



**INTER
CARS**

together we **create**
s u p p o r t
d e l i v e r

Inter Cars facts & figures

May 2025



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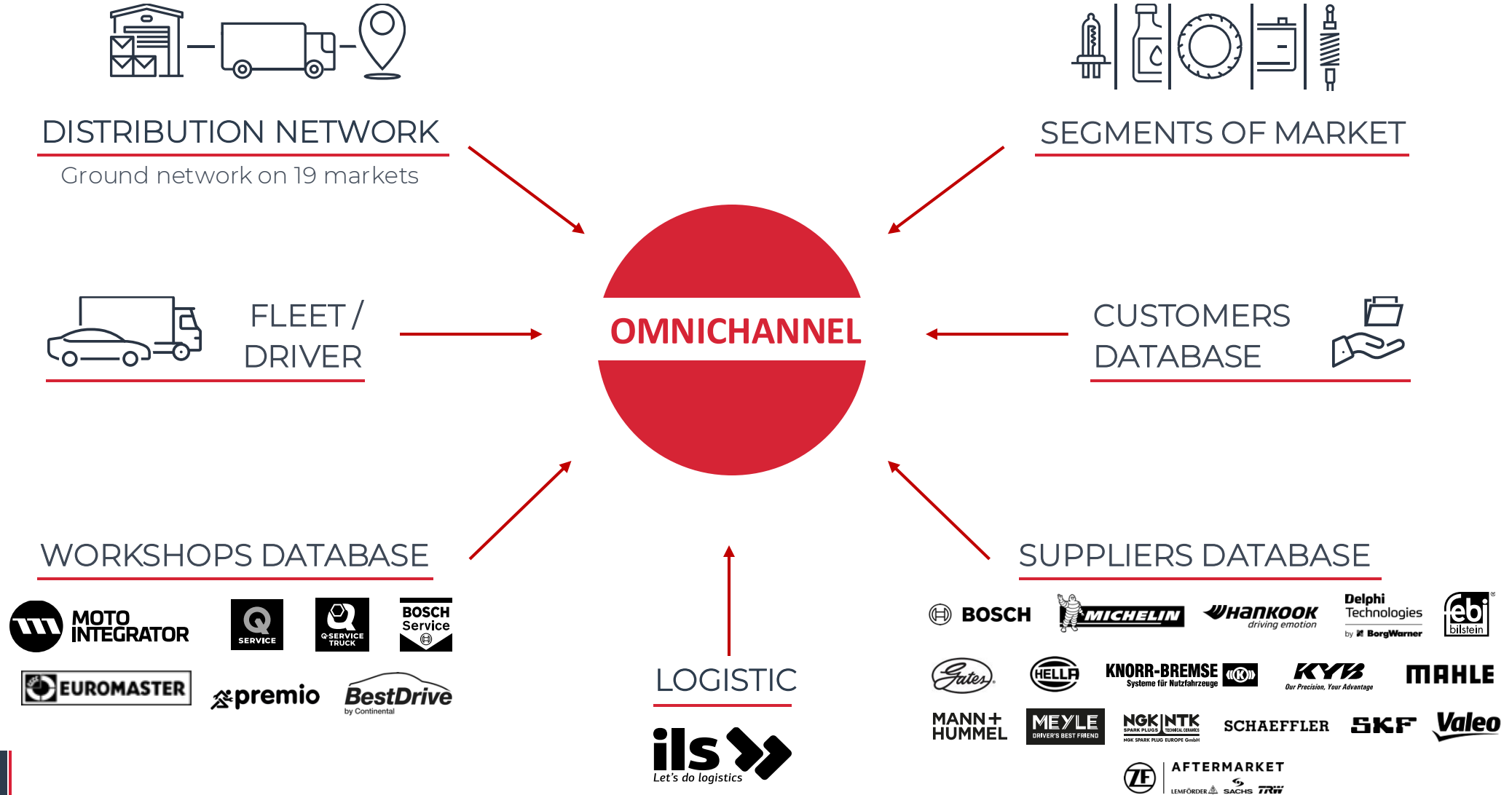
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WE HAVE BEEN BUILDING A COMPREHENSIVE ECOSYSTEM FOR MOBILITY TIMES



SYNERGY IN PARTS SALES FOR SUPPLIERS



PV (Passenger Vehicles)



TYRES



ACCESSORIES



CV (Commercial Vehicles)



BATTERIES



MOTO



OFF HIGHWAY



LUBRICANTS



INDUSTRY



VISUAL PARTS



GARAGE EQUIPMENT



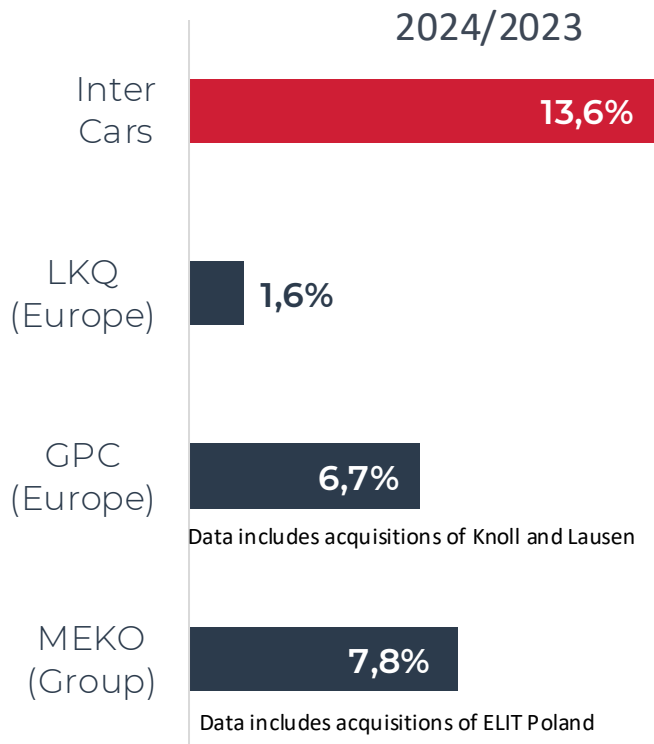
TUNING



MARINE

Inter Cars uses its **scale of operation** and at the same time is organized in smaller, **specialized business segments**, thus acting agile and flexibly, able to compete with smaller companies.

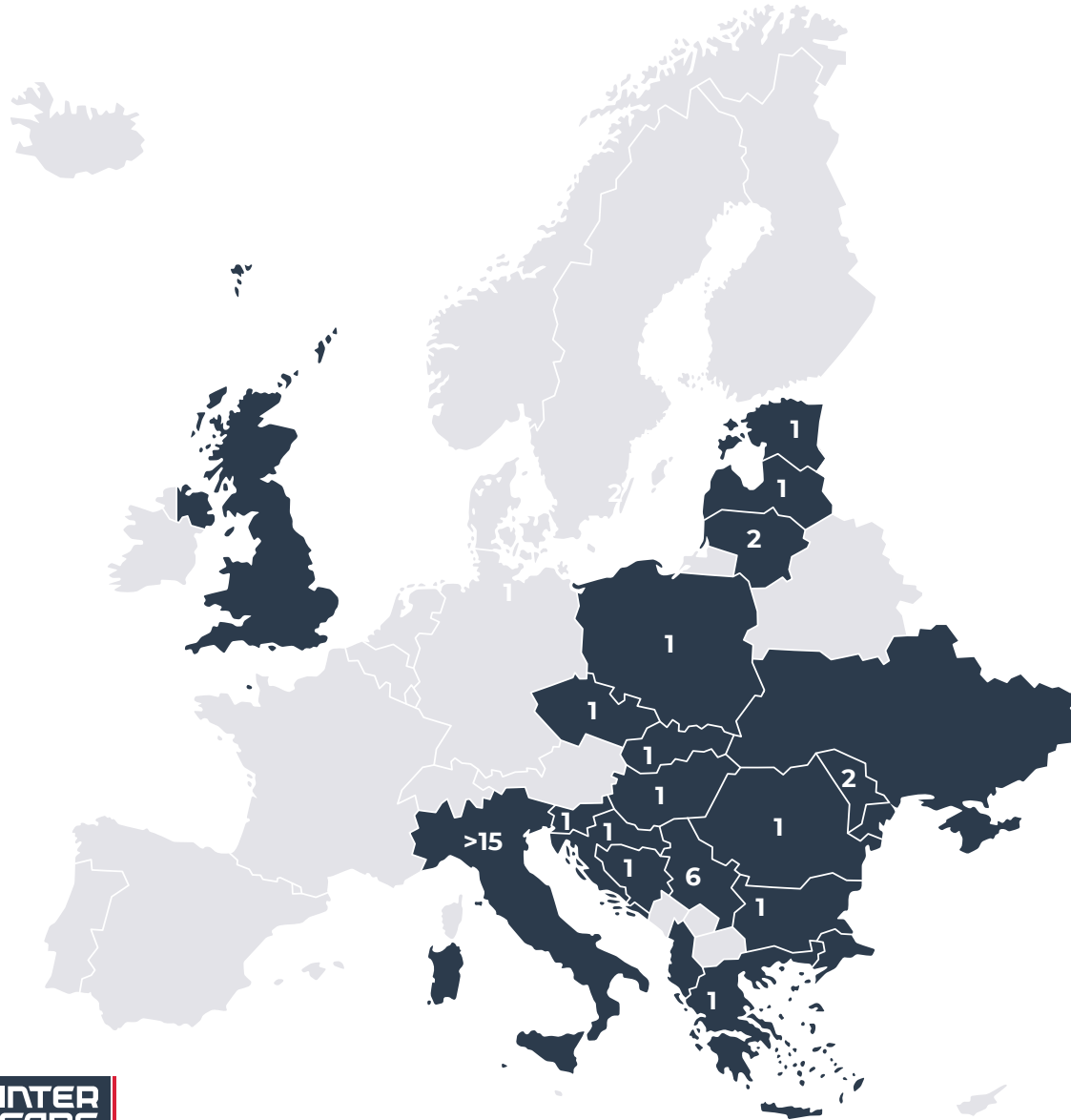
INTER CARS IN LAST 12 MONTHS



[mio EUR]	2024	2023	change %
Inter Cars	4 524	3 982	13,6%
LKQ (Europe)	5 913	5 821	1,6%
GPC (Europe)	3 560	3 335	6,7%
MEKO (Group)	1 576	1 461	7,8%
Total	15 572	14 599	6,7%

Data	YTD 4Q		
FX rates	2024	2023	change %
EUR -> PLN	4,3042	4,5284	-4,9 %
USD -> PLN	3,9853	4,1823	-4,7 %
SEK -> PLN	0,3758	0,3947	-4,8 %

RANKING OF DISTRIBUTORS ON CV MARKET



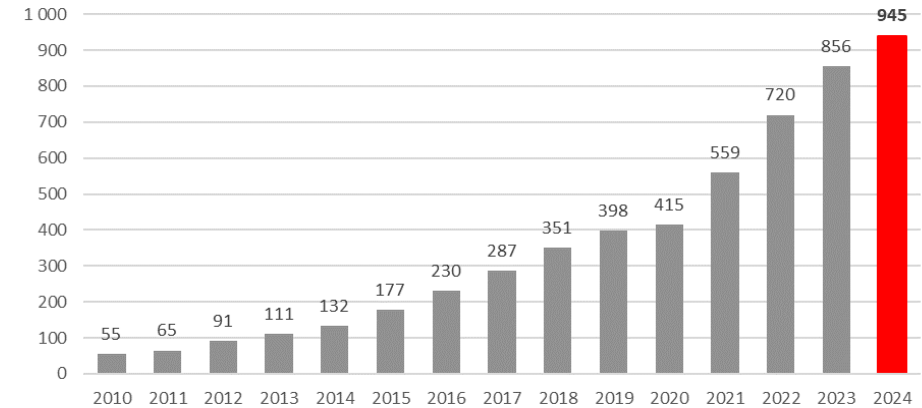
2024 Rank of Inter Cars companies on particular markets.

20¹
countries

#1 in the EU
truck parts

We have changed the way truck parts are distributed and installed.

Sales in mio EUR

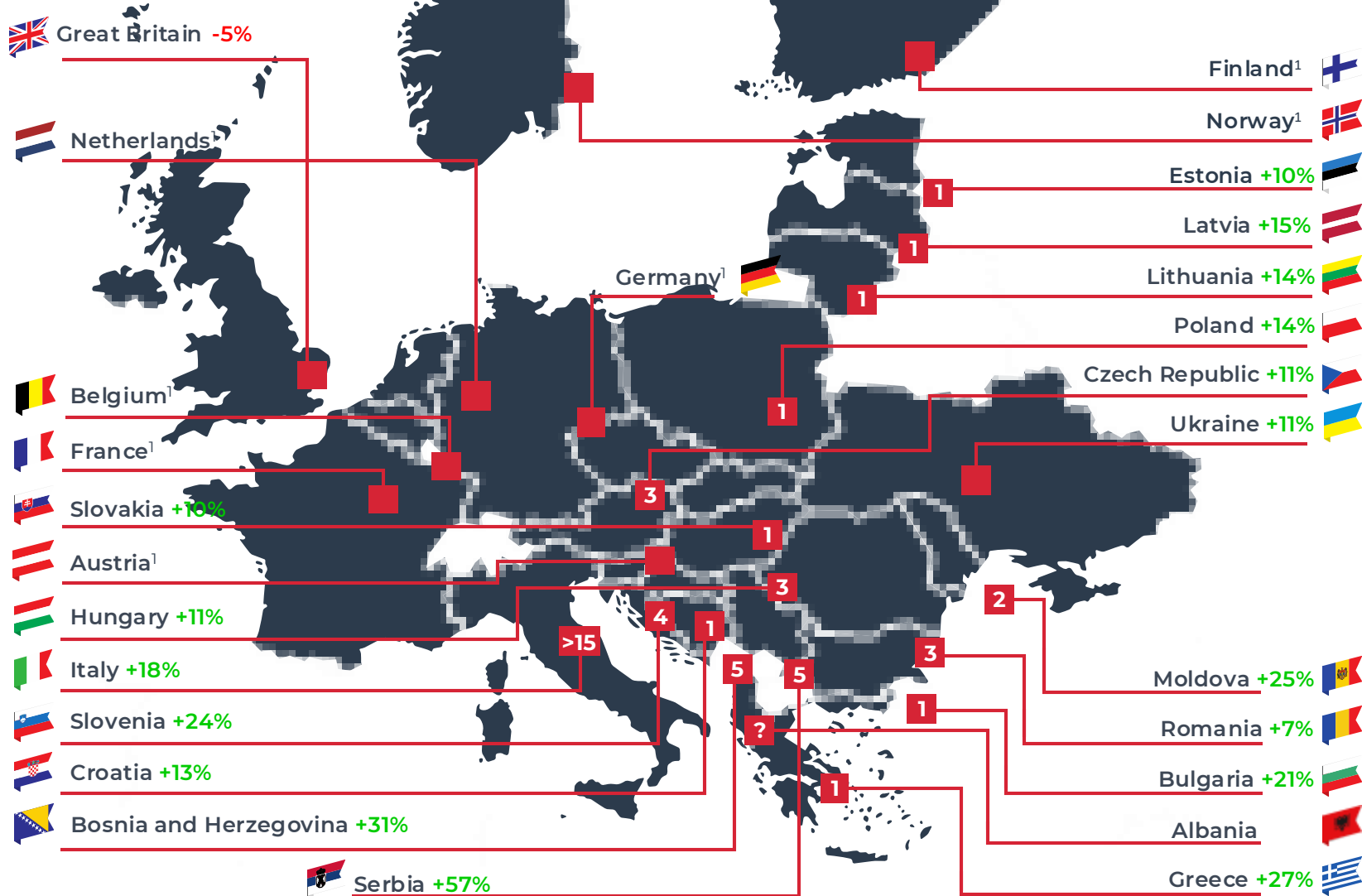


Country [ths €]	2020	2021	2022	2023	2024
Inter Cars	415 000	558 700	720 172	856 000	945 000*
Winkler	443 539	450 000	460 000	524 000	524 000*
Europart	430 000	440 000	440 000	508 000	508 000*

¹ Countries, where Inter Cars has a brick and mortar distribution chain and Great Britain.








² Source: black colour – Inter Cars estimations, red colour – company financial reports.

INTER CARS WILL GAIN MARKET SHARE IN ALL MARKETS



YTD2024 SALES PLN 19,5 bn

EUR 4,5 bn
+13,6% (in EUR) vs YTD2023*
+8,1% (in PLN) vs YTD2023

-  **+16%** PC, VAN
-  **+10%** CV
-  **+20%** BATT
-  **+17%** GE, ACC
-  **+13%** MOTO
-  **+14%** TYRES
-  **+12%** OILS



¹ No ground branches

* total sales dynamic in EUR; avg fx rate in 2024 4,3042PLN/EUR; in 2023 4,5284 PLN/EUR

**country sales dynamic in LCY

EUROPEAN LARGEST STOCK LISTED AUTO PARTS DISTRIBUTOR WITH PRESENCE IN 20 COUNTRIES

Performance in numbers

35
suppliers | realize 50%
of purchase orders

660+ | branches

660K+ | SKU's on stock

35 000+ | registered in
"routing platform"
Motointegrator

300 000 | regular
customers

Attractive Financial Profile

PLN 19,47 bn
(€ 4,52 bn) | YTD2024 Sales

16,8% | 2013 – 2024
Sales CAGR

16,7% | 2013 – 2024
EBITDA CAGR

63% | Cash conversion²
2024

PLN 5,11 bn
(€ 1 196 mln) | Equity
2024

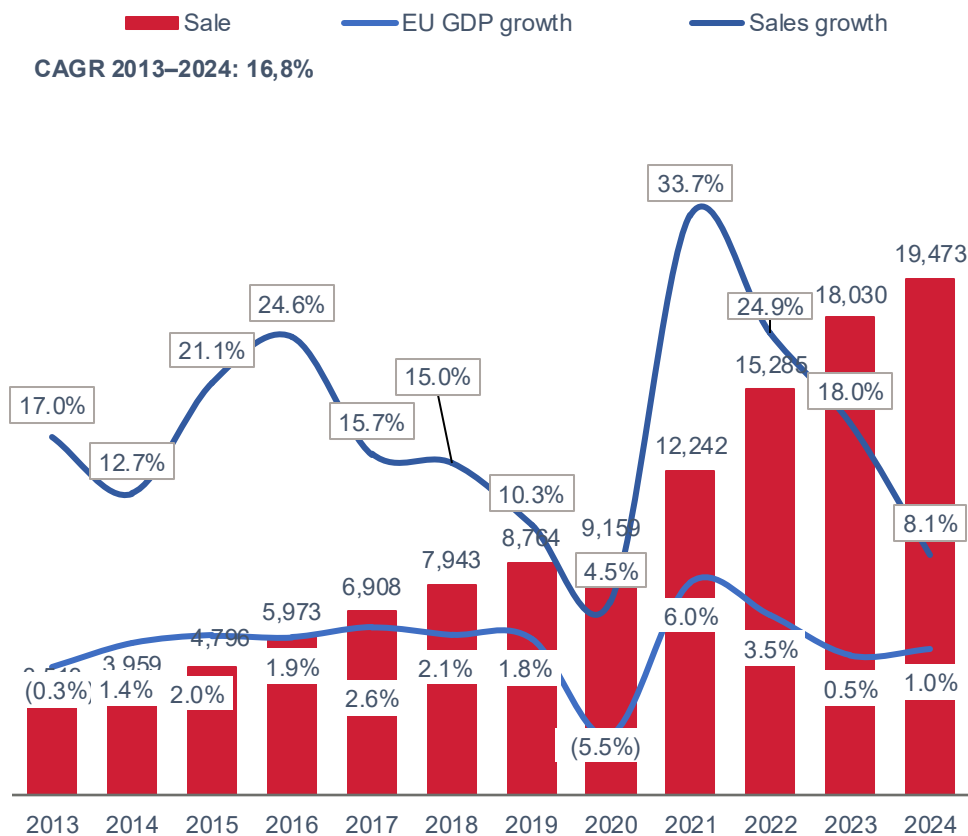


Source: Corporate information. Note: Financials converted at EUR/PLN = 0.2323

¹ Countries, where Inter Cars has a brick and mortar distribution chain. ² Cash conversion defined as (EBITDA – capex) / EBITDA.

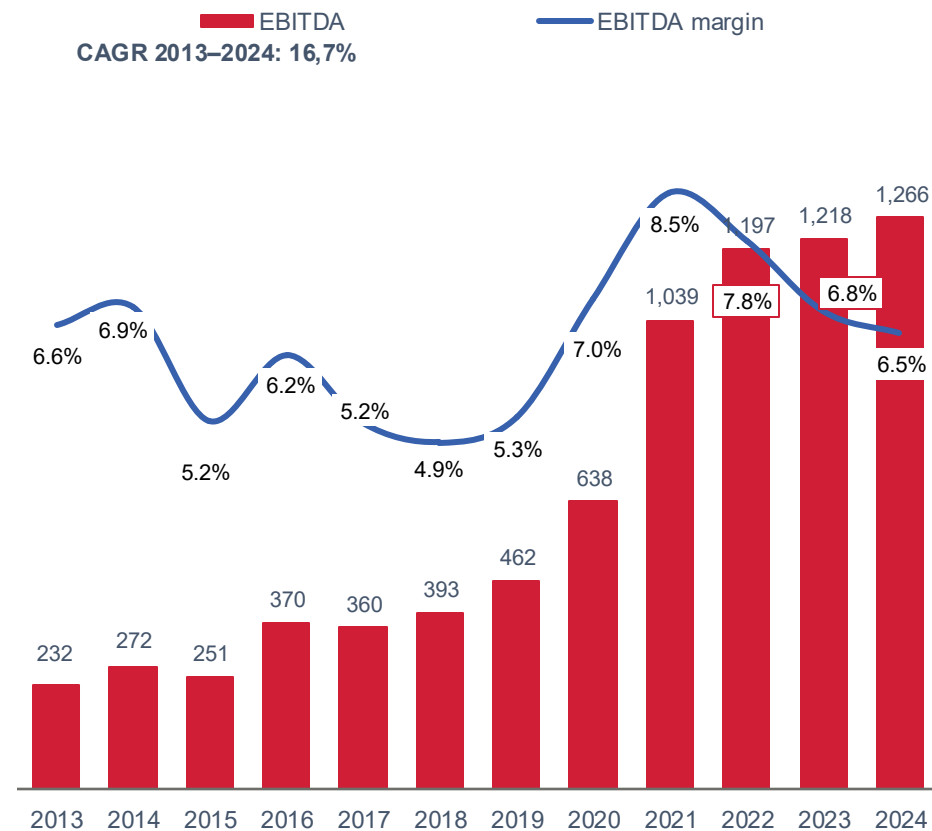
Track record of strong and sustainable top-line growth

Historical sales (PLNmm)



- Proven track record of above market, through the cycle organic growth
- Continued market share gains in core markets
- Consolidated customer base ensuring recurrent sales

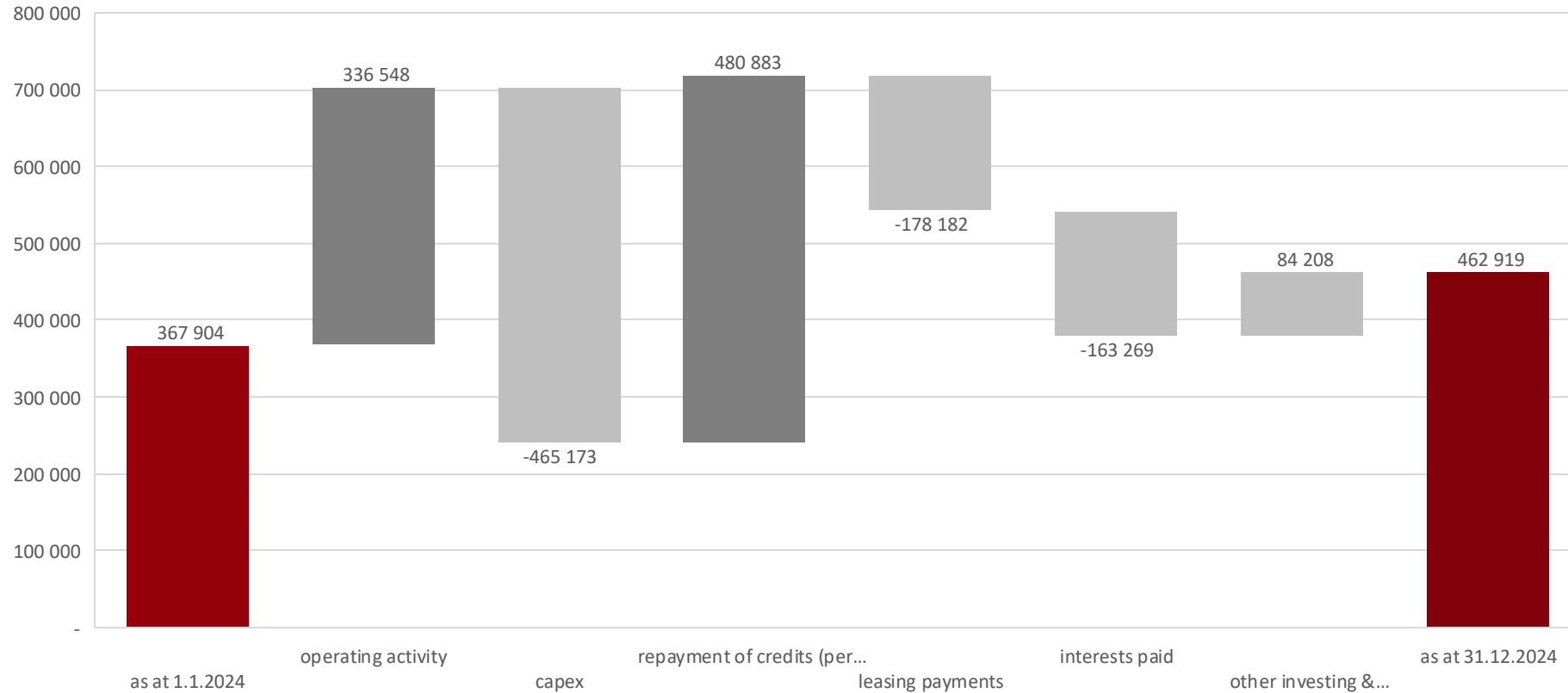
Historical EBITDA (PLNmm)



- One-stop shop company in a low margin business vs. Western Europe
- Historical focus on volume growth and cementing market leadership positioning



CONSOLIDATED CASH FLOW 2024



Operating cash flows

Cash flow from operating activities amounts to PLN 337 million and is PLN 150 million higher than in the same period last year

Investing cash flows

Investment expenses amount to PLN 465 million vs. PLN 365 million in 2024.

The Group is continuing the expansion of its warehouse in Zakroczym and has started an investment in Romania, which involves relocating the warehouse in Braşov to a new site and robotizing most of the warehouse processes. The costs incurred for both investments during 2024 amounted to 67 million PLN and 178 million PLN, respectively.

Financing cash flows

PLN 163 million interest paid

PLN 178 million repayment of lease liabilities



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