

Rapportage
T.a.v. De directie

Parts Performance Dashboard

2025

Key parts market
Oil And Lubricants
Tyres
Brake Pads
Brake Discs
Battery
Interior Filters
Oil Filters
Spark Plugs
Exhausts
Timing Belts & Water Pumps
Clutch
Steering
Bulbs
Sensors
Air Filter
Windscreen Wipers
Shock Absorbers
Additives
Fuel Filters
Towbar
V-Belt
Coolant
Cables & Hoses
Washer Fluid
Starter & Alternator
Charger, charging system
Brake Caliper
Condenser, air conditioning
Appliance Battery
Springs
Compressor, air conditioning
Radiator, engine cooling
Thermostat, coolant
Ignition Coil
Switches
Intercooler, charger
Clamps
Rolling Bearing, suspension...
Engine Transverse Strut
Wheel Brake Cylinders
Licence Plate Holder
Suspension Strut Support ...

Language: EN
 _inladen_land: BE
 RollingYearDate: <=30-9-2025
 Date: <=30-9-2025
 Year: 2025
 Indicator nieuwe vestiging: 0
 Bandenspecialist: 0
 USERTYPE: ADMIN

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Market information dashboard for :

Key market part groups

30-10-2025

Facts and figures

Periods

Period YTD
(1-1-2025 - 30-9-2025)

Last 12 months
(30-9-2024 - 30-9-2025)

Market all years

Invoices	1.062.097
Customers	237.486
Car	6.646.210
Number of participants	137
share of total revenue 2025	100,0%

Current selections 12 months

Invoices	247.394
Customers	114.236
Car	135.923
Number of participants	137
share parts revenue 2025	59,4%

Key figures per month corrected for number of working days (Parts and labor)

Network	Month	Revenue in € YTD 2024	Revenue in € YTD 2025	Growth	Number of invoiced YTD 2024	Number of invoiced YTD 2025	Revenue in € per invoice 2024	Revenue in € per invoice 2025	Difference	Working days 2024	Working days 2025	Invoices per day 2024	Invoices per day 2025	Difference	Revenue in € per day 2024	Revenue in € per day 2025	Difference	Number of workshops
IAM	jan	€ 55.887	€ 64.422	€ 8.535	146	160	€ 382,47	402,39	5,2%	22	22	6,6	7,3	9,6%	€ 2.540	€ 2.928	15,3%	129
	feb	€ 57.461	€ 62.720	€ 5.259	142	149	€ 403,36	421,41	4,5%	21	20	6,8	7,4	9,7%	€ 2.736	€ 3.136	14,6%	131
	mrt	€ 58.255	€ 63.542	€ 5.287	145	153	€ 403,05	416,59	3,4%	21	21	6,9	7,3	5,5%	€ 2.774	€ 3.026	9,1%	131
	apr	€ 59.135	€ 65.825	€ 6.689	151	158	€ 392,38	415,59	5,9%	21	20	7,2	7,9	10,4%	€ 2.816	€ 3.291	16,9%	131
	mei	€ 55.532	€ 60.245	€ 4.713	141	146	€ 393,85	412,87	4,8%	21	20	6,7	7,3	8,7%	€ 2.644	€ 3.012	13,9%	131
	jun	€ 60.001	€ 64.926	€ 4.925	147	155	€ 407,64	419,95	3,0%	20	20	7,4	7,7	5,0%	€ 3.000	€ 3.246	8,2%	131
	jul	€ 56.703	€ 64.198	€ 7.495	134	142	€ 423,06	453,51	7,2%	23	22	5,8	6,4	10,4%	€ 2.465	€ 2.918	18,4%	131
	aug	€ 48.706	€ 52.982	€ 4.286	122	125	€ 399,18	423,39	6,1%	22	20	5,5	6,3	12,8%	€ 2.214	€ 2.648	19,6%	131
	sep	€ 60.581	€ 65.740	€ 5.159	146	151	€ 414,20	433,98	4,8%	21	22	7,0	6,9	-1,1%	€ 2.885	€ 2.988	3,6%	131
	Total	€ 512.261	€ 564.579	€ 52.318	1.274	1.338	€ 401,99	421,81	4,9%	192	187	6,6	7,2	7,8%	€ 2.668	€ 3.019	13,2%	131
OE	jan	€ 131.875	€ 108.931	€ -22.944	357	323	€ 369,40	337,25	-8,7%	22	22	16,2	14,7	-9,5%	€ 5.994	€ 4.951	-17,4%	2
	feb	€ 144.433	€ 129.286	€ -15.147	352	347	€ 410,90	372,58	-9,3%	21	20	16,7	17,4	3,7%	€ 6.878	€ 6.464	-6,0%	2
	mrt	€ 112.106	€ 125.939	€ 13.833	338	338	€ 332,17	373,15	12,3%	21	21	16,1	16,1	0,0%	€ 5.338	€ 5.997	12,9%	2
	apr	€ 105.593	€ 126.586	€ 20.993	347	342	€ 304,74	370,13	21,5%	21	20	16,5	17,1	3,6%	€ 5.028	€ 6.329	25,9%	2
	mei	€ 110.876	€ 133.543	€ 22.667	304	310	€ 364,72	431,48	18,3%	21	19	14,5	16,3	12,5%	€ 5.280	€ 7.029	33,1%	2
	jun	€ 157.442	€ 114.817	€ -42.625	356	316	€ 442,25	363,92	-17,7%	20	20	17,8	15,8	-11,4%	€ 7.872	€ 5.741	-27,1%	2
	jul	€ 110.691	€ 105.977	€ -4.713	319	255	€ 346,99	415,60	19,8%	23	22	13,9	11,6	-16,4%	€ 4.813	€ 4.817	0,1%	2
	aug	€ 96.786	€ 81.804	€ -16.983	281	241	€ 351,55	339,43	-3,4%	21	20	13,4	12,1	-9,9%	€ 4.704	€ 4.050	-13,1%	2
Total	sep	€ 95.795	€ 106.170	€ 10.374	297	274	€ 323,09	387,48	19,9%	21	22	14,1	12,5	-11,8%	€ 4.582	€ 4.826	5,8%	2
	Total	€ 1.067.597	€ 1.033.052	€ -34.545	2.949	2.745	€ 362,08	376,41	4,0%	191	186	15,4	14,8	-4,4%	€ 5.590	€ 5.554	-0,6%	2
Total		€ 520.612	€ 571.624	€ 51.012	1.299	1.360	€ 400,63	420,43	4,9%	192	187	6,8	7,3	7,4%	€ 2.712	€ 3.057	12,7%	133

Key parts (Per average workshop, corrected for net working days)

Genart	Revenue in € YTD 2024	Revenue in € YTD 2025	Growth	Number of invoiced YTD 2024	Number of invoiced YTD 2025	Revenue in € per invoice 2024	Revenue in € per invoice 2025	Difference	Working days 2024	Working days 2025	Invoices per day 2024	Invoices per day 2025	Difference	Revenue in € per day 2024	Revenue in € per day 2025	Difference
Total	€ 520.612	€ 571.624	€ 51.012	1.299	1.360	€ 400,63	420,43	4,9%	192	187	6,8	7,3	7,4%	€ 2.712	€ 3.057	12,7%
Labour	€ 166.431	€ 188.840	€ 22.410	1.150	1.215	€ 144,78	155,48	7,4%	192	187	6,0	6,5	8,5%	€ 867	€ 1.010	16,5%
Others non key parts	€ 141.502	€ 155.452	€ 13.950	1.083	1.144	€ 130,67	135,94	4,0%	192	187	5,6	6,1	8,4%	€ 737	€ 831	12,8%
Key product groups	€ 131.364	€ 140.770	€ 9.407	862	903	€ 152,46	155,82	2,2%	192	187	4,5	4,8	7,7%	€ 684	€ 753	10,0%
Oil and other fluids	€ 51.422	€ 55.512	€ 4.089	646	677	€ 79,59	81,98	3,0%	192	187	3,4	3,6	7,6%	€ 268	€ 297	10,8%
Tyres	€ 29.894	€ 31.050	€ 1.156	136	138	€ 220,32	225,10	2,2%	192	187	0,7	0,7	4,4%	€ 156	€ 166	6,6%

Revenue average workshop (including all product groups and labour)

Vestiging omvang	Revenue in € YTD 2024	Revenue in € YTD 2025	Growth	Number of invoices YTD 2024	Number of invoices YTD 2025	Revenue in € per invoice 2024	Revenue in € per invoice 2025	Difference	Working days 2024	Working days 2025	Invoices per day 2024	Invoices per day 2025	Difference	Revenue in € per day 2024	Revenue in € per day 2025	Difference	Number of workshops
Total	€ 520.612	€ 571.624	€ 51.012	1.299	1.360	€ 400,63	420,43	4,9%	192	187	6,8	7,3	7,4%	€ 2.712	€ 3.057	12,7%	133
-	€ 0	€ 165.100	€ 165.100	0	435	-	379,54	-	0	0	-	-	-	-	-	-	1
Large	€ 1.660.862	€ 1.728.875	€ 68.013	4.004	4.010	€ 414,77	431,15	3,9%	191	187	21,0	21,4	2,3%	€ 8.696	€ 9.245	6,3%	11
MediumLarge	€ 797.994	€ 871.157	€ 73.163	2.040	2.159	€ 391,23	403,56	3,2%	192	187	10,6	11,5	8,7%	€ 4.156	€ 4.659	12,1%	18
MediumSmall	€ 591.228	€ 657.081	€ 65.853	1.455	1.553	€ 406,34	423,17	4,1%	191	187	7,6	8,3	9,0%	€ 3.095	€ 3.514	13,5%	20
Small	€ 298.596	€ 337.600	€ 39.004	759	800	€ 393,58	422,16	7,3%	192	187	4,0	4,3	8,2%	€ 1,555	€ 1,805	16,1%	83

Revenue average workshop (including all product groups and labour)

OEM	Revenue in € YTD 2024	Revenue in € YTD 2025	Growth	Number of invoices YTD 2024	Number of invoices YTD 2025	Revenue in € per invoice 2024	Revenue in € per invoice 2025	Difference	Working days 2024	Working days 2025	Invoices per day 2024	Invoices per day 2025	Difference	Revenue in € per day 2024	Revenue in € per day 2025	Difference	Number of workshops
Total	€ 520.612	€ 571.624	€ 51.012	1.299	1.360	€ 400,63	420,43	4,9%	192	187	6,8	7,3	7,4%	€ 2.712	€ 3.057	12,7%	133
no	€ 512.261	€ 564.579	€ 52.318	1.274	1.338	€ 401,99	421,81	4,9%	192	187	6,6	7,2	7,8%	€ 2.668	€ 3.019	13,2%	131
yes	€ 1.067.597	€ 1.033.052	€ -34.545	2.949	2.745	€ 362,08	376,41	4,0%	191	186	15,4	14,8	-4,4%	€ 5,590	€ 5,554	-0,6%	2

WESP revenue per region, corrected for working days. (All product groups including labour)

Huishouden Provincie	Revenue in € per day 2024	Revenue in € per day 2025	Difference
Total	€ 360,632	€ 406,556	12,7%
-	€ 360,632	€ 406,556	12,7%

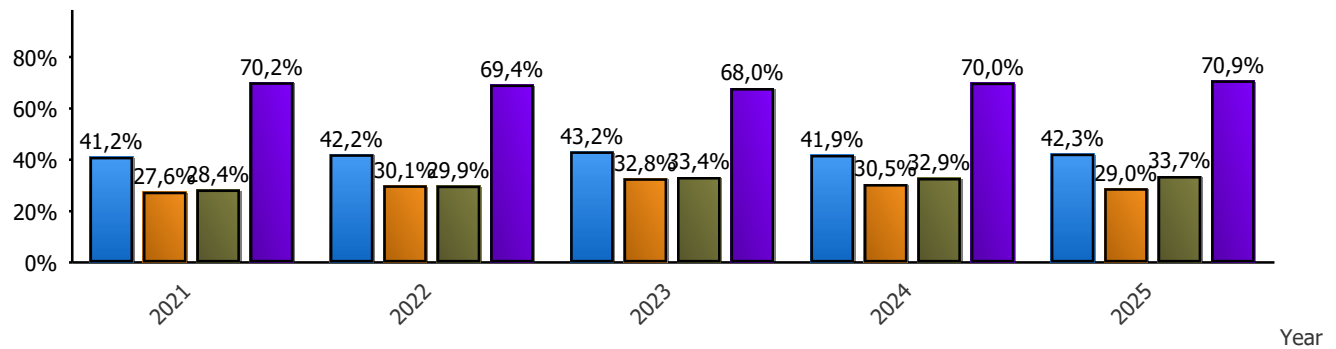
Revenue per average workshop (Active WESP users versus Non users)

Active WESP users	Month	Revenue in € YTD 2024	Revenue in € YTD 2025	Growth	Revenue in € per day 2024	Revenue in € per day 2025	Difference	Number of workshops
No	jan	€ 50.747	€ 59.717	€ 8.969	€ 2.307	€ 2.714	17,7%	76
	feb	€ 52.306	€ 57.337	€ 5.031	€ 2.491	€ 2.867	15,1%	76
	mrt	€ 54.350	€ 60.162	€ 5.811	€ 2.588	€ 2.865	10,7%	76
	apr	€ 54.671	€ 60.451	€ 5.780	€ 2.603	€ 3.023	16,1%	76
	mei	€ 51.561	€ 57.498	€ 5.938	€ 2.455	€ 2.875	17,1%	76
	jun	€ 56.170	€ 60.667	€ 4.497	€ 2.809	€ 3.033	8,0%	76
	jul	€ 52.797	€ 57.972	€ 5.175	€ 2.296	€ 2.635	14,8%	76
	aug	€ 42.994	€ 48.853	€ 5.859	€ 1.954	€ 2.443	25,0%	76
	sep	€ 54.866	€ 60.861	€ 5.994	€ 2.613	€ 2.766	5,9%	76
	Total	€ 470.462	€ 523.517	€ 53.055	€ 2,450	€ 2,800	14,3%	76
Yes	jan	€ 65.405	€ 72.258	€ 6.852	€ 2.973	€ 3,284	10,5%	57
	feb	€ 67.388	€ 72.233	€ 4.846	€ 3,209	€ 3,612	12,6%	57
	mrt	€ 65.350	€ 70.237	€ 4.888	€ 3,112	€ 3,345	7,5%	57
	apr	€ 66.718	€ 75.123	€ 8.404	€ 3,177	€ 3,756	18,2%	57
	mei	€ 62.770	€ 66.479	€ 3.709	€ 2,989	€ 3,324	11,2%	57
	jun	€ 68.527	€ 72.355	€ 3.828	€ 3,426	€ 3,618	5,6%	57
	jul	€ 63.804	€ 73.964	€ 10.160	€ 2,774	€ 3,362	21,2%	57
	aug	€ 58.080	€ 59.453	€ 1.373	€ 2,640	€ 2,973	12,6%	57
	sep	€ 69.436	€ 73.665	€ 4.228	€ 3,306	€ 3,348	1,3%	57
	Total	€ 587.479	€ 635.766	€ 48.287	€ 3,060	€ 3,400	11,1%	57
Total		€ 520.612	€ 571.624	€ 51.012	€ 2,712	€ 3,057	12,7%	133

Average revenue per workshop over the years



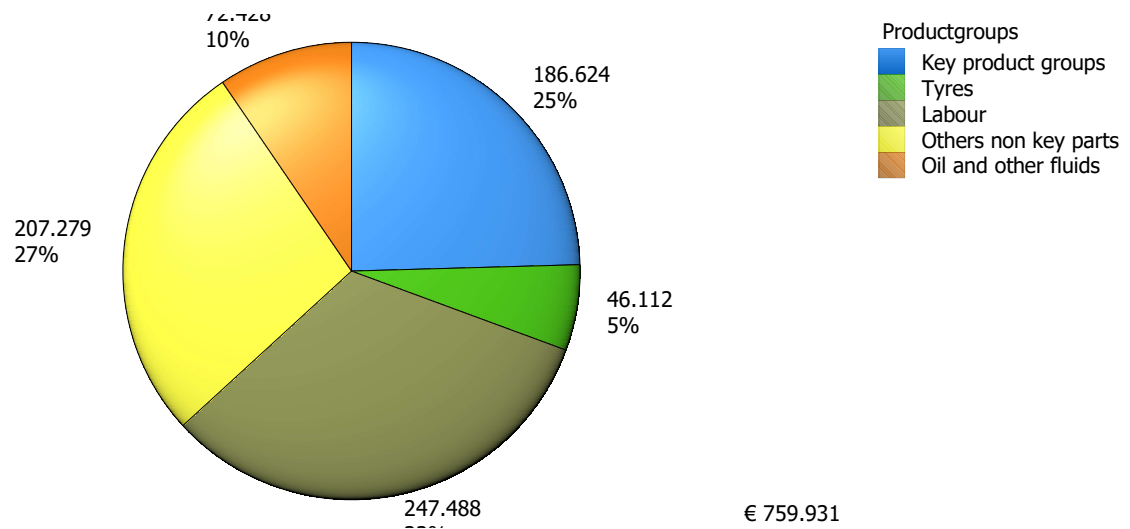
Parts margin over the years



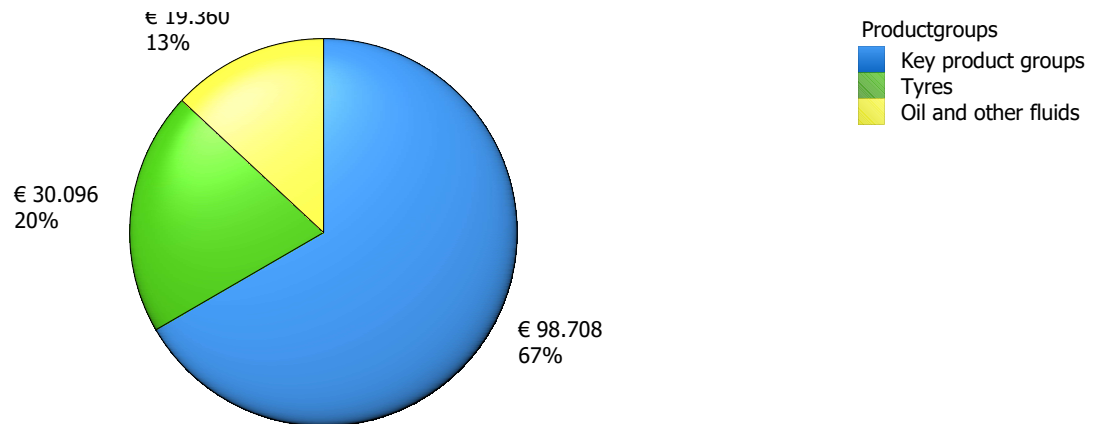
Product groups

■ Key product groups
 ■ Tyres
 ■ Others non key parts
 ■ Oil and other fluids

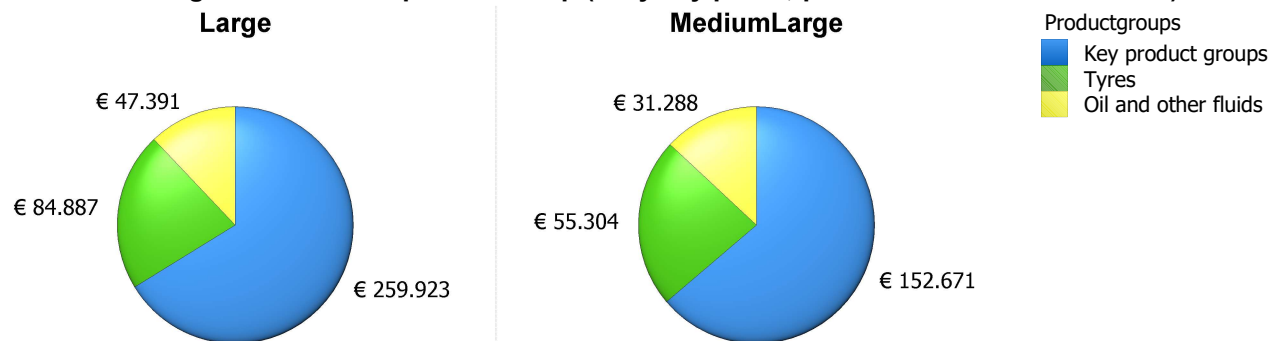
Average revenue per workshop last 12 months



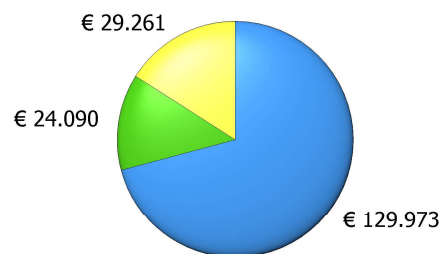
Average sell out trade per workshop (Only key parts ; price level sell out wholesale)



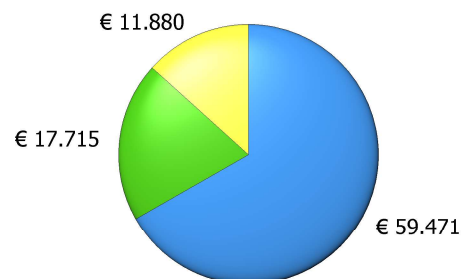
Average sell out trade per workshop (Only key parts ; price level sell out wholesale)



MediumSmall



Small



Revenue :
 <500k = small
 <750k = Medium small
 <1000k = Medium big
 >1000k = Big

Estimated total market sell out wholesale per partsgroup (corrected for WESP effect on retail)

Standardised parts group	Average yearly parts revenue per workshop (last 2 full years)	All registered cars in nation	Average yearly cost of ownership per car (Sell out wholesale)	Calculated total market key parts (sell out wholesale)	Number of cars that bought this productgroup in the last 2 years (samplesize)	All cars that visited the WESP workshops	Replacement rate for a 2 years period	Average yearly cost of replaced parts in case of replacement (last 2 full years)	Average yearly number of parts sold (based on last 2 full years) within samplesize	Yearly expected number of parts to be sold (based on last 2 full years)	Average workshop margin
Total	€ 138.863	6.349.645	€ 96,15	€ 610.545.756	170235	192075	88,6%	€ 108,49	1.203.051	39.770.650	47,9%
Tyres	€ 29.294	6.349.645	€ 20,28	€ 128.798.854	45816	192075	23,9%	€ 85,04	58.798	1.943.767	30,2%
Oil And Lubricants	€ 14.088	6.349.645	€ 9,75	€ 61.940.589	136109	192075	70,9%	€ 13,77	501.653	16.583.707	73,5%
Brake Pads	€ 8.082	6.349.645	€ 5,60	€ 35.536.536	37504	192075	19,5%	€ 28,66	25.480	842.316	53,3%
Brake Discs	€ 7.307	6.349.645	€ 5,06	€ 32.129.065	17542	192075	9,1%	€ 55,40	19.749	652.869	49,8%
Battery	€ 7.252	6.349.645	€ 5,02	€ 31.886.464	18213	192075	9,5%	€ 52,96	9.718	321.252	38,4%
Exhausts	€ 7.143	6.349.645	€ 4,95	€ 31.404.917	8705	192075	4,5%	€ 109,13	5.201	171.939	22,7%
Interior Filters	€ 5.843	6.349.645	€ 4,05	€ 25.690.751	79116	192075	41,2%	€ 9,82	47.717	1.577.452	49,7%
Oil Filters	€ 5.264	6.349.645	€ 3,64	€ 23.144.093	124006	192075	64,6%	€ 5,65	90.200	2.981.834	50,7%
Timing Belts & Water Pumps	€ 5.207	6.349.645	€ 3,61	€ 22.895.528	13097	192075	6,8%	€ 52,88	7.041	232.758	37,2%
Spark Plugs	€ 4.928	6.349.645	€ 3,41	€ 21.667.650	29236	192075	15,2%	€ 22,42	53.540	1.769.925	44,8%
Sensors	€ 4.294	6.349.645	€ 2,97	€ 18.880.513	15461	192075	8,0%	€ 36,94	10.090	333.566	27,9%
Clutch	€ 4.271	6.349.645	€ 2,96	€ 18.778.953	6500	192075	3,4%	€ 87,39	3.676	121.535	38,1%
Steering	€ 4.267	6.349.645	€ 2,95	€ 18.761.431	14809	192075	7,7%	€ 38,32	11.580	382.811	36,7%
Bulbs	€ 4.036	6.349.645	€ 2,79	€ 17.743.930	31952	192075	16,6%	€ 16,80	30.728	1.015.816	35,7%
Windscreen Wipers	€ 3.224	6.349.645	€ 2,23	€ 14.174.787	33467	192075	17,4%	€ 12,81	26.686	882.181	44,9%
Shock Absorbers	€ 3.029	6.349.645	€ 2,10	€ 13.316.033	5834	192075	3,0%	€ 69,04	6.307	208.498	40,3%
Air Filter	€ 2.981	6.349.645	€ 2,06	€ 13.107.249	50548	192075	26,3%	€ 7,84	26.409	873.032	49,6%
Additives	€ 2.489	6.349.645	€ 1,72	€ 10.943.916	44904	192075	23,4%	€ 7,37	37.308	1.233.318	46,5%
Fuel Filters	€ 2.471	6.349.645	€ 1,71	€ 10.864.964	21762	192075	11,3%	€ 15,10	11.640	384.784	49,0%
Towbar	€ 2.266	6.349.645	€ 1,57	€ 9.962.773	3463	192075	1,8%	€ 87,03	2.454	81.116	46,5%
Cables & Hoses	€ 2.042	6.349.645	€ 1,41	€ 8.977.399	8633	192075	4,5%	€ 31,46	6.312	208.661	16,5%
V-Belt	€ 1.428	6.349.645	€ 0,99	€ 6.280.728	11432	192075	6,0%	€ 16,62	6.473	213.971	41,9%
Charger, charging system	€ 1.250	6.349.645	€ 0,87	€ 5.494.658	727	192075	0,4%	€ 228,63	397	13.108	31,9%
Starter & Alternator	€ 1.224	6.349.645	€ 0,85	€ 5.383.482	2084	192075	1,1%	€ 78,14	1.093	36.116	35,0%
Brake Caliper	€ 1.200	6.349.645	€ 0,83	€ 5.273.972	2255	192075	1,2%	€ 70,75	1.465	48.420	39,0%
Coolant	€ 1.037	6.349.645	€ 0,72	€ 4.558.223	60522	192075	31,5%	€ 2,28	48.642	1.607.998	58,6%
Gaskets	€ 1.022	6.349.645	€ 0,71	€ 4.494.711	31376	192075	16,3%	€ 4,33	28.260	934.236	34,5%
Washer Fluid	€ 779	6.349.645	€ 0,54	€ 3.423.045	101138	192075	52,7%	€ 1,02	97.222	3.213.968	63,4%
Appliance Battery	€ 705	6.349.645	€ 0,49	€ 3.097.977	12598	192075	6,6%	€ 7,44	16.778	554.640	15,4%
Springs	€ 655	6.349.645	€ 0,45	€ 2.878.654	1591	192075	0,8%	€ 54,73	1.573	52.004	34,2%
Compressor, air conditioning	€ 583	6.349.645	€ 0,40	€ 2.563.961	734	192075	0,4%	€ 105,67	274	9.064	30,6%
Condenser, air conditioning	€ 558	6.349.645	€ 0,39	€ 2.454.191	1395	192075	0,7%	€ 53,22	710	23.465	31,5%
Radiator, engine cooling	€ 456	6.349.645	€ 0,32	€ 2.006.876	797	192075	0,4%	€ 76,17	458	15.127	34,7%
Switches	€ 438	6.349.645	€ 0,30	€ 1.926.996	2111	192075	1,1%	€ 27,61	1.161	38.375	22,8%
Thermostat, coolant	€ 409	6.349.645	€ 0,28	€ 1.797.100	1616	192075	0,8%	€ 33,64	834	27.580	29,9%
Ignition Coil	€ 330	6.349.645	€ 0,23	€ 1.450.845	1136	192075	0,6%	€ 38,63	1.007	33.304	38,0%
Intercooler, charger	€ 186	6.349.645	€ 0,13	€ 816.899	308	192075	0,2%	€ 80,23	174	5.760	19,1%
Clamps	€ 155	6.349.645	€ 0,11	€ 680.252	2653	192075	1,4%	€ 7,76	3.110	102.823	28,2%
Rolling Bearing, suspension str...	€ 101	6.349.645	€ 0,07	€ 445.923	586	192075	0,3%	€ 23,02	526	17.397	46,0%
Engine Transverse Strut	€ 95	6.349.645	€ 0,07	€ 416.534	382	192075	0,2%	€ 32,98	228	7.546	36,4%
Wheel Brake Cylinders	€ 45	6.349.645	€ 0,03	€ 195.796	202	192075	0,1%	€ 29,32	188	6.215	34,1%
Licence Plate Holder	€ 24	6.349.645	€ 0,02	€ 103.832	679	192075	0,4%	€ 4,63	124	4.083	18,9%
Suspension Strut Support Mount	€ 17	6.349.645	€ 0,01	€ 73.581	76	192075	0,0%	€ 29,29	70	2.298	28,1%
Timing Chain	-	6.349.645	-	-	0	192075	0,0%	-	1	17	-

Corrections :

Margin effect per group

(sell out workshop to sell out Wholesale) : AVG 0,566

WESP effect correction : 0.919

Because of the fact that some cars have service only once every 2 years, We take the average revenue of a 2 years period to eliminate this effect

Not corrected for abnormal distribution in number of dealeroutlets and Tyre specialists

WESP
Zuidwal 4-B
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