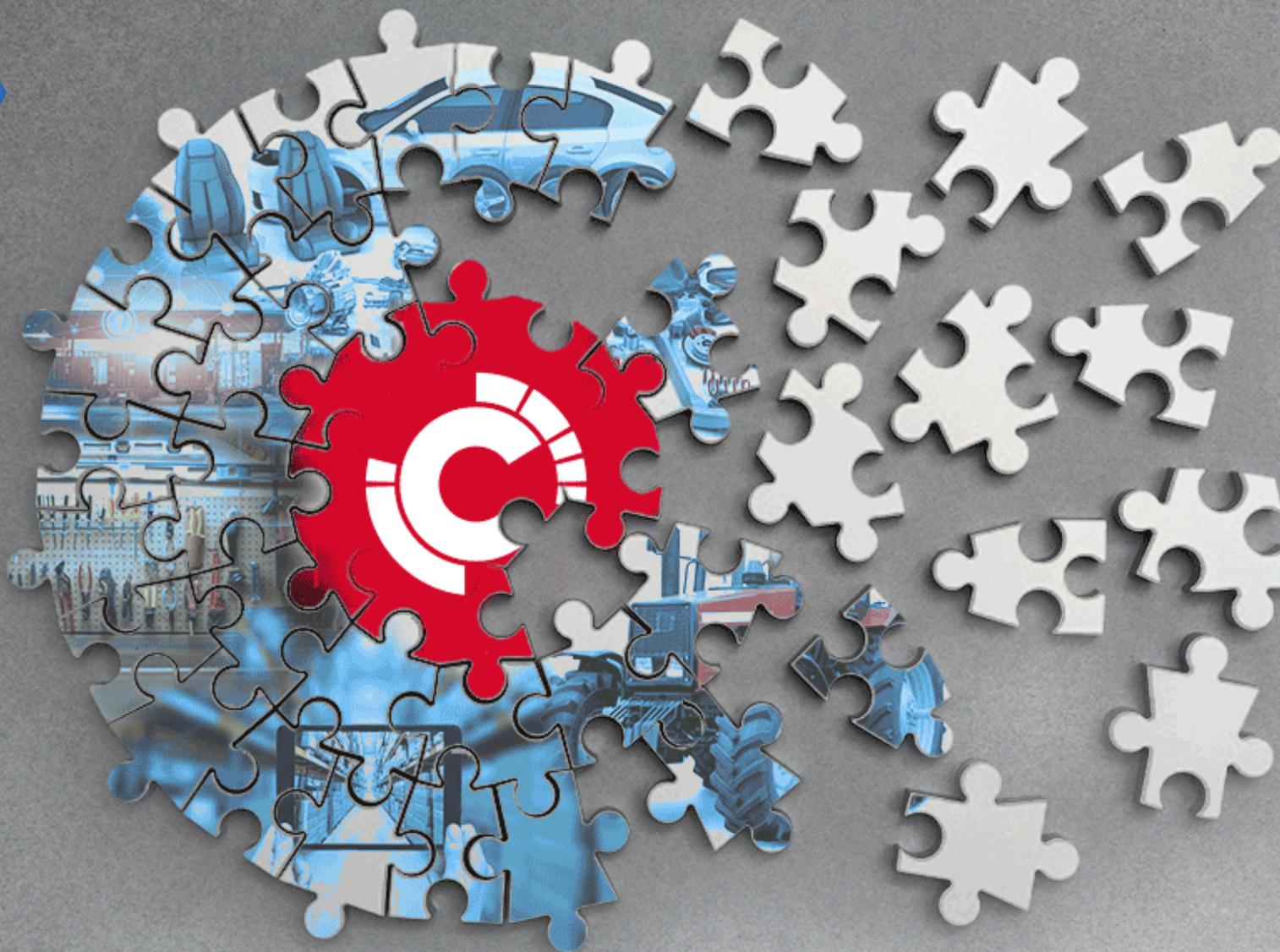




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Doing business in Central and Eastern Europe in uncertain times

November 2022

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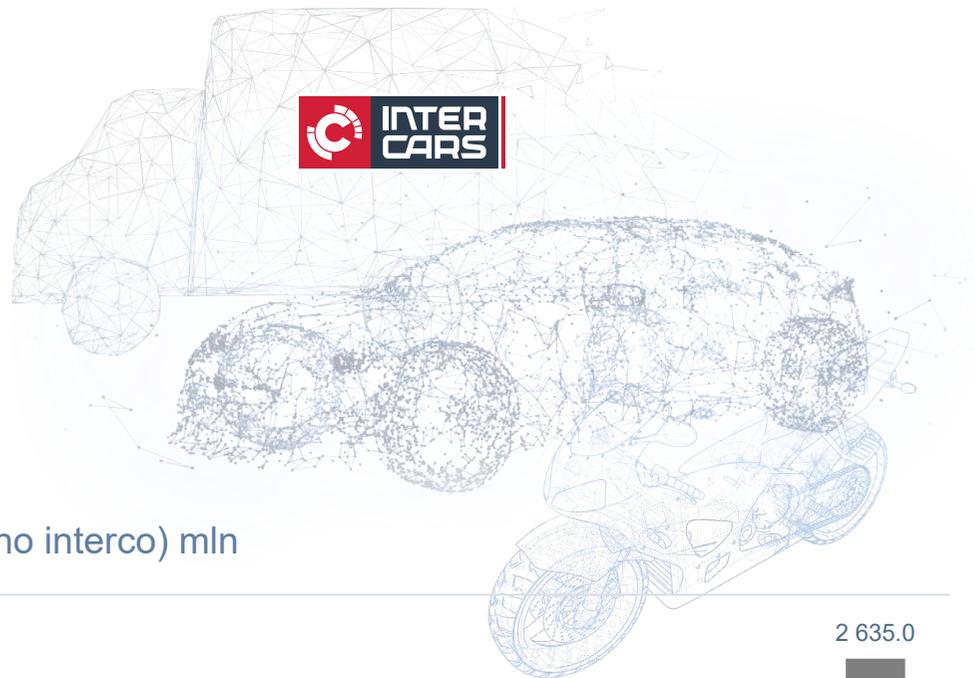
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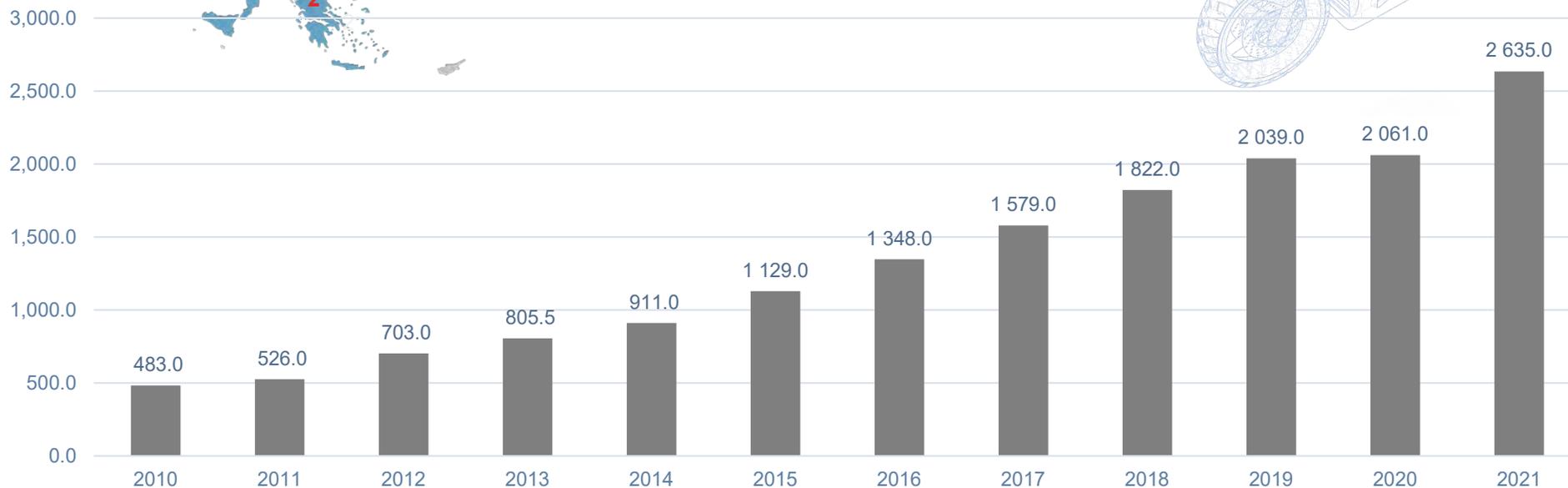
INTER CARS performance during last 12 years



#1 in CEE passenger cars parts **#1** in EU trucks parts **#2** in the EU **#7** worldwide



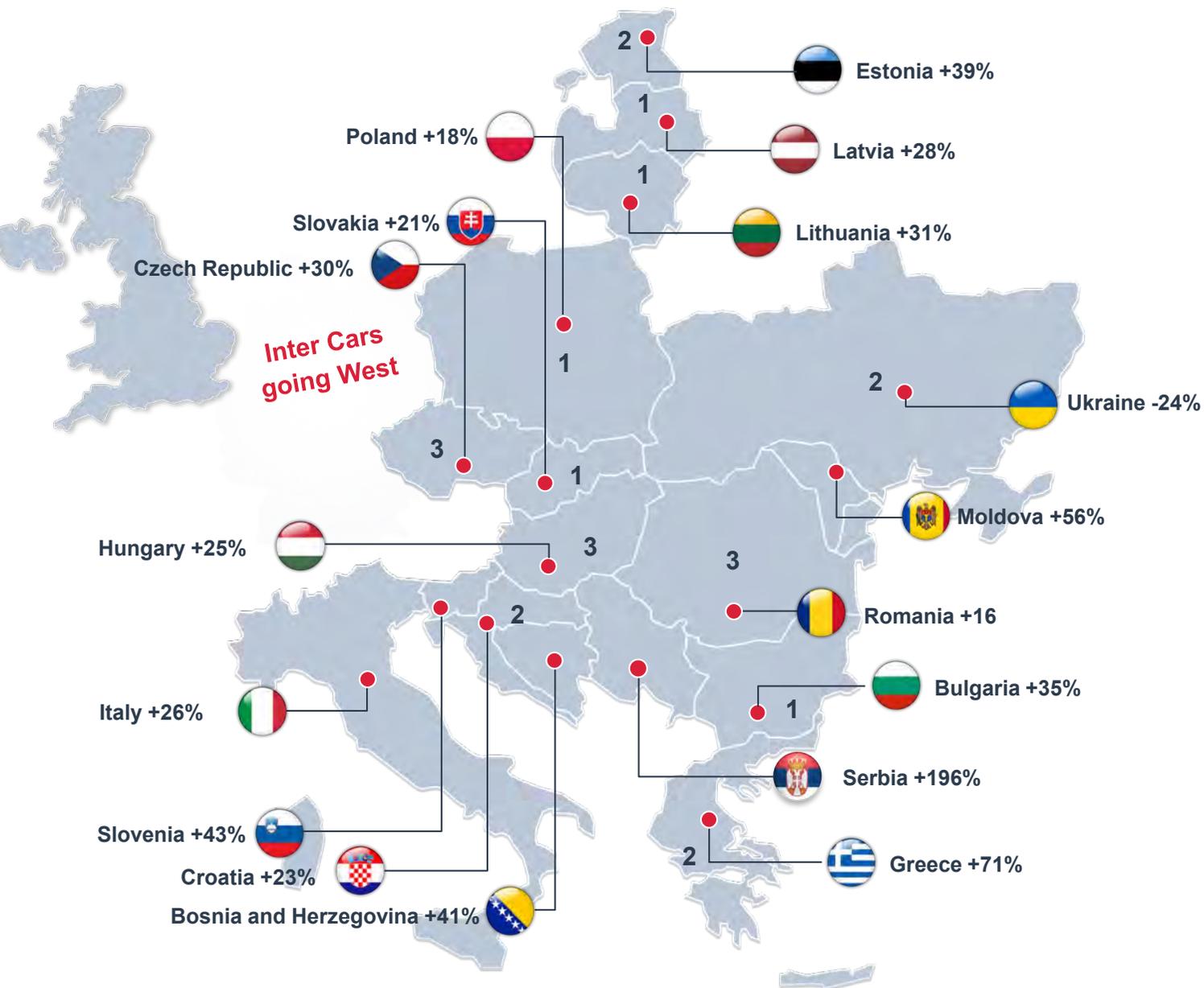
Sales EUR (no interco) mln



¹ Countries, where Inter Cars has a brick and mortar distribution chain;

IC will gain a market share in all markets.

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YTD 3Q 2022
Sales +24,9%

PLN 10,9 bn

€ 2,3 bn +21,4%

+21%

PC, VAN

+21%

CV

+14%

GE, ACC.

+10%

MOTO

+21%

TYRES

Largest European listed auto parts distributor with presence in 18¹ countries

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Inter Cars at a glance

Leadership Position in Europe

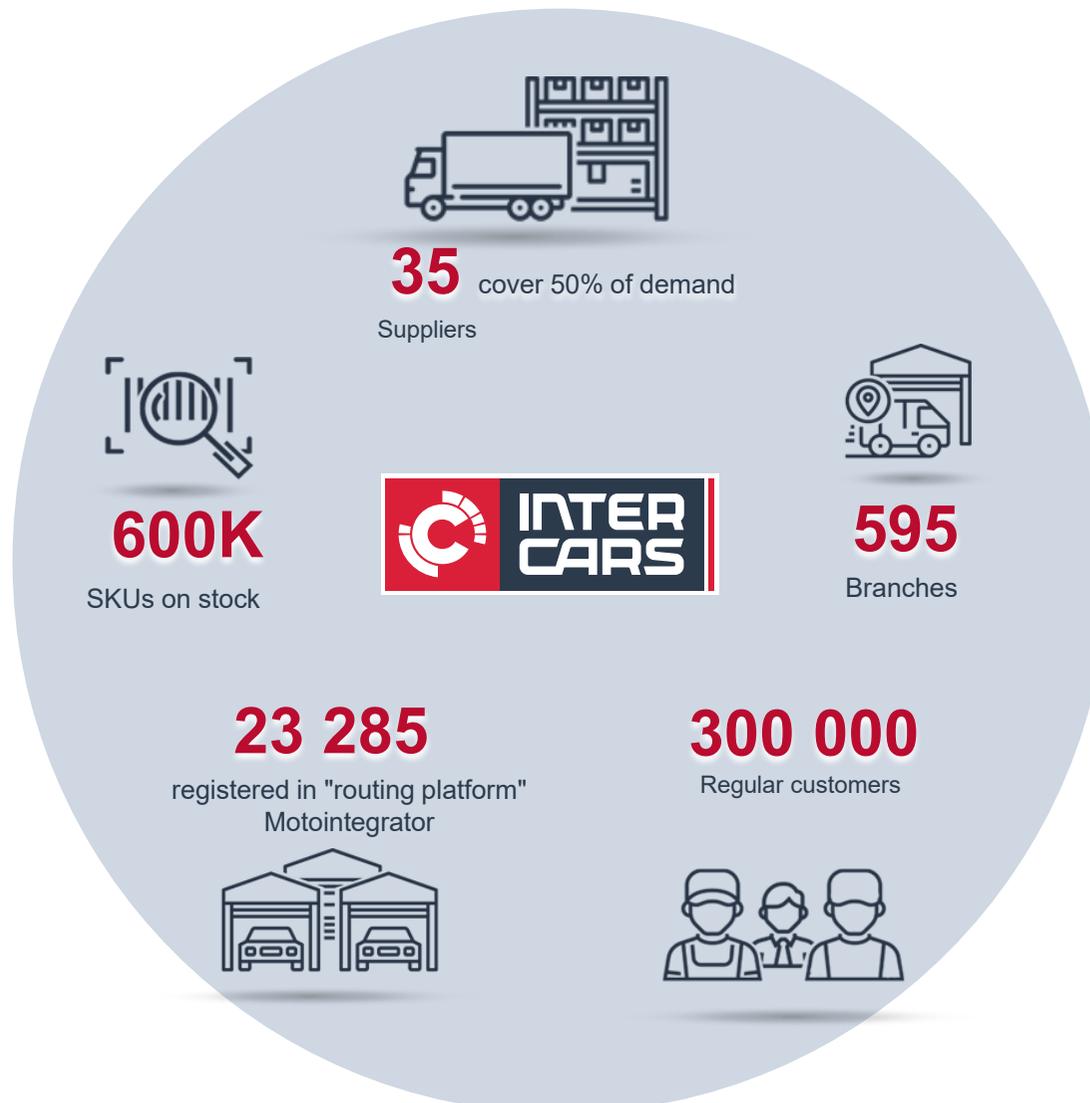
#1 in CEE

#1 in EU
truck parts

#2 in the EU

18¹ countries

#7 worldwide



Attractive Financial Profile

PLN 13,7 bn
LTM Jun 2022 Sales (€ 2,9 bn)

2013 – LTM Jun 2022
Sales CAGR **17,3%**

2013 – LTM Jun 2022
EBITDA CAGR **20,5%**

Cash conversion²
LTM Jun 2022 **89%**

Equity
30 Jun 2022 **PLN 3,4 bn**
(€ 727 mln)

Source: Corporate information. Note: Financials converted at EUR/PLN = 0.2136

¹ Countries, where Inter Cars has a brick and mortar distribution chain; ² Cash conversion defined as (EBITDA – capex) / EBITDA



Independent After Market from Inter Cars perspective

- ❑ Safe harbor in times of turbulence such as the crisis, pandemic e.g. COVID 19.
 - Due to the economic situation, users will delay the purchase of a new vehicle(increase in demand for parts).
 - Lacking target technology, electric cars are expensive and not very accessible to most of users.

Big challenge for vehicle manufacturers and parts producers.

- ❑ Change of market structure is expected. Smaller players facing real problems.
- ❑ Market demand for cheaper products can be higher, mainly for older cars.
- ❑ We implement "one stop show" strategies to be numer one supplier for workshop.
- ❑ Faster growth of e-commerce and s-commerce.
- ❑ We are developing more product segments that prepare us for technological changes in future.
- ❑ The supply chain and cash flow management is key competence for achieving results.

Doing business in Central and Eastern Europe in uncertain times



- The wartime escalation of the conflict, which has been ongoing since 2014, began on February 24, 2022. We stopped sales to protect our team.
- Workers in Ukraine resumed sales in areas where there was security. They wanted to support their brothers in need.
- On April 1, 2022, the Russian army destroyed the central warehouse of Inter Cras located in the Kyiv region.
- We believe that war will end in the near future and we will continue to build business in Ukraine.
- We have a great, courageous and development-oriented team in Ukraine.

Data	Month								
Year	I	II	III	IV	V	VI	VII	VIII	IX
2021	31	34	47	48	45	49	55	51	55
2022	46	42	12	21	30	37	39	39	47
Growth	48%	21%	-75%	-56%	-32%	-24%	-28%	-23%	-14%



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s u p p o r t
d e l i v e r