

Rapportage
T.a.v. De directie

Parts Performance Dashboard

2025

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

Language: EN
 _inladen_land: NL
 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	21.225.104
Customers	3.087.149
Car	18.056.320
Number of participants	1.364
share of total revenue 2025	100,0%

Current selections 12 months

Invoices	3.400.800
Customers	1.257.722
Car	1.710.082
Number of participants	1.364
share parts revenue 2025	70,9%

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	€ 75.556	€ 81.688	€ 6.112	214	214	€ 352.38	381.66	8.3%	22	22	9.7	9.7	-0.2%	€ 3.434	€ 3.712	8.1%	1228
	feb	€ 74.506	€ 78.828	€ 4.322	194	192	€ 383.80	410.15	6.9%	21	20	9.2	9.6	4.0%	€ 3.548	€ 3.941	11.1%	1228
	mrt	€ 78.465	€ 82.521	€ 4.056	207	202	€ 378.96	408.72	7.9%	21	21	9.9	9.6	-2.5%	€ 3.736	€ 3.930	5.2%	1227
	apr	€ 77.657	€ 84.013	€ 6.356	212	214	€ 365.68	391.75	7.1%	21	20	10.1	10.7	6.0%	€ 3.698	€ 4.201	13.6%	1227
	mei	€ 78.340	€ 81.897	€ 3.557	207	203	€ 377.97	403.47	6.7%	21	20	9.9	10.1	2.8%	€ 3.730	€ 4.095	9.8%	1227
	jun	€ 76.836	€ 82.045	€ 5.209	194	200	€ 395.45	410.95	3.9%	20	20	9.7	10.0	2.8%	€ 3.842	€ 4.102	6.8%	1227
	jul	€ 83.283	€ 88.033	€ 4.750	214	215	€ 389.49	409.27	5.1%	23	23	9.3	9.4	0.6%	€ 3.621	€ 3.828	5.7%	1227
	aug	€ 67.687	€ 68.965	€ 1.278	177	171	€ 382.52	402.98	5.3%	22	21	8.0	8.1	1.3%	€ 3.077	€ 3.284	6.7%	1227
	sep	€ 73.583	€ 82.144	€ 8.561	188	198	€ 391.48	415.82	6.2%	21	22	9.0	9.0	0.3%	€ 3.504	€ 3.734	6.6%	1227
Total		€ 685.914	€ 730.114	€ 44.200	1.808	1.809	€ 379.32	403.61	6.4%	192	189	9.4	9.6	1.6%	€ 3.572	€ 3.863	8.1%	1228
OE	jan	€ 160.232	€ 167.138	€ 6.906	423	440	€ 378.92	380.05	0.3%	22	22	19.2	20.0	4.0%	€ 7.283	€ 7.597	4.3%	53
	feb	€ 156.295	€ 159.123	€ 2.828	383	394	€ 408.14	404.21	-1.0%	21	20	18.2	19.7	7.9%	€ 7.443	€ 7.956	6.9%	53
	mrt	€ 158.824	€ 164.886	€ 6.062	413	419	€ 384.37	393.86	2.5%	21	21	19.7	19.9	1.3%	€ 7.563	€ 7.852	3.9%	53
	apr	€ 159.847	€ 165.243	€ 5.397	436	443	€ 366.32	372.79	1.8%	21	20	20.8	22.2	6.7%	€ 7.612	€ 8.262	8.5%	53
	mei	€ 160.182	€ 157.827	€ -2.355	406	412	€ 394.56	382.72	-3.0%	21	20	19.3	20.6	6.7%	€ 7.628	€ 7.891	3.5%	53
	jun	€ 152.005	€ 159.544	€ 7.538	380	417	€ 399.91	382.75	-4.3%	20	20	19.0	20.8	9.7%	€ 7.600	€ 7.977	5.0%	53
	jul	€ 171.448	€ 184.301	€ 12.853	428	453	€ 400.88	407.15	1.6%	23	23	18.6	19.7	5.8%	€ 7.454	€ 8.013	7.5%	53
	aug	€ 137.534	€ 139.943	€ 2.409	353	356	€ 389.34	393.39	1.0%	22	21	16.1	16.9	5.5%	€ 6.252	€ 6.864	6.6%	53
	sep	€ 153.312	€ 165.034	€ 11.721	380	410	€ 403.03	402.19	-0.2%	21	22	18.1	18.7	3.0%	€ 7.301	€ 7.502	2.9%	53
Total		€ 1.409.680	€ 1.463.039	€ 53.358	3.603	3.743	€ 391.28	390.64	-0.1%	192	189	18.8	19.8	5.5%	€ 7.342	€ 7.741	5.4%	53
Total		€ 715.859	€ 760.438	€ 44.579	1.883	1.889	€ 380.27	402.57	5.9%	192	189	9.8	10.0	1.9%	€ 3.728	€ 4.023	7.9%	1281

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	€ 715.852	€ 760.432	€ 44.580	1.883	1.889	€ 380.27	402.56	5.9%	192	189	9.8	10.0	1.9%	€ 3.728	€ 4.023	7.9%
Labour	€ 305.224	€ 332.619	€ 27.395	1.717	1.730	€ 177.72	192.26	8.2%	192	189	8.9	9.2	2.3%	€ 1,590	€ 1,760	10.7%
Key product groups	€ 167.997	€ 175.159	€ 7.161	1.093	1.099	€ 153.76	159.31	3.6%	192	189	5.7	5.8	2.2%	€ 875	€ 927	5.9%
Others non key parts	€ 122.035	€ 124.570	€ 2.535	1.303	1.314	€ 93.65	94.82	1.2%	192	189	6.8	7.0	2.4%	€ 636	€ 659	3.7%
Tyres	€ 65.421	€ 68.104	€ 2.683	238	238	€ 274.46	286.17	4.3%	192	189	1.2	1.3	1.4%	€ 341	€ 360	5.8%
Oil and other fluids	€ 55.175	€ 59.980	€ 4.805	742	763	€ 74.37	78.63	5.7%	192	189	3.9	4.0	4.5%	€ 287	€ 317	10.4%

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	€ 715.859	€ 760.438	€ 44.579	1.883	1.889	€ 380,27	402,57	5,9%	192	189	9,8	10,0	1,9%	€ 3.728	€ 4.023	7,9%	1281
Large	€ 1.392.048	€ 1.451.950	€ 59.902	3.412	3.394	€ 407,98	427,76	4,8%	192	189	17,8	18,0	1,1%	€ 7.250	€ 7.682	6,0%	259
MediumLarge	€ 801.591	€ 855.388	€ 53.797	2.114	2.109	€ 379,22	405,68	7,0%	192	189	11,0	11,2	1,3%	€ 4.175	€ 4.526	8,4%	257
MediumSmall	€ 601.235	€ 641.879	€ 40.644	1.657	1.667	€ 362,82	385,16	6,2%	192	189	8,6	8,8	2,2%	€ 3.131	€ 3.396	8,5%	294
Small	€ 368.797	€ 402.376	€ 33.579	1.056	1.080	€ 349,27	372,49	6,6%	192	189	5,5	5,7	3,9%	€ 1,921	€ 2,129	10,8%	471

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	€ 715.859	€ 760.438	€ 44.579	1.883	1.889	€ 380,27	402,57	5,9%	192	189	9,8	10,0	1,9%	€ 3.728	€ 4.023	7,9%	1281
no	€ 685.914	€ 730.114	€ 44.200	1.808	1.809	€ 379,32	403,61	6,4%	192	189	9,4	9,6	1,6%	€ 3.572	€ 3.863	8,1%	1228
yes	€ 1.409.680	€ 1.463.039	€ 53.358	3.603	3.743	€ 391,28	390,84	-0,1%	192	189	18,8	19,8	5,5%	€ 7,342	€ 7,741	5,4%	53

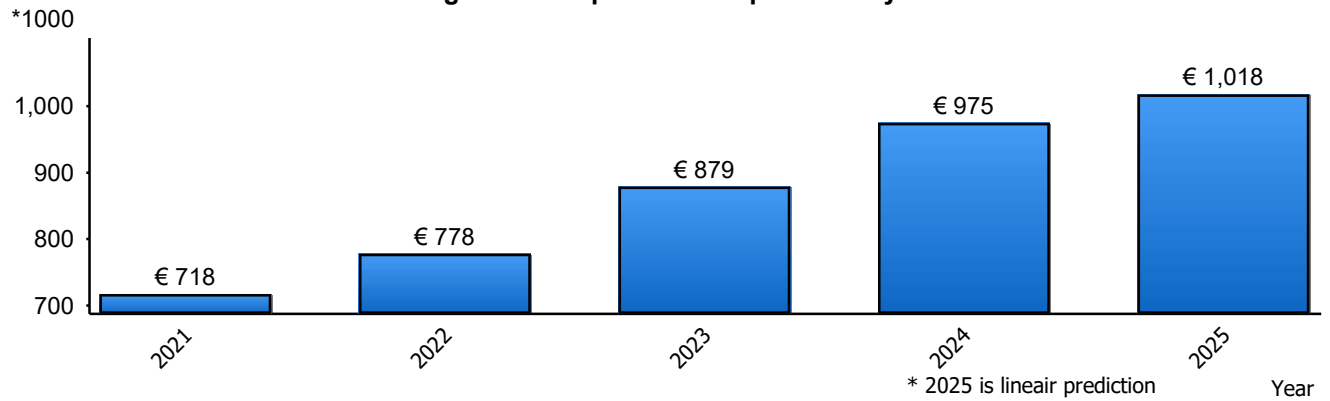
WESP revenue per region, corrected for working days. (All product groups including labour)

Huishouden Provincie	Revenue in € per day 2024	Revenue in € per day 2025	Difference
Total	€ 4,776,124	€ 5,154,079	7,9%
Drenthe	€ 160,813	€ 176,474	9,7%
Flevoland	€ 129,109	€ 143,322	11,0%
Friesland	€ 242,702	€ 253,089	4,3%
Gelderland	€ 529,858	€ 590,189	11,4%
Groningen	€ 150,176	€ 158,495	5,5%
Limburg	€ 290,265	€ 308,830	6,4%
Noord-Brabant	€ 685,948	€ 736,485	7,4%
Noord-Holland	€ 474,209	€ 505,831	6,7%
Overijssel	€ 335,353	€ 367,639	9,6%
Utrecht	€ 346,698	€ 377,735	9,0%
Zeeland	€ 161,575	€ 172,275	6,6%
Zuid-Holland	€ 673,677	€ 735,269	9,1%

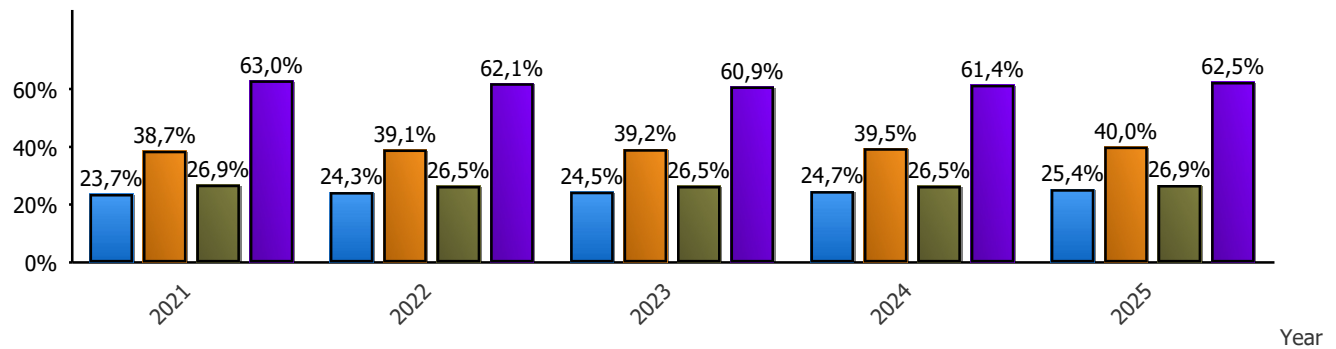
Revenue per average workshop (Active WESP users versus Non users)

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	€ 69.121	€ 73.242	€ 4.121	€ 3,142	€ 3,329	6,0%	370
	feb	€ 68.932	€ 71.330	€ 2.398	€ 3,282	€ 3,567	8,7%	370
	mrt	€ 71.263	€ 75.022	€ 3.759	€ 3,393	€ 3,572	5,3%	370
	apr	€ 70.881	€ 75.798	€ 4.917	€ 3,375	€ 3,790	12,3%	370
	mei	€ 72.625	€ 73.832	€ 1.206	€ 3,458	€ 3,692	6,7%	370
	jun	€ 70.026	€ 73.722	€ 3.696	€ 3,501	€ 3,686	5,3%	370
	jul	€ 75.256	€ 79.112	€ 3.855	€ 3,272	€ 3,440	5,1%	370
	aug	€ 60.466	€ 60.799	€ 333	€ 2,748	€ 2,895	5,3%	370
	sep	€ 66.886	€ 75.150	€ 8.264	€ 3,185	€ 3,416	7,2%	370
	Total	€ 625.457	€ 658.005	€ 32.549	€ 3,258	€ 3,482	6,9%	370
Yes	jan	€ 83.096	€ 90.063	€ 6.967	€ 3,777	€ 4,094	8,4%	911
	feb	€ 81.528	€ 86.545	€ 5.016	€ 3,882	€ 4,327	11,5%	911
	mrt	€ 86.065	€ 90.359	€ 4.293	€ 4,098	€ 4,303	5,0%	911
	apr	€ 85.191	€ 92.075	€ 6.884	€ 4,057	€ 4,604	13,5%	911
	mei	€ 85.422	€ 89.590	€ 4.167	€ 4,068	€ 4,479	10,1%	911
	jun	€ 83.975	€ 89.934	€ 5.959	€ 4,199	€ 4,497	7,1%	911
	jul	€ 91.673	€ 97.257	€ 5.584	€ 3,986	€ 4,229	6,1%	911
	aug	€ 74.683	€ 76.410	€ 1.727	€ 3,395	€ 3,639	7,2%	911
	sep	€ 80.942	€ 89.807	€ 8.865	€ 3,854	€ 4,082	5,9%	911
	Total	€ 752.576	€ 802.041	€ 49.465	€ 3,920	€ 4,244	8,3%	911
Total		€ 715.859	€ 760.438	€ 44.579	€ 3,728	€ 4,023	7,9%	1281

Average revenue per workshop over the years



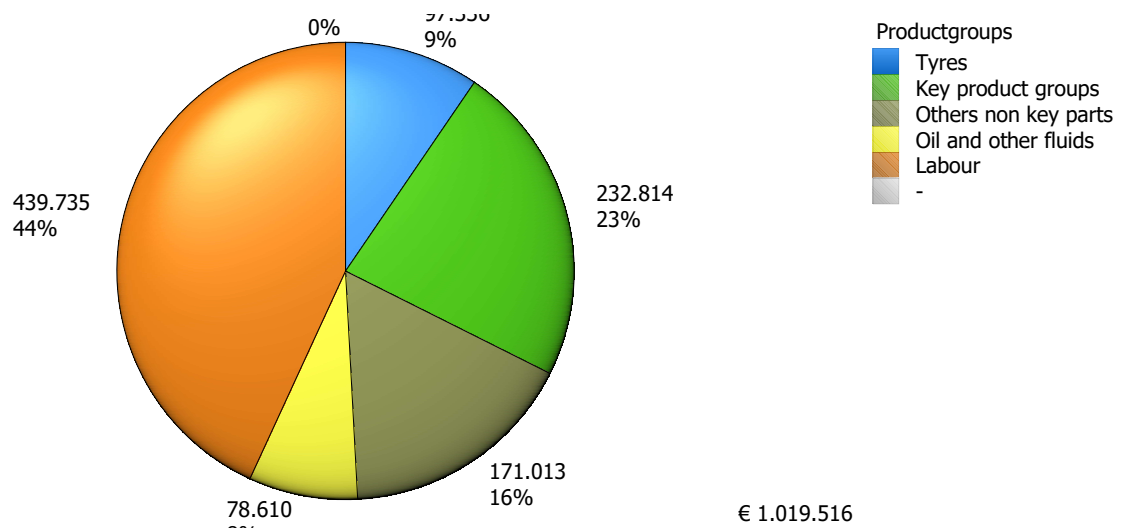
Parts margin over the years



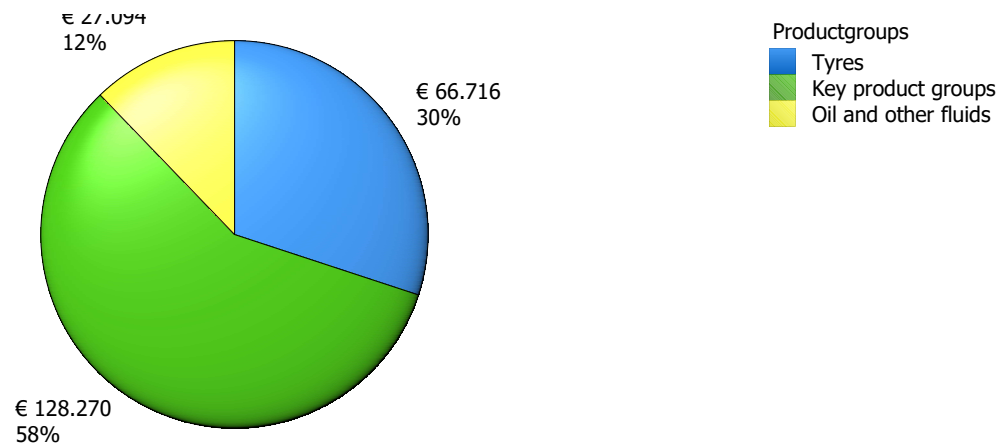
Product groups

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

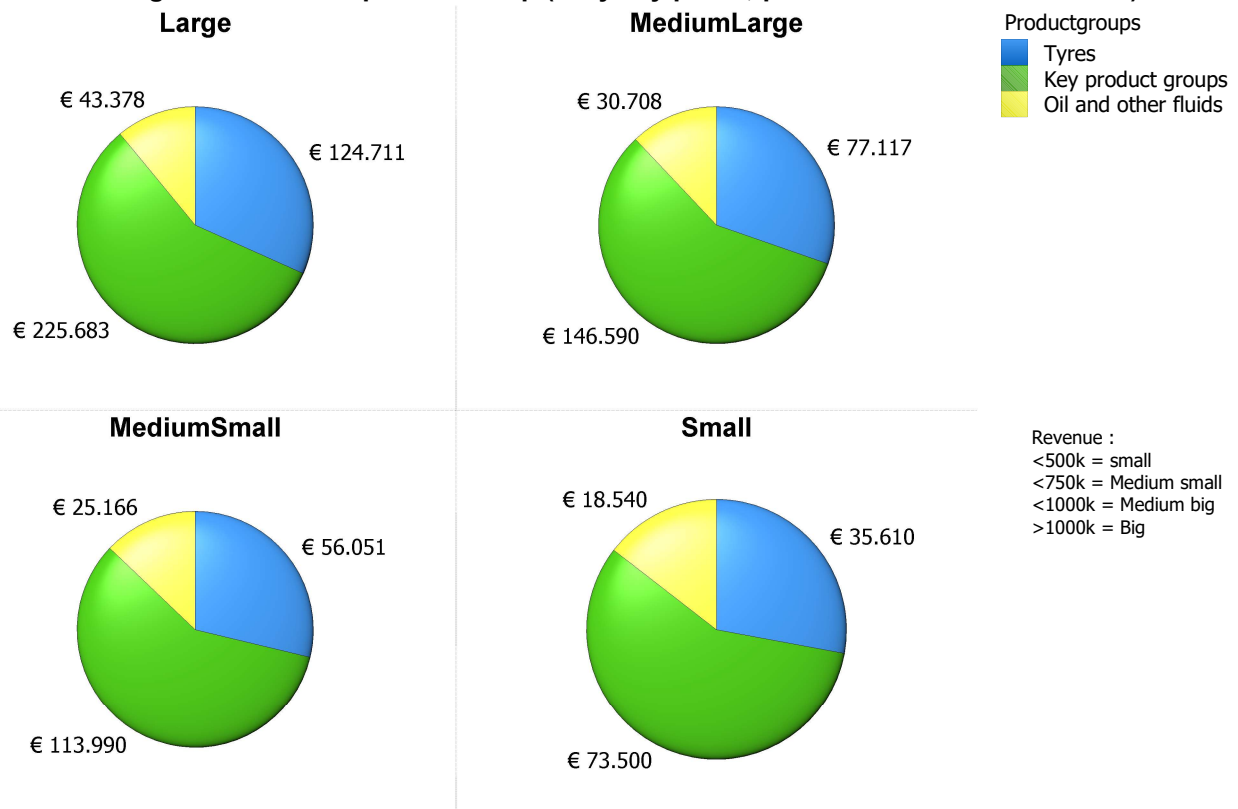
Average revenue per workshop last 12 months



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 (sampleize)	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 sampleize	Yearly expected number of parts to be sold (based on last 2 full years)	Average workshop margin
Total	€ 206.358	12.867.189	€ 108,91	€ 1.401.354.689	1977712	2427203	81,5%	€ 133,66	13.270.280	70.348.957	40,2%
Tyres	€ 61.676	12.867.189	€ 32,55	€ 418.835.610	741058	2427203	30,5%	€ 106,61	965.549	5.118.610	25,0%
Oil And Lubricants	€ 19.630	12.867.189	€ 10,36	€ 133.302.141	1473800	2427203	60,7%	€ 17,06	4.456.257	23.623.696	64,1%
Brake Discs	€ 10.944	12.867.189	€ 5,78	€ 74.318.557	260433	2427203	10,7%	€ 53,83	291.418	1.544.879	46,4%
Battery	€ 9.754	12.867.189	€ 5,15	€ 66.235.802	279521	2427203	11,5%	€ 44,70	144.729	767.244	35,4%
Brake Pads	€ 8.571	12.867.189	€ 4,52	€ 58.206.142	409208	2427203	16,9%	€ 26,83	256.824	1.361.484	48,0%
Exhausts	€ 7.637	12.867.189	€ 4,03	€ 51.860.887	117230	2427203	4,8%	€ 83,45	69.255	367.136	28,3%
Interior Filters	€ 7.122	12.867.189	€ 3,76	€ 48.362.872	1038988	2427203	42,8%	€ 8,78	674.318	3.574.722	50,2%
Spark Plugs	€ 7.094	12.867.189	€ 3,74	€ 48.177.807	430818	2427203	17,7%	€ 21,09	806.742	4.276.736	43,3%
Timing Belts & Water Pumps	€ 6.694	12.867.189	€ 3,53	€ 45.457.515	157591	2427203	6,5%	€ 54,41	84.910	450.131	31,1%
Steering	€ 6.114	12.867.189	€ 3,23	€ 41.518.281	295483	2427203	12,2%	€ 26,51	210.428	1.115.530	38,4%
Windscreen Wipers	€ 5.616	12.867.189	€ 2,96	€ 38.134.799	612336	2427203	25,2%	€ 11,75	477.727	2.532.545	46,1%
Oil Filters	€ 5.181	12.867.189	€ 2,73	€ 35.185.343	1318740	2427203	54,3%	€ 5,03	949.592	5.034.017	49,6%
Towbar	€ 4.983	12.867.189	€ 2,63	€ 33.841.576	52410	2427203	2,2%	€ 121,80	37.350	198.002	24,2%
Bulbs	€ 4.736	12.867.189	€ 2,50	€ 32.164.517	575402	2427203	23,7%	€ 10,54	650.832	3.450.220	37,1%
Sensors	€ 4.180	12.867.189	€ 2,21	€ 28.385.928	169526	2427203	7,0%	€ 31,59	111.045	588.674	26,8%
Clutch	€ 4.134	12.867.189	€ 2,18	€ 28.076.717	68740	2427203	2,8%	€ 77,05	38.255	202.798	26,2%
Additives	€ 3.984	12.867.189	€ 2,10	€ 27.054.709	721592	2427203	29,7%	€ 7,07	516.022	2.735.557	44,7%
Air Filter	€ 2.933	12.867.189	€ 1,55	€ 19.918.937	537212	2427203	22,1%	€ 6,99	278.552	1.476.672	49,6%
Cables & Hoses	€ 2.844	12.867.189	€ 1,50	€ 19.310.232	139952	2427203	5,8%	€ 26,03	96.805	513.186	25,7%
Starter & Alternator	€ 2.262	12.867.189	€ 1,19	€ 15.364.229	38064	2427203	1,6%	€ 76,14	19.834	105.144	34,9%
Brake Caliper	€ 2.254	12.867.189	€ 1,19	€ 15.307.119	48644	2427203	2,0%	€ 59,36	31.671	167.894	38,7%
V-Belt	€ 1.964	12.867.189	€ 1,04	€ 13.334.733	168929	2427203	7,0%	€ 14,89	99.246	526.125	39,3%
Charger, charging system	€ 1.959	12.867.189	€ 1,03	€ 13.303.690	9341	2427203	0,4%	€ 268,66	5.414	28.702	20,3%
Shock Absorbers	€ 1.893	12.867.189	€ 1,00	€ 12.857.126	40737	2427203	1,7%	€ 59,54	39.950	211.786	37,8%
Springs	€ 1.628	12.867.189	€ 0,86	€ 11.056.296	55999	2427203	2,3%	€ 37,24	38.219	202.609	35,1%
Fuel Filters	€ 1.515	12.867.189	€ 0,80	€ 10.288.147	130010	2427203	5,4%	€ 14,93	69.359	367.691	48,5%
Condenser, air conditioning	€ 1.364	12.867.189	€ 0,72	€ 9.261.416	32242	2427203	1,3%	€ 54,18	21.916	116.182	30,3%
Gaskets	€ 1.238	12.867.189	€ 0,65	€ 8.405.160	153720	2427203	6,3%	€ 10,31	130.371	691.127	31,1%
Compressor, air conditioning	€ 1.211	12.867.189	€ 0,64	€ 8.224.141	11359	2427203	0,5%	€ 136,58	6.541	34.675	27,0%
Ignition Coil	€ 1.207	12.867.189	€ 0,64	€ 8.194.042	40790	2427203	1,7%	€ 37,89	38.056	201.745	30,3%
Coolant	€ 1.062	12.867.189	€ 0,56	€ 7.212.388	550578	2427203	22,7%	€ 2,47	542.106	2.873.835	58,4%
Switches	€ 870	12.867.189	€ 0,46	€ 5.907.891	49539	2427203	2,0%	€ 22,50	27.112	143.728	25,1%
Washer Fluid	€ 701	12.867.189	€ 0,37	€ 4.763.172	933851	2427203	38,5%	€ 0,96	806.798	4.277.030	56,0%
Radiator, engine cooling	€ 567	12.867.189	€ 0,30	€ 3.848.701	12996	2427203	0,5%	€ 55,86	6.860	36.369	30,9%
Thermostat, coolant	€ 542	12.867.189	€ 0,29	€ 3.680.915	21826	2427203	0,9%	€ 31,81	11.613	61.563	31,7%
Licence Plate Holder	€ 524	12.867.189	€ 0,28	€ 3.561.726	72575	2427203	3,0%	€ 9,26	56.706	300.614	33,9%
Wheel Brake Cylinders	€ 274	12.867.189	€ 0,14	€ 1.860.305	20935	2427203	0,9%	€ 16,76	16.715	88.609	39,5%
Engine Transverse Strut	€ 229	12.867.189	€ 0,12	€ 1.554.261	9485	2427203	0,4%	€ 30,91	5.535	29.340	32,3%
Clamps	€ 212	12.867.189	€ 0,11	€ 1.439.109	64901	2427203	2,7%	€ 4,18	60.983	323.286	33,1%
Rolling Bearing, suspension str...	€ 197	12.867.189	€ 0,10	€ 1.334.525	10646	2427203	0,4%	€ 23,65	8.341	44.215	30,3%
Appliance Battery	€ 181	12.867.189	€ 0,10	€ 1.231.403	155487	2427203	6,4%	€ 1,49	106.398	564.042	56,7%
Intercoller, charger	€ 155	12.867.189	€ 0,08	€ 1.050.890	2706	2427203	0,1%	€ 73,26	1.430	7.579	29,1%
Suspension Strut Support Mount	€ 60	12.867.189	€ 0,03	€ 404.066	3134	2427203	0,1%	€ 24,32	2.493	13.214	33,2%
Tensioner, timing chain	-	12.867.189	-	-	4	2427203	0,0%	-	2	11	-
Buffer, engine mount	-	12.867.189	-	-	1	2427203	0,0%	-	1	3	-
Timing Chain	-	12.867.189	-	-	1	2427203	0,0%	-	1	3	-

Corrections :

Margin effect per group

(sell out workshop to sell out Wholesale) : AVG 0,623

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 spoecialists

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2025
