

AUTODOC achieves strong growth in Q1 2025

- **Sales Revenue increased by 21.2% to €427.3 million in Q1 2025 (Q1 2024: €352.5 million)**
- **Adjusted EBITDA rose by 18.9% to €33.9 million (Q1 2024: €28.5 million)**
- **Double-digit growth in number of orders, products sold, and new customers compared to Q1 2024**
- **Key markets Germany and France showed solid revenue growth**
- **B2B business AUTODOC PRO scaled strongly**

Berlin, June 3, 2025 – AUTODOC SE (“AUTODOC”), a leading online retailer for vehicle spare parts and accessories in Europe, has made a successful start to the 2025 financial year. In the first quarter of 2025, the Berlin-based group increased its sales revenue by 21.2% year-over-year, reaching €427.3 million. Key markets such as Germany and France recorded strong double digit sales revenue growth of 12.9% and 34.5%, respectively. “We are delighted to have started the financial year this strongly despite ongoing macroeconomic uncertainty, and are consistently working to continue on our growth trajectory,” said Dmitry Zadorozhny, CEO of AUTODOC SE. Adjusted EBITDA rose by approximately 18.9% in the first three months of 2025 to €33.9 million.

In the vehicle spare parts business, which is affected by seasonal fluctuations, the second and fourth quarters are usually the strongest in terms of sales. “This strong first quarter therefore clearly demonstrates the resilience of our business model without any seasonal effect, the relevance of our offering, and the trust our customers place in us,” Zadorozhny added. The figures reflect this confidence: the number of active customers¹ grew by 13.2% to 8.6 million over the past twelve months (LTM Q1 2024: 7.6 million). Q1 2025 order volume increased by 17.5% to 4.7 million (Q1 2024: 4.0 million). The number of products sold during Q1 2025 rose by 13.8% to 18.1 million (Q1 2024: 15.9 million).

¹ Defined as B2C and B2B customers with at least one order within the last twelve months of the respective period. Q1 2025 - 01.04.2024 to 31.03.2025; Q1 2024 - 01.04.2023 to 31.03.2024

Sales Revenue in AUTODOC's B2C segment reached €396.9 million in the first quarter of 2025, marking a solid year-over-year increase of 16.3% (Q1 2024: €341.4 million). B2C thus continues to be the company's core business segment and primary revenue driver, accounting for over 90% of total revenue. At the same time, the growing contribution from the Company's B2B segment highlights the increasing diversification of AUTODOC's revenue streams and showcases the strength of its overall business model.

Sales Revenue in AUTODOC's B2B segment amounted to €30.5 million in the first three months of 2025, representing an increase of approximately 172.7% compared to the same period last year (Q1 2024: €11.2 million). As a result, the B2B share of the Group's total Sales Revenue grew from 3.2% in Q1 2024 to 7.1% in Q1 2025. This strong growth is mainly due to the full rollout of AUTODOC PRO across France since 2024, with more than 18,000 workshops connected across 106 designated regions by the end of Q1 2025. In addition to expanding existing and new partnerships with French workshops, the launch of AUTODOC PRO in the Netherlands in May 2024 also contributed to a significant increase in order volumes.

Cautiously optimistic for full-year 2025

Following a strong start to 2025, AUTODOC remains cautiously optimistic for the remainder of the year. "Over the past few months, we have taken numerous important measures to secure AUTODOC's long-term success," said Lennart Schmidt, CFO of AUTODOC SE. These include the launch of the curated AUTODOC MARKETPLACE in France in January 2025, the opening of a new distribution center in Ghent, Belgium, as well as the introduction of AUTODOC PRO in Belgium in March 2025. "Our intention is to maintain this momentum in the coming months and years as we continue to advance AUTODOC's growth," Schmidt announced.

AUTODOC continues to aim to acquire new private customers, especially within markets with lower market penetration. At the same time, the Company plans to expand its B2B business with AUTODOC PRO following a promising start in France and the Netherlands, and to further expand the AUTODOC MARKETPLACE to other European markets where it operates. Additional investments will focus on data-driven solutions to optimize the customer experience and further enhance operational excellence. These include expanding

the product offering, refining pricing strategies, increasing automation and improving order fulfillment processes to provide additional momentum.

“The continued growth in our B2C business, along with the European expansion of our marketplace and our professional AUTODOC PRO offering, will ensure that we stay on our strong path,” said Schmidt.

About AUTODOC

AUTODOC is a leading online retailer of vehicle spare parts and accessories in Europe. The company, which was founded in Berlin in 2008 by Alexej Erdle, Max Wegner and Vitalij Kungel, has developed into one of the most exciting e-commerce companies in Europe in a remarkably short period. Since November 2022, the company has been operating as the European corporation AUTODOC SE. The Management Board consists of Dmitry Zadorozhny (CEO) and Lennart Schmidt (CFO). As of December 31, 2024, AUTODOC has 6.7 million products for 176 car, 23 truck, and 154 motorcycle brands in its range. In 2024, AUTODOC generated Sales Revenue of €1.6 billion (2023: €1.3 billion). AUTODOC has online shops in 27 European countries and employs around 5,000 people in thirteen locations: Germany, Belgium, Czech Republic, France, Italy, Kazakhstan, Luxembourg, Moldova, the Netherlands, Poland, Portugal, United Kingdom, and Ukraine.