

## AUTODOC SE Achieves Record Sales in 2024

- **Strong growth in core European markets**
- **Number of active customers reached an all-time high of 8.4 million**
- **Orders climbed to 16.9 million, reflecting a strong 18.0% growth**
- **Sales soared to 65.6 million items, marking a robust 17.0% increase**
- **Assortment expanded by 13.8% to 6.6 million products**

**Berlin, 5 February 2025** – AUTODOC SE, a leading online retailer of vehicle spare parts and accessories in Europe, continued its strong growth trajectory in 2024. The number of orders increased strongly by 18.0% to 16.9 million (previous year: 14.3 million). “We made notable progress across several key areas: we sold more products, gained more customers, increased order volumes, and expanded in our core markets,” said Dmitry Zadorozhny, CEO of AUTODOC SE. He added, “The trust our customers place in the quality of our services and products motivates us to stay on the course we have set. We will continue to meet our customers' needs by offering an extensive assortment, affordable pricing, and excellent service and delivery.”

The number of active customers grew by 13.7% last year to 8.4 million (previous year: 7.4 million). Since the company's founding in 2008, the total number of customers has reached a historic milestone of 26 million - an increase of 18.2% compared to the previous year - highlighting the enduring appeal of AUTODOC's offerings. The number of products sold also grew significantly from 56.1 million in 2023 to 65.6 million spare parts and accessories in 2024, an increase of 17.0%. The best-selling brand was AUTODOC's own private brand RIDEX. Additionally, AUTODOC expanded its product portfolio by 13.8%, now offering 6.6 million products from around 2,300 brand manufacturers (previous year: 5.8 million products). “Expanding our product range reflects our strategy to offer the broadest possible selection of high-quality products,” Zadorozhny explained, adding, “Our success in 2024 is closely tied to the digitalization of our company processes and an unwavering focus on customer needs. Through innovative tools and optimized services, AUTODOC has enhanced the shopping experience and strengthened its market position.” The best-selling product categories included tyres, brake discs, brake pad sets, engine oil and shock absorbers.

### **Sustained High Growth Across Europe**

The largest sales growth in absolute terms was observed in the DACH region (Germany, Austria, and Switzerland), France, Spain, and the UK, with the DACH region and France remaining the strongest markets in 2024 in terms of total sales. “Our growth is predominantly driven by the offline-to-online transition in buying vehicle parts, with AUTODOC continuously taking share from other market participants,” noted Lennart

Schmidt, CFO of AUTODOC. He added, “As an e-commerce company and leading provider of spare parts, we directly benefit from this offline-to-online trend and see significant growth opportunities. The aging vehicle fleet in Europe and the trend toward longer use of cars present another potential for the aftermarket sector.”

The average age of used vehicles in Europe is currently just over 11 years.<sup>1</sup> According to CFO Schmidt, the Company expects the average age to continue to increase. This development underscores the growing importance of repair and maintenance services and the increasing demand for high-quality, affordable spare parts: “This will sustainably support our business model.”

### **Strong Online Presence**

In 2024, the AUTODOC app, available for Android and iOS, was installed more than 17.5 million times on mobile devices. Since its launch in 2016, it has been downloaded approximately 125.9 million times. AUTODOC offers its products through the AUTODOC app, online shops, and third-party online marketplaces.

### **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 remarkable 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 6.6 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 and employs around 5,000 people in ten locations: Germany, Czech Republic, France, Kazakhstan, Luxembourg, Moldova, the Netherlands, Poland, Portugal, and Ukraine.

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<sup>1</sup> Source: Third Party Analysis