



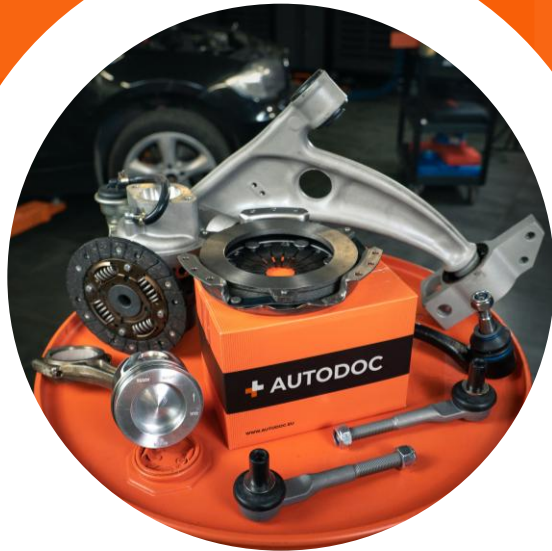
Driving the digitalisation of the auto aftermarket



Table of contents

| | | |
|----------|---|-----------|
| 1 | AUTODOC at a glance | 3 |
| 2 | Operational and financial update | 10 |
| | • Q2 2025 | |
| 3 | Appendix | 19 |

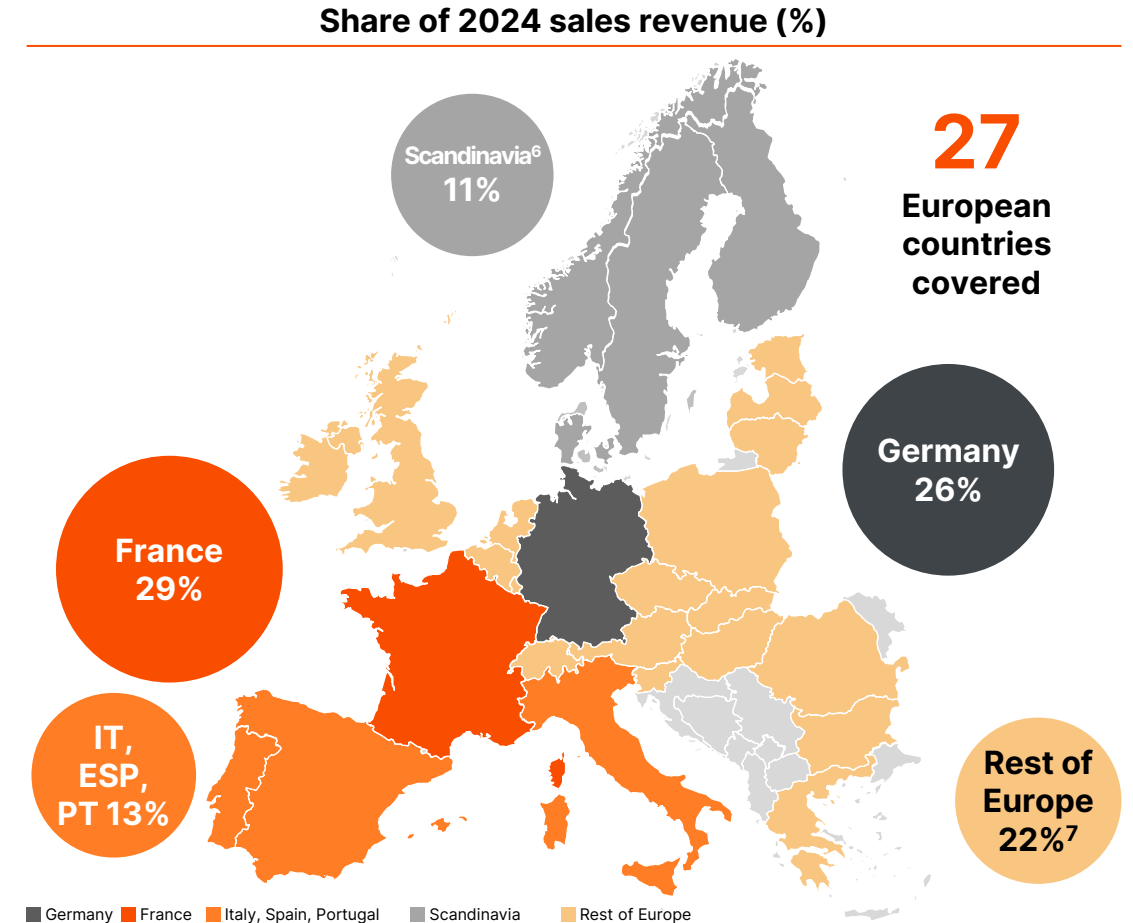
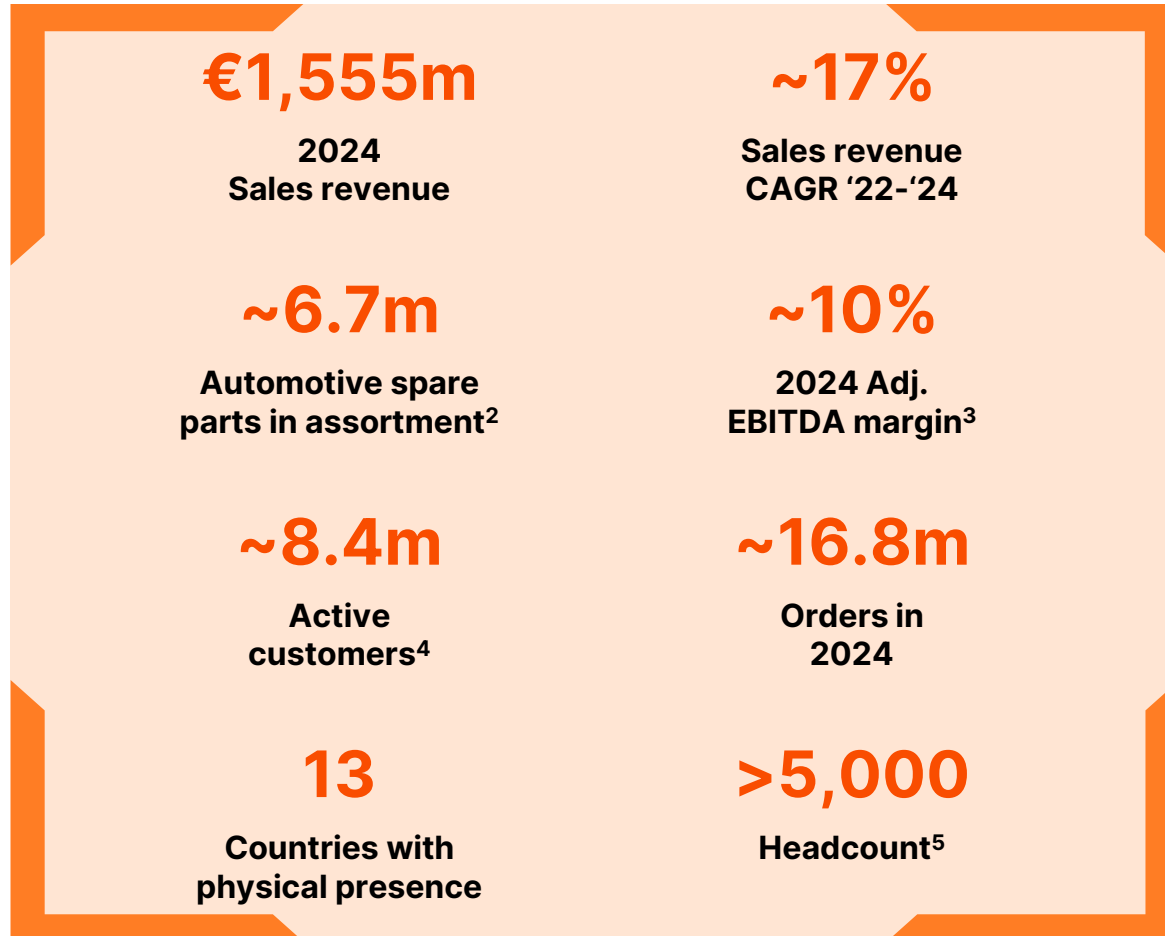




AUTODOC at a glance

**A unique and highly
compelling story**

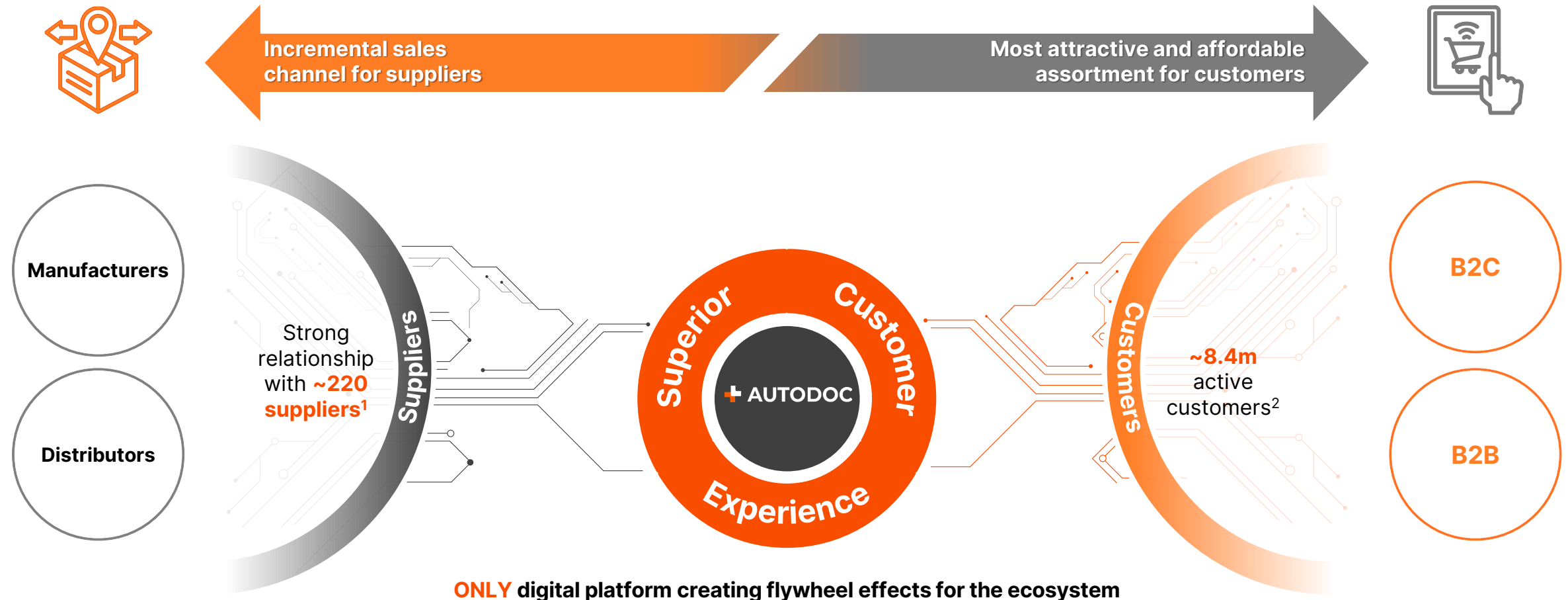
The largest digital pure play platform in the European auto aftermarket¹



Source: Company information. Notes: Figures not adding up to 100% due to rounding. 1 Based on Speed4Trade 2024 Market Report. 2 As of Dec 2024. 3 Adjusted for expenses for long term compensation/share-based payments and other extraordinary and/or non-operating expenses. 4 An active customer is defined as a B2C or B2B customer with at least one order within the financial year 2024. 5 Avg. headcount for 2024.

6 Includes Denmark, Finland, Norway and Sweden. 7 Rest of Europe includes Austria, Switzerland, United Kingdom, Greece, Bulgaria, Romania, Hungary, Slovakia, Slovenia, Czech Republic, Poland, Lithuania, Latvia, Estonia, Luxembourg, Netherlands, Belgium and Ireland.

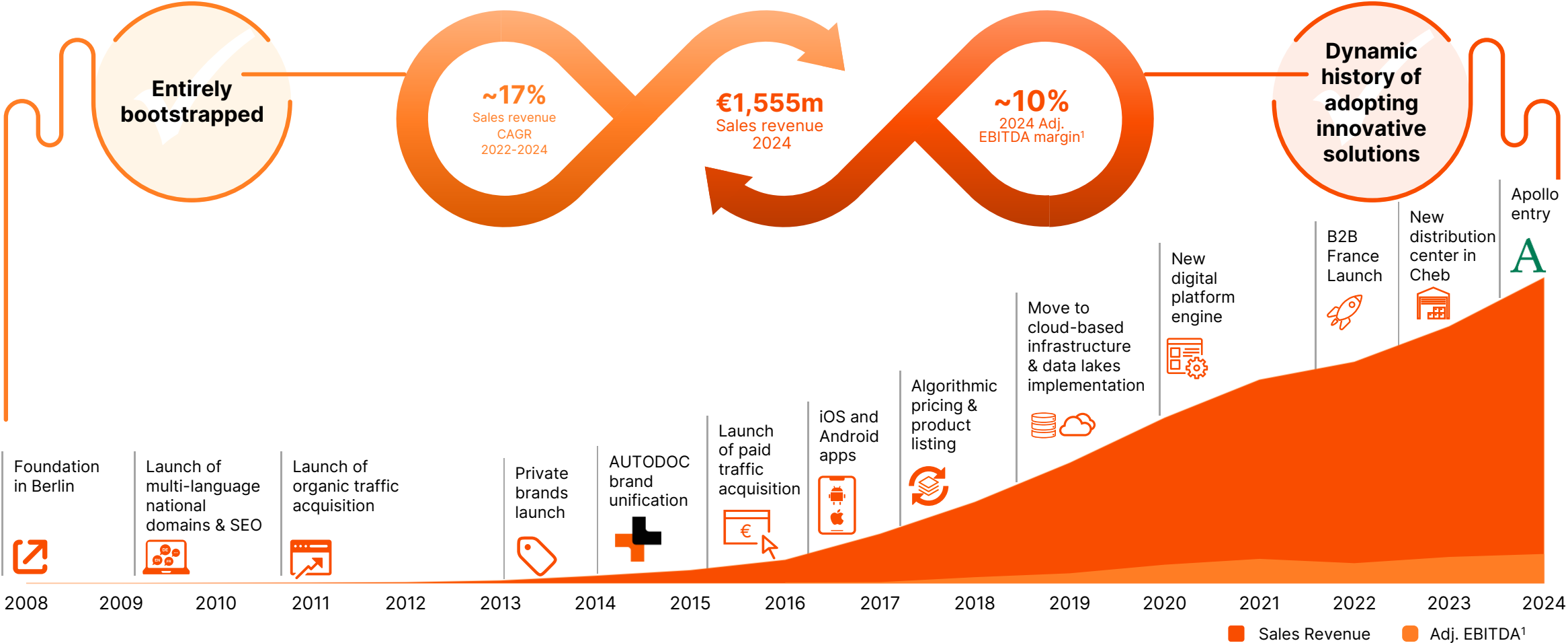
AUTODOC has successfully built a two-sided digital platform that is creating value for all market participants



Source: Company information.

Notes: 1 Suppliers referring to 3rd party brand product suppliers. 2 An active customer is defined as a B2C or B2B customer with at least one order within the financial year 2024.

Since its foundation, AUTODOC has been constantly driving the digital transformation of the automotive aftermarket...



Source: Company information.
Note: 1 Adjusted for any non-cash relevant expenses for share-based payments and for non-recurring and/or one-off items in line with market standard.

...in a massive, inefficient and largely still analogue market...

~€330bn²

Total European aftermarket
(parts & services) (2025)

~€182bn²

Total European parts
aftermarket (2025)

~€109bn²

European independent
parts automotive
aftermarket (2025)

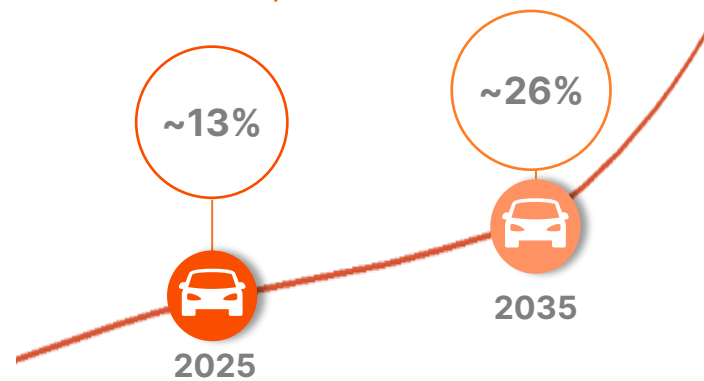
B2C³: ~€28bn
B2B³: ~€81bn
(2025)

~€1.6bn

AUTODOC sales revenue 2024

Automotive aftermarket

Online eCommerce penetration estimate⁴



Other categories



Software & video games
>50% since 2018



Books
>50% since 2020

Increasing importance
of technological capabilities

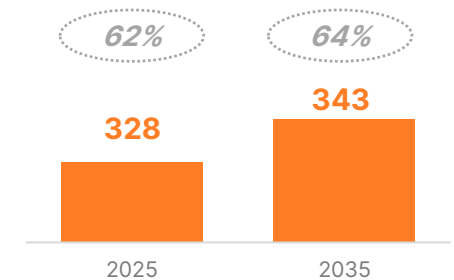
UX⁶ improvement and
simplification as well as quality
evolution of software

Active use of big
data analytics

Wide usage of mobile
devices in daily life

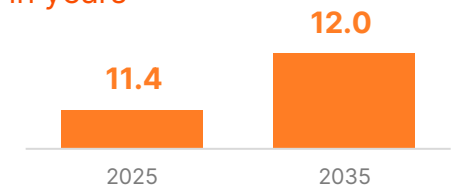
European car parc⁵

m units, % cars >8 years



Macroeconomic situation delays
buying decision resulting in
increasingly aging car parc

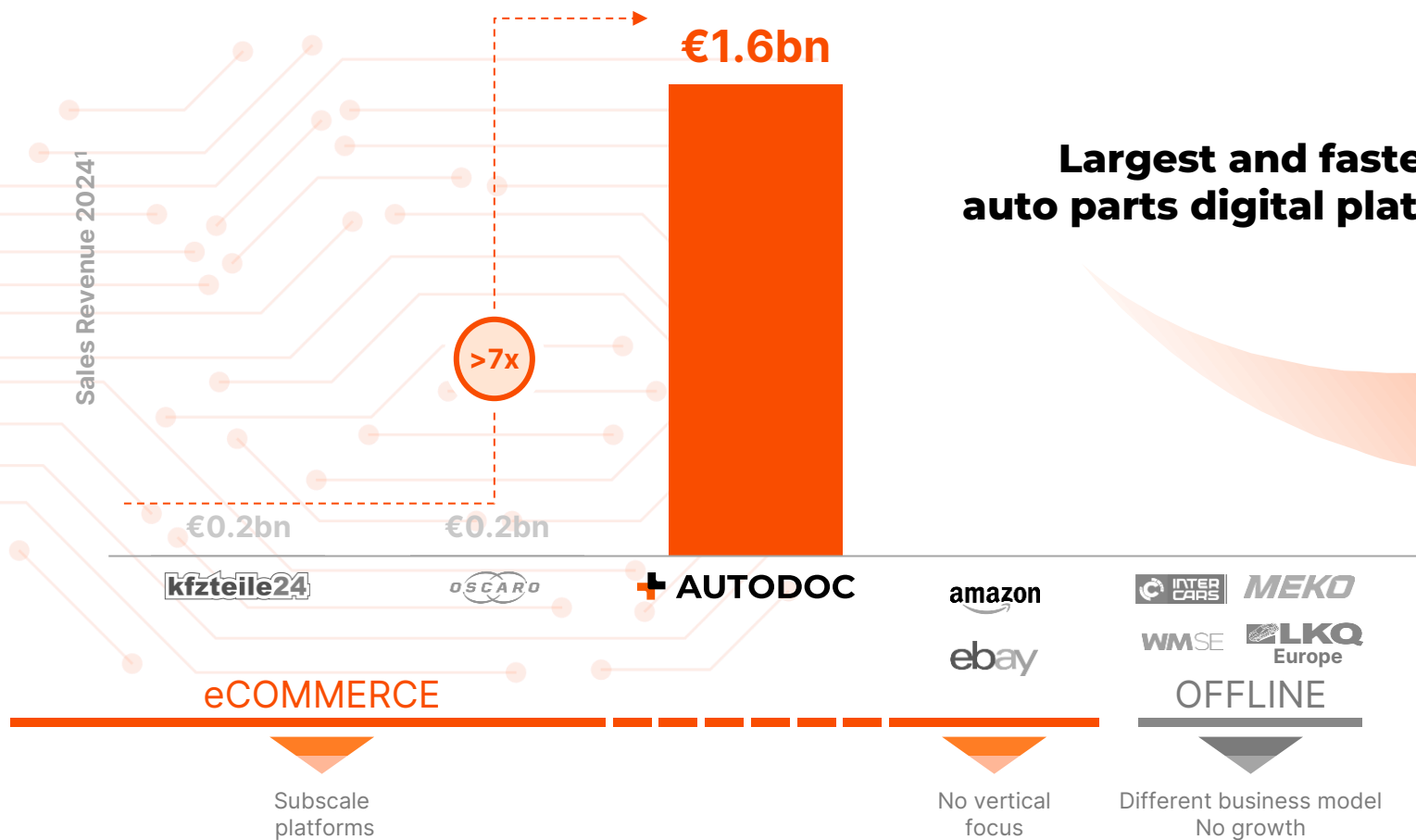
Avg. European car age in years



Age of car parc influences
annual spend on spare parts

Sources: Third party / Company analysis. Notes: 1 European independent parts automotive aftermarket (2025). 2 Includes Accessories & Lifestyle eCommerce. 3 B2C refers to end-customers. B2B includes but not limited to, workshops, fleet operators with workshops & independent mechanics. 4 Refers to share of eCommerce within B2C and B2B segments within total European Independent Aftermarket. 5 Car parc data referring to passenger cars and light commercial vehicles. 6 UX refers to User Experience.

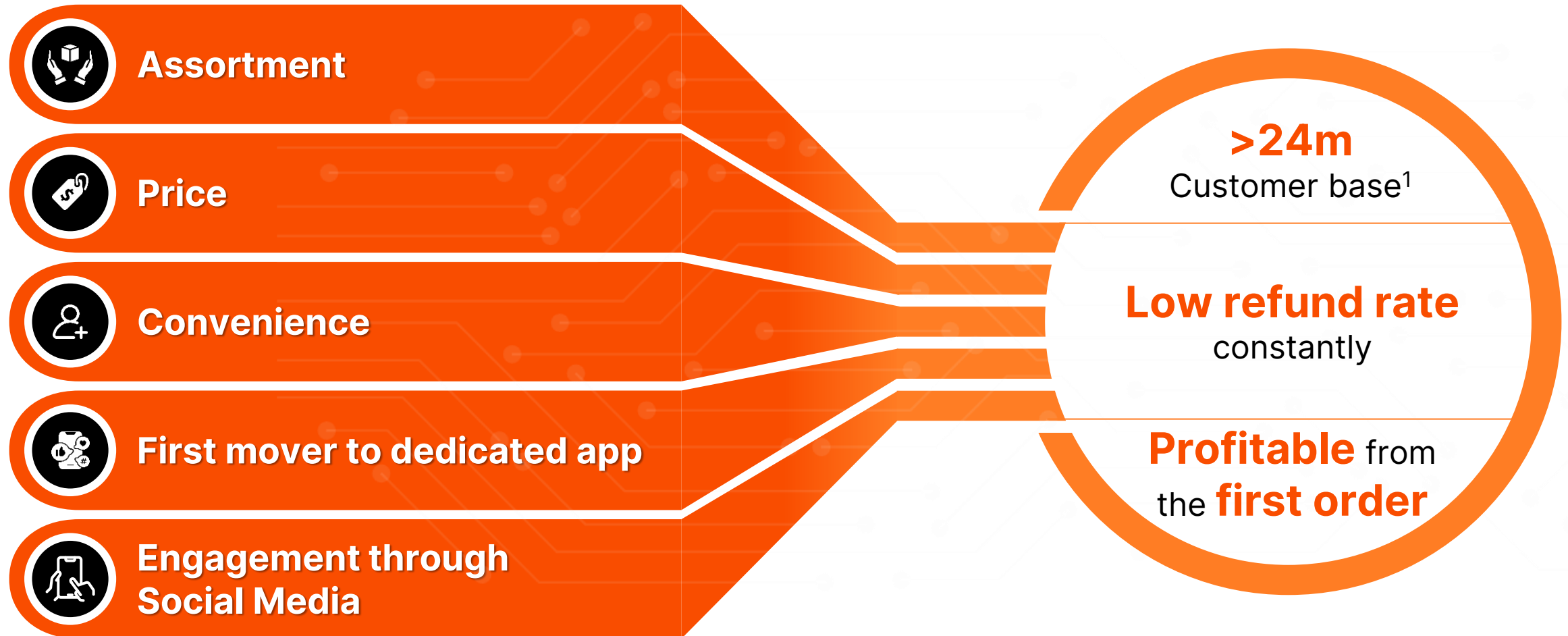
...and is outperforming its competition



**Largest and fastest growing
auto parts digital platform in Europe²**

Sources: Company websites, public filings, and press releases.
Notes: 1 Kfzteile24 and Oscaro revenues refer to latest available figures (2022). Both figures rounded. 2 Company analysis based on Speed4Trade 2024 Market Report, compared to select competitors.

How **+** AUTODOC attracts and retains loyal customers



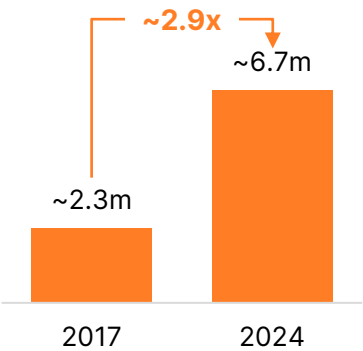
Source: Company information.

Note: 1 Cumulative total customer base; a customer is defined as a unique registered account with at least one purchase made during the period from 2008 to 2024 (inclusive).

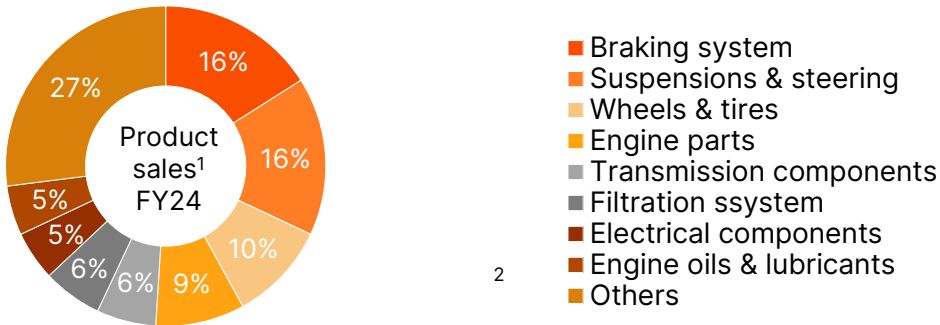
Vast product assortment of non-discretionary products...

Broad product and brand selection

Growing product assortment



The “pharmacy” for your car

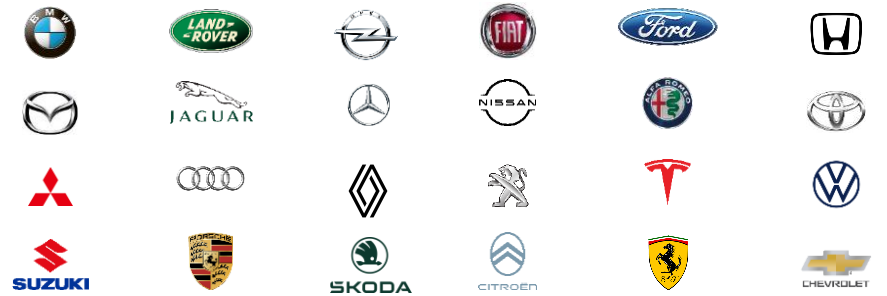


>97% of product sales generated by non-discretionary product assortment

Products from 2,500 brand manufacturers

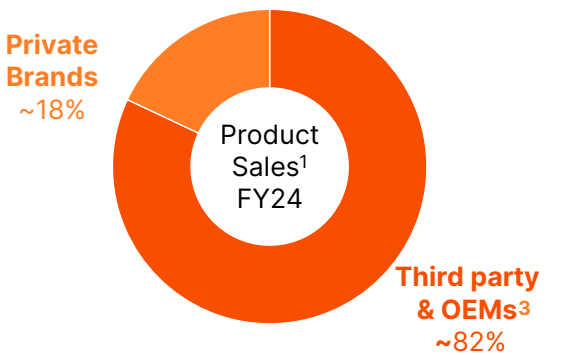


>340 vehicle brands



Private Brands

Key differentiator



Key differentiator and important driver of profitability

Source: Company information.
Notes: 1 Product Sales defined as Sales Revenue before refunds, shipping fees, etc. 2 Others include Engine Cooling & Heating System, Crash Parts, Lighting, others. 3 OEMs refers to Original Equipment Manufacturer.

...and competitive pricing...

Savings for AUTODOC's customers



Global sourcing advantage



Private Brands



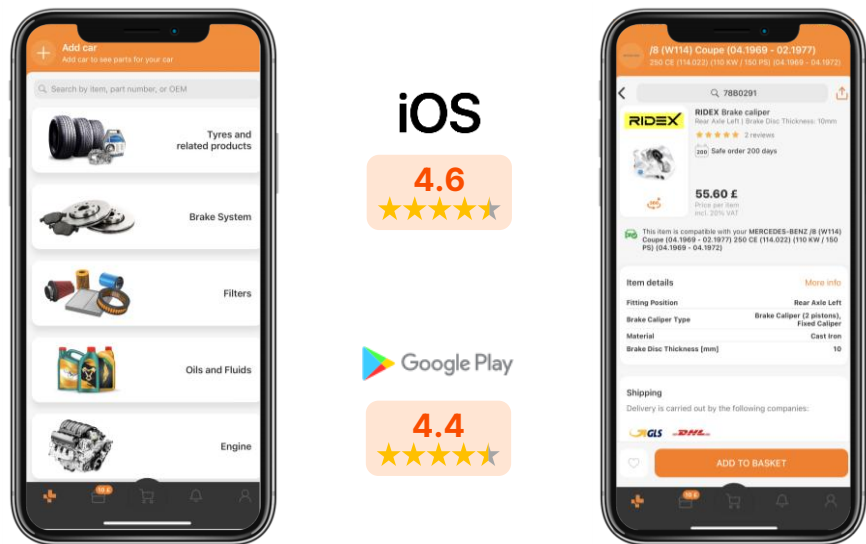
Suppliers compete for customer order

Source: Company information.



...made available through a seamless, customer-centric experience...

Leading mobile app



- ✓ User-friendly
- ✓ Multi-language support
- ✓ Attractive terms and tracking options

~126m
installations since launch¹

+10%
higher AOV²

~18m
times installed in 2024

~60%
Sales Revenue generated via app³

Source: Company information.
Notes: 1 Since launch until Dec 2024. 2 Average order value ("AOV") compared to desktop and mobile webstores as well as marketplaces. 3 Within the financial year 2024.

User friendly search functionality

Guiding customers in component choice...

1

Select maker

2

Select model

3

Select engine

or

Add key number (KBA)

Select your vehicle

1

Select maker

2

Select model

3

Select engine

Search

By key number

4-digit

3-digit

Search

UNDER 2 OR UNDER 2.1 UNDER 3 OR UNDER 3.

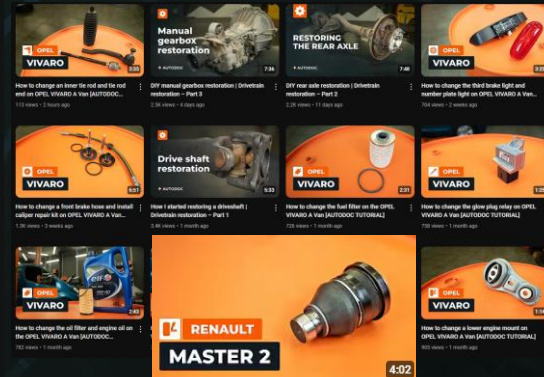
Can't find your car in the catalogue?

Powered by proprietary data platform

Outstanding customer service

Customer support available in
23 languages

...Supported by **highly engaged** community



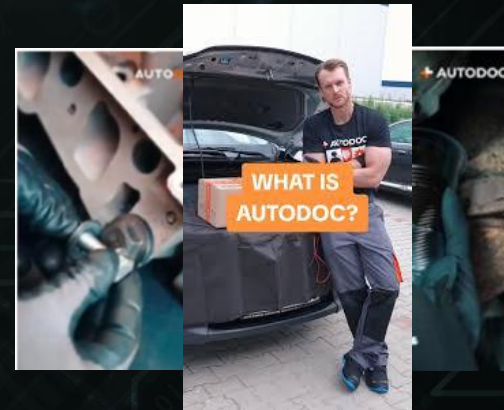
2.6m
Followers



693m
Impressions



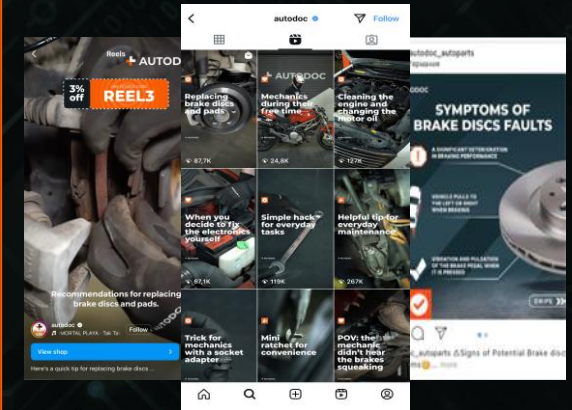
>4k
Repair tutorials on **YouTube**



2.1m
Followers



1,000m
Impressions



1.1m
Followers



1,300m
Impressions

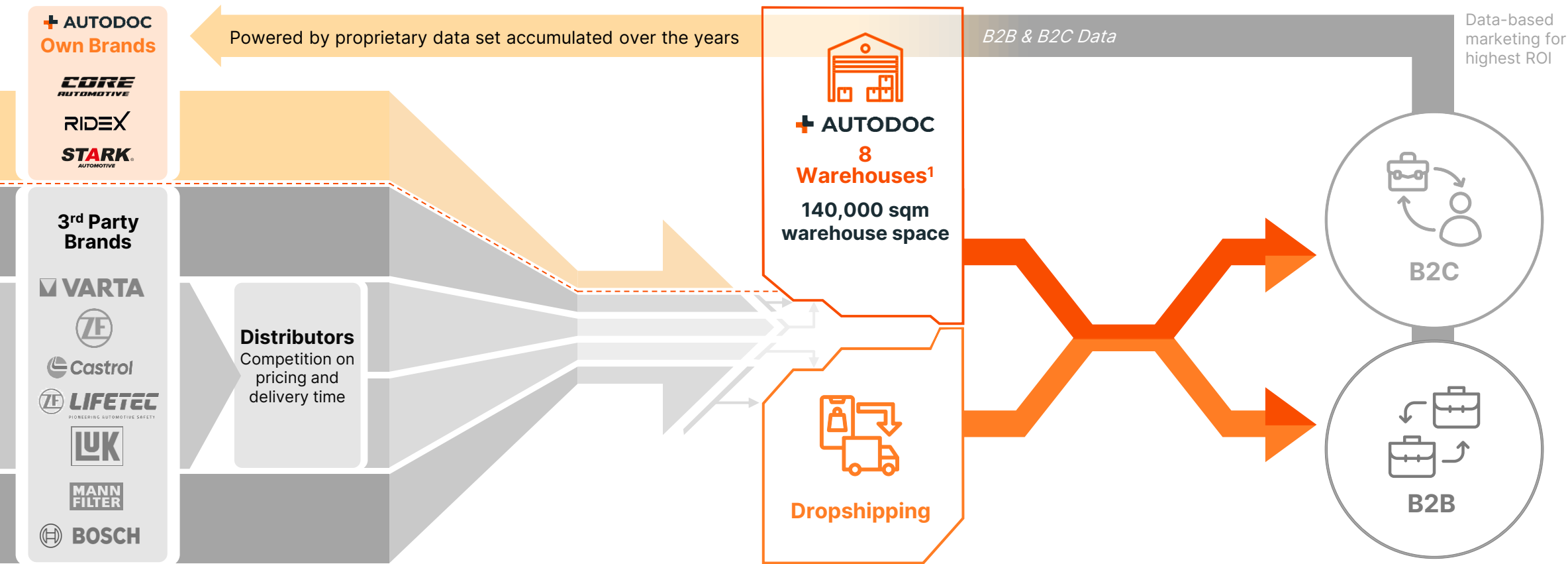
>20k

Car repair guides on **+ AUTODOC CLUB**

Source: Company information.
Notes: Data as of November 2024.

Unrivalled modular platform concept driving efficiency and scale

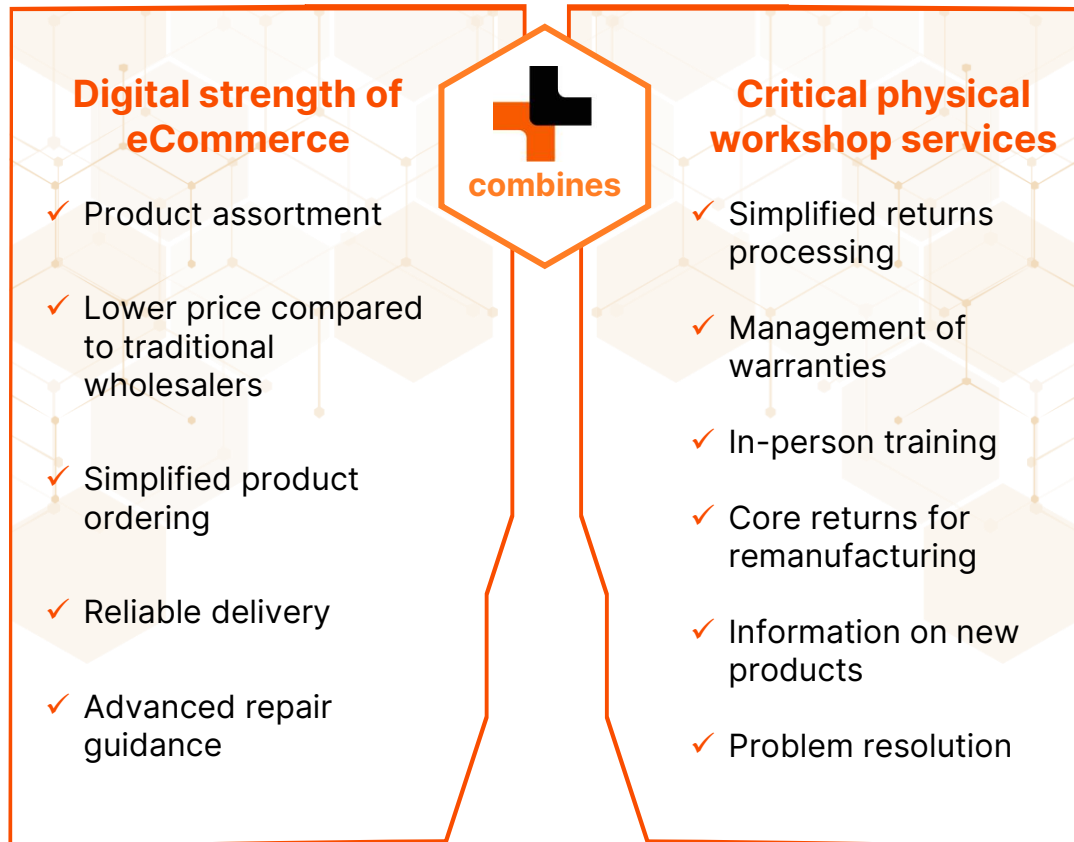
Product and information flow



Source: Company information.
Note: 1 Five of which are distribution centers, one return center and two replenishment centers.

Disrupting the traditional B2B distribution channel

AUTODOC PRO – “Phygital” approach to B2B

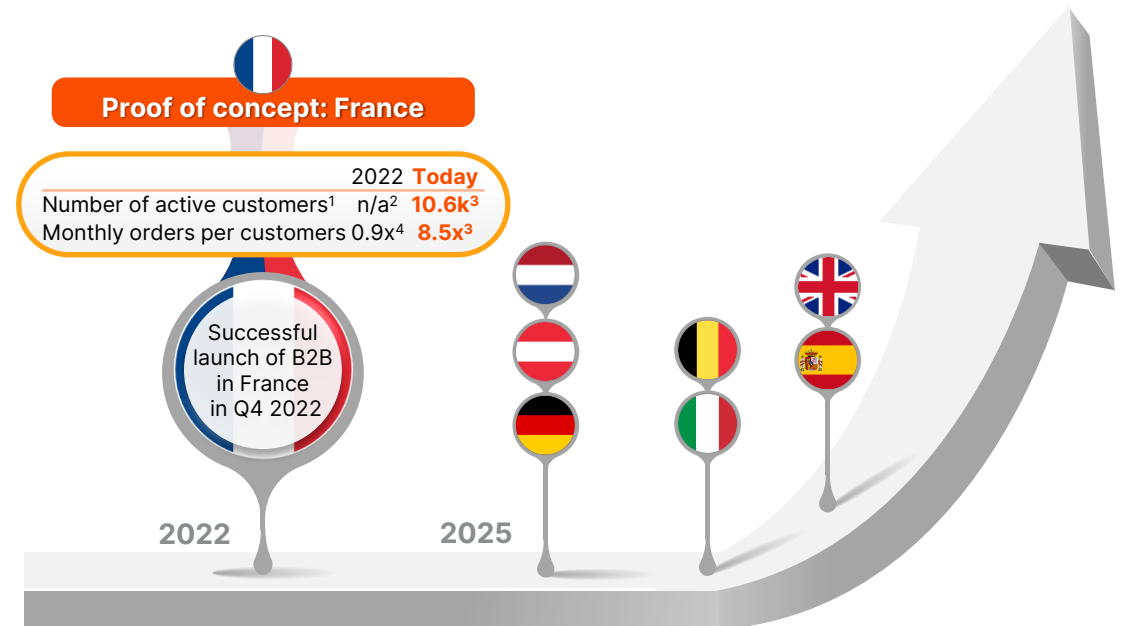


Source: Company information.

Notes: 1 An active B2B customer is defined as a customer with at least one purchase in the last 30 days. 2 Before official introduction of AUTODOC PRO in Nov 2022 there were already some garage customers (which would now be categorized as B2B customer) that bought from the AUTODOC B2C shop. 3 Data as of 31 Jan 2025. 4 Data as of Oct 2022.

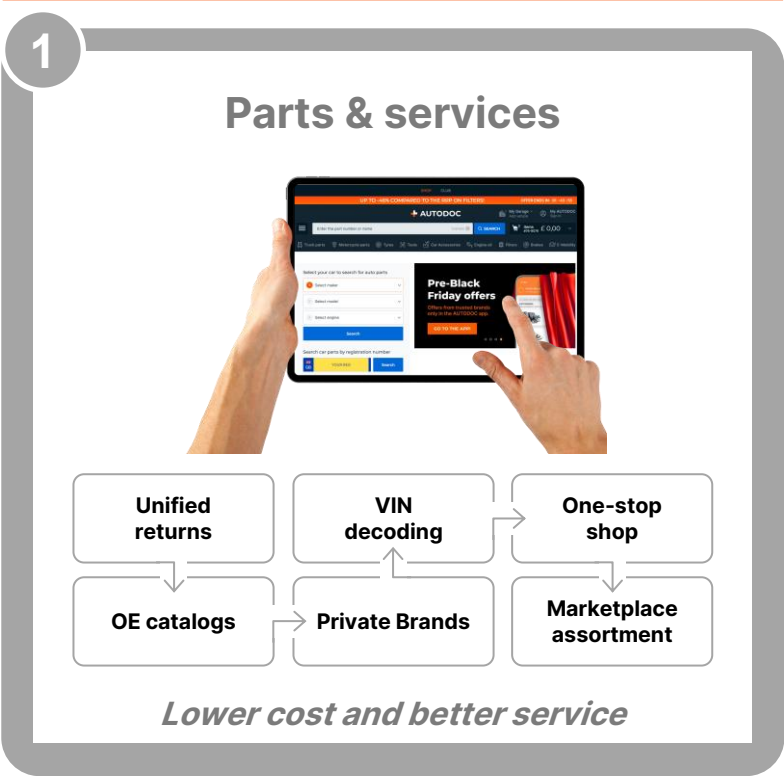
Workshops have always bought from + AUTODOC, now it is easier, better and faster

Rolling out planned across Europe

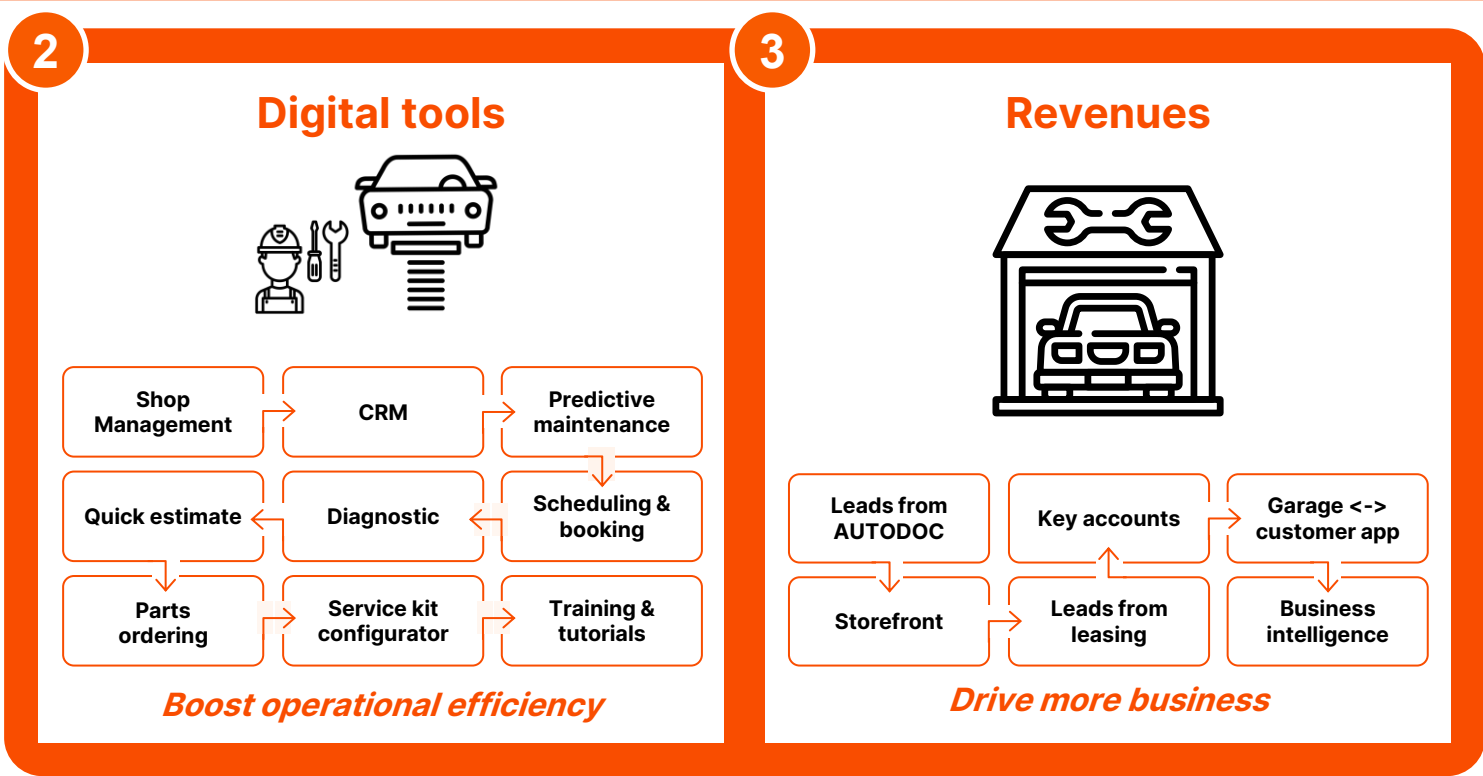


The future of AUTODOC's B2B solution: built on three pillars

AUTODOC today



AUTODOC's future



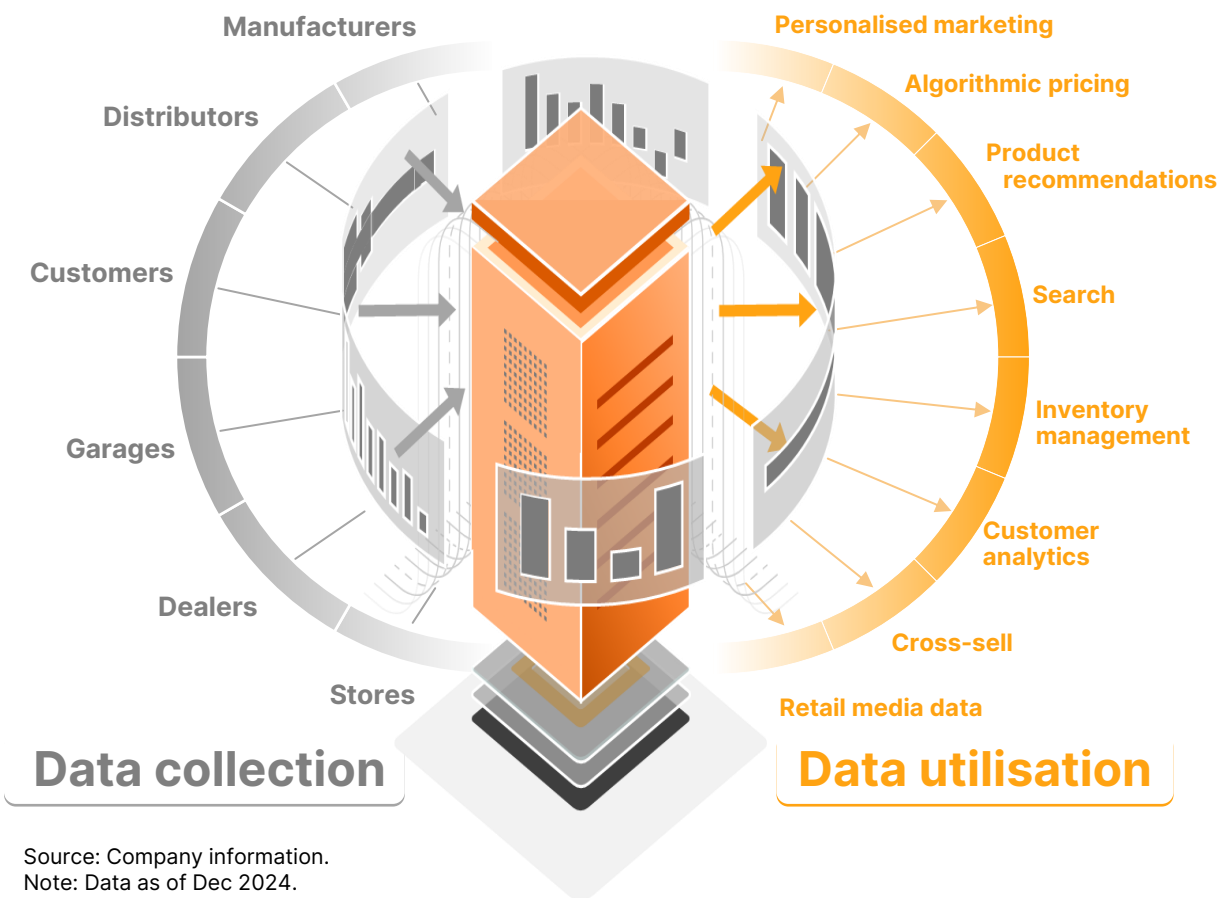
Eventually AUTODOC will digitally empower workshops and transform the service ecosystem



Source: Company information.

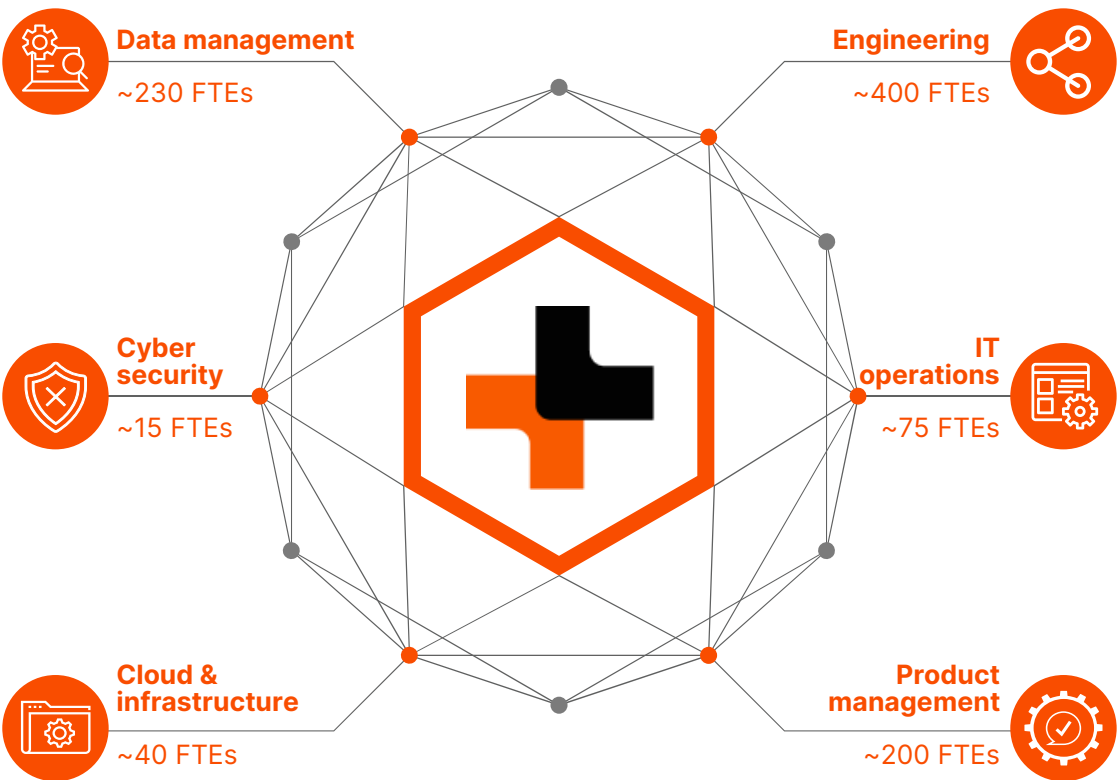
All operations backed by tech-driven platform

Large proprietary auto aftermarket digital platform with personalisation, algorithmic pricing and automated supply chains...



Source: Company information.
Note: Data as of Dec 2024.

...backed by a team of >900 FTEs diversified across technology functions committed to continuous innovation



Fast growth, while highly profitable and cash generative

Strong and resilient top-line growth



17.5%
Sales revenue
CAGR 2022-24



15.0%
Total orders
CAGR 2022-24

Consistent high operating profitability

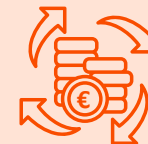


21.6%
Adj. EBITDA
CAGR 2022-24



9.7%
2024 Adj.
EBITDA margin

Outstanding cash flow conversion



93.3%
2024
Cash conversion¹

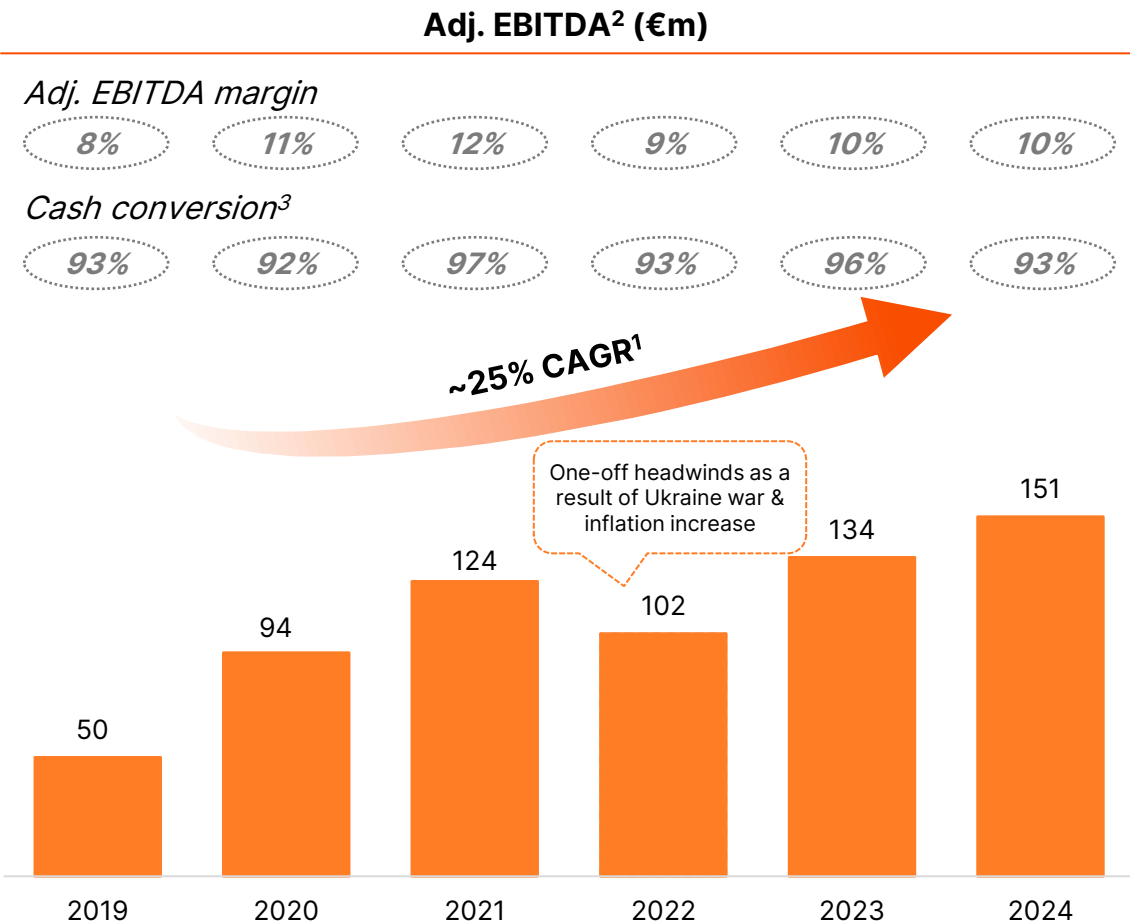
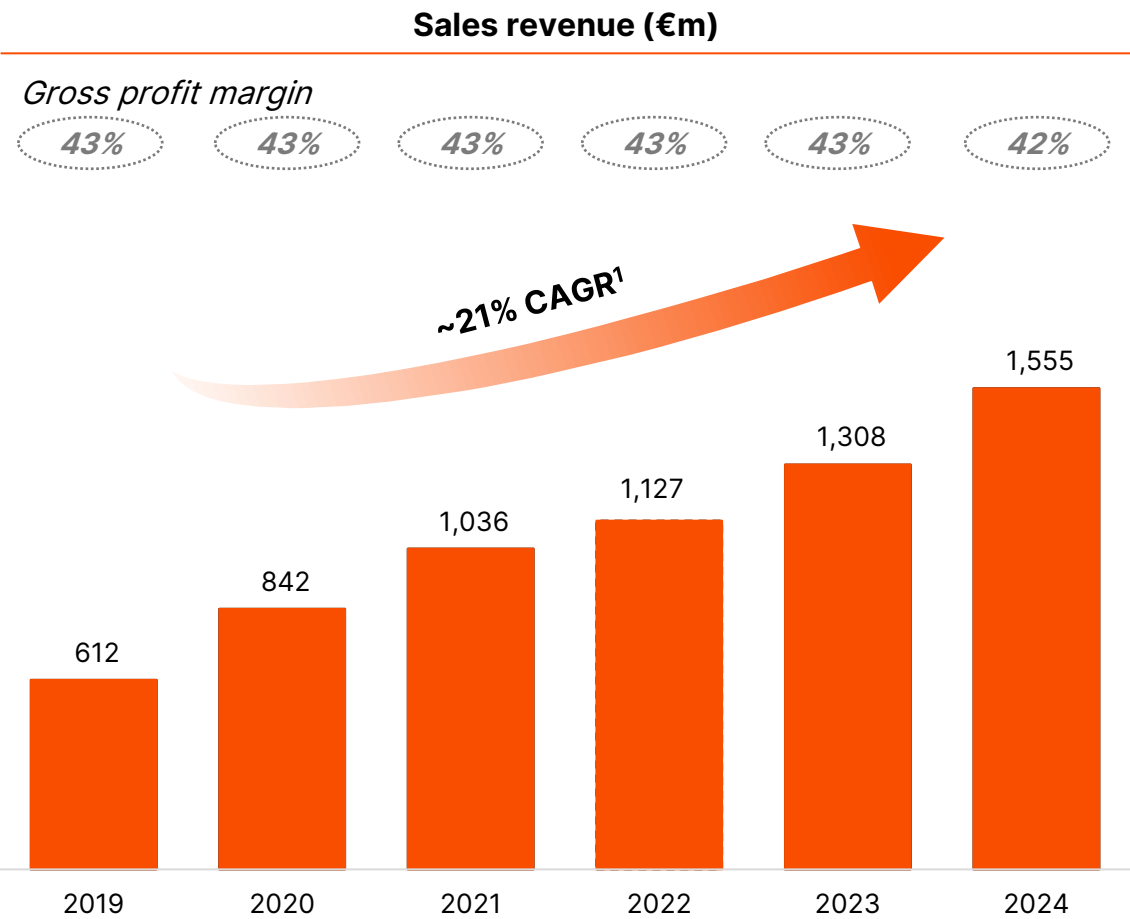


0.1x
2024 Net interest-
bearing debt² / Adj.
EBITDA

Source: Company information.

Notes: 1 Calculated as (Adjusted EBITDA – Capex) / Adjusted EBITDA. Capex is defined as purchase of property, plant and equipment and purchase of intangibles. 2 Net Interest-Bearing Debt: Defined as the sum of lease liabilities and interest-bearing financial liabilities less cash and cash equivalents.

Highly attractive financial profile with track record of profitable growth



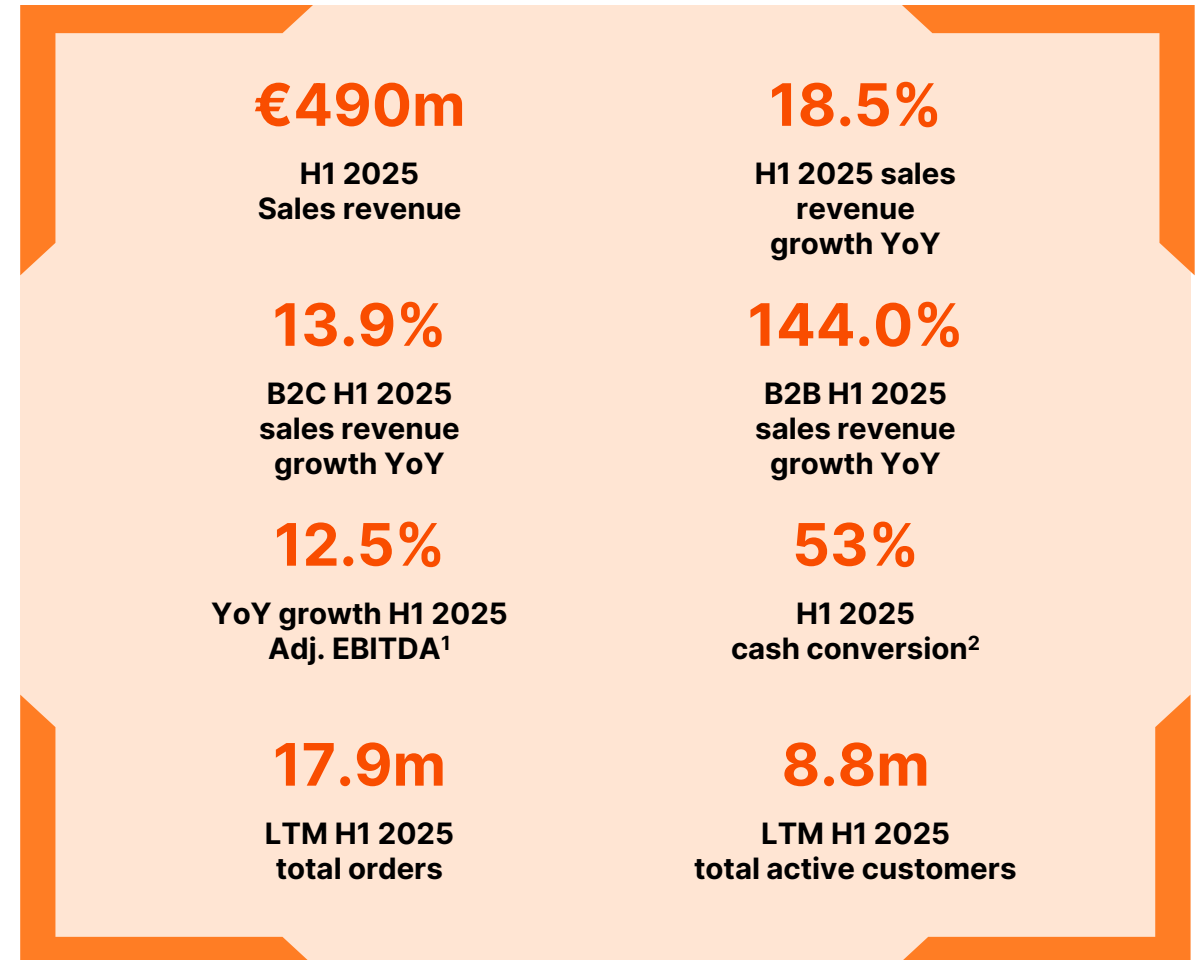
Source: Company information.
Notes: 1 CAGR between 2019 - 2024. 2 Adjusted for expenses for long term compensation/share-based payments and other extraordinary and/or non-operating expenses. 3 Defined as (Adj. EBITDA less capex) / Adj. EBITDA.

H1 2025 key business and financial highlights





- ✓ Continued growth in 2025 with H1 sales revenue growth of +18.5% YoY
- ✓ Ongoing strong momentum in the B2C segment growing +13.9% YoY supported by marketplace roll-out
- ✓ B2B ramp-up continuing at a fast pace with strong YoY growth in France and expansion into new geographies: Germany, Austria, Portugal, Spain, Italy as well as Belgium, the Netherlands and Luxembourg
- ✓ Industry-leading operating profitability maintained with 12.5% YoY growth in Adj. EBITDA and a 9.1% margin
- ✓ Financial efficiency demonstrated by strong FCF³ generation of €71.3m with a 53% cash conversion², underpinned by a robust liquidity

Source: Company information.

Note: 1 Adjusted for expenses for long term compensation/share-based payments and other extraordinary and/or non-operating expenses. 2. Calculated as (Adjusted EBITDA – Capex) / Adjusted EBITDA. Capex is defined as purchase of property, plant and equipment and purchase of intangibles. 3 Free Cash Flow defined as cash flow from operating activities plus cash flow from investing activities as reported in the consolidated cash flow statement.

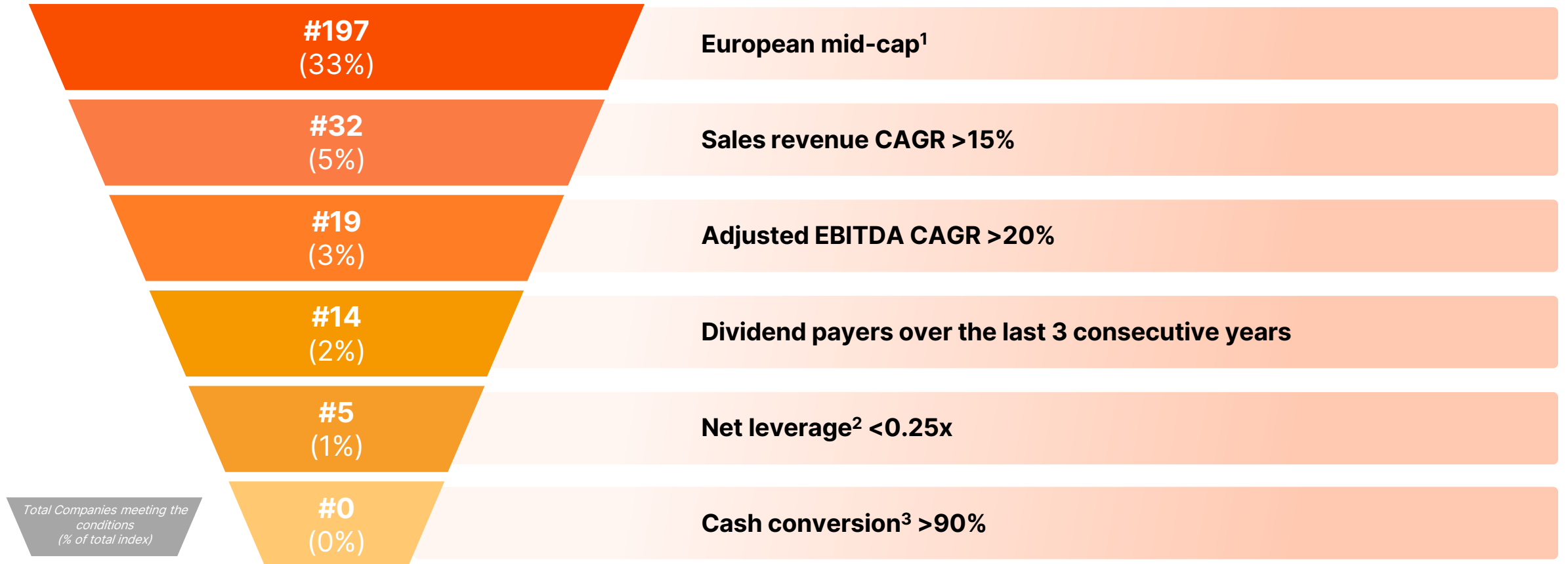


Continuous profitable growth path ahead and investments in business to drive profitability

| | Historical | | | | Outlook | | |
|---------------------|---------------|---------------|----------------|---|--|---|--|
| | 2022 | 2023 | 2024 | | 2025 | | |
| Sales revenue | 8.7% | 16.0% | 18.9% | > | <ul style="list-style-type: none">Continued strong total revenue growth expected to be in the 14-19% range |  | |
| Gross profit margin | 43.4% | 43.3% | 42.2% | > | <ul style="list-style-type: none">Gross profit margin expected to slightly improve vs. 2024 |  | |
| Adj. EBITDA margin | 9.1% | 10.2% | 9.7% | > | <ul style="list-style-type: none">Adjusted EBITDA margin expected to be in the range of 9.0-9.8% |  | |
| Capex | €7.1m 0.6% | €5.2m 0.4% | €10.2m 0.7% | > | <ul style="list-style-type: none">Total capex as a % of revenue expected to be in the 2-3% range in 2025. Higher than historical levels due to the investment into C27 distribution centre automation |  | |

One of a kind financial profile – absolutely unique in Europe

STOXX 600



Source: FactSet as of Apr 2025.

Notes: Excluding Financial Services and Real Estate Companies. CAGR refers to the 2022-24 period. 1 Market cap between €3.0bn and €10.0bn. 2 Calculated as latest available Full Year Net Debt / Adj. EBITDA 2024. 3 Calculated as (Adj. EBITDA – Capex) / Adj. EBITDA 2024.

Experienced management team with entrepreneurial DNA

Management Board

Dmitry Zadorojnii
CEO
>13 years with ATD



Lennart Schmidt
CFO
>3 years with ATD



Leadership Team

Eugene Zhuravlenko
CRO
>10 years with ATD



Alex Tabone
COO
>11 years with ATD



Steven Bianchi
CPO
Joined ATD in 2025




Maximilian von Schorlemer
General counsel
>4 years with ATD




Backed by founder-led supervisory board & tier 1 financial sponsor


Alexei Kletenkov
Chairman




Alexej Erdle
Member & co-founder




Max Wegner
Member & co-founder




Vitalij Kungel
Member & co-founder




Sandra Dax
Member




Jeremy Honeth
Member




Manfred Puffer
Member¹



Dr. Ulrike Handel
Member¹



Source: Company information.
Notes:  Part of dedicated ESG Team/Committee with senior accountability. CPO = Chief People Officer. 1 Manfred Puffer was replaced by Ulrike Handel prior to the envisioned IPO

AUTODOC: A Unique and Highly Compelling Story

- 1 #1 Digital pure play platform for automotive parts in Europe
- 2 Turbocharging the digitalisation of a ~€109bn market¹
- 3 Broad product & brand offering supported by a seamless customer-first mobile experience
- 4 Built on proprietary data and tech-driven platform
- 5 Ideally positioned to capture the digitalisation of the large B2B segment
- 6 Highly attractive financial profile with consistent track record of profitable growth

Source: Third party / Company analysis.

Note: 1 European independent parts automotive aftermarket (2025); includes accessories & lifestyle eCommerce.



Strategy and operational update

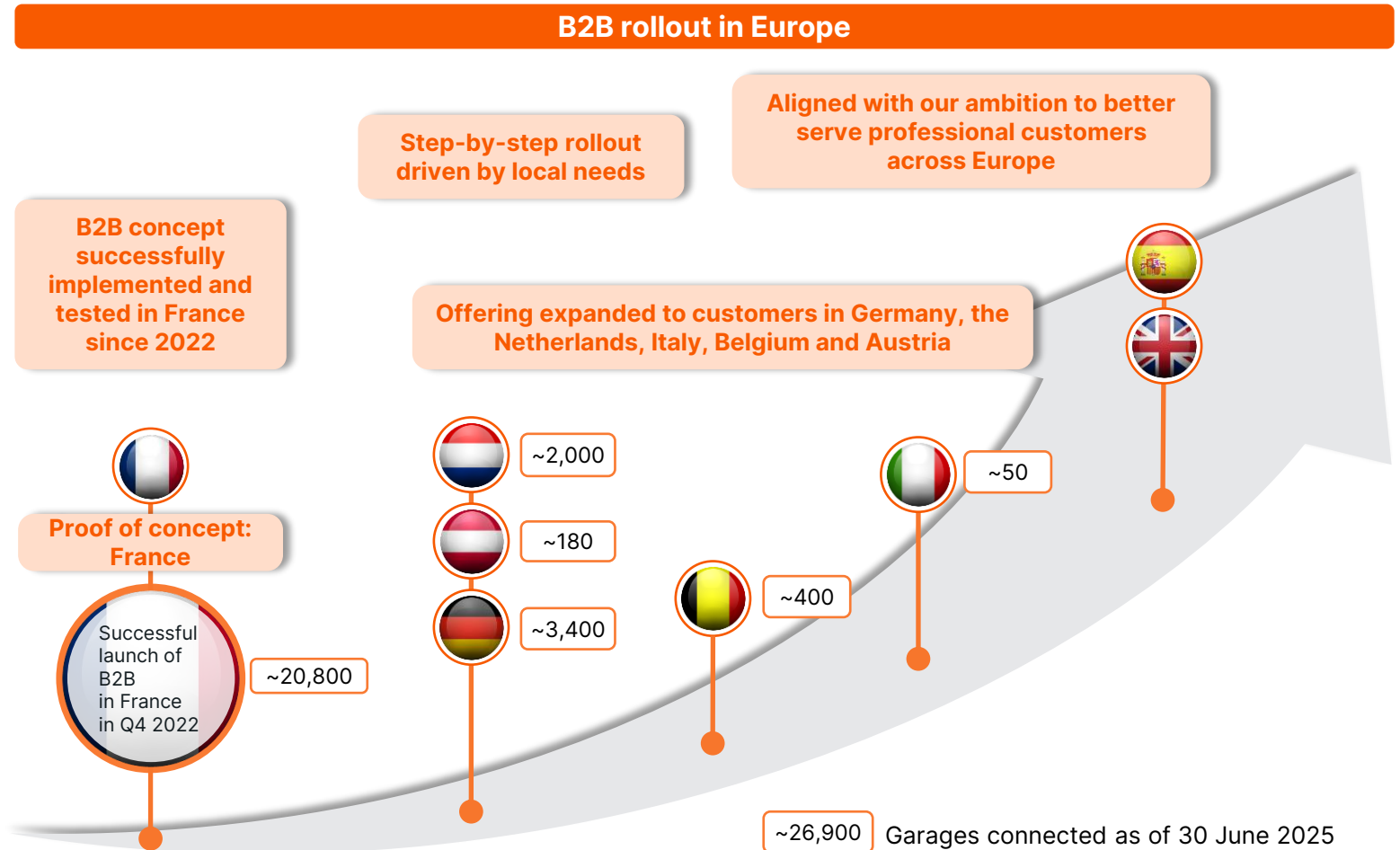
Q2 2025

B2B rollout in Germany, the Netherlands, Italy, Belgium and Austria

Proven concept rolled out step by step

Key advantages for the customer

- With the support of service agents, AUTODOC will continue to adjust to local markets and adapt its B2B Solution to the needs of garages across Europe
- Cost savings on scheduled repairs for garages, returns handling, on-site support, provisioning of IT services if needed
- In total, nearly 26,900 garages connected with service levels as demanded by the customers



Opening of warehouse in Ghent, Belgium

Supporting further growth in continental Europe

Key advantages of the ecosystem



Strengthened
of logistics network



Increased capacity
across Europe



Optimised
inventory mgmt.



Direct data
integrated for suppliers



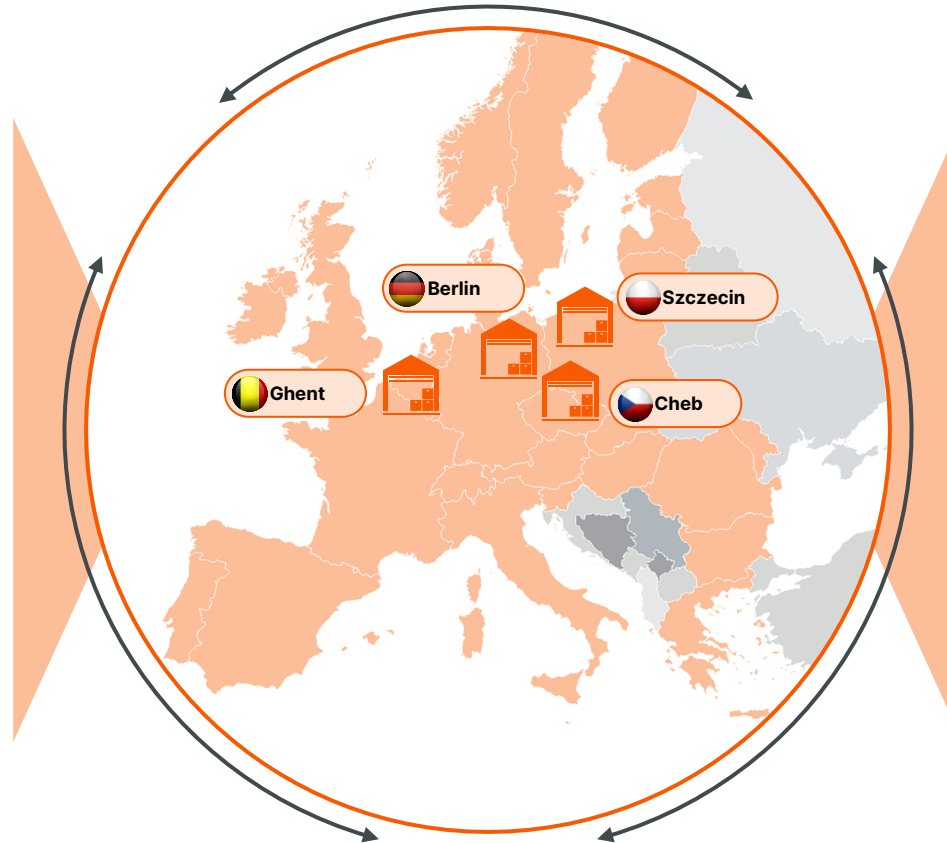
Improved
customer service



Faster
deliveries



Ramp-up is progressing well,
suppliers are successfully integrated,
order volumes are rising



Ghent



Service Contract

Distribution centre 15,000 sqm

Launched in March 2025

When fully ramped up

14,000 daily orders

150,000 SKUs (stock keeping unit)

Evening cut-off for next day

Delivery focused on FR B2B



Strategic location of the site supports our growing B2B footprint in France by ensuring availability of key products and enabling same-day dispatch for qualifying orders



Launch and further rollout MARKETPLACE

Operational focus on executing our strategy – 180 partners, ~400k additional SKUs, ~€1.2m GMV

Key Advantages

Consumer

- Larger assortment, bigger choice
- Competitive prices
- Seller reliability
- Expert support

Partner

- Opportunity to offer their products directly via the AUTODOC platform
- Reaching millions of potential customers

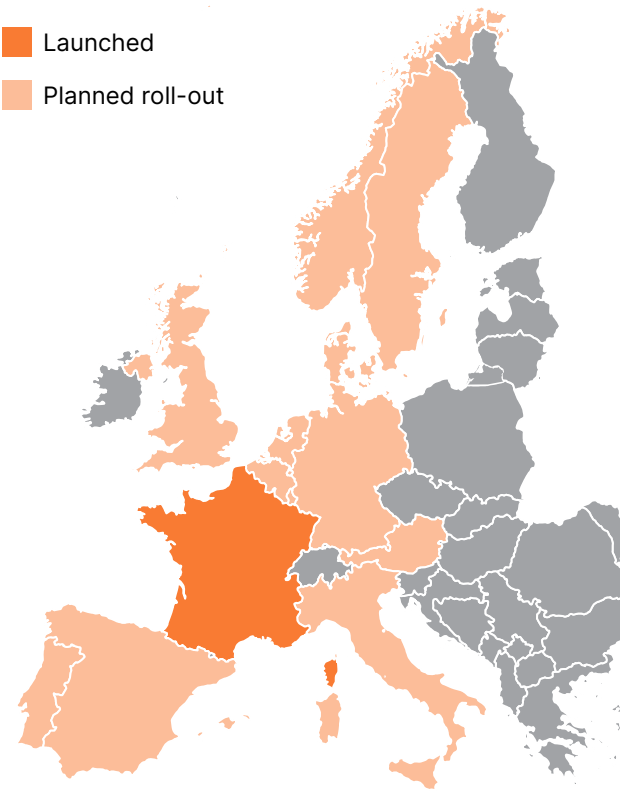
Autodoc

- Moving closer to our goal: becoming the go-to platform for vehicle parts and accessories in Europe
- Combining customer focus with technological innovation
- Decisive step in the digital transformation of the European automotive aftermarket

AUTODOC Marketplace

Launched

Planned roll-out



Start of technical development supported by **all development teams of AUTODOC** in Jan 2024



Launch of marketplace platform in France in Jan 2025 with planned roll-out across Europe



Represents **next growth pillar** complementing existing AUTODOC platforms



Aligns with **AUTODOC's vision of becoming the leading technological ecosystem**, connecting sellers and customers across the European automotive aftermarket



Rollout extended to Germany, Spain, Austria, Italy, Belgium, Netherlands, Portugal and Luxembourg as of July



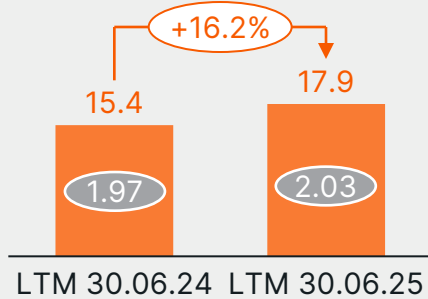
~180 marketplace partners onboarded
~400k additional SKUs

All further performance indicators improved

Indicators across revenue and profitability are on the upswing

Number of orders

(m)



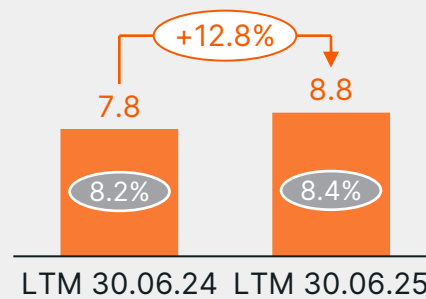
Order frequency (#orders / #customers)

- Increase was supported by higher order frequency, i.e., more orders placed per active customer, as well as a higher number of active customers



Number of active customers*

(m)



Returns rate in %

*Active customer: (>1 order in L12M)

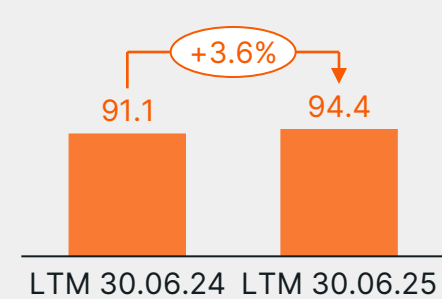
Commentary

- Growth driven by a combination of good customer retention and successful customer acquisition
- Immediate assessment of these measures leads to targeted investments in the product range and for online marketing
- Stable returns rate indicates high level of customer satisfaction



Average order value (AOV)*

(€)



*AOV: (Revenue / # orders)

Commentary

- Average order value increased due to higher average sales prices and over proportional growth of wheels and tires





Financial update

Q2 2025

Successful Q2 shows strong results while we prepare for future growth

Q2

Sales revenue increased by 16.0% to €462.3m

Gross profit rose by 17.6% to €199.0m and thereby faster than sales revenue, gross profit margin rose to 43.0% (+60bps)

Adj. EBITDA continued to grow by 8.1% to €46.9m, adj. EBITDA margin at 10.2%, impacted by preparation work for future growth

Strong free cash flow* generation of €82.8m

Cash position strengthened further despite dividend payment of €59.5m, cash stood at €136.2m (+26.2%)

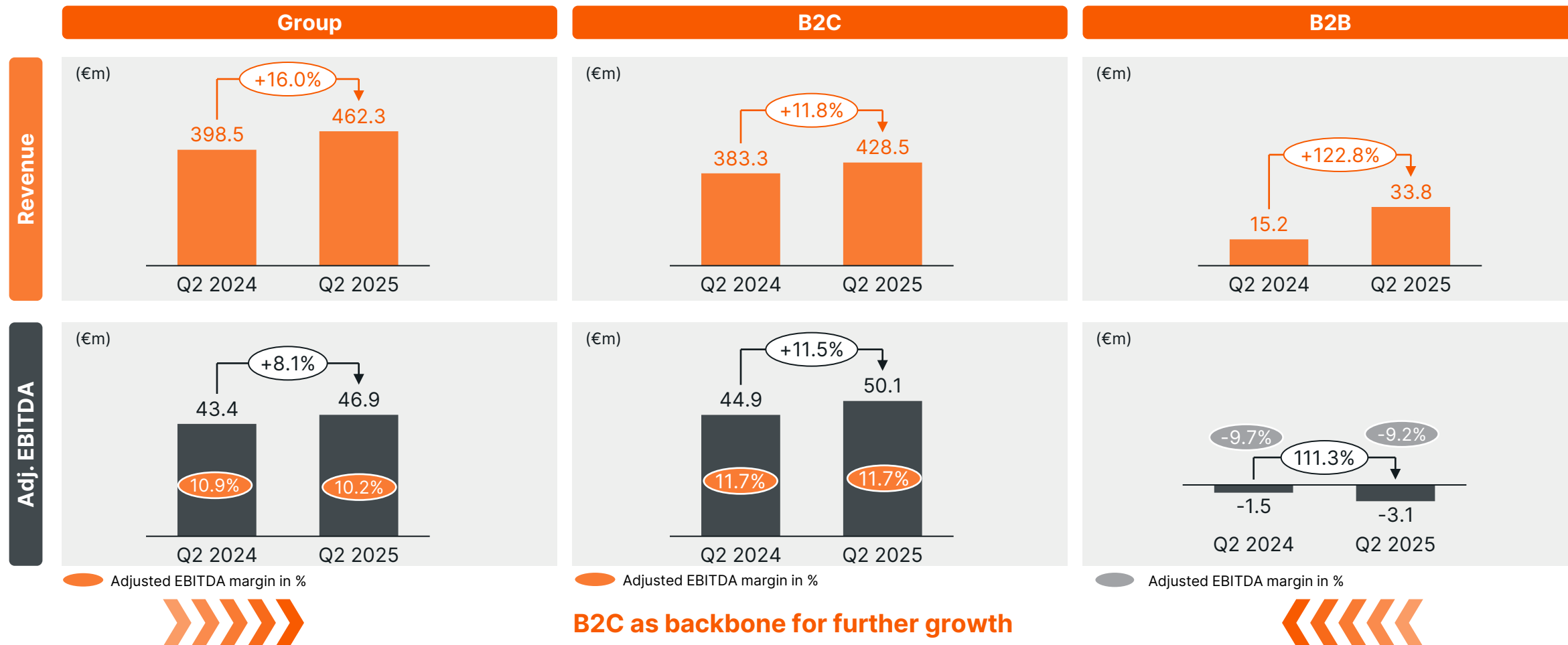
Guidance for 2025 confirmed

Unlevered Free cash flow, i.e., cash flow from operating activities and cash flow from investing activities.

Revenue with ongoing growth trajectory

Strong growth contribution from B2B while supply chain constraints still weigh on profitability

Q2



Sales revenue by region

France and Germany remain largest markets, Spain/Portugal with best performance

Q2

| €m | Q2 2025 | Q2 2024 | Δ in % |
|----------------|--------------|--------------|--------------|
| France | 137.6 | 111.7 | 23.2% |
| Germany | 114.5 | 99.4 | 15.1% |
| Scandinavia | 48.0 | 46.0 | 4.5% |
| Spain/Portugal | 35.7 | 27.9 | 27.8% |
| Italy | 26.0 | 23.4 | 11.5% |
| Rest of Europe | 100.5 | 90.1 | 11.5% |
| Total | 462.3 | 398.5 | 16.0% |



France and Spain/Portugal with over-proportionate growth



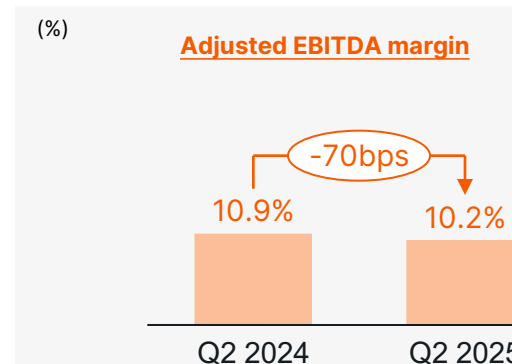
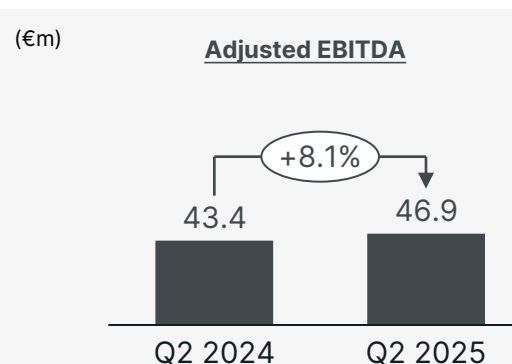
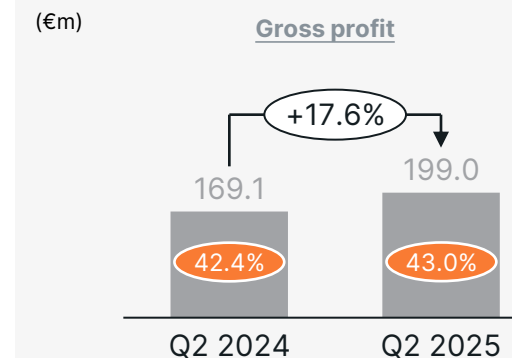
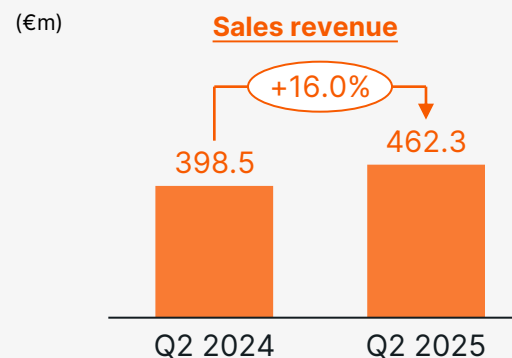
Strong growth on Group level

Mainly driven by increase in number of orders and order frequency, price increases with low impact

Commentary

- **Sales revenue** grew strongly driven by higher number of orders and increased order frequency, customer retention remains on pleasing level, returns rate continues to be low at 8.4%
- **Gross profit** increased on the back of sales revenue growth with increased gross profit margin due to enhanced purchase price conditions with suppliers and permanent optimisation of pricing
- **Adj. EBITDA** decreased due to overproportioned increase of S&D driven by the roll-out of B2B and build up of services agents as well as the ramp-up costs in Belgium and admin staff while marketing costs grew less than sales revenue and gross profit
- **Adjusted EBITDA margin** decreased to 10.2% (Q2 2024: 10.9%)

Key Financials



Gross profit margin in %

Continued growth in B2C

Growth driven by more customers and higher order values

Commentary

- **Sales revenue** increased strongly based on more customers and higher order values
- **Gross profit** grew faster than sales revenue due to an under-proportionate COGS growth from optimised pricing leading to improved gross profit margin of 43.4% (Q2 2024: 42.6%)
- **Adjusted EBITDA** grew in line with sales revenue despite higher distribution expenses driven by higher number of blue-collar workers, stable administrative expenses
- **NR&R** mainly influenced by strategic projects
- **Adjusted EBITDA margin** remained stable at 11.7% (Q2 2024: 11.7%)

P&L

| in €m | Q2 2025 | Q2 2024 | Δ in % |
|---------------------------------|--------------|--------------|--------------|
| Sales revenue | 428.5 | 383.3 | 11.8% |
| Cost of sales | -242.6 | -220.0 | 10.3% |
| Gross profit | 185.9 | 163.3 | 13.8% |
| Distribution expenses | -108.3 | -89.6 | 20.8% |
| Administrative expenses | -28.3 | -28.9 | -2.4% |
| Other operating income/expenses | 0.7 | 0.1 | 389.5% |
| Operating result | 50.1 | 44.9 | 11.5% |
| Depreciation | 9.8 | 7.2 | 35.6% |
| EBITDA | 38.3 | 33.6 | 14.0% |
| NR&R | 11.8 | 11.3 | 4.0% |
| EBITDA Adjusted | 50.1 | 44.9 | 11.5% |

Accelerated growth in B2B

Growth driven by further roll-out

Commentary

- **Sales revenue** mainly driven by ongoing growth in France as well as roll-out to Germany, the Netherlands, Italy, Belgium and Austria
- **Gross profit** grew slightly faster than sales revenue as COGS increased at a slower pace due to optimised pricing, leading to a slightly improved gross profit margin of 38.6% (Q2 2024: 38.3%)
- **Distribution expenses** increased stronger than sales revenue due to higher fulfilment expenses in connection with packaging cost and personnel expenses
- **Administrative expenses** went up due to higher personnel expenses
- **NR&R** comprised strategic projects
- **Negative adjusted EBITDA** increased under proportional to sales revenue growth
- **Adjusted EBITDA margin** improved to -9.2% (Q2 2024: -9.7%)

Key Financials

| in €m | Q2 2025 | Q2 2024 | Δ in % |
|---------------------------------|-------------|-------------|---------------|
| Sales revenue | 33.8 | 15.2 | 122.8% |
| Cost of sales | -20.7 | -9.4 | 121.7% |
| Gross profit | 13.0 | 5.8 | 124.4% |
| Distribution expenses | -13.8 | -6.1 | 126.0% |
| Administrative expenses | -2.5 | -1.2 | 107.0% |
| Other operating income/expenses | 0.1 | 0.0 | 1807.4% |
| Operating result | -3.1 | -1.5 | 111.3% |
| Depreciation | 1.5 | 0.9 | 75.3% |
| EBITDA | -5.7 | -1.9 | 196.8% |
| NR&R | 2.6 | 0.4 | 483.8% |
| EBITDA Adjusted | -3.1 | -1.5 | 111.3% |

Group P&L (IFRS)

Further details

Commentary

- Rise in **distribution expenses** partially driven by:
 - Higher personnel costs as the number of employees increased to support B2B roll-out
 - Increased fulfilment costs due to higher shipment costs and ramp-up of Belgian warehouse
- Rise in **administrative expenses** due to increase of workforce for growth strategy
- Number of employees increased by 15.3% to 5,575 (Q2 2024: 4,835)
- **Operating results margin** therefore reduced by -1.3pps to 4.6% (Q2 2024: 5.9%)
- **Financial result** remains low due to nearly debt-free balance sheet
- **Net profit** continued to grow

| in €m | Q2 2025 | Q2 2024 | Δ in % |
|--|--------------|--------------|---------------|
| Sales revenue | 462.3 | 398.5 | 16.0% |
| Cost of sales | -263.3 | -229.3 | 14.8% |
| Gross profit | 199.0 | 169.1 | 17.6% |
| Distribution expenses | -127.9 | -103.5 | 23.6% |
| Administrative expenses | -51.1 | -42.2 | 21.2% |
| Other operating income/expenses | 1.4 | 0.1 | 881.9% |
| Operating result | 21.3 | 23.6 | -9.6% |
| Finance income | 0.2 | 0.8 | -77.1% |
| Finance costs | -1.3 | -1.6 | -16.1% |
| Financial result | -1.1 | -0.8 | 45.6% |
| Income before tax | 20.2 | 22.8 | -11.5% |
| Income tax | -6.7 | -10.6 | -36.9% |
| Consolidated profit (loss) for the period | 13.5 | 12.2 | 10.7% |

Working capital and capex

Temporarily elevated capex level due to warehouse automation in Czech

Q2

Working capital

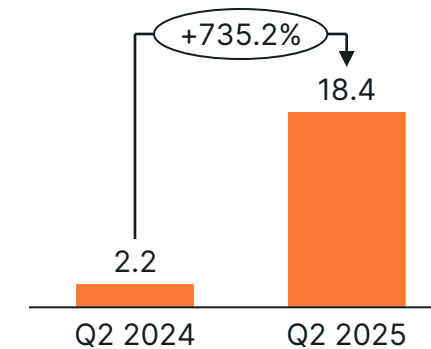
| €m | 30.06.2025 | 31.12.2024 |
|----------------------------------|------------|------------|
| Inventories and advance payments | 105.3 | 106.4 |
| + Trade receivables | 0.8 | 0.6 |
| - Trade payables | 131.6 | 114.2 |
| Working capital | -25.5 | -7.2 |

Commentary

- Inventories and advance payments decreased by -1.1% despite increase in revenue and stocking of new warehouse in Belgium
- Trade payables increased by 15.2% due to differing payment terms for private label and third-party brands

Capex

€m



Commentary

- Large part of capex spent for Czech warehouse (€9.8m)
- Maintenance capex remains at ~1% of revenue

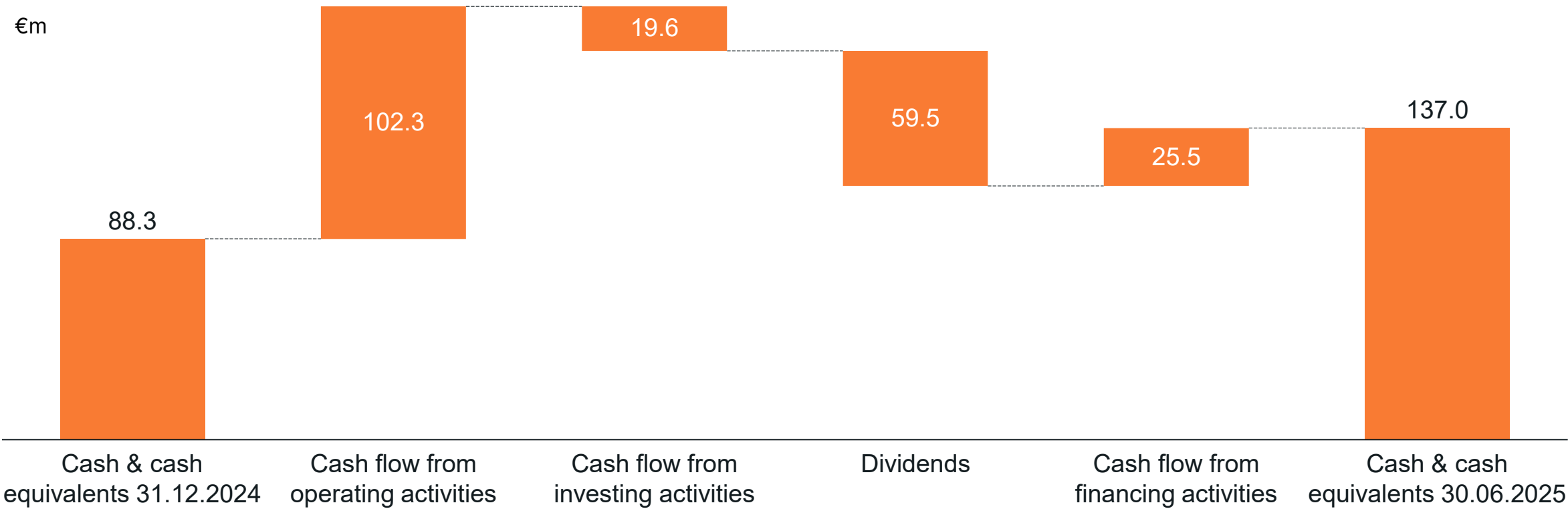


Asset- and capex-light business model



Cash flow bridge





Sustained robust liquidity



| | | | | | |
|---------|-------|------|-------|------|-------|
| H1 2024 | | | | | |
| 33.2 | 136.9 | -3.4 | -53.4 | -5.7 | 107.7 |

Outlook

Ongoing growth path

| | Historical | | | | Outlook | |
|---------------------|---------------|---------------|----------------|---|--|---|
| | 2022 | 2023 | 2024 | | 2025 | |
| Total Revenue | 8.7% | 16.0% | 18.9% | > | <ul style="list-style-type: none"> Continued strong total revenue growth expected to be in the 14-19% range |  |
| Gross Profit Margin | 43.4% | 43.3% | 42.2% | > | <ul style="list-style-type: none"> Gross profit margin expected to slightly improve vs. 2024 |  |
| Adj. EBITDA Margin | 9.1% | 10.2% | 9.7% | > | <ul style="list-style-type: none"> Adjusted EBITDA margin expected to be in the range of 9.0-9.8% |  |
| Capex | €7.1m 0.6% | €5.2m 0.4% | €10.2m 0.7% | > | <ul style="list-style-type: none"> Total capex as a % of revenue expected to be in the 2-3% range in 2025. Higher than historical levels due to the investment into C27 distribution centre automation |  |



Appendix

Adjustments to EBITDA

Q2

Q2

| Commentary | in €m | Q2 2025 | Q2 2024 | Δ in % |
|------------|---|-------------|-------------|--------------|
| | Consolidated profit (loss) for the financial period | 13.5 | 12.2 | 10.7% |
| | Income tax | 6.7 | 10.6 | -36.9% |
| | Depreciation, amortisation and impairment | 11.4 | 8.1 | 40.9% |
| | Financial result | 1.1 | 0.8 | 45.6% |
| | Earnings before financial results, taxes, depreciation and amortisation (EBITDA) | 32.7 | 31.7 | 3.3% |
| | Expense for long-term compensation | 8.2 | 11.2 | -26.6% |
| | Other extraordinary and/or non-operating expenses | 6.0 | 0.6 | 949.6% |
| | Adjusted EBITDA | 46.9 | 43.4 | 8.1% |

- Expense for long-term compensation relates to share-based payment agreements between employees of AUTODOC Group and AutoTech
- Other extraordinary and/or non-operating expenses occurred for the new warehouse in Belgium and the automation project in Czech

Adjustments to EBITDA

H1

H1

Commentary

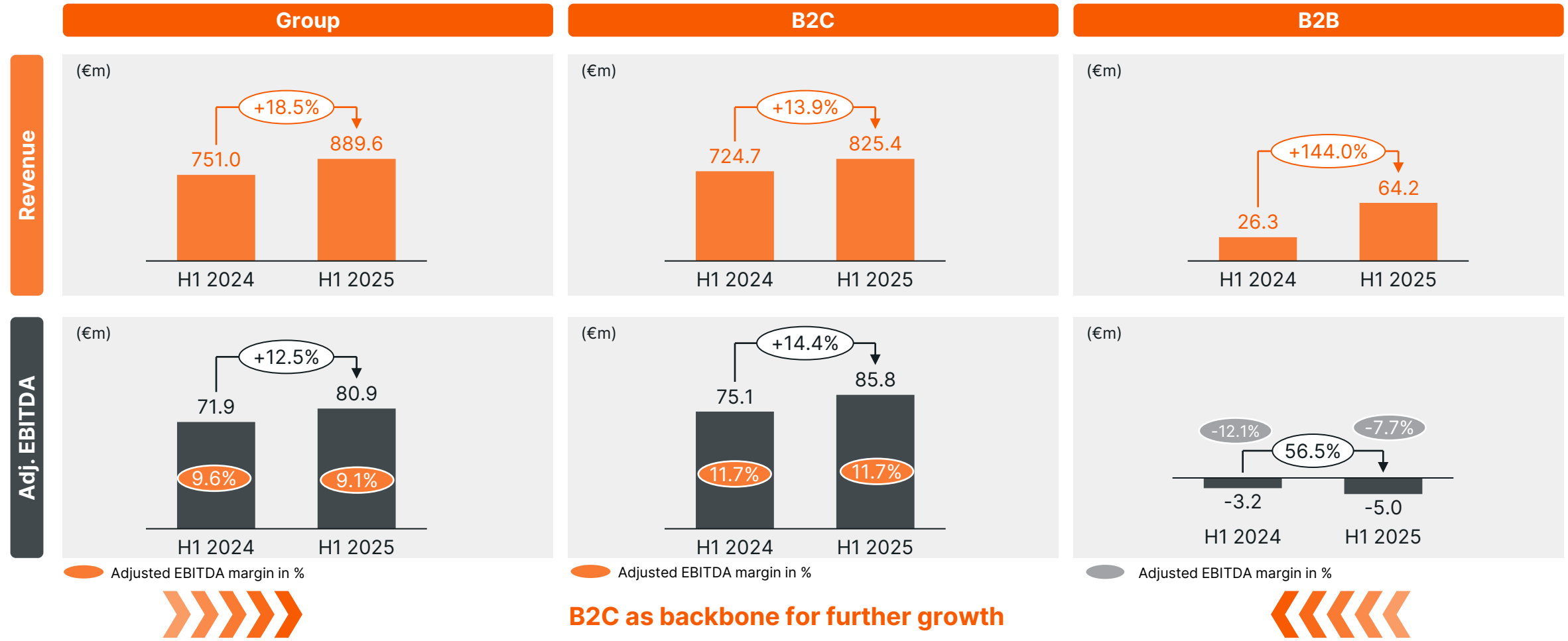
- Expense for long-term compensation relates to share-based payment agreements between employees of AUTODOC Group and AutoTech
- Other extraordinary and/or non-operating expenses occurred for the new warehouse in Belgium and the automation project in Czech

| in €m | H1 2025 | H1 2024 | Δ in % |
|---|-------------|-------------|--------------|
| Consolidated profit (loss) for the financial period | 24.4 | 16.9 | 44.3% |
| Income tax | 14.0 | 14.8 | -5.2% |
| Depreciation, amortisation and impairment | 17.1 | 13.3 | 28.8% |
| Financial result | 2.2 | 2.0 | 11.3% |
| Earnings before financial results, taxes, depreciation and amortisation (EBITDA) | 57.7 | 46.9 | 23.0% |
| Expense for long-term compensation | 16.3 | 22.3 | -27.2% |
| Other extraordinary and/or non-operating expenses | 6.9 | 2.7 | 161.6% |
| Adjusted EBITDA | 80.9 | 71.9 | 12.5% |

Revenue with ongoing growth trajectory

Strong growth contribution from B2B

H1



P&L

Significantly increased profit

Commentary

- **Sales revenue** growth driven by +13.3% order growth, +4.6% AOV growth & +0.6% mixed effect
- Slower **COGS** increase driven by enhancement of purchase price conditions due to regular negotiations with suppliers and by the ongoing and permanent optimisation of sales pricing
- Under-proportionate growth in COGS resulted in a higher **gross profit** growth and an increase of gross profit margin by 0.3pps to 42.5% (H1 2024: 42.2%)
- Rise in **distribution expenses** partially driven by higher personnel costs as the number of employees increased to support B2B roll-out and increased fulfilment costs due to higher shipment costs and ramp-up of Belgian warehouse
- **Administrative expenses** increased due to higher headcount as well as one-off expenses in conjunction with IPO project
- **Operating result** profited from strong Q1, while Q2 temporarily affected by ramp-up costs for new warehouse in Belgium and B2B roll-out, operating results margin therefore increased by only 0.1pps to 4.6% (H1 2024: 4.5%)

| in €m | H1 2025 | H1 2024 | Δ in % |
|---|--------------|--------------|---------------|
| Sales revenue | 889.6 | 751.0 | 18.5% |
| Cost of sales | -511.5 | -434.0 | 17.9% |
| Gross profit | 378.1 | 317.0 | 19.3% |
| Distribution expenses | -244.7 | -201.2 | 21.7% |
| Administrative expenses | -95.1 | -81.3 | 17.0% |
| Other operating income/expenses | 2.2 | -1.0 | -321.0% |
| Operating result | 40.6 | 33.6 | 20.7% |
| Finance income | 0.5 | 1.1 | -54.1% |
| Finance costs | -2.7 | -3.1 | -11.8% |
| Financial result | -2.2 | -2.0 | 11.3% |
| Income before tax | 38.4 | 31.6 | 21.2% |
| Income tax | -14.0 | -14.8 | -5.2% |
| Consolidated profit (loss) for the period | 24.4 | 16.9 | 44.3% |

B2C segment development

Strong foundation

| in €m | Q2 2025 | Q2 2024 | Δ in % | H1 2025 | H1 2024 | Δ in % |
|---------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sales revenue | 428.5 | 383.3 | 11.8% | 825.4 | 724.7 | 13.9% |
| Cost of sales | -242.6 | -220.0 | 10.3% | -471.9 | -416.6 | 13.3% |
| Gross profit | 185.9 | 163.3 | 13.8% | 353.5 | 308.0 | 14.8% |
| Distribution expenses | -108.3 | -89.6 | 20.8% | -212.3 | -179.3 | 18.4% |
| Administrative expenses | -28.3 | -28.9 | -2.4% | -56.3 | -52.7 | 7.0% |
| Other operating income/expenses | 0.7 | 0.1 | 389.5% | 0.9 | -1.0 | -194.4% |
| Operating result | 50.1 | 44.9 | 11.5% | 85.8 | 75.1 | 14.4% |
| Depreciation | 9.8 | 7.2 | 35.6% | 14.8 | 12.1 | 22.3% |
| EBITDA | 38.3 | 33.6 | 14.0% | 65.8 | 50.9 | 29.3% |
| NR&R | 11.8 | 11.3 | 4.0% | 20.0 | 24.2 | -17.2% |
| EBITDA Adjusted | 50.1 | 44.9 | 11.5% | 85.8 | 75.1 | 14.4% |

B2B segment development

Additional growth potential

| in €m | Q2 2025 | Q2 2024 | Δ in % | H1 2025 | H1 2024 | Δ in % |
|---------------------------------|-------------|-------------|---------------|-------------|-------------|---------------|
| Sales revenue | 33.8 | 15.2 | 122.8% | 64.2 | 26.3 | 144.0% |
| Cost of sales | -20.7 | -9.4 | 121.7% | -39.6 | -16.3 | 143.2% |
| Gross profit | 13.0 | 5.8 | 124.4% | 24.6 | 10.0 | 145.1% |
| Distribution expenses | -13.8 | -6.1 | 126.0% | -24.7 | -11.0 | 124.0% |
| Administrative expenses | -2.5 | -1.2 | 107.0% | -5.0 | -2.1 | 134.9% |
| Other operating income/expenses | 0.1 | 0.0 | 1807.4% | 0.2 | 0.0 | -531.9% |
| Operating result | -3.1 | -1.5 | 111.3% | -5.0 | -3.2 | 56.5% |
| Depreciation | 1.5 | 0.9 | 75.3% | 2.3 | 1.2 | 96.0% |
| EBITDA | -5.7 | -1.9 | 196.8% | -8.2 | -4.0 | 103.1% |
| NR&R | 2.6 | 0.4 | 483.8% | 3.2 | 0.8 | 279.4% |
| EBITDA Adjusted | -3.1 | -1.5 | 111.3% | -5.0 | -3.2 | 56.5% |

Cash flow statement

Higher cash balance despite lower free cash flow due to change in trade payables and other liabilities

| in €m | H1 2025 | H1 2024 | Δ in % |
|---|--------------|--------------|---------------|
| Cash flow from operating activities | 102.3 | 136.9 | -25.3% |
| Cash flow used in investing activities | -19.6 | -3.4 | 483.5% |
| Cash flow used in financing activities | -34.0 | -59.1 | -42.5% |
| thereof Free Cash Flow | 71.3 | 128.5 | -44.5% |
| Net change in cash and cash equivalents | 48.7 | 74.5 | -34.6% |
| Effect of foreign exchange differences | -0.8 | 0.2 | -548.8% |
| Cash and cash equivalents at the beginning of period | 88.3 | 33.2 | 166.0% |
| Cash and cash equivalents at the end of period | 136.2 | 107.9 | 26.2% |

Balance sheet I

Assets

| in €m | 30.06.2025 | 31.12.2024 | Δ in % |
|--|--------------|--------------|--------------|
| Non-current assets | 115.4 | 104.5 | 10.5% |
| thereof property, plant and equipment | 32.8 | 15.8 | 108.1% |
| thereof right of use assets | 62.6 | 69.6 | -10.0% |
| Current assets | 347.1 | 314.8 | 10.3% |
| thereof inventories and advance payments | 105.3 | 106.4 | -1.1% |
| thereof other financial assets | 87.6 | 104.8 | -16.5% |
| cash and cash equivalents | 136.2 | 88.3 | 54.3% |
| Total assets | 462.5 | 419.3 | 10.3% |

Balance sheet II

Equity and liabilities

| in €m | 30.06.2025 | 31.12.2024 | Δ in % |
|---|--------------|--------------|--------------|
| Equity | 110.6 | 95.6 | 15.8% |
| thereof subscribed capital | 40.0 | 2.6 | 1423.8% |
| thereof revenue reserves | -189.3 | -154.3 | 22.7% |
| thereof other equity components | 260.0 | 247.2 | 5.2% |
| Non-current liabilities | 101.5 | 99.6 | 1.9% |
| thereof lease liabilities | 84.3 | 84.6 | -0.4% |
| thereof other non-financial liabilities | 14.5 | 11.4 | 26.4% |
| Current liabilities | 250.5 | 224.2 | 11.7% |
| thereof trade payables | 131.6 | 114.2 | 15.2% |
| thereof lease liabilities | 16.7 | 17.5 | -4.3% |
| thereof other financial liabilities | 34.6 | 22.5 | 53.3% |
| thereof other non-financial liabilities | 52.0 | 55.1 | -5.7% |
| thereof provisions | 15.6 | 13.4 | 16.7% |
| Total liabilities | 351.9 | 323.8 | 8.7% |
| Total equity and liabilities | 462.5 | 419.3 | 10.3% |

Investor Relations contact

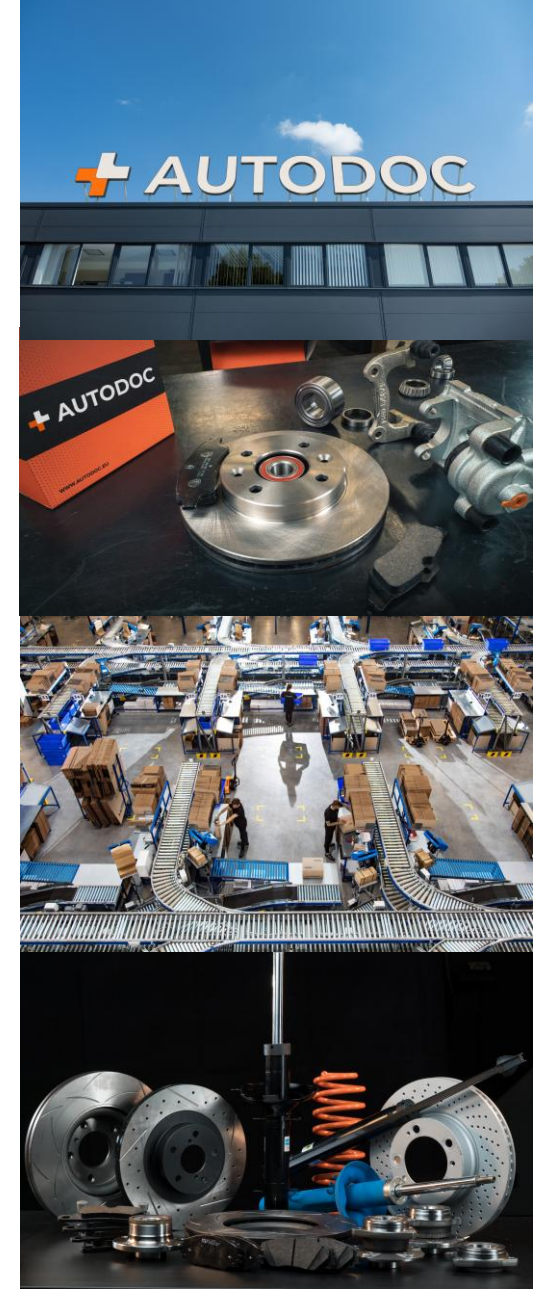


Stefanie Steiner

**Director Investor
Relations**

Mobile: +49 151 55621476

Email: ir@autodoc.eu



Important Notice

This presentation (including any printed or electronic copy of these slides, or any written or oral material discussed or distributed at or in connection with this presentation, the "Presentation") has been prepared by Autodoc SE (the "Company" and, together with its subsidiaries, the "Group"). By attending the meeting where this Presentation is made or accessing this Presentation, you agree to be bound by the following limitations. This Presentation is being provided for informational purposes only and should not be relied on for any purpose. This Presentation does not purport to be a full or complete description of the Company or the Group or its direct or indirect shareholders. This Presentation does not, and is not intended to, constitute or form part of, and should not be construed as, an offer to sell, or a solicitation of an offer to purchase, subscribe for or otherwise acquire, any securities of the Company, nor shall it or any part of it form the basis of or be relied upon in connection with or act as any inducement or recommendation to enter into any contract or commitment or investment decision or other transaction whatsoever.

This Presentation is not directed at, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. Persons into whose possession this Presentation comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of those jurisdictions.

No representation, warranty or undertaking, express or implied, is made by the Company or its affiliates or any of its directors, officers, shareholders, employees or agents ("Representatives") or any other person, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein, for any purpose whatsoever. No responsibility, obligation or liability is or will be accepted by the Company or any of its Representatives or any other person in relation to any information provided in this Presentation.

The information in this Presentation is subject to updating, revision, amendment, verification, correction, completion and change without notice. In providing access to this Presentation, none of the Company or any of its Representatives or any other person undertakes any obligation to provide the attendee or recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in any such Presentation, including any financial or market data or forward-looking statements. This Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date thereof. None of the Company's its Representatives have independently verified any of this Presentation.

The Presentation and discussion may contain forward-looking statements. These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "plans", "targets", "aims", "continues", "believes", "estimates", "anticipates", "expects", "intends", "may", "will", "could" or "should" or, in each case, their negative, or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this Presentation and include statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's prospects, growth, strategies, industry and potential or ongoing acquisitions. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Forward-looking statements are not guarantees of future performance and the development of the Company's prospects, growth, strategies, industry and the effect of acquisitions may differ materially from those made in or suggested by the forward-looking statements contained in this Presentation. In addition, even if the development of the Company's prospects, growth, strategies and industry are consistent with the forward-looking statements contained in this Presentation, those developments may not be indicative of the Company's results, liquidity or financial position or of results or developments in subsequent periods not covered by this Presentation.

Certain industry, market and competitive position data contained in this Presentation comes from third-party sources. Third-party industry publications generally state that the information they contain originates from sources assumed to be reliable, but that the accuracy and completeness of such information is not guaranteed and that the calculations contained therein are based on assumptions. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, none of the Company, nor any of its Representatives have independently verified the data contained therein. In addition, certain of the industry, market and competitive position data contained in this Presentation comes from the Company's own internal research and estimates based on the knowledge and experience of the Company's management in the markets in which the Company and the other members of the Group operate. While the Company believes that such research and estimates are reasonable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change and correction without notice. Finally, market studies and analyses are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions, are frequently based on information and assumptions that may not be accurate or technically correct, and their methodology may be forward-looking and speculative. Accordingly, reliance should not be placed on any of the industry, market or competitive position data contained in this Presentation.

This Presentation includes certain measures, including, but not limited to adjusted EBITDA, adjusted EBITDA margin, free cash flow and cash conversion, that are not measures defined by International Financial Reporting Standards ("IFRS") or accounting principles generally accepted in the United States or Germany and are therefore considered to be "non-IFRS financial measures". These non-IFRS financial measures have limitations as analytical tools, and should not be used instead of, or considered as alternatives to, a company's historical financial results based on IFRS. There are no generally accepted principles governing the calculation of these non-IFRS financial measures or similar non-IFRS financial measures used by other companies, and the criteria upon which these or similar measures are based can vary from company to company. These and similar non-IFRS financial measures, do not provide a sufficient basis to compare a company's performance with that of other companies and should not be considered in isolation or as a substitute for operating profit or any other measure as an indicator of operating performance as reported under IFRS.

You are cautioned not to place undue reliance on any non-IFRS financial measures and ratios included herein. Certain financial information in this Presentation (including percentages) has been rounded according to established commercial standards.