

Successful financial year 2024 for AUTODOC

- **Sales Revenue grows by 18.9% to €1,555.0 million (2023: €1,307.7 million)**
- **Adjusted EBITDA¹ increases by 13.0% to €151.4 million (€134.0 million in 2023)**
- **Adjusted EBITDA margin of 9.7%**
- **Free Cash Flow² grows to €125.3 million (€86.6 million in 2023)**
- **Solid start in Q1 2025**

Berlin, 22 April 2025 – AUTODOC SE (“AUTODOC”), a leading online retailer of vehicle spare parts and accessories in Europe, continued its growth trajectory in 2024. "We are excited to announce another year of achieving double-digit growth in Sales Revenue and Adjusted EBITDA, which highlights the resilience and potential of our business, even amidst a dynamic macroeconomic environment in the EU," says Dmitry Zadorozhny, CEO of AUTODOC, at the announcement of the financial results for 2024. "Our continued expansion and strong operational results in 2024 confirm our belief that we are on track to further expand our business."

AUTODOC achieved an 18.9% increase in Sales Revenue, reaching €1,555.0 million, reflecting the strength of our business and sustained market leadership against continued demand growth and rising online penetration. The company's Adjusted EBITDA rose by 13.0% to €151.4 million. Free Cash Flow also saw an impressive surge, growing by 44.7% to €125.3 million.

Double-digit Sales Revenue growth

"We've once again delivered double-digit growth," says Lennart Schmidt, Chief Financial Officer of AUTODOC. "These results reflect the continued strength of our business model and our latest ability to capitalize on opportunities in last year's dynamic environment. Besides our strong B2C business we invested our resources in further ramping up AUTODOC PRO and prepared the company for our AUTODOC MARKETPLACE launch. The double-digit percentage growth in Sales Revenue and Adjusted EBITDA shows that we're making solid progress in scaling our business while focusing on operational efficiency."

¹ Defined as EBITDA adjusted for extraordinary and/or non-operating expenses.

² Unlevered Free Cash Flow, i.e., Cash Flow from operating activities and Cash Flow from investing activities.

AUTODOC experienced significant demand for automotive parts, boosted by the increasing trend towards online shopping in the automotive aftermarket. AUTODOC reached a new record, selling more than 65.6 million products in 2024, up from 56.1 million in 2023. Its active customer base expanded by 13.5%, reaching 8.4 million at the end of 2024³. AUTODOC also continued to diversify its offering, adding around 900,000 new products to its range, bringing the total number of available products to 6.7 million.

B2B business AUTODOC PRO scaling strongly

In its second full year of operations, AUTODOC's B2B business, AUTODOC PRO, demonstrated impressive momentum, with sales revenue increasing by around 280.0% — from approximately €18.0 million in 2023 to approximately €68.0 million in 2024. By the end of the year, all 106 designated zones in France were fully operational, and existing garage partnerships were significantly expanded, resulting in a marked increase in order volume. Overall, the B2B business accounted for approximately 4.3% of the Group's total Sales Revenue.

Strong cashflow development

"We maintained a strong Cash Flow and a debt-free balance sheet, giving us the financial flexibility to pursue our strategic objectives and invest in innovation," says Dmitry Zadorozhny. "Our focus on customer satisfaction, operational excellence, and technological progress remains at the heart of everything we do."

Based on the strong Cash Flow generation the Management Board is expected to propose that the distributable portion of AUTODOC SE's net income for the year 2024, amounting to € 59.5 million, be paid to the shareholders in the form of a dividend.

Further outlook

AUTODOC experienced a solid start in the first quarter of 2025 and is excited about the long-term trajectory of the business. Looking ahead to 2025, AUTODOC will focus on the continuous improvement of the customer experience while expanding the product range, enhancing logistics infrastructure, and optimizing pricing strategies. Lennart Schmidt: "Besides the continuous growth in B2C and the European expansion of our marketplace, we will place a strong focus on expanding our B2B business in 2025." The newly opened 15,000 m² distribution center in Ghent, Belgium, will support this ambition by boosting delivery capacity particularly for B2B customers in France, the Benelux countries, and parts of Germany.

³ Defined as B2C and B2B customers with at least one order within the last twelve months of the respective period.

Table

Million	2024	2023	Net Change Y-o-Y
Active Customers	8.4	7.4	1.0 (13.5%)
Products Offered	6.7	5.8	0.9 (15.5%)
Total Products Sold	65.6	56.1	9.5 (17.0%)
Orders	16.8	14.3	2.5 (17.5%)
Sales Revenue €	1,555.0	1,307.7	247.3 (18.9%)
Adjusted EBITDA €	151.4	134.0	17.4 (13.0%)

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.