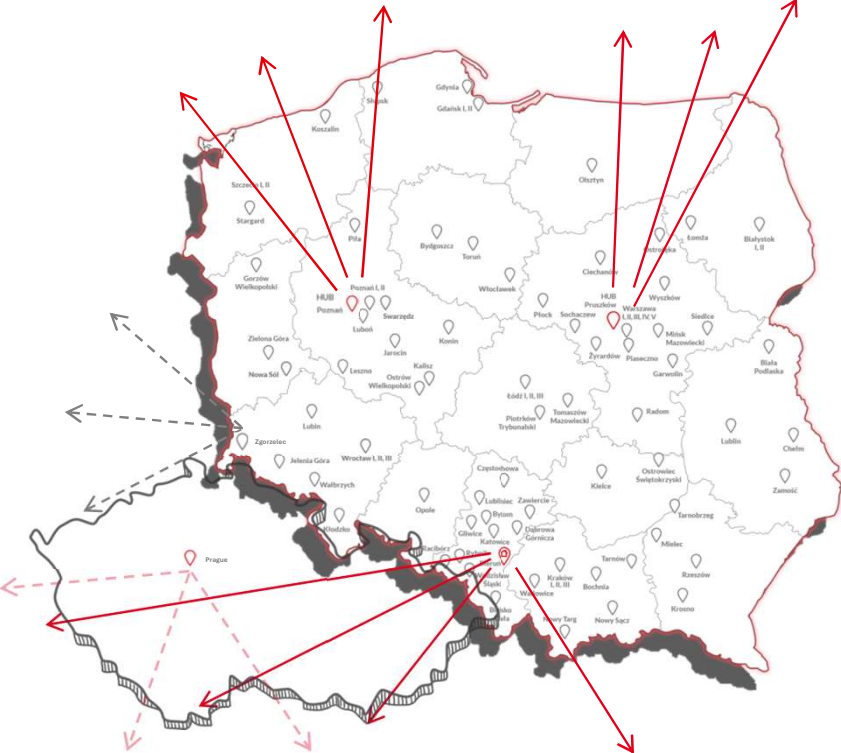
# Well-developed distribution network

IT-supported logistics, enabling 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 Bieruń and distribution centres in Zgorzelec, Poznań and Pruszków

Network of **115 branch offices** covering all regions of Poland

Subsidiary operating **two branch offices in the Czech Republic**



## Expanding warehouse space



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

Distribution centre in Bieruń

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

Warehouse in Pruszków

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

Logistics and distribution centre (HUB) in Poznań

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

Warehouse in Germany

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

Warehouse in Mysłowice

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

Local warehouses within  
**115 branch offices**

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

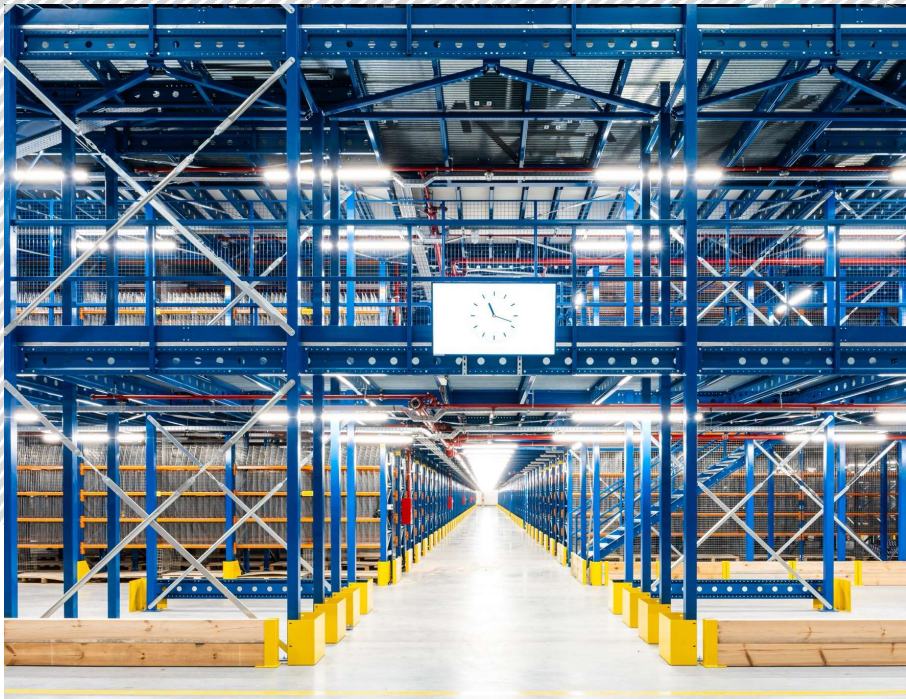
Distribution centre in Zgorzelec

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

2 branch offices in  
Prague, Czech Republic

## Distribution centre in Zgorzelec

- The Group's second-largest and **most technologically advanced** logistics and warehouse facility
- Largest investment in the Group's history, increasing available warehouse space by **33,000 m<sup>2</sup>**, or ca. **30%** (excluding local branch warehouses)
- **Strategic** location near the German border, **strengthening capacity for export sales** to Western European markets
- Expected to reach full operational readiness by the end of H1 2026



Highly automated 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

**maxgear**<sup>®</sup>

over **35,000**  
reference products  
available

**19**  
years of experience

**80**  
product groups

Car and motorcycle  
parts

**ROCKS**<sup>®</sup>

**2,000**  
products available

**10**  
years of experience

Workshop equipment:  
tools and power tools

## Exclusive brands

**quaro**<sup>®</sup>

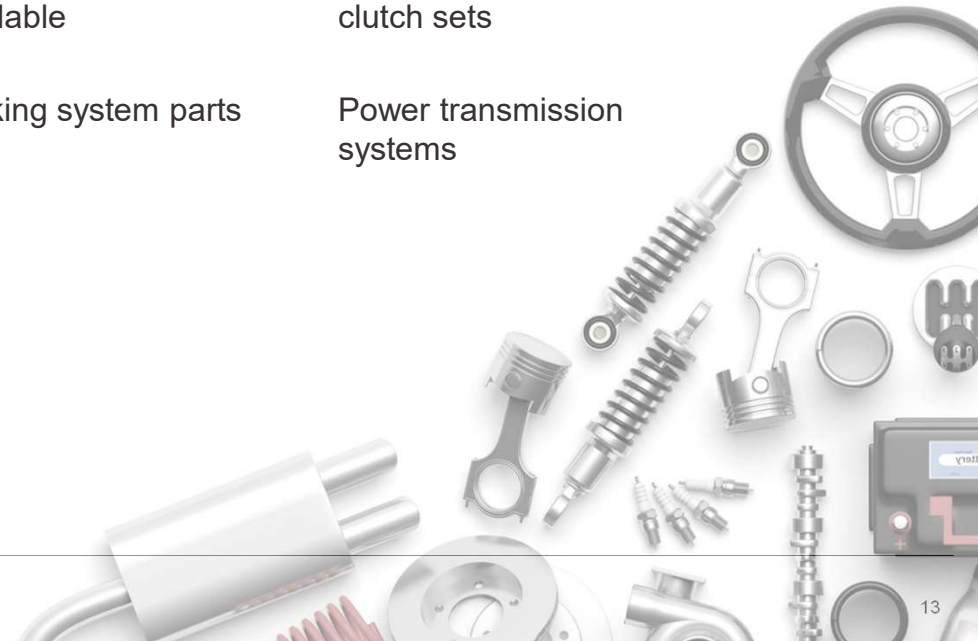
over **3,500**  
reference products  
available

Braking system parts

**RYMEC**

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

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 Q1 2026, the number of new passenger car registrations rose by **6.9%** year on year (KPMG/PZPM)
- Average age of a passenger car: **15.2 years** (ACEA)
- In March 2026, the average price of used passenger cars was approximately PLN **51,400** (AAA Auto)
- Unemployment rate recorded at the end of March 2026: **6.1%** (Statistics Poland)
- GDP in Q1 2026: **3.4% year on year** (Statistics Poland, preliminary data)

## EUROPE (European Union)

- **646** vehicles per 1,000 inhabitants in the European Union (ACEA)
- In 2025, new car registrations in the EU increased by **4%** (ACEA)
- According to ACEA, in Q1 2026, new electric vehicles accounted for **19.4%** of the total EU market
- Average age of a passenger car in the EU: **12.7 years** (ACEA)
- EU's unemployment rate in Q1 2026: **5.9%** (Eurostat)
- EU's GDP in Q1 2026: ca. **0.2% 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

# Q1 2026 results

## REVENUE

**1,170.0**

PLN million

**+9%**

## EBITDA

**104.6**

PLN million

**+47.2%**

## EBIT

**88.1**

PLN million

**+56%**

## NET PROFIT

**62.1**

PLN million

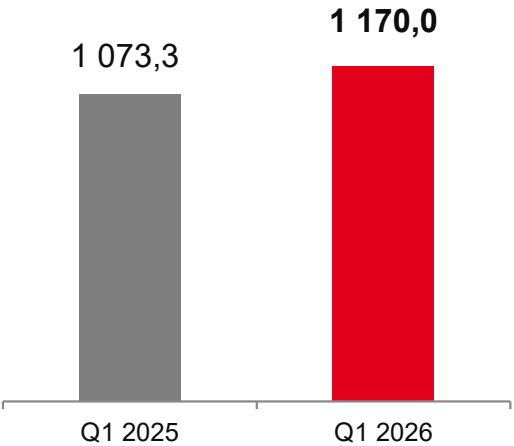
**+58.3%**



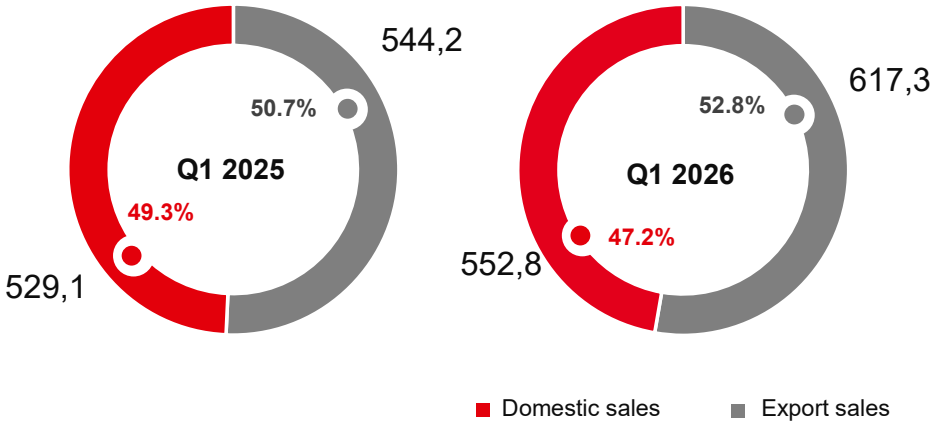
# Strong sales growth in Q1 2026

- Revenue up **9.0% year on year**
- Export sales accounting for a larger share of total revenue than domestic sales

Q1 2026 sales (PLN million)



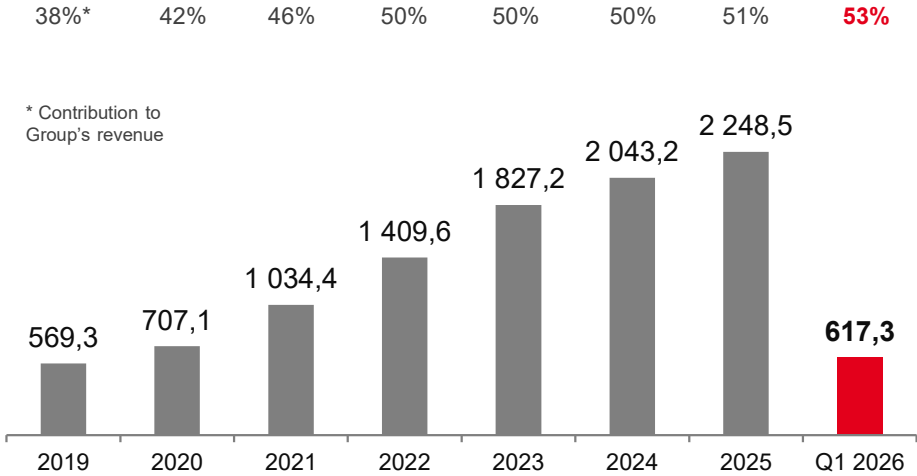
Sales by geography (PLN million)



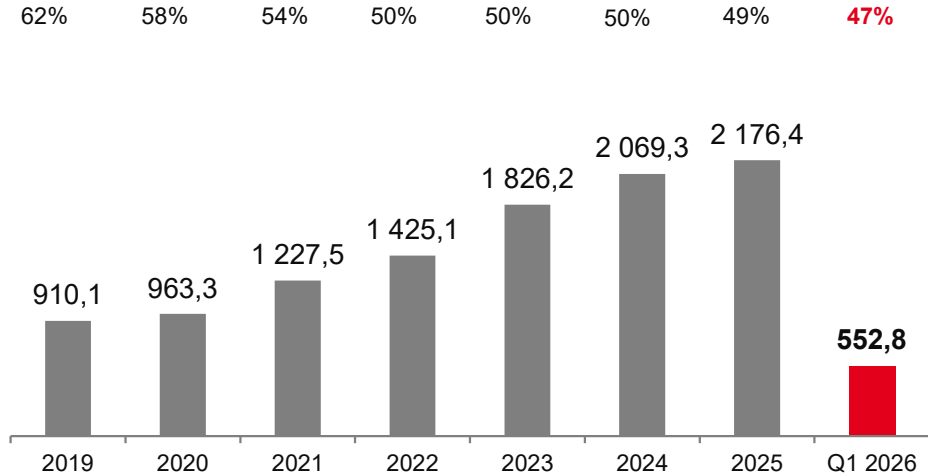
# Strong domestic and export sales

- Export sales **up 13.4% year on year**
- Domestic sales **up 4.5% year on year**

## Export sales



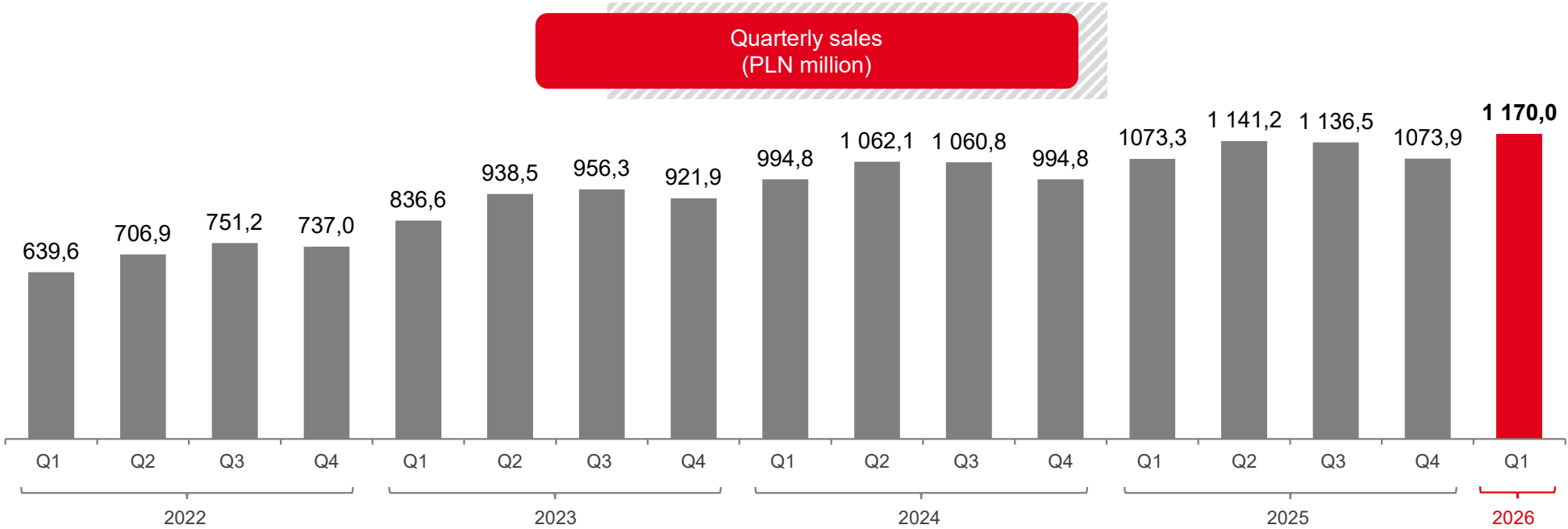
## Domestic sales



# Continued business expansion

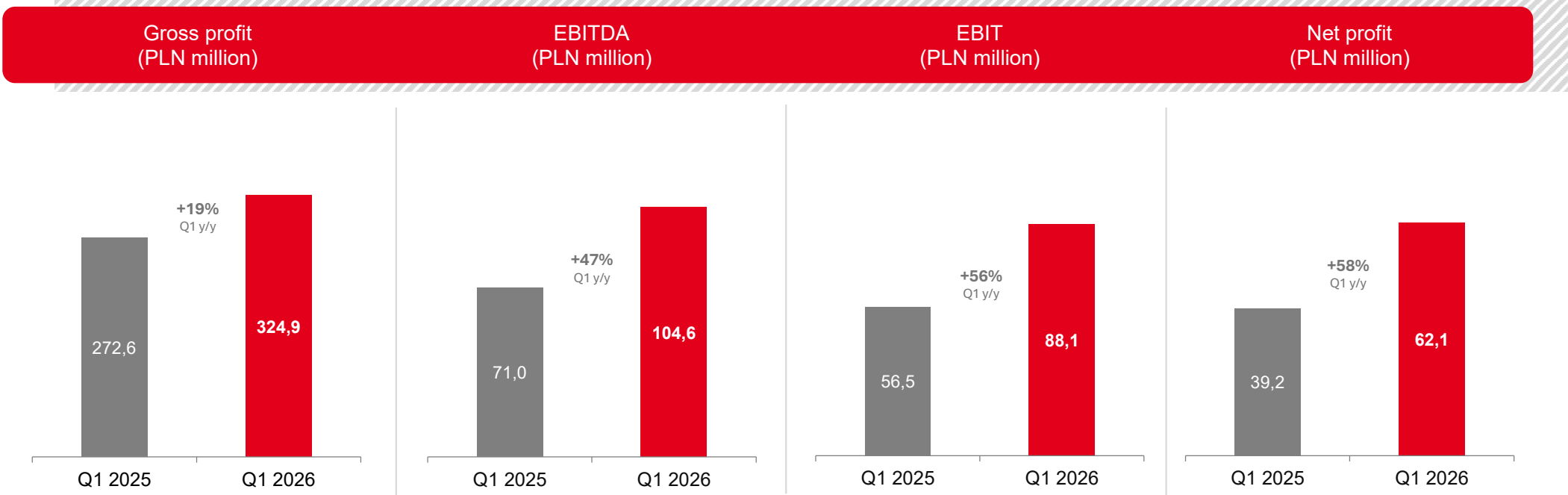
- Record-high revenue of more than PLN 1.17 billion in Q1 2026 – the best quarter in the Group’s history despite unfavourable weather conditions in January and February

- Key drivers supporting sales growth:
  - easing deflationary trends in product prices
  - steadily optimised and improved customer service, with the Zgorzelec distribution centre approaching full operational capacity
  - new export destinations and routes
  - product mix expansion
  - better alignment of the product mix with customer needs across different price segments



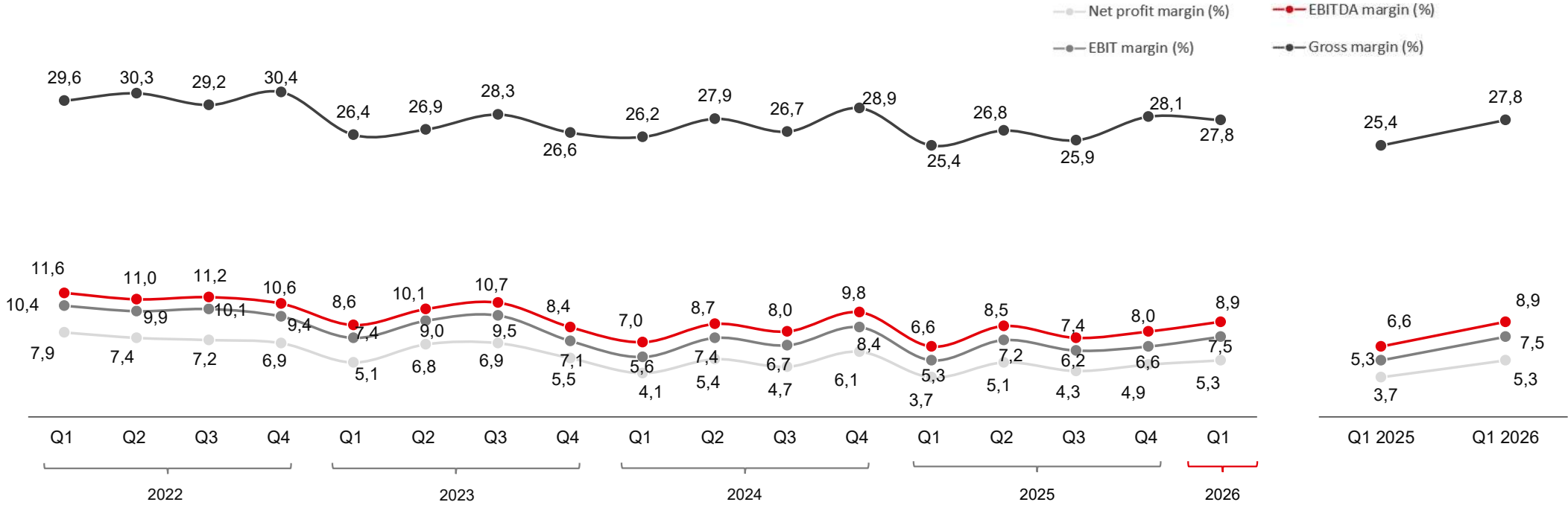
# Solid profitability despite market headwinds

- Gross margin higher than in Q1 2025 (27.8% vs 25.4%), driven by:
  - easing deflationary trends in product prices
  - faster order fulfilment and more efficient handling of growing sales in Western Europe, supported by the Zgorzelec distribution centre approaching full operational capacity
  - higher prices of oil-related products resulting from the geopolitical situation
- Strong cost discipline, optimisation measures, and investments in process automation



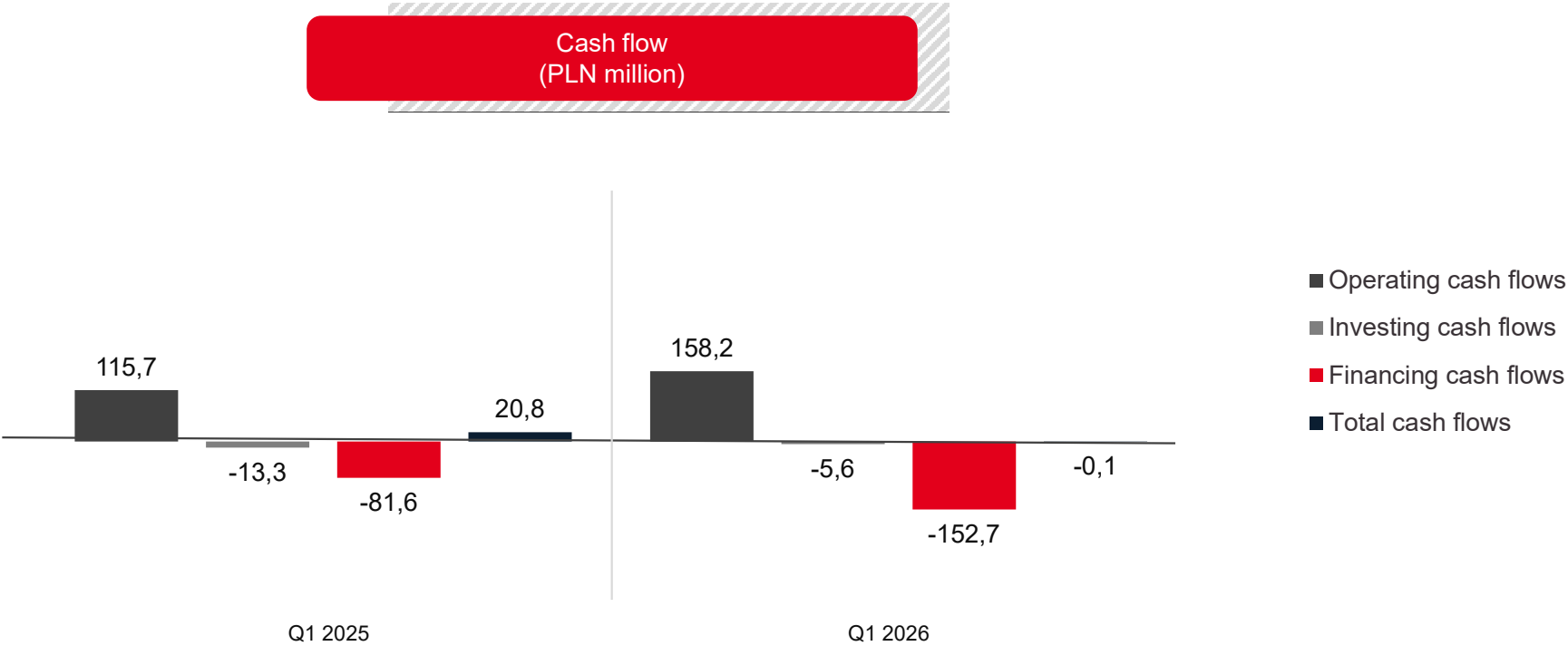
# Strong margin levels despite market pressure

## Profitability (%)



# Cash flow

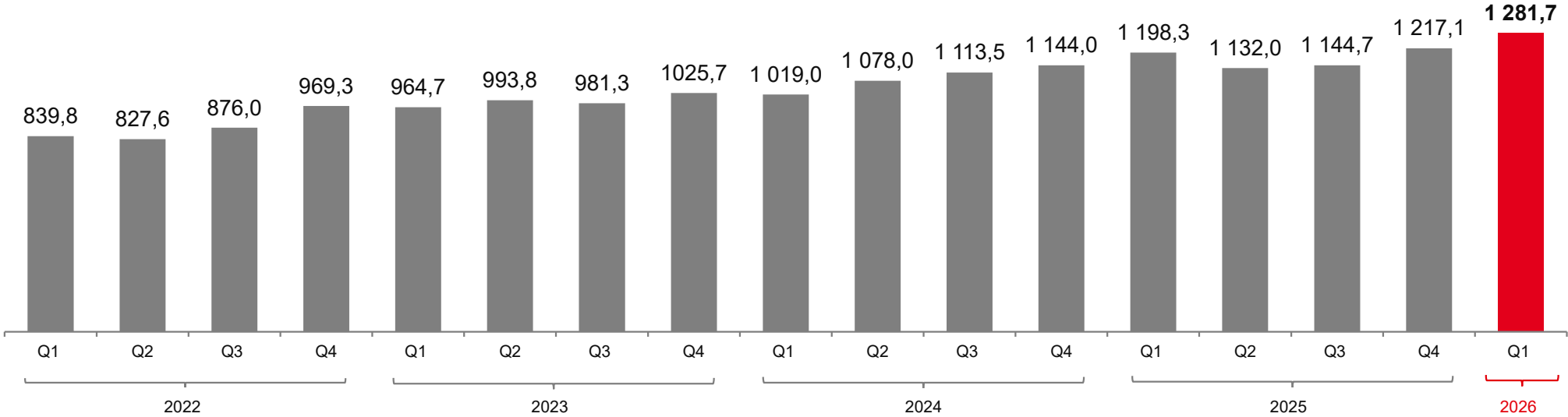
- Stable liquidity position of the Group



# Stable inventory levels

- Strong inventory turnover: **133 days** vs **132 days** the year before (as at 31 March 2026)

Inventories\*  
(PLN million)



\* Inventories and right of return assets

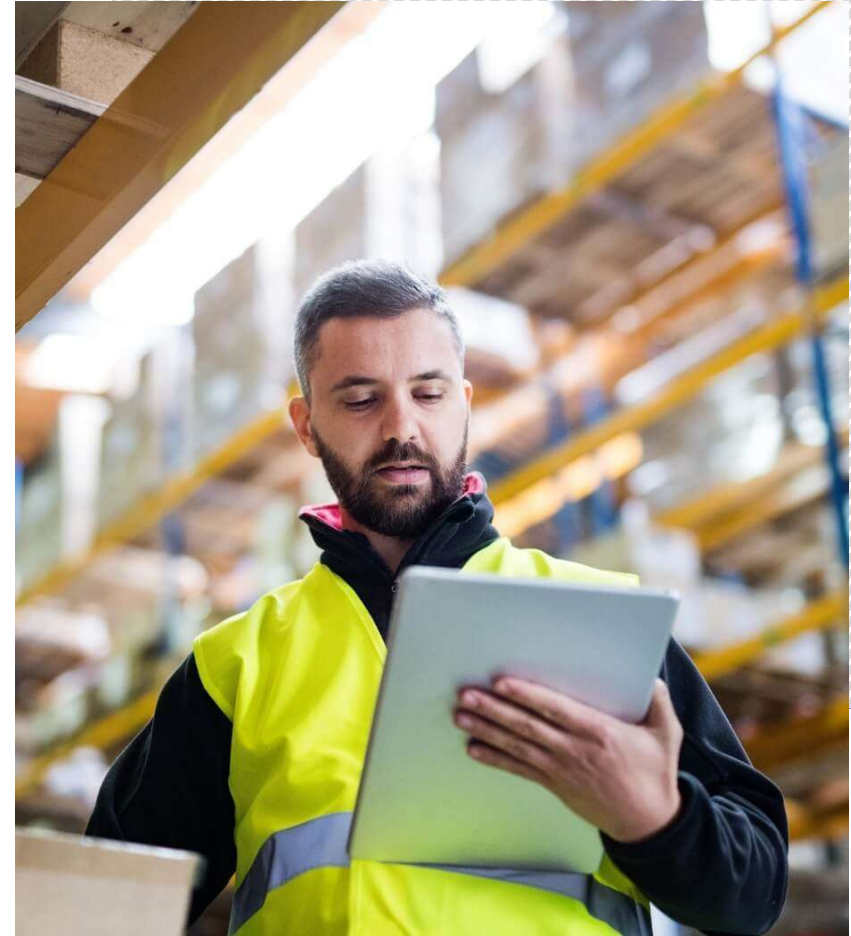




Summary

## Summary

- Record-high revenue in the first quarter, exceeding **PLN 1.17 billion**
- **Solid profitability** maintained despite market challenges
- **Low debt** level (net debt / EBITDA = **1.3x**)
- **Positive outlook** for the automotive parts distribution market
- **Strong cost discipline** and investments in **process automation**
- **Continued business expansion**
- **Distribution centre in Zgorzelec** nearing full operational readiness, translating into **increased capacity for export sales** to Western Europe





THANK YOU!

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