

LPP

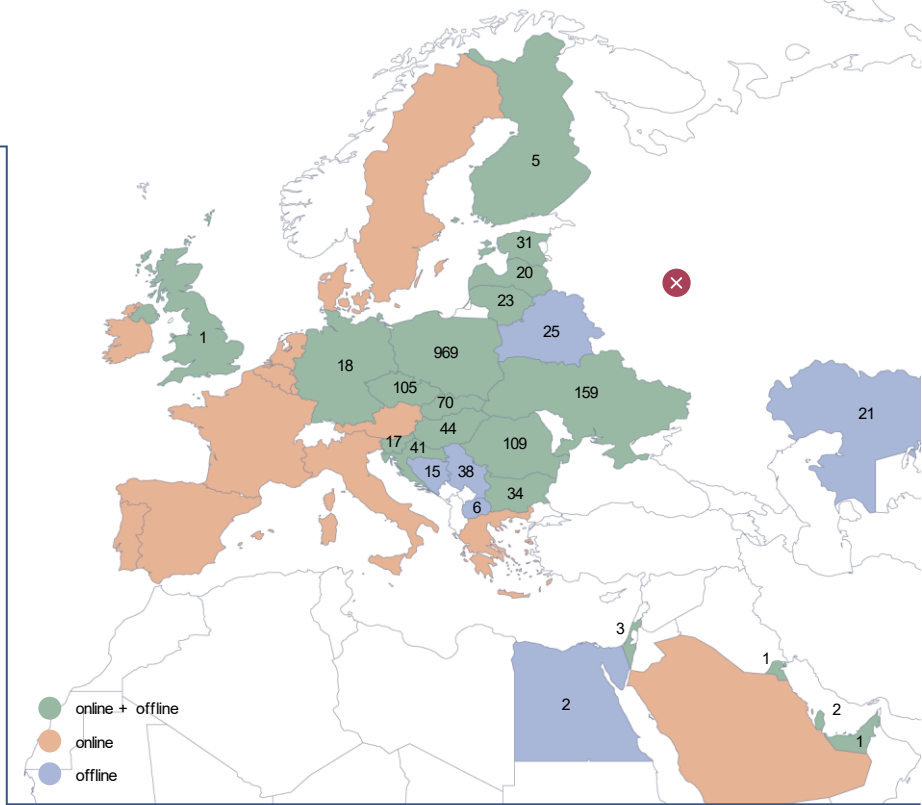
FACT SHEET 1Q22/23

LPP is a Polish clothing producer. Based in Gdańsk, the Company has 30 years of experience in designing and selling clothes and accessories. The Company owns five well-known fashion labels: Reserved, Cropp, House, Mohito and Sinsay, each in mainstream price range. Each brand has its own features and target Group.

LPP is now present in 38 countries around the world via its online and offline operations, including stores on highstreets of London and Munich.

Revenues from foreign sales constitute some 50% of Group sales.

The Company does not have own factories. The majority of production is sourced from suppliers from the Far East. Part is produced in Europe, including Poland.



NO. OF STORES (excluding Russian stores) : 1,760

SHAREHOLDERS

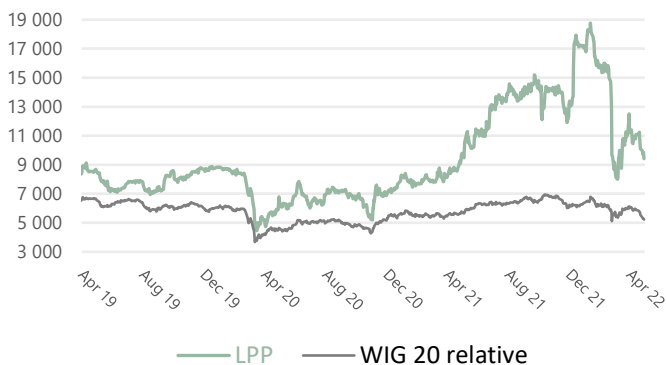
As at 14.06.2022	# shares	%	# votes	%
Semper Simul Foundation	578,889	31.3%	1,978,889	60.8%
Sky Foundation	227,898	12.3%	227,898	7.0%
Free-float	1,045,636	56.4%	1,045,636	32.2%
TOTAL	1,852,423		3,252,423	

Semper Simul Foundation is linked to the CEO Marek Piechocki, while Sky Foundation is linked to the co-founder of LPP, Jerzy Lubianiec.

INVESTMENT THESIS

- Development of value for money segment.
- Towards omnichannel.
- Efficient business model.
- Dividend payments.
- A responsible company.

SHARE PRICE PERFORMANCE



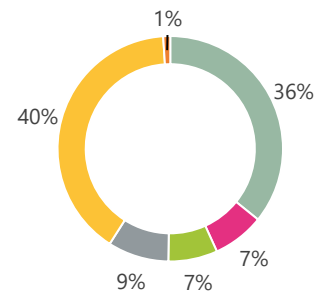
STOCK DATA

Price (30.04.2022)	9,405	EPS (2021/22)	760.30
Min (1Y)	8,005	DPS (2021/22)	350.00
Max (1Y)	18,770	Div yield (%)	4%
Mkt Cap (PLN m)	17,422	Ticker	LPP
Free-float (PLN m)	9,834	Bloomberg	LPP PW
Book value (PLN m)	3,625	Reuters	LPPP.WA

REVENUE SPLIT BY BRANDS

1Q22/23

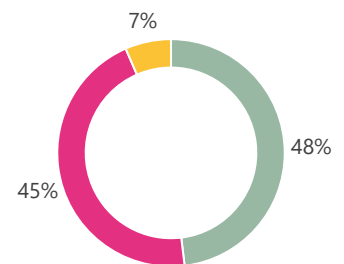
- Reserved
- Cropp
- House
- Mohito
- Sinsay
- Other



REVENUE SPLIT BY REGIONS

1Q22/23

- Poland
- Europe
- Other Regions (including CIS and ME)



RESERVED

CROPP

house

MOHITO

sinsay

	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
NO. OF STORES												
Reserved	441	442	440	440	440	440	448	447	358	454	440	447
Cropp	356	372	366	369	373	386	388	398	321	360	369	398
House	316	329	328	332	340	354	360	368	316	318	332	368
Mohito	276	277	277	278	278	281	289	286	218	283	278	286
Sinsay	335	354	386	434	483	558	638	743	545	324	434	743
Outlets	7	5	5	3	3	2	2	2	2	7	3	2
TOTAL	1,731	1,779	1,802	1,856	1,917	2,021	2,125	2,244	1,760	1,746	1,856	2,244
FLOORSPACE (th m²)												
Poland	521.7	534.0	551.5	566.9	584.4	619.6	645.0	677.2	687.7	530.0	566.9	677.2
Europe	375.9	403.6	417.5	432.6	442.0	457.9	505.2	522.8	568.9	370.7	432.6	522.8
Other regions	345.2	367.2	382.8	435.9	485.3	539.0	600.2	688.1	201.5	330.2	435.9	688.1
TOTAL	1,242.7	1,304.9	1,351.8	1,435.4	1,511.7	1,616.5	1,750.4	1,888.1	1,458.1	1,230.9	1,435.4	1,888.1

CONSOLIDATED INCOME STATEMENT (IFRS 16)

PLN m	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
Revenues	1,178.6	2,129.3	2,445.7	2,094.4	2,350.3	3,643.1	3,913.4	4,122.8	3,034.2	9,899.2	7,848.1	14,029.7
COGS	610.8	1,116.0	1,061.5	975.8	1,045.0	1,623.2	1,631.1	1,623.0	1,416.7	4,753.5	3,764.1	5,922.4
Gross profit on sales	567.8	1,013.3	1,384.2	1,118.6	1,305.3	2,019.9	2,282.3	2,499.7	1,617.5	5,145.7	4,083.9	8,107.2
SG&A costs	815.8	966.9	1,035.9	1,029.1	1,200.7	1,372.3	1,457.6	1,930.3	1,418.5	4,213.1	3,847.6	5,960.9
Other operating activity	-12.6	-14.2	-47.1	-9.5	-17.4	-52.6	-7.4	-590.0	-12.3	-126.9	-83.3	-667.3
EBIT	-260.5	32.3	301.2	80.1	87.2	595.0	817.3	-20.6	186.6	805.7	153.0	1,479.0
Net financials	-158.5	33.7	-60.7	-84.1	-38.1	-26.0	-38.0	-144.9	-42.4	-140.5	-269.5	-247.0
Pre-tax profit	-419.0	66.0	240.5	-4.0	49.1	569.0	779.3	-165.5	144.3	665.2	-116.5	1,232.0
Tax	-57.0	96.7	-6.4	40.4	27.6	109.9	151.8	-10.8	47.3	244.2	73.6	278.5
Net income from continuing operations	-362.0	-30.6	246.9	-44.4	21.5	459.1	627.6	-154.7	96.9	421.0	-190.1	953.5
Result on assets held for sale	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	171.0	0.0	0.0	0.0
Net income	-362.0	-30.6	246.9	-44.4	21.5	459.1	627.6	-154.7	267.9	421.0	-190.1	953.5
EBITDA	17.6	308.1	563.0	337.4	344.4	863.8	1,112.3	1,127.1	438.2	1,899.5	1,226.1	2,626.6

EFFICIENCY (IFRS 16)

	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
Sales / m2 per month	320	562	614	495	535	773	778	750	717	671	500	715
Gross profit on sales / m2 per month	154	267	347	264	297	429	454	455	382	349	260	413
Costs of own stores / m2 per month (IAS17)	148	150	160	144	141	167	156	166	166	201	151	161
SG&A costs /m2 per month	223	257	262	245	275	293	292	353	338	287	238	309
Gross profit margin	48.2%	47.6%	56.6%	53.4%	55.5%	55.4%	58.3%	60.6%	53.3%	52.0%	52.0%	57.8%
EBITDA margin	1.5%	14.5%	23.0%	16.1%	14.7%	23.7%	28.4%	27.3%	14.4%	19.2%	15.6%	18.7%
EBIT margin	-22.1%	1.5%	12.3%	3.8%	3.7%	16.3%	20.9%	-0.5%	6.2%	8.1%	1.9%	10.5%
Net margin	-30.7%	-1.4%	10.1%	-2.1%	0.9%	12.6%	16.0%	-3.8%	3.2%	4.3%	-2.4%	6.8%
ROE (4Q)	6.1%	-2.2%	5.5%	-6.0%	6.5%	24.6%	32.7%	30.1%	35.7%	13.9%	-6.0%	30.1%

CONSOLIDATED BALANCE SHEET (IFRS 16)

PLN m	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
Non-current assets	5,961.1	5,664.0	5,538.7	5,620.6	5,783.1	6,147.5	6,761.6	7,027.7	5,885.3	5,870.7	5,620.6	7,027.7
Fixed assets	2,379.7	2,294.7	2,407.0	2,439.8	2,573.4	2,754.1	3,038.9	2,760.5	2,641.7	2,312.4	2,439.8	2,760.5
Right of use assets (IFRS16)	2,960.7	2,808.2	2,526.4	2,589.1	2,608.6	2,732.3	3,017.2	3,412.3	2,583.3	3,000.2	2,589.1	3,412.3
Intangibles (incl. goodwill)	417.6	417.1	418.8	397.2	399.8	401.4	394.9	405.1	406.8	413.3	397.2	405.1
Current assets	4,065.0	3,744.1	4,467.5	4,733.2	4,952.7	5,323.1	6,238.4	7,107.5	6,750.6	3,735.1	4,733.2	7,107.5
Inventory	1,992.4	1,641.7	1,643.4	2,074.4	2,239.3	2,311.0	2,961.6	3,864.1	3,663.4	1,921.1	2,074.4	3,864.1
Trade receivables	155.7	155.2	189.2	158.1	203.5	162.3	224.1	246.1	210.1	143.8	158.1	246.1
Cash and equivalents	1,639.2	1,763.5	2,055.4	1,277.9	1,243.3	1,594.9	1,692.5	1,354.9	1,129.4	1,361.5	1,277.9	1,354.9
Assets held for sale									3,001.5			
Total assets	10,026.1	9,408.0	10,006.2	10,353.8	10,735.9	11,470.5	13,000.0	14,135.2	15,637.5	9,605.9	10,353.8	14,135.2
Equity	2,876.9	2,757.8	3,021.8	3,068.4	3,103.1	2,785.2	3,477.3	3,272.1	3,625.0	3,247.5	3,068.4	3,272.1
Long-term liabilities	3,189.0	3,095.8	2,970.3	3,114.2	3,134.0	3,232.6	3,521.3	3,983.2	3,124.3	3,159.3	3,114.2	3,983.2
Interest bearing debt	454.7	496.8	496.8	484.7	477.9	460.7	446.4	438.8	433.4	462.9	484.7	438.8
Financial leases (IFRS16)	2,596.7	2,476.3	2,361.3	2,523.7	2,543.8	2,663.2	2,946.1	3,428.2	2,580.7	2,568.0	2,523.7	3,428.2
Provisions	1.5	1.5	1.5	1.8	1.8	1.8	1.8	1.4	1.4	1.5	1.8	1.4
Other long-term liabilities	136.1	111.2	110.7	104.0	110.4	106.8	126.9	114.7	108.7	126.9	104.0	114.7
Short-term liabilities	3,960.2	3,554.4	4,014.0	4,171.2	4,498.8	5,452.7	6,001.4	6,879.9	7,162.7	3,199.1	4,171.2	6,879.9
Interest bearing debt	907.2	520.7	456.6	521.1	484.8	554.6	538.1	535.0	683.6	109.5	521.1	535.0
Financial leases (IFRS16)	715.8	700.5	651.0	654.0	690.9	716.5	779.3	749.1	696.9	680.2	654.0	749.1
Trade liabilities	2,166.2	2,246.8	2,802.7	2,837.1	3,111.9	3,511.4	4,341.6	5,067.7	5,420.9	2,100.8	2,837.1	5,067.7
Provisions	59.8	37.6	51.3	35.1	87.7	81.5	77.3	160.3	112.4	89.6	35.1	160.3
Other short-term liabilities	111.3	48.7	52.4	123.9	123.5	588.7	265.1	367.8	248.9	219.1	123.9	367.8
Liabilities held for sale									1,725.5			
Total liabilities	10,026.1	9,408.0	10,006.1	10,353.8	10,735.9	11,470.5	13,000.0	14,135.2	15,637.5	9,605.8	10,353.8	14,135.2

INDEBTEDNESS (IFRS 16)

PLN m	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
Net debt	3,035.1	2,440.8	1,910.4	2,905.6	2,954.2	2,800.1	3,017.4	3,796.3	3,269.4	2,459.0	2,905.6	3,796.3
Cash	1,639.2	1,763.5	2,055.4	1,277.9	1,243.3	1,594.9	1,692.5	1,354.9	1,129.4	1,361.5	1,277.9	1,354.9
Bank loans and bonds	1,361.9	1,027.5	953.4	1,005.8	962.8	1,015.3	984.5	973.9	1,121.1	572.4	1,005.8	973.9
Financial leases	3,312.4	3,176.8	3,012.4	3,177.7	3,234.6	3,379.7	3,725.4	4,177.3	3,277.7	3,248.1	3,177.7	4,177.3
Net debt/EBITDA (4 quarters)	1.7	1.6	1.1	2.4	2.4	1.8	1.3	1.4	1.2	1.3	2.4	1.4

TURNOVER RATIOS

	1Q20/21	2Q20/21	3Q20/21	4Q20/21	1Q21/22	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2019/20	2020/21	2021/22
Cash cycle (days)	-15	-25	-68	-81	-63	-53	-67	-67	-87	-1	-39	-55
Receivables (days)	11	7	6	7	7	5	4	5	7	5	7	5
Inventory (days)	288	147	139	171	186	126	145	189	239	146	194	183
Liabilities (days)	314	178	214	260	256	184						