

## AUTODOC continues growth trajectory in difficult environment

- Turnover grows by 8.7 percent to €1,127.1 million (2021: €1,036.4 million)
- 29% average annual growth rate from 2018 to 2022
- Operating result 2022 (adjusted EBITDA) of €102.5 million
- 9.1% return on sales

**Berlin, 24 May 2023** – AUTODOC, a leading online retailer for vehicle parts and accessories in Europe, has presented its business figures for the year 2022. The company was able to continue its growth last year in a difficult environment and increase its turnover by 8.7% to €1,127.1 million. The operating result (EBITDA) is €102.5 million.

"We are very pleased we were able to continue to grow profitably despite the adverse circumstances. Both our customer base and our net turnover have increased considerably. In addition, with a return on sales of 9.1%, we were able to hold our own in a very challenging economic environment. As a company with strong roots in Ukraine, we were particularly affected by the war and have always put the welfare of our colleagues first." says Lennart Schmidt, CFO of AUTODOC SE.

"2022 was a particularly tough and challenging year for our customers, our partners, and ourselves. Nevertheless, we were able to improve in many important areas and feel that our work has been validated by our continued success. We have continued to work on improving the shopping experience on our websites and apps, expanding our product range and offering our customers the best possible service," says Sandra Dax, Co-CEO of AUTODOC.

The number of active customers grew by 400,000 to 6.6 million in 2022, underlining the productive work in customer acquisition and retention. The customer retention rate is 60%. This brings the customer base since 2008 to 18.5 million. In 2022, the total number of orders increased slightly by 600,000 to 12.7 million. Combined with a returns rate of only around seven percent, these values reflect the strong satisfaction and loyalty of our customers. To ensure continued customer satisfaction, AUTODOC has once again expanded its product range and now offers 5.2 million products from 1,800 brand manufacturers – an increase of around 400,000 items compared to the previous year.

AUTODOC is active in eight countries with 5,000 employees and offers its services in 27 European countries via the AUTODOC app, online shops, and online marketplaces. The app and web shops totalled around 822 million page impressions in 2022.

15 years after its foundation, AUTODOC continues to focus on expansion and growth. In addition to the opening of a new location in Luxembourg and the Tech Hub in Lisbon in May, this year will also see the inauguration of the "C27" logistics location in Cheb, Czech Republic. "We have been able to build business resilience over 15 years and remain on

course for success and growth even in a difficult environment. We want to prove this especially in this special year with our expansions in Luxembourg, Portugal, and the Czech Republic", says Dmitry Zadorojnii, Co-CEO of AUTODOC.

### **About AUTODOC**

AUTODOC is a leading online retailer of vehicle parts and accessories in Europe. The company, which was founded in Berlin in 2008 by Alexej Erdle, Max Wegner, and Vitalij Kungel, has quickly developed into one of the most exciting internet companies in Europe. Since November 2022, the company has been trading as a European public limited company under the name AUTODOC SE. The Management Board is made up of Sandra Dax (Co-CEO) and Dmitry Zadorojnii (Co-CEO). In 2022, AUTODOC achieved a turnover of €1.1 billion (2021: €1.0 billion). AUTODOC has 5.2 million products for 166 car, 23 truck, and 154 motorbike brands in its range. AUTODOC operates in 27 European countries and employs around 5,000 people at eight locations.