

Rapportage
T.a.v. De directie

Parts Performance Dashboard

2025

Key parts market
Tyres
Oil And Lubricants
Brake Discs
Steering
Brake Pads
Battery
Sensors
Interior Filters
Exhausts
Timing Belts & Water Pumps
Oil Filters
Spark Plugs
Clutch
Shock Absorbers
Air Filter
Springs
Starter & Alternator
Windscreen Wipers
Fuel Filters
Cables & Hoses
Towbar
V-Belt
Coolant
Bulbs
Timing Chain
Compressor, air conditioning
Additives
Ignition Coil
Switches
Washer Fluid
Intercooler, charger
Wheel Brake Cylinders
Clamps
Appliance Battery
Tensioner, timing chain

Language: EN
 _inladen_land: DE
 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	614.435
Customers	117.115
Car	50.097.929
Number of participants	46
share of total revenue 2025	100,0%

Current selections 12 months

Invoices	124.639
Customers	51.061
Car	60.625
Number of participants	46
share parts revenue 2025	49,5%

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 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
IAM	jan	€ 85.882	€ 91.500	€ 5.618	186	186	€ 462,38	491,07	6,2%	22	22	8,4	8,5	0,3%	€ 3.904	€ 4.159	6,5%	46
	feb	€ 96.372	€ 90.006	€ -6.366	175	168	€ 551,59	536,65	-2,7%	21	20	8,3	8,4	0,8%	€ 4.589	€ 4.500	-1,9%	46
	mrt	€ 95.623	€ 98.772	€ 3.150	194	193	€ 493,07	513,10	4,1%	20	21	9,7	9,2	-5,5%	€ 4.781	€ 4.703	-1,6%	46
	apr	€ 106.671	€ 113.179	€ 6.508	290	281	€ 367,39	403,30	9,8%	21	20	13,8	14,0	1,5%	€ 5.080	€ 5.659	11,4%	46
	mei	€ 95.561	€ 104.119	€ 8.559	234	250	€ 408,00	416,77	2,1%	20	20	11,7	12,5	6,7%	€ 4.778	€ 5.206	9,0%	46
	jun	€ 101.993	€ 94.054	€ -7.939	208	195	€ 491,48	483,19	-1,7%	20	20	10,4	9,7	-6,2%	€ 5.100	€ 4.703	-7,8%	46
	jul	€ 103.473	€ 112.062	€ 8.589	213	220	€ 484,95	509,27	5,0%	23	23	9,3	9,6	3,1%	€ 4.499	€ 4.872	8,3%	46
	aug	€ 100.840	€ 93.159	€ -7.681	186	177	€ 540,89	525,61	-2,8%	22	21	8,5	8,4	-0,4%	€ 4.584	€ 4.436	-3,2%	46
	sep	€ 95.121	€ 99.788	€ 4.667	190	191	€ 500,18	523,47	4,7%	21	22	9,1	8,7	-4,3%	€ 4.530	€ 4.536	0,1%	46
Total		€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4.640	€ 4.744	2,3%	46
Total		€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4.640	€ 4.744	2,3%	46

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

Genart	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
Total	€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4.640	€ 4.744	2,3%
Labour	€ 364.752	€ 372.948	€ 8.196	1.647	1.633	€ 221,41	228,42	3,2%	190	189	8,7	8,6	-0,4%	€ 1.920	€ 1.973	2,8%
Others non key parts	€ 274.340	€ 264.630	€ -9.710	1.345	1.354	€ 204,03	195,40	-4,2%	190	189	7,1	7,2	1,3%	€ 1.444	€ 1.400	-3,0%
Key product groups	€ 163.224	€ 175.479	€ 12.255	898	905	€ 181,80	193,82	6,6%	190	189	4,7	4,8	1,4%	€ 859	€ 928	8,1%
Tyres	€ 41.679	€ 43.461	€ 1.782	161	166	€ 258,70	262,57	1,5%	190	189	0,8	0,9	3,3%	€ 219	€ 230	4,8%
Oil and other fluids	€ 37.540	€ 40.121	€ 2.581	532	545	€ 70,51	73,58	4,4%	190	189	2,8	2,9	3,0%	€ 198	€ 212	7,4%

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	€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4,640	€ 4,744	2,3%	46
Large	€ 1.387.481	€ 1.395.079	€ 7.598	2.793	2.763	€ 496,70	504,96	1,7%	190	189	14,7	14,6	-0,6%	€ 7,303	€ 7,381	1,1%	19
MediumLarge	€ 772.513	€ 789.978	€ 17.465	1.702	1.697	€ 453,81	465,55	2,6%	190	189	9,0	9,0	0,2%	€ 4,066	€ 4,180	2,8%	7
MediumSmall	€ 571.317	€ 575.706	€ 4.389	1.338	1.296	€ 426,89	444,37	4,1%	190	189	7,0	6,9	-2,7%	€ 3,007	€ 3,046	1,3%	9
Small	€ 330.824	€ 366.156	€ 35.332	844	865	€ 392,10	423,52	8,0%	190	187	4,4	4,6	4,1%	€ 1,741	€ 1,958	12,5%	11

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	€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4,640	€ 4,744	2,3%	46
no	€ 881.536	€ 896.639	€ 15.103	1.876	1.860	€ 469,79	482,18	2,6%	190	189	9,9	9,8	-0,4%	€ 4,640	€ 4,744	2,3%	46

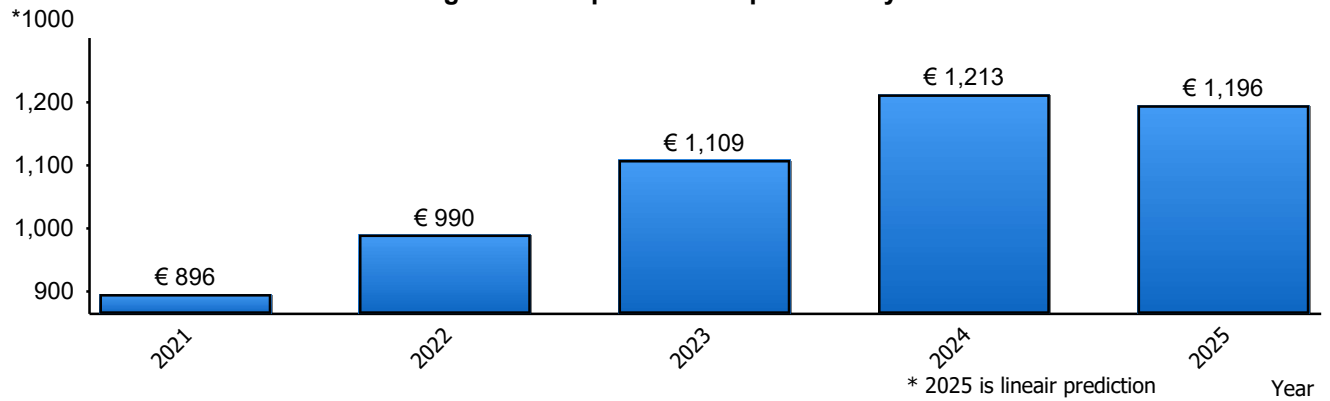
WESP revenue per region, corrected for working days. (All product groups including labour)

Huishouden Provincie	Revenue in € per day 2024	Revenue in € per day 2025	Difference
Total	€ 213,424	€ 218,230	2,3%
-	€ 213,424	€ 218,230	2,3%

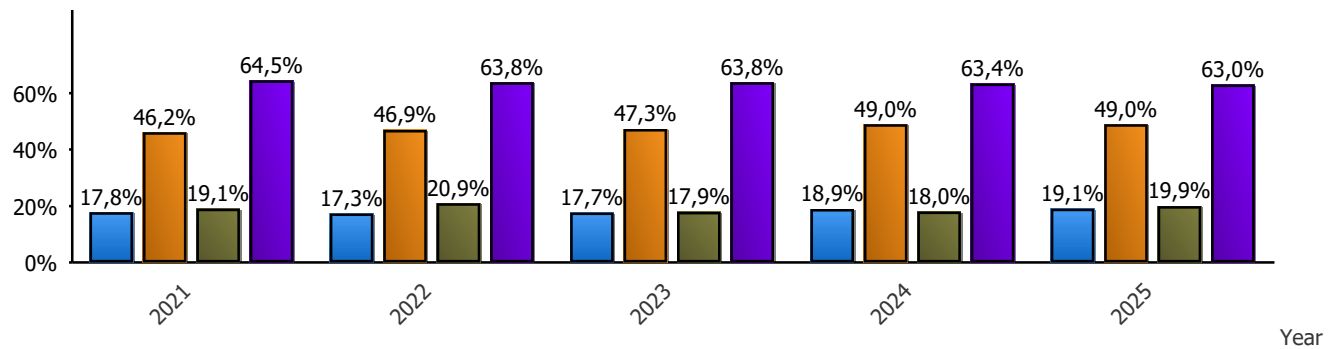
Revenue per average workshop (Active WESP users versus Non users)

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	€ 81.676	€ 87.799	€ 6.123	€ 3,713	€ 3,991	7,5%	31
	feb	€ 94.421	€ 86.113	€ -8.308	€ 4,496	€ 4,306	-4,2%	31
	mrt	€ 90.084	€ 93.827	€ 3.743	€ 4,504	€ 4,468	-0,8%	31
	apr	€ 101.680	€ 106.403	€ 4.723	€ 4,842	€ 5,320	9,9%	31
	mei	€ 89.887	€ 99.057	€ 9.170	€ 4,494	€ 4,953	10,2%	31
	jun	€ 97.609	€ 91.368	€ -6.241	€ 4,880	€ 4,568	-6,4%	31
	jul	€ 96.177	€ 105.583	€ 9.406	€ 4,182	€ 4,591	9,8%	31
	aug	€ 92.409	€ 86.599	€ -5.810	€ 4,200	€ 4,124	-1,8%	31
	sep	€ 89.213	€ 95.547	€ 6.334	€ 4,248	€ 4,343	2,2%	31
	Total	€ 833.156	€ 852.296	€ 19.140	€ 4,385	€ 4,510	2,8%	31
Yes	jan	€ 94.574	€ 99.148	€ 4.574	€ 4,299	€ 4,507	4,8%	15
	feb	€ 100.406	€ 98.052	€ -2.354	€ 4,781	€ 4,903	2,5%	15
	mrt	€ 107.069	€ 108.992	€ 1.923	€ 5,353	€ 5,190	-3,1%	15
	apr	€ 116.986	€ 127.182	€ 10.196	€ 5,571	€ 6,359	14,2%	15
	mei	€ 107.285	€ 114.580	€ 7.295	€ 5,364	€ 5,729	6,8%	15
	jun	€ 111.052	€ 99.604	€ -11.448	€ 5,553	€ 4,980	-10,3%	15
	jul	€ 118.551	€ 125.453	€ 6.902	€ 5,154	€ 5,454	5,8%	15
	aug	€ 118.264	€ 106.717	€ -11.547	€ 5,376	€ 5,082	-5,5%	15
	sep	€ 107.332	€ 108.553	€ 1.221	€ 5,111	€ 4,934	-3,5%	15
	Total	€ 981.520	€ 988.282	€ 6.762	€ 5,166	€ 5,229	1,2%	15
Total		€ 881.536	€ 896.639	€ 15.103	€ 4,640	€ 4,744	2,3%	46

Average revenue per workshop over the years



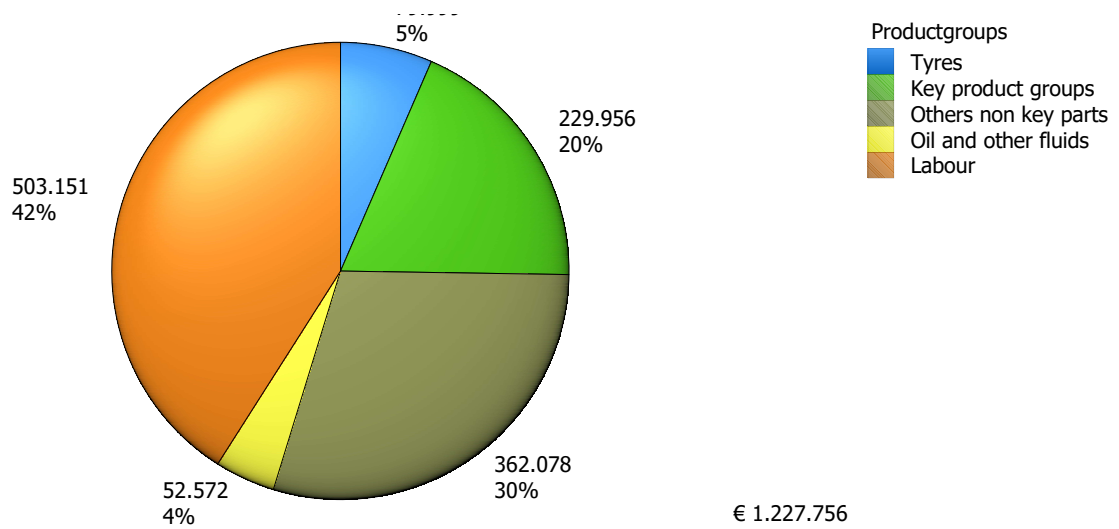
Parts margin over the years



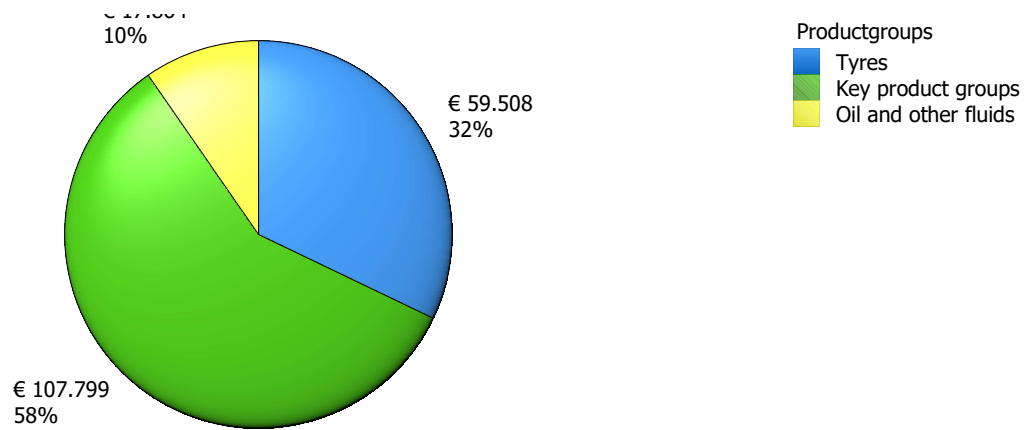
Product groups

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

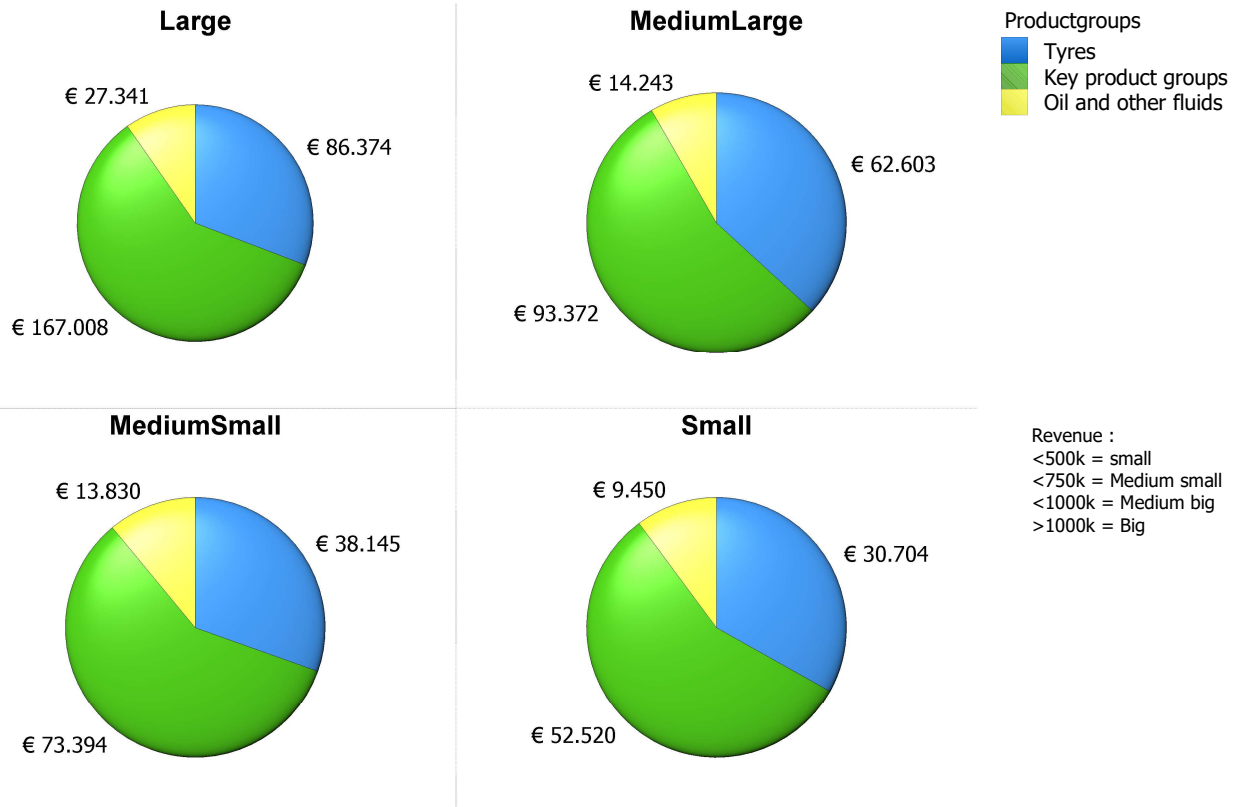
Average revenue per workshop last 12 months



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)



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	€ 172.639	49.948.363	€ 89,16	€ 4.453.510.008	63799	89067	71,6%	€ 124,48	360.390	202.104.779	44,5%
Tyres	€ 56.442	49.948.363	€ 29,15	€ 1.456.009.618	21808	89067	24,5%	€ 119,05	38.350	21.506.413	18,8%
Brake Discs	€ 15.381	49.948.363	€ 7,94	€ 396.782.864	13094	89067	14,7%	€ 54,04	16.687	9.359.119	55,7%
Oil And Lubricants	€ 15.024	49.948.363	€ 7,76	€ 387.570.343	39548	89067	44,4%	€ 17,48	117.186	65.717.195	64,5%
Steering	€ 11.277	49.948.363	€ 5,82	€ 290.903.487	13892	89067	15,6%	€ 37,34	12.940	7.256.819	48,0%
Brake Pads	€ 8.328	49.948.363	€ 4,30	€ 214.845.008	15494	89067	17,4%	€ 24,73	11.988	6.722.655	58,2%
Battery	€ 8.050	49.948.363	€ 4,16	€ 207.661.356	7419	89067	8,3%	€ 49,91	4.272	2.395.536	39,1%
Sensors	€ 7.815	49.948.363	€ 4,04	€ 201.594.470	9743	89067	10,9%	€ 36,90	8.530	4.783.815	36,9%
Exhausts	€ 7.049	49.948.363	€ 3,64	€ 181.852.568	3646	89067	4,1%	€ 88,94	2.327	1.304.859	35,3%
Timing Belts & Water Pumps	€ 4.848	49.948.363	€ 2,50	€ 125.066.634	4712	89067	5,3%	€ 47,33	2.820	1.581.205	49,0%
Clutch	€ 4.504	49.948.363	€ 2,33	€ 116.185.047	2111	89067	2,4%	€ 98,14	1.919	1.076.427	44,7%
Interior Filters	€ 4.338	49.948.363	€ 2,24	€ 111.913.062	24105	89067	27,1%	€ 8,28	14.698	8.242.764	59,8%
Spark Plugs	€ 3.813	49.948.363	€ 1,97	€ 98.351.452	9382	89067	10,5%	€ 18,69	18.113	10.157.855	50,4%
Oil Filters	€ 3.467	49.948.363	€ 1,79	€ 89.442.079	35658	89067	40,0%	€ 4,47	24.502	13.740.572	60,9%
Shock Absorbers	€ 2.925	49.948.363	€ 1,51	€ 75.464.618	2041	89067	2,3%	€ 65,93	2.211	1.240.087	48,4%
Starter & Alternator	€ 2.439	49.948.363	€ 1,26	€ 62.929.041	1179	89067	1,3%	€ 95,18	655	367.405	44,9%
Springs	€ 2.210	49.948.363	€ 1,14	€ 56.999.068	2658	89067	3,0%	€ 38,24	2.521	1.413.625	51,2%
Gaskets	€ 2.128	49.948.363	€ 1,10	€ 54.903.821	8888	89067	10,0%	€ 11,02	9.818	5.506.108	34,3%
Air Filter	€ 2.012	49.948.363	€ 1,04	€ 51.907.680	12954	89067	14,5%	€ 7,15	7.168	4.019.666	57,8%
Windscreen Wipers	€ 1.950	49.948.363	€ 1,01	€ 50.306.598	7909	89067	8,9%	€ 11,34	5.804	3.254.828	46,7%
Towbar	€ 1.870	49.948.363	€ 0,97	€ 48.237.156	672	89067	0,8%	€ 128,00	663	371.527	25,9%
Cables & Hoses	€ 1.754	49.948.363	€ 0,91	€ 45.249.152	3492	89067	3,9%	€ 23,11	3.578	2.006.307	33,9%
Fuel Filters	€ 1.429	49.948.363	€ 0,74	€ 36.874.860	4753	89067	5,3%	€ 13,83	2.727	1.529.407	53,3%
Bulbs	€ 1.243	49.948.363	€ 0,64	€ 32.054.595	11143	89067	12,5%	€ 5,13	11.659	6.538.389	46,1%
Additives	€ 1.161	49.948.363	€ 0,60	€ 29.948.758	5736	89067	6,4%	€ 9,31	4.555	2.554.440	32,2%
Compressor, air conditioning	€ 1.088	49.948.363	€ 0,56	€ 28.078.274	358	89067	0,4%	€ 139,86	208	116.645	41,8%
V-Belt	€ 1.076	49.948.363	€ 0,56	€ 27.756.765	4623	89067	5,2%	€ 10,71	2.839	1.592.000	51,7%
Timing Chain	€ 1.033	49.948.363	€ 0,53	€ 26.660.603	484	89067	0,5%	€ 98,22	419	235.085	41,4%
Switches	€ 981	49.948.363	€ 0,51	€ 25.317.642	1794	89067	2,0%	€ 25,16	1.197	671.412	22,4%
Coolant	€ 709	49.948.363	€ 0,37	€ 18.291.763	10624	89067	11,9%	€ 3,07	11.486	6.441.568	66,9%
Ignition Coil	€ 667	49.948.363	€ 0,34	€ 17.197.866	927	89067	1,0%	€ 33,08	870	487.976	47,3%
Washer Fluid	€ 447	49.948.363	€ 0,23	€ 11.540.416	17249	89067	19,4%	€ 1,19	14.170	7.946.577	53,0%
Intercooler, charger	€ 182	49.948.363	€ 0,09	€ 4.691.865	101	89067	0,1%	€ 82,84	64	35.611	45,1%
Clamps	€ 168	49.948.363	€ 0,09	€ 4.330.562	1206	89067	1,4%	€ 6,40	1.080	605.883	26,3%
Wheel Brake Cylinders	€ 90	49.948.363	€ 0,05	€ 2.321.642	203	89067	0,2%	€ 20,39	209	117.066	55,0%
Appliance Battery	€ 49	49.948.363	€ 0,03	€ 1.268.366	2833	89067	3,2%	€ 0,80	2.128	1.193.426	70,8%
Tensioner, timing chain	€ 32	49.948.363	€ 0,02	€ 814.690	48	89067	0,1%	€ 30,27	28	15.506	8,0%

Corrections :

Margin effect per group

(sell out workshop to sell out Wholesale) : AVG 0,655

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 spoeialists

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2025
