

Berlin online retailer AUTODOC presents business figures for 2023

AUTODOC achieves record results in 2023 and posts double-digit growth in turnover and EBITDA

- **Sales grow by 16% to €1,307.7 (2022: €1,127.1 million)**
- **Operating result 2023 (adjusted EBITDA) increases by 31% to €134.0 million (€102.5 million in 2022)**
- **Return on turnover of 10.2%**
- **Free cash flow grows to € 86.6 million (€45.6 million in 2022)**
- **The company also expects double-digit growth in 2024**

Berlin, 7 May 2024 – AUTODOC, a leading online retailer of automotive parts and accessories in Europe, achieved record results in 2023. This was announced by the Berlin-based group on Tuesday when it presented its business figures. "We are proud to have achieved such good results in a challenging environment and are confident that we can maintain our strong growth in the coming years," says Dmitry Zadorozhny, CEO of AUTODOC. AUTODOC is optimistic that it will be able to continue its growth trajectory in the current financial year.

The company increased its turnover by 16% to €1,307.7 million, demonstrating robust growth and strong business development. The operating result (adjusted EBITDA) increased by 30.8% to €134.0 million compared to 2022. Free cash flow grew by €41 million to € 86.6 million, an increase of 89.8% year-over-year. The gross profit margin remained almost constant at 43.3%, compared to 43.4% in 2022.

"We have once again achieved double-digit growth in turnover. This is remarkable against the backdrop of the difficult general conditions and shows on the one hand how robust and promising our business model is. The figures also reflect our ability to gain new market share in core markets such as Germany and France," explains Lennart Schmidt, Chief Financial Officer of AUTODOC SE, adding: "The 31% increase in operating profit year-over-year is a clear result of our successful cost optimisation strategies and improved operating efficiency. Our profitability is constant and strong with a profit margin of over 10%."

AUTODOC SE saw rising demand for automotive parts despite global economic uncertainties and benefited from the growing trend towards online sales in the automotive aftermarket. With more than 56.0 million products sold, the company set a sales record in 2023 (2022: 48.4 million products sold). The company increased its customer base by 12% to a total of 7.4 million active customers at the end of 2023. AUTODOC continued to expand its product range and added 600,000 new products last year, bringing the total number of products to 5.8 million.

Dmitry Zadorozhny, CEO of AUTODOC, says: "The strong cash flow and the fact that we are debt-free give us the flexibility we need to pursue our strategic goals, invest in growth and innovation, and at the same time offer our customers real added value. Customer satisfaction, operational excellence and technological progress remain our credo."

Looking ahead to 2024, management is optimistic about the growth prospects and expects sales growth in the low double-digit percentage range. To achieve this growth, AUTODOC will focus on expanding its product range, increasing and improving its logistics infrastructure, and optimising its pricing. The company will also continue to expand its B2B business, with sales in the mid double-digit million range expected for 2024.

Table

Million	2023	2022	Change	% Change
Customers	7.4	6.6	0.8	12.1
Products sold	56.0	48.4	7.6	15.8
Orders	14.3	12.7	1.6	12.6
Net revenue €	1,307.7	1,127.1	180.6	16.0
Adjusted EBITDA €	134.0	102.5	31.5	30.8

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 very short space of time. Since November 2022, the company has been operating as the European public-limited company AUTODOC SE. The Management Board consists of Dmitry Zadorozhny (CEO) and Lennart Schmidt (CFO). AUTODOC has 5.8 million products for 172 car, 23 truck, and 154 motorcycle brands in its range. In 2023, AUTODOC generated turnover of €1.3 billion (2022: €1.1 billion). AUTODOC has online shops in 27 European countries. The company employs around 5,000 people at ten locations: In Germany, the Czech Republic, France, Kazakhstan, Luxembourg, Moldova, the Netherlands, Poland, Portugal, and Ukraine.

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