

A woman with long blonde hair, wearing a white button-down shirt and white pants, is sitting on a wooden structure in a rustic, outdoor setting. She is looking towards the camera. The background shows a dirt path, a stone wall, and some foliage. The lighting is warm and natural.

LPP

Financial
results
IQ2014

RESERVED

CROPP

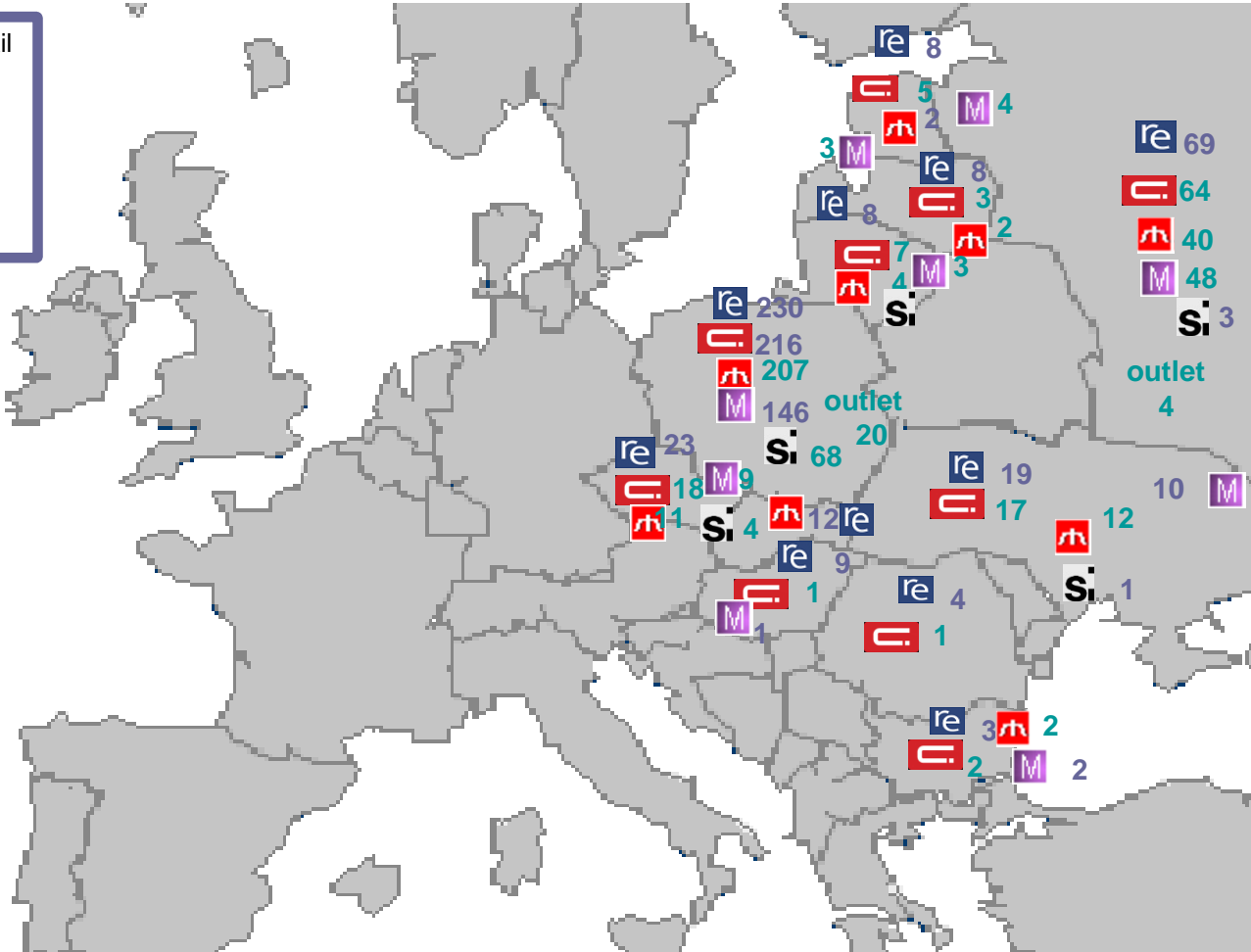
M O H I T O



sinsay

Our brands present across CEE region

As of March 31, 2014 LPP's retail network included 1334 stores:
 382 Reserved
 333 CROPP
 292 House
 226 Mohito
 77 Sinsay

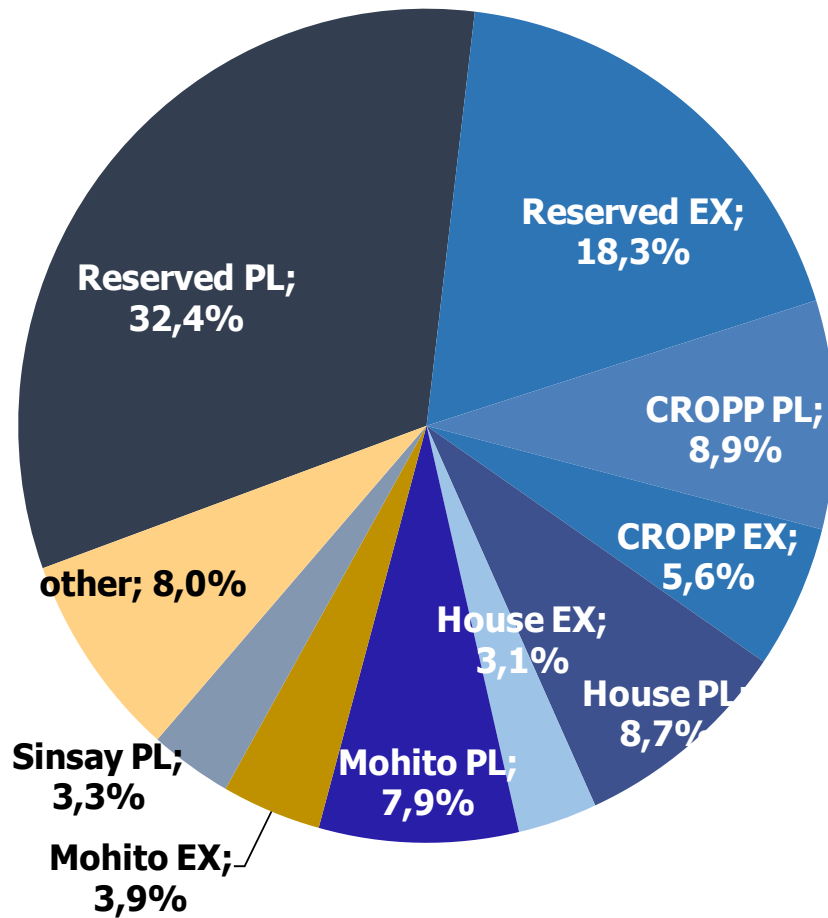


Retail selling area growth in 1Q 2014

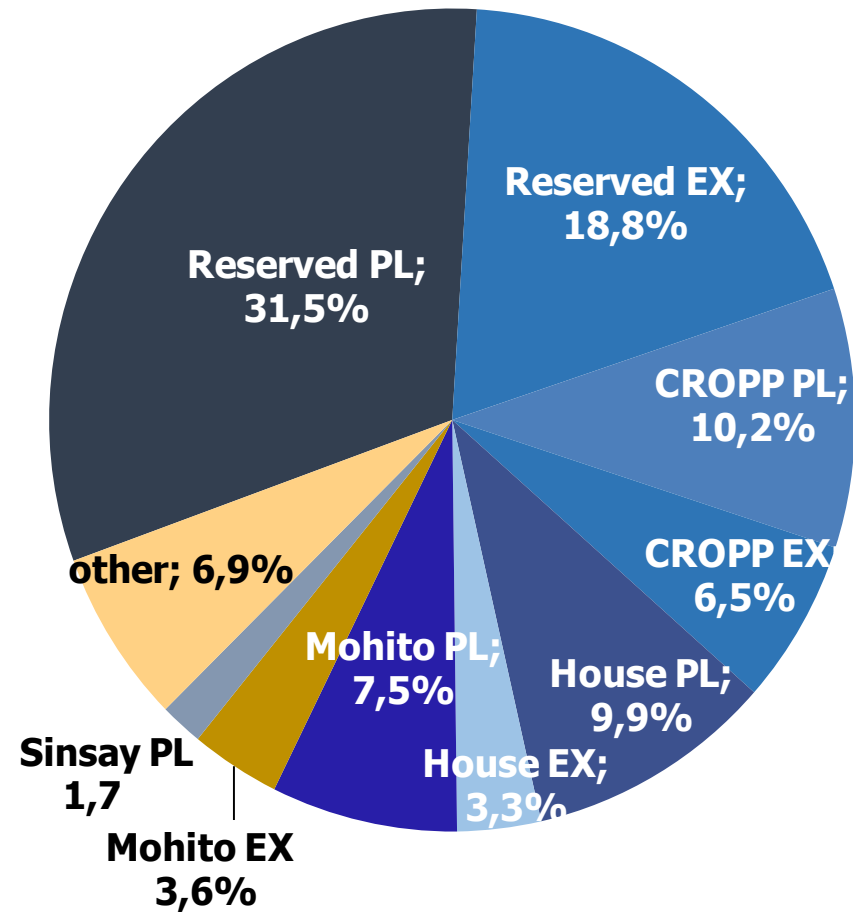
Selling Area [000 sqm]	31.03.2014	31.03.2013	change [sqm 000]	change
Reserved	327	258	69	27%
Poland	194	157	36	23%
EU	52	42	11	25%
Russia & Ukraine	81	59	22	37%
CROPP	92	74	18	24%
Poland	55	46	8	18%
EU	11	9	2	18%
Russia & Ukraine	27	19	8	39%
House	82	66	17	26%
Poland	56	47	8	18%
EU	9	8	1	16%
Russia & Ukraine	18	11	7	69%
Mohito	70	43	26	60%
Poland	43	29	13	45%
EU	7	4	3	72%
Russia & Ukraine	21	10	10	98%
Sinsay	26	4	22	579%
Poland	22	4	19	489%
EU	2		2	
Russia & Ukraine	2		2	
Outlet	9	8	2	16%
Geographical split				
Poland	377	291	85	29%
EU	80	63	18	28%
Russia & Ukraine	149	99	50	50%
<u>TOTAL</u>	<u>606</u>	<u>453</u>	<u>153</u>	34%

Retail sale revenue split by brands

IQ 2014



2013



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RESERVED

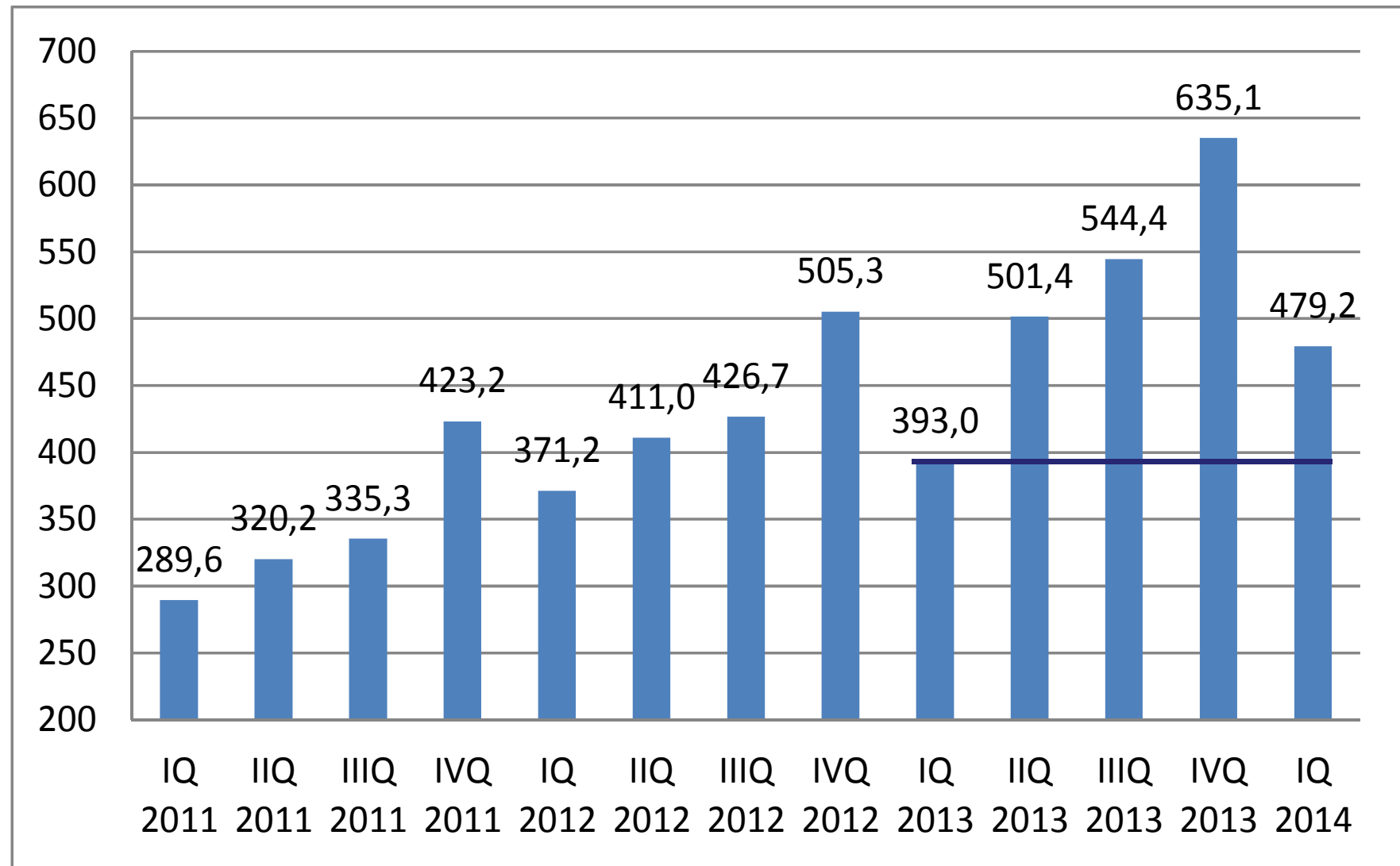


M O H I T O

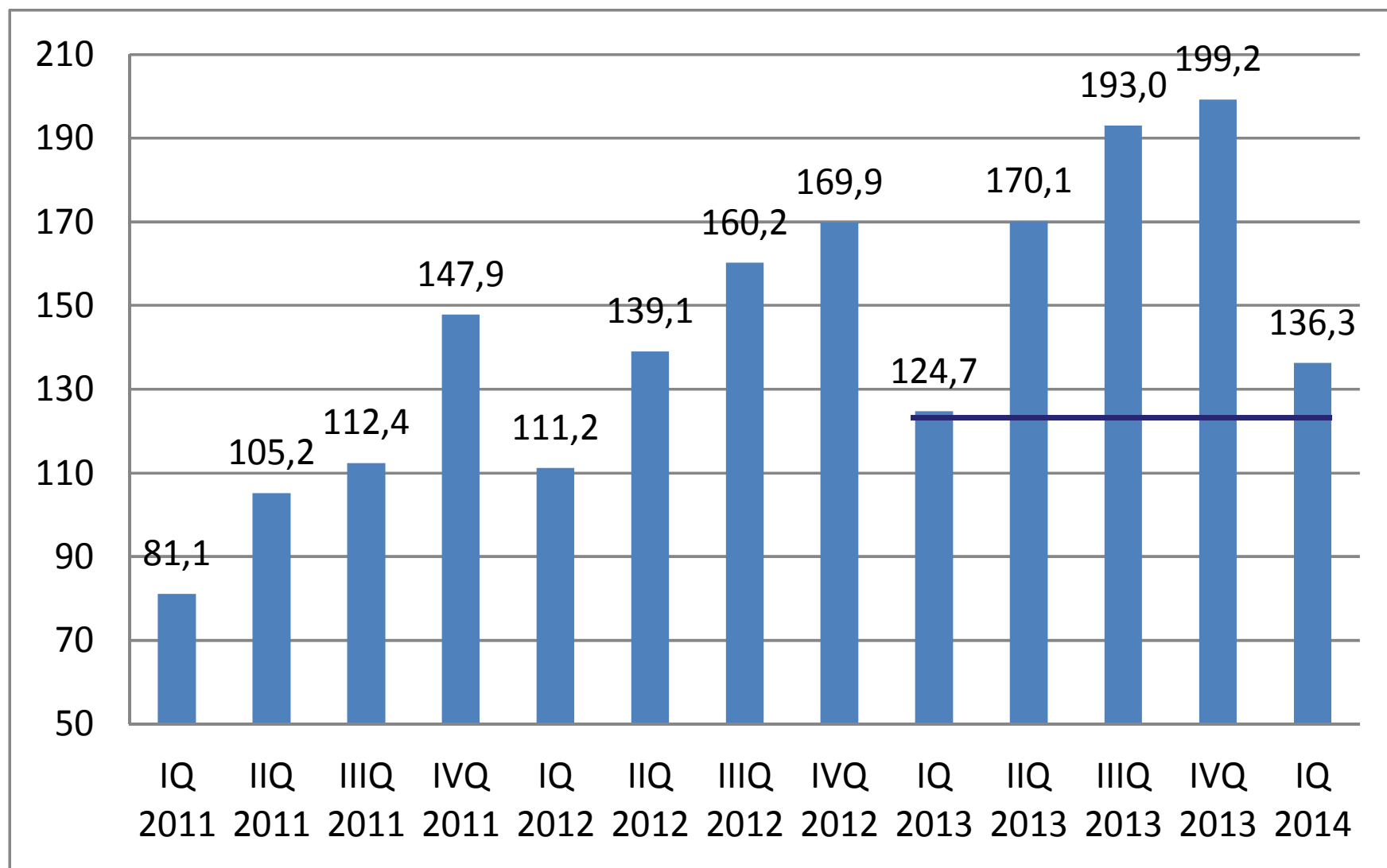


sinsay

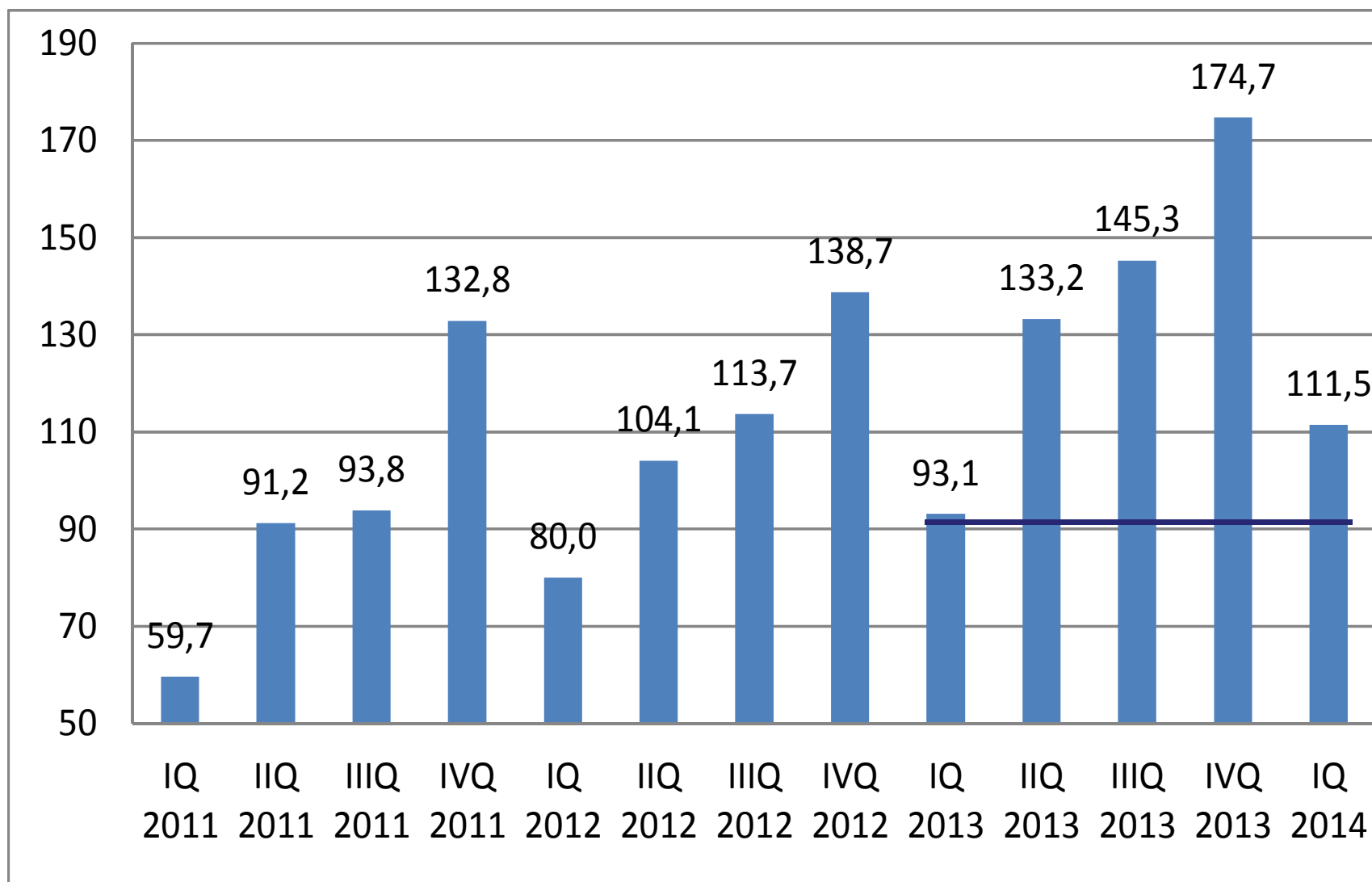
Retail sale revenue of RESERVED brand [PLN mln]



Retail sale revenue of CROPP brand [PLN mln]



Retail sale revenue of HOUSE brand [PLN mln]



RESERVED

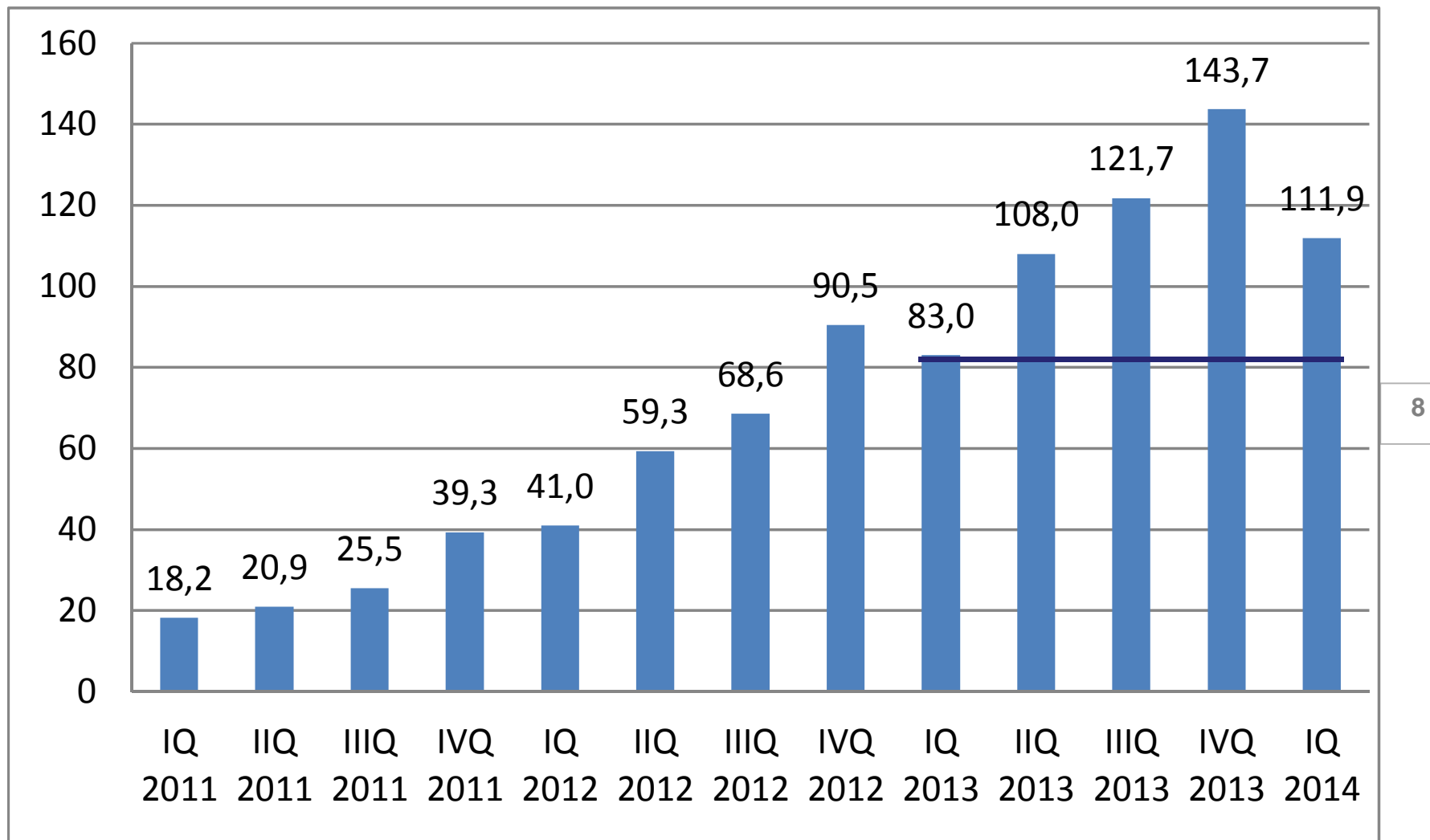


M O H I T O



sinsay

Retail sale revenue of MOHITO brand [PLN mln]



RESERVED

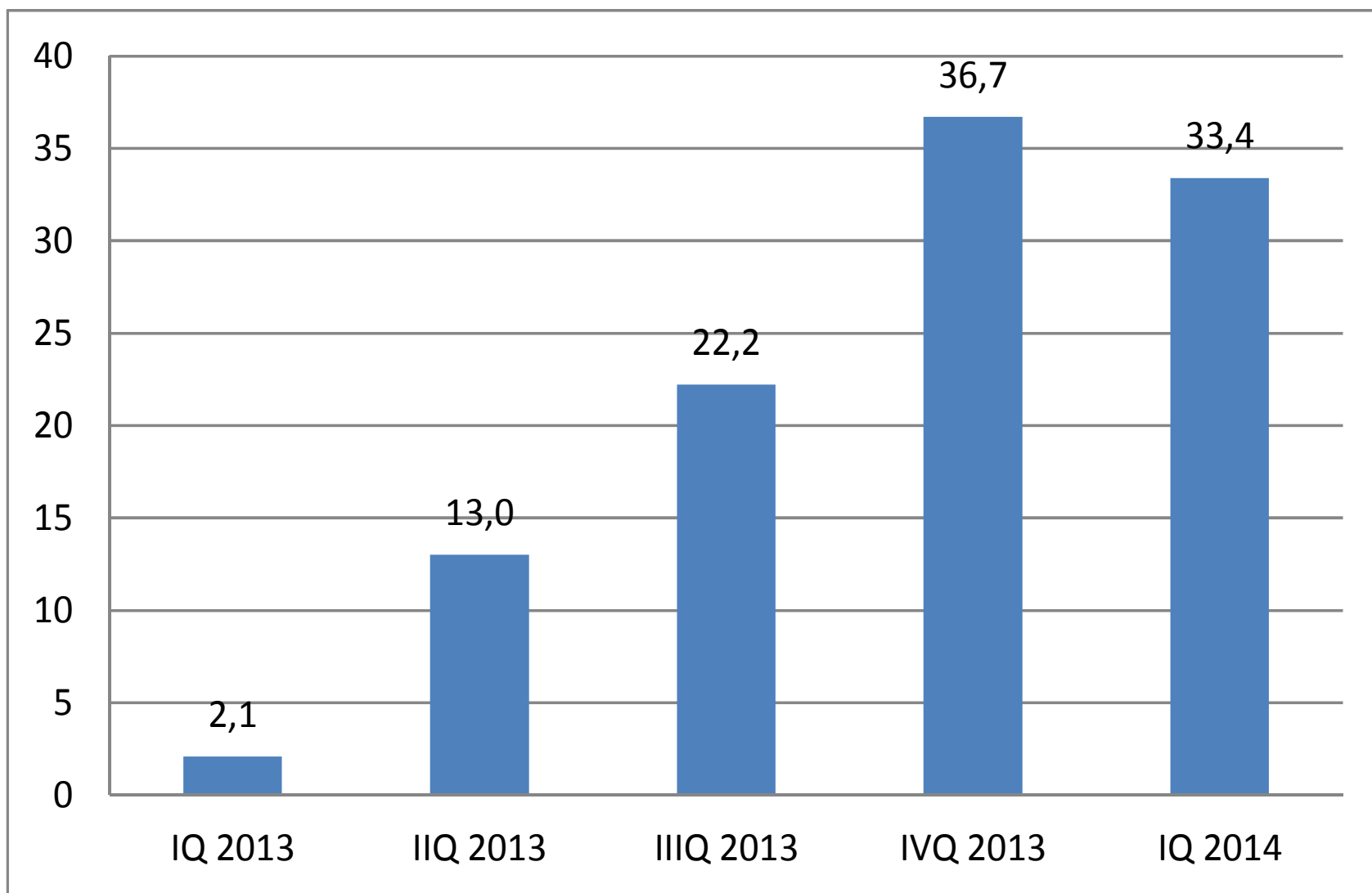


MOHITO

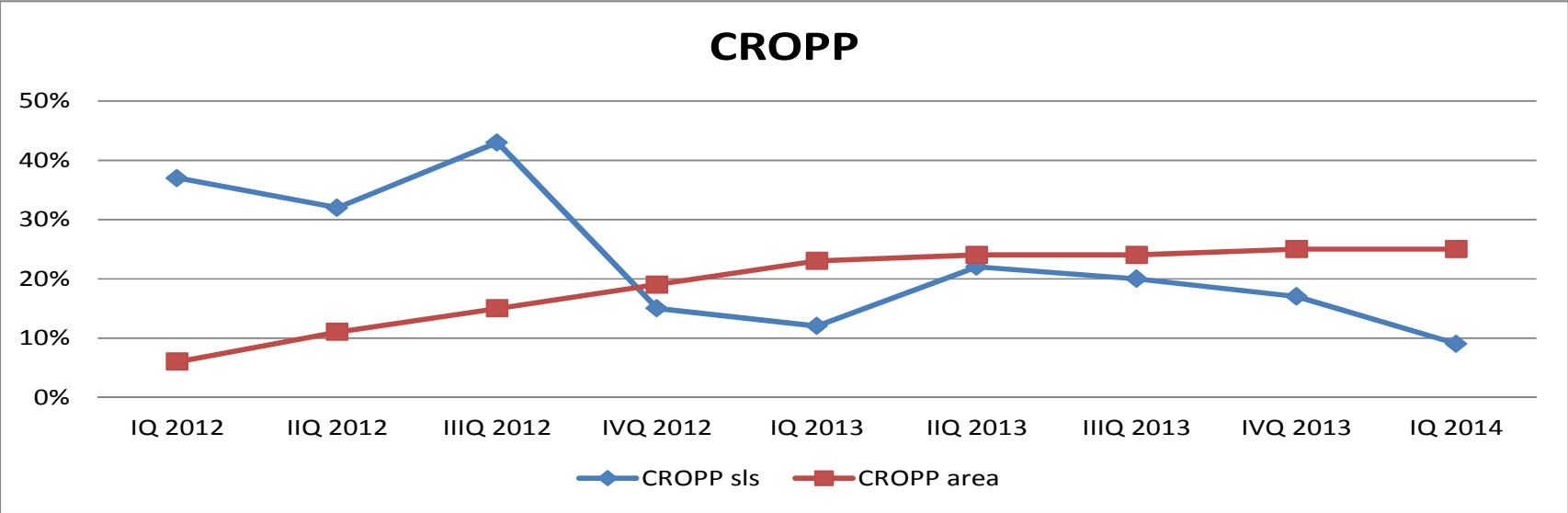
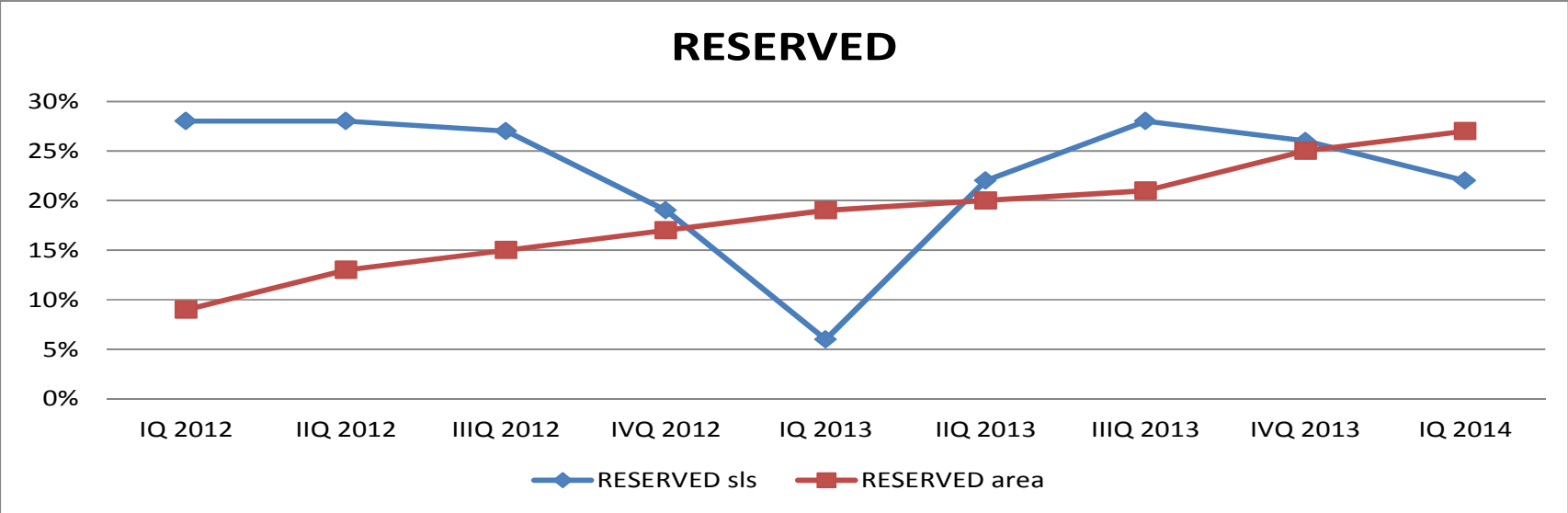


sinsay

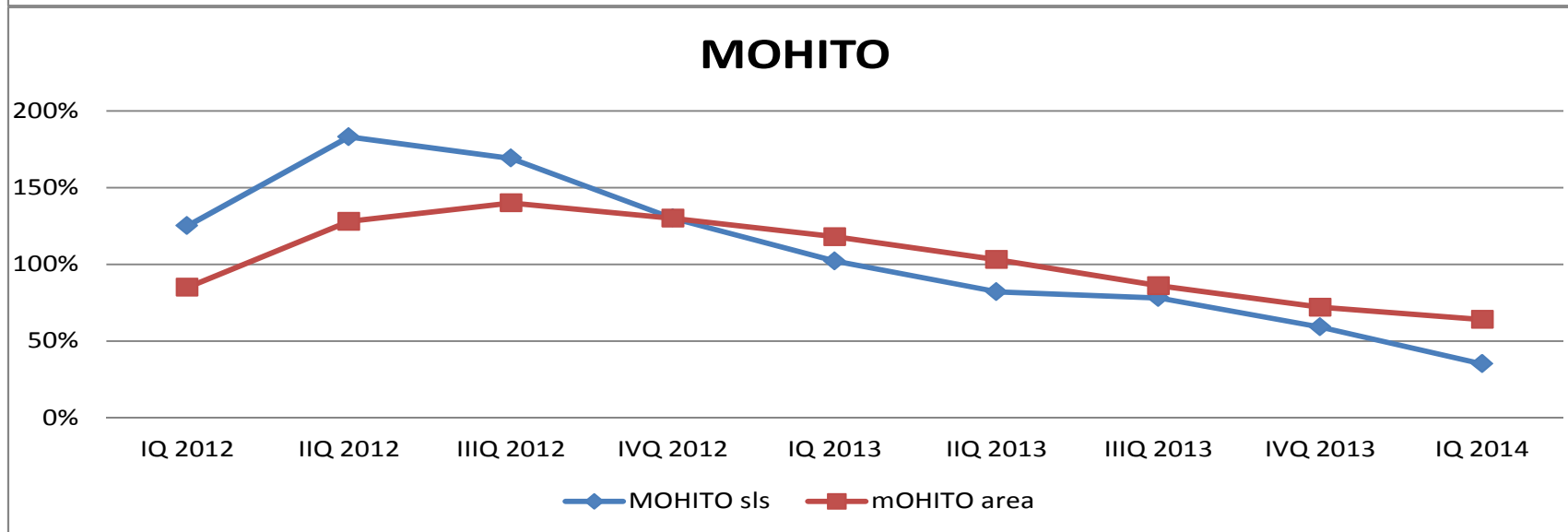
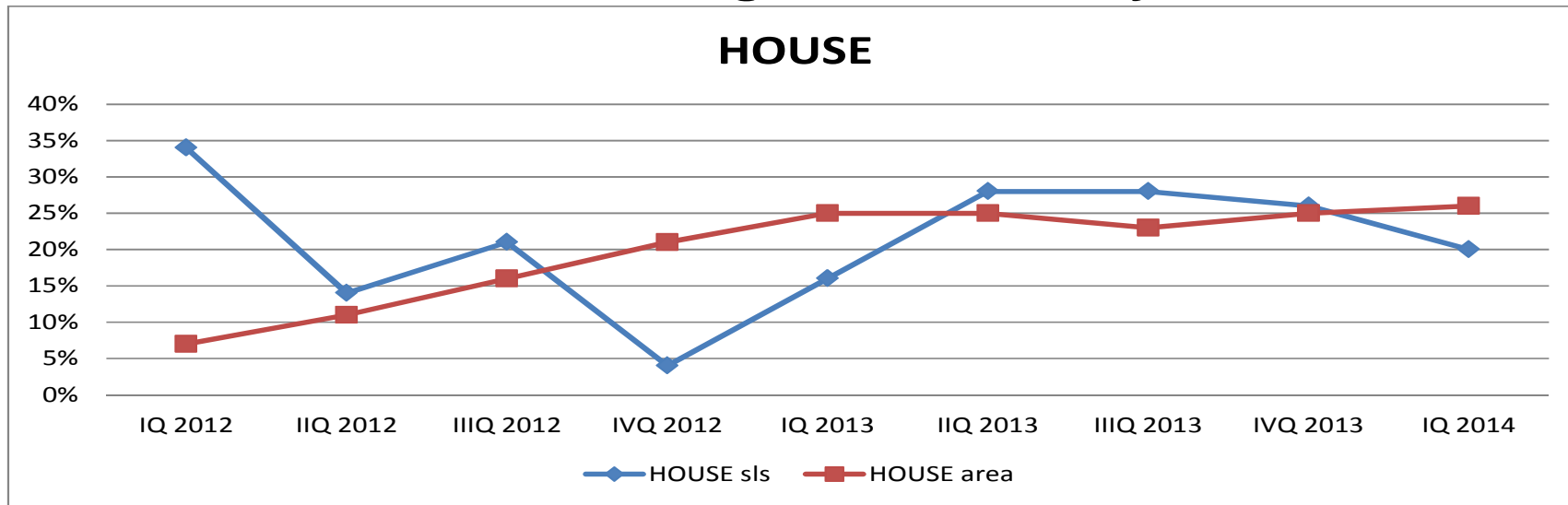
Retail sale revenue of SINSAY brand [PLN mln]



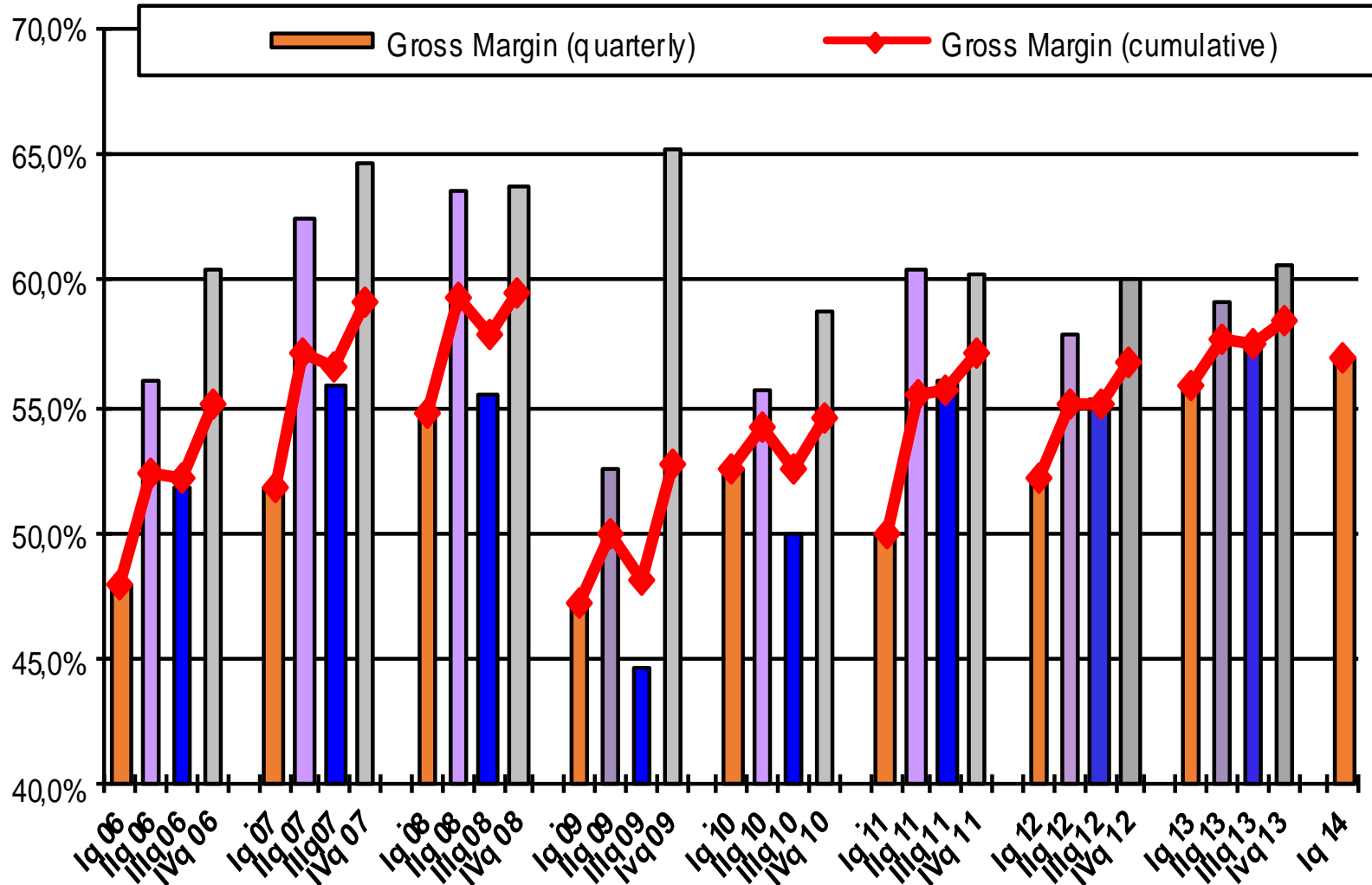
Change in Efficiency



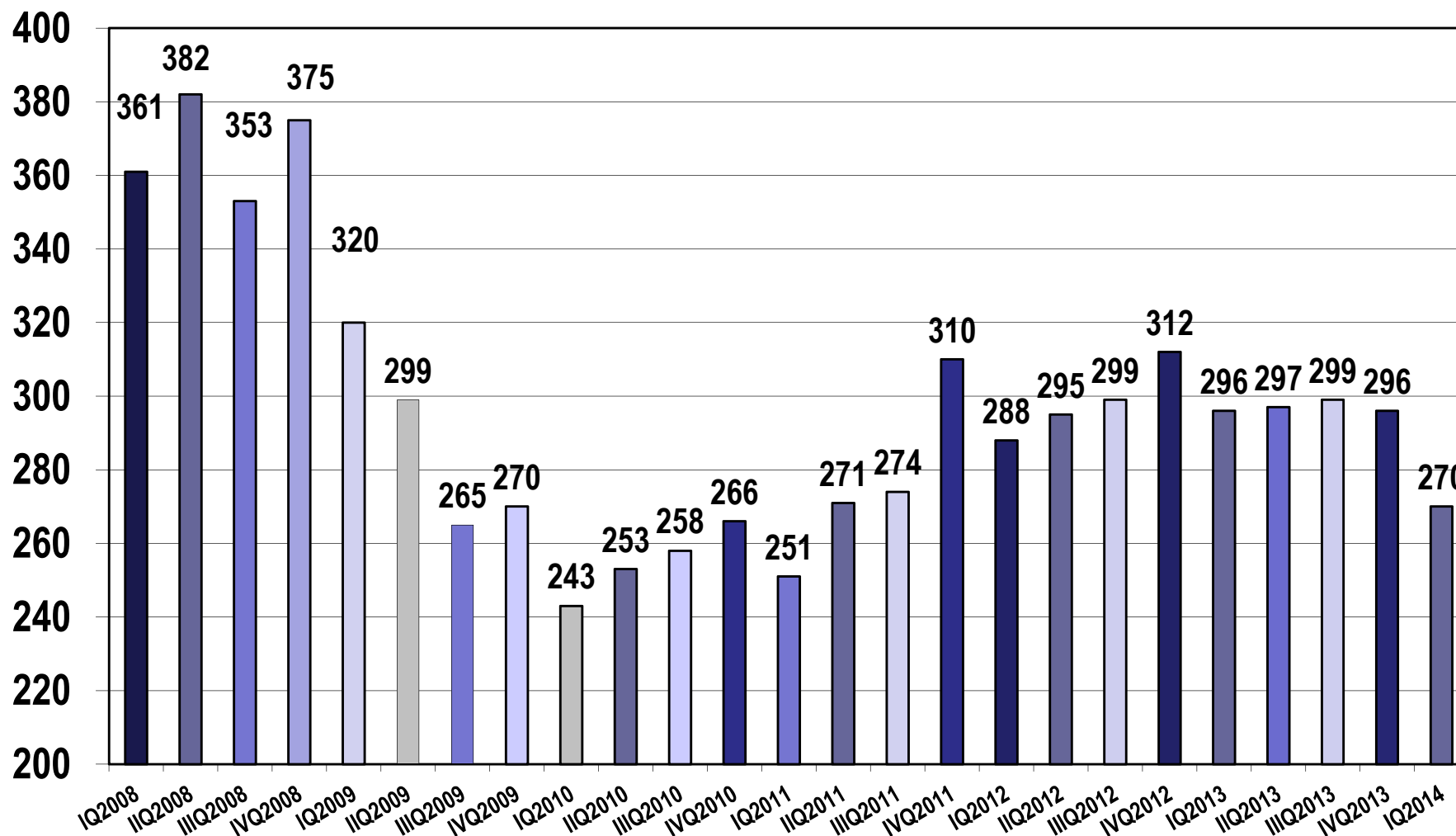
Change in Efficiency



Gross Profit Margin

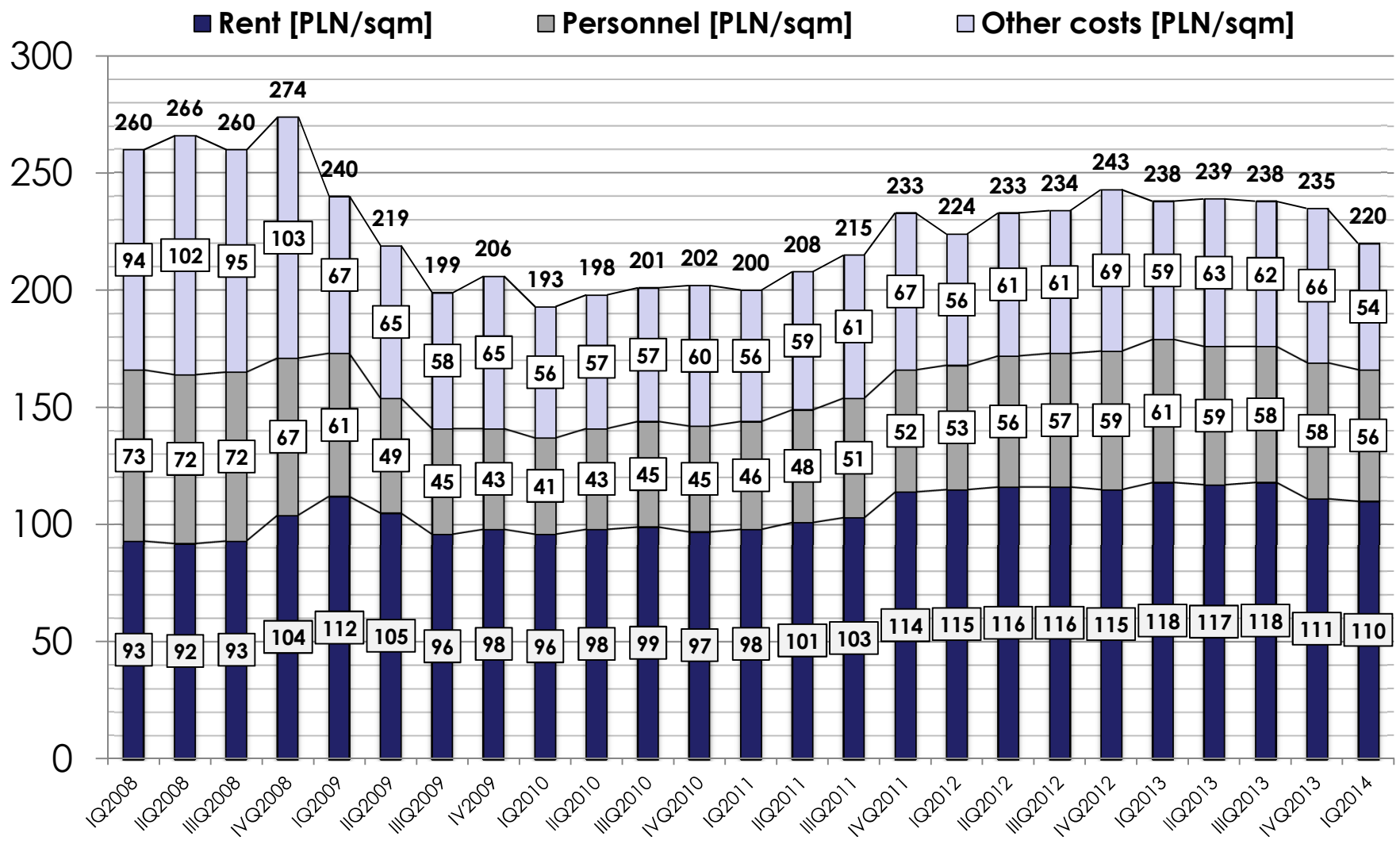


SG&A Expenses (All expenses per sqm in PLN/month)



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Expenses in own stores (Rent / Personnel / Other) in PLN/sqm/month

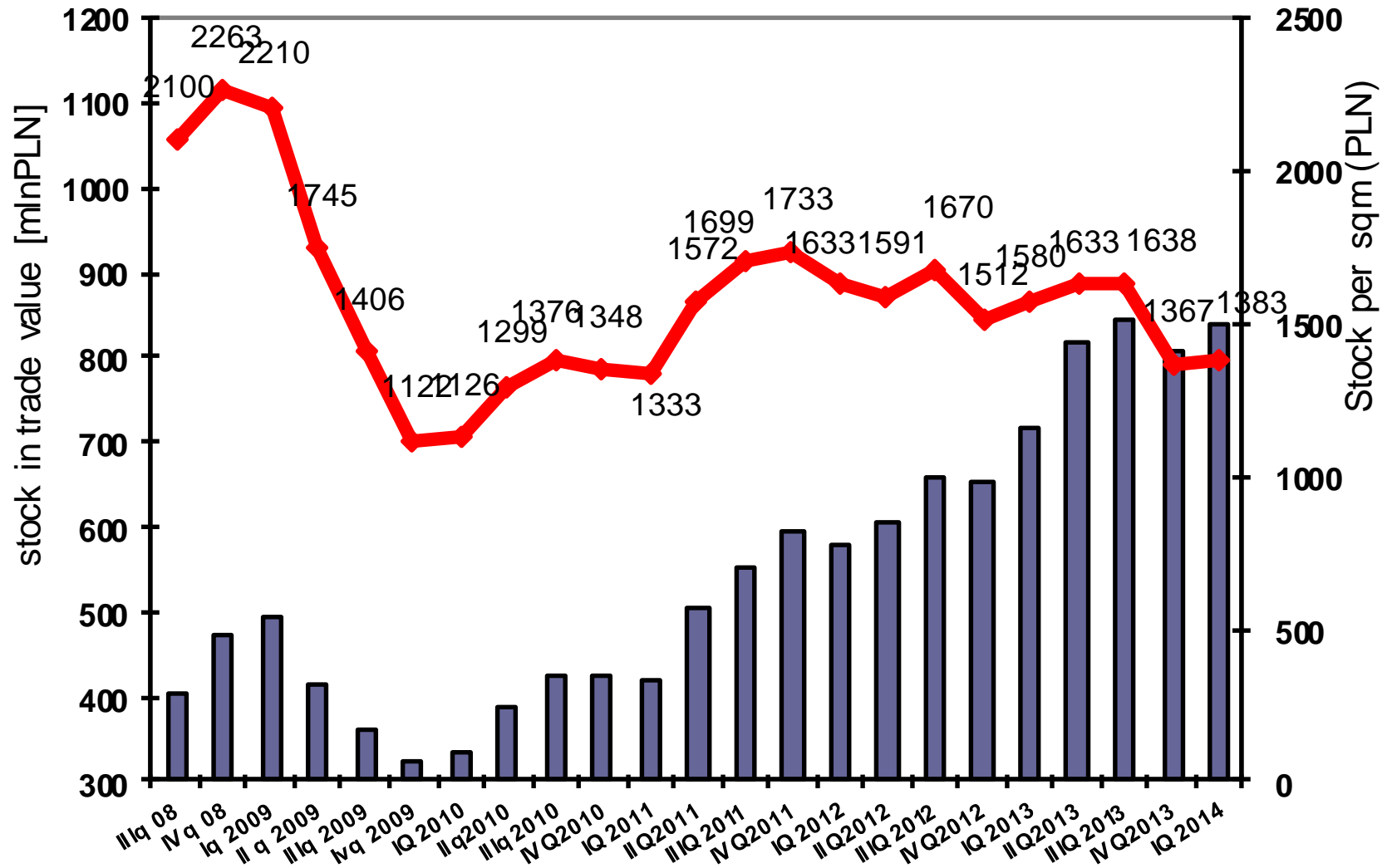


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Consolidated Profit & Loss Account IQ 2014

P&L (amounts in PLN mln)	IQ 2014	IQ 2013	Change [%]
Sales Revenue	945,0	750,8	26%
COGS	407,5	332,0	23%
Gross Margin	537,5	418,8	28%
<i>Gross Margin (%)</i>	<i>56,9%</i>	<i>55,8%</i>	<i>1,1 p.p</i>
SG&A	480,7	386,3	24%
EBITDA	91,4	58,7	56%
<i>EBITDA Margin</i>	<i>9,7%</i>	<i>7,8%</i>	<i>1,9 p.p</i>
EBIT	48,4	25,9	87%
<i>EBIT Margin</i>	<i>5,1%</i>	<i>3,4%</i>	<i>1,7 p.p</i>
Net Profit / Loss	-14,3	19,6	-173%
<i>Net Profit Margin</i>	<i>-1,5%</i>	<i>2,6%</i>	<i>-4,1 p.p</i>

Stock in trade



Other operating income and costs [PLN mln]

Costs I Q total 18,3

1) Impairments	3,7
2) Inventory losses	9,9
3) Donations and liquidations	2,5

Income I Q total 9,8

1) Compensation for inv. losses	3,1
2) Profit on assets sale	5,2

Financial Income and Costs [mIn PLN]

Costs	I Q	<u>total 61,5</u>
1) FX losses		57,4
2) Interests paid		3,3
3) Commissions and fees		0,8

Income I Q	<u>total 0,6</u>
1) Interests income	0,6

Consolidated Balance Sheet

Balance Sheet (amounts in PLN mln)	Mar 31, 2014	Mar 31, 2013	Dec 31, 2013
<u>Fixed Assets, incl:</u>	<u>1 296,2</u>	<u>974,2</u>	<u>1 231,9</u>
- intangibles	282,5	278,5	281,2
- tangible fixed assets	945,3	655,3	896,8
<u>Current Assets, incl:</u>	<u>1 246,6</u>	<u>1051,5</u>	<u>1 259,7</u>
- stock in trade	837,6	715,8	805
- short term receivables	163,8	141,0	163,3
- cash & cash equivalents	105,4	107,8	149,4
Total Assets	2 542,7	2 025,7	2 491,6
<u>Equity, incl:</u>	<u>1 484,4</u>	<u>1 232,4</u>	<u>1 496,5</u>
- share capital	3,7	3,7	3,7
- current year profit / loss	-14,9	19,2	431
<u>Long term liabilities, incl:</u>	<u>210,2</u>	<u>196,1</u>	<u>192,3</u>
- bank loans	202,0	190,0	184,3
<u>Short term liabilities, incl:</u>	<u>848,1</u>	<u>597,3</u>	<u>802,7</u>
- trade liabilities	490,2	433,9	547,6
- bank loans	311,8	136,5	173,6
Total Equity & Liabilities	2 542,7	2 025,7	2 491,6

Selling area growth and CAPEX plans for 2014

Selling area [000 sqm]	31.12.2014	31.12.2013	change (sqm 000)	change
Reserved	394	322	71	22%
Poland	218	189	29	15%
UE	80	53	28	53%
Russia & Ukraine	96	81	15	18%
CROPP	108	91	18	19%
Poland	61	55	7	12%
UE	18	11	7	61%
Russia & Ukraine	30	25	4	17%
House	92	80	12	15%
Poland	60	55	5	8%
UE	12	9	2	26%
Russia & Ukraine	21	16	5	32%
Mohito	85	66	19	29%
Poland	48	41	8	18%
UE	12	7	6	88%
Russia & Ukraine	25	19	6	33%
Sinsay	45	20	25	127%
Poland	35	18	17	97%
UE	4	2	2	125%
Russia & Ukraine	6	1	6	1180%
outlet	12	9	3	23%
total by regions				
Poland	433	367	66	18%
UE	125	81	44	55%
Russia & Ukraine	179	141	38	27%
<u>TOTAL</u>	<u>737</u>	<u>589</u>	<u>148</u>	25%

- Forecasted growth of selling area in 2014 – approx. 148,000 sqm (+25%)
- Stores in Germany (3) and Croatia (5) to be opened in autumn 2014
- CAPEX for stores in 2014 – approx. 390 PLN million
- Continuation of new logistic centre construction – additional 100 PLN million in 2014

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RESERVED



M O H I T O



sinsay