

## Successful market launch of AUTODOC PRO in the Netherlands

- **The digital platform offers solutions to reduce repair costs, gain efficiency, and enhance profitability**
- **CEO Dmitry Zadorozhny: We have ambitious growth strategy for the coming years**

**Berlin, October 29, 2024** – AUTODOC, a leading online retailer of vehicle spare parts and accessories in Europe, continues to expand its B2B business. Since May 2024, the company has been rolling out AUTODOC PRO, its professional service with workshops, wholesalers, and dealers in the Netherlands. "AUTODOC PRO is a key pillar in AUTODOC's vision to become the leading tech ecosystem connecting the European automotive aftermarket," says AUTODOC CEO Dmitry Zadorozhny. AUTODOC PRO is the B2B partner for car parts and customer service created by AUTODOC for garages, wholesalers, and dealers. The offering for business customers includes a fully digital purchasing platform, a loyalty system and personalised support – online and on site.

Following the introduction of AUTODOC PRO in the Netherlands, the company will further roll out the offering in Belgium and Luxembourg at the beginning of 2025. "Car mechanics are looking for ways to reduce repair costs and increase profitability," explains Franck Millet, Director of AUTODOC PRO Europe, adding: "With the digital tools provided by AUTODOC PRO, they can precisely achieve this objective: they will save time and costs and simplify their work."

### **Simple, comprehensive, competitive, and personal**

AUTODOC PRO will now offer garages, wholesalers, and dealers in the Netherlands a tool that is available when they need it, is easy to use and provides them with a wide range of products at always competitive prices, as well as a personal relationship with their supplier and personalised support from local service agents. "AUTODOC PRO offers garages a comprehensive online service: 2 million products for over 60,000 vehicle models – ideal for all drivers' needs," says Franck Millet.

AUTODOC PRO's goal is to offer attractive prices that enable workshops to optimize their profits and save costs. In addition, an AUTODOC PRO service agent regularly visits customers' garages to process returns and warranty claims, provide information on new features, and answer questions.

### **Great potential in B2B business**

AUTODOC PRO was first launched in France in November 2022. This year also saw the market launch in the Netherlands. As in France, AUTODOC PRO has also been established in the Netherlands as a fully "phygital" offer – i.e. the concept includes the digital platform and

physically available service agents. The full “phygital” version of AUTODOC PRO will soon be available in Germany and Austria as well. “We plan to introduce AUTODOC PRO in key European countries over the next five years and adapt it to local needs,” says Dmitry Zadorozhny, describing the ambitious growth plans for AUTODOC PRO.

Following the successful development of the AUTODOC PRO business in France in 2023, the Group expects to generate B2B sales in the mid-double-digit million euro range in 2024. “We see great potential in the B2B business, as the market is currently many times larger than the market for private customers,” says AUTODOC CEO Dmitry Zadorozhny. After all, the level of digitalisation and online penetration in the B2B segment of the automotive aftermarket is still at the very beginning and, according to the CEO, AUTODOC can do a lot to maximise the opportunities for garages: “Our customers want to solve problems, not just buy parts. We offer the right products and best-in-class services to do that.”

#### **About AUTODOC**

*AUTODOC is a leading online retailer of vehicle spare parts and accessories in Europe. Founded in Berlin in 2008 by Alexej Erdle, Max Wegner, and Vitalij Kungel, the company has quickly become one of the most exciting e-commerce companies in Europe. Since November 2022, the company has been operating as a European public-limited company AUTODOC SE. The Management Board consists of Dmitry Zadorozhny (CEO) and Lennart Schmidt (CFO). AUTODOC has a range of 5.8 million products for 172 makes of cars, 23 makes of trucks, and 154 makes of motorcycles. In 2023, AUTODOC generated a turnover of €1.3 billion (2022: €1.1 billion). AUTODOC has online shops in 27 European countries. The company employs around 5,000 people in ten locations: In Germany, the Czech Republic, France, Kazakhstan, Luxembourg, Moldova, the Netherlands, Poland, Portugal, and Ukraine.*

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