

LPP

NETWORK

	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
NO. OF STORES												
Sinsay	558	638	743	545	574	636	737	786	840	434	743	737
Reserved	440	448	447	358	344	353	352	350	353	440	447	352
Cropp	386	388	398	321	313	315	325	349	363	369	398	325
House	354	360	368	316	316	317	331	343	361	332	368	331
Mohito	281	289	286	218	209	216	217	217	224	278	286	217
Outlets	2	2	2	2	0	0	0	0	0	3	2	0
TOTAL	2,021	2,125	2,244	1,760	1,756	1,837	1,962	2,045	2,141	1,856	2,244	1,962
FLOORSPACE (thś m²)												
Poland	619.6	645.0	677.2	687.7	699.8	716.8	752.5	783.1	806.7	566.9	677.2	752.5
Abroad	996.9	1,105.4	1,210.9	770.4	759.5	833.4	920.8	965.1	1,020.0	868.5	1,210.9	920.8
TOTAL	1,616.5	1,750.4	1,888.1	1,458.1	1,459.3	1,550.1	1,673.4	1,748.2	1,826.7	1,435.4	1,888.1	1,673.4

CONSOLIDATED INCOME STATEMENT

PLN m	restated PFSA								restated PFSA			
	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
Revenues	2,990.2	3,134.0	3,399.3	3,034.2	4,340.6	4,366.8	4,185.0	3,639.4	4,575.4	7,848.1	11,338.8	15,926.5
COGS	1,374.4	1,306.1	1,343.0	1,486.3	2,084.7	2,232.2	2,110.2	1,833.0	2,381.5	3,764.1	4,847.9	7,913.4
Gross profit on sales	1,615.8	1,827.9	2,056.3	1,547.9	2,255.8	2,134.5	2,074.8	1,806.4	2,193.9	4,083.9	6,490.8	8,013.1
SG&A costs	1,168.6	1,212.6	1,634.2	1,418.5	1,807.8	1,811.3	1,664.8	1,547.8	1,579.8	3,847.6	5,058.1	6,702.5
Other operating activity	-31.4	-5.2	7.6	-12.3	-327.9	188.6	25.5	-27.9	-7.1	-83.3	-29.3	-126.2
EBIT	415.7	620.4	429.7	117.0	120.1	511.8	435.5	230.7	607.0	153.0	1,403.4	1,184.4
Net financials	-16.7	-20.8	-124.1	-42.4	202.8	-53.4	-203.9	-85.5	-40.8	-269.5	-190.3	-96.9
Pre-tax profit	399.0	599.6	305.6	74.6	322.8	458.5	231.5	145.2	566.2	-116.5	1,213.0	1,087.5
Tax	92.3	113.5	18.0	47.3	60.6	62.9	47.7	33.4	124.7	73.6	212.4	218.5
Net income from continuing operations	306.6	486.1	287.6	27.3	262.3	395.5	183.9	111.8	441.5	-190.1	1,000.6	868.9
Result from discontinued operations	152.3	141.5	166.1	240.7	-624.5	0.0	0.0	0.0	0.0	0.0	561.4	-383.9
Net income of the parent company	459.1	627.6	-154.7	268.0	-362.3	395.5	185.5	109.5	438.8	-190.1	1,562.0	485.1
Minorities	0.0	0.0	0.0	0.0	0.0	0.0	-1.6	2.3	2.7	0.0	0.0	-1.6
EBITDA	639.5	861.8	691.8	368.6	391.8	798.0	755.2	550.9	943.5	1,226.1	2,346.8	2,313.6

EFFICIENCY

	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
Sales / m2 per month	773	778	750	717	972	941	839	712	850	500	715	869
Gross profit on sales / m2 per month	429	454	455	382	505	482	420	353	408	260	413	444
Costs of own stores / m2 per month (IAS17)	167	156	166	166	193	196	179	173	167	151	161	184
SG&A costs /m2 per month	275	293	292	353	407	393	336	305	295	238	309	368
Gross profit margin	54.0%	58.3%	60.5%	51.0%	52.0%	48.9%	49.6%	49.6%	47.9%	52.0%	57.2%	50.3%
EBITDA margin	21.4%	27.5%	20.4%	12.1%	9.0%	18.3%	18.0%	15.1%	20.6%	15.6%	20.7%	14.5%
EBIT margin	16.3%	20.9%	-0.5%	3.9%	2.8%	11.7%	10.4%	6.3%	13.3%	1.9%	10.5%	7.4%
Net margin	10.3%	15.5%	8.5%	0.9%	6.0%	9.1%	4.4%	3.1%	9.6%	-2.4%	8.8%	5.5%
ROE (4Q)	26.2%	22.3%	31.6%	32.9%	34.4%	22.2%	26.8%	24.8%	32.0%	-6.0%	31.6%	23.9%

CONSOLIDATED BALANCE SHEET

PLN m	restated PFSA								restated PFSA			
	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
Non-current assets	6,147.5	6,761.6	7,518.3	5,885.3	6,505.0	6,844.9	7,351.8	7,492.6	7,441.1	5,620.6	7,518.3	7,351.8
Fixed assets	2,754.1	3,038.9	3,251.1	2,641.7	3,263.3	3,121.4	3,336.0	3,424.6	3,480.3	2,439.8	3,251.1	3,336.0
Right of use assets (IFRS16)	2,732.3	3,017.2	3,412.3	2,583.3	2,604.2	2,647.6	2,888.4	2,927.0	2,864.3	2,589.1	3,412.3	2,888.4
Intangibles (incl. goodwill)	401.4	394.9	405.1	406.8	407.7	414.8	446.3	462.8	471.8	397.2	405.1	446.3
Current assets	5,323.1	6,238.4	7,225.4	6,750.6	8,434.2	6,676.8	5,569.3	5,841.0	5,634.4	4,732.2	7,225.4	5,569.3
Inventory	2,311.0	2,961.6	3,982.0	3,663.4	4,445.1	3,479.0	3,353.4	3,327.6	3,126.4	2,074.4	3,982.0	3,353.4
Trade receivables	162.3	224.1	246.1	210.1	1,322.6	1,104.6	944.1	885.7	894.6	158.1	246.1	944.1
Cash and equivalents	1,594.9	1,692.5	1,354.9	1,129.4	738.1	646.2	465.0	744.6	783.7	1,277.9	1,354.9	465.0
Assets held for sale				3,001.5								
Total assets	11,470.5	13,000.0	14,743.7	15,637.5	14,939.2	13,521.8	12,921.0	13,333.6	13,075.5	10,353.8	14,743.7	12,921.0
Equity	2,785.2	3,477.3	3,880.6	3,625.0	3,398.8	3,778.5	3,984.4	4,075.7	3,678.0	2,878.9	3,880.6	3,984.4
Long-term liabilities	3,232.6	3,521.3	3,983.2	3,124.3	3,341.8	3,348.4	3,722.7	3,664.3	3,514.3	3,114.2	3,983.2	3,722.7
Interest bearing debt	460.7	446.4	438.8	433.4	607.6	599.8	845.1	837.4	817.6	484.7	438.8	845.1
Financial leases (IFRS16)	2,663.2	2,946.1	3,428.2	2,580.7	2,604.7	2,638.3	2,760.1	2,718.2	2,606.0	2,523.7	3,428.2	2,760.1
Other long-term liabilities	108.7	128.7	116.2	110.1	129.5	110.3	117.6	108.7	90.7	105.8	116.2	117.6
Short-term liabilities	5,452.7	6,001.4	6,879.9	7,162.7	8,198.6	6,394.9	5,214.0	5,593.6	5,883.2	4,171.2	6,879.9	5,214.0
Interest bearing debt	554.6	538.1	535.0	683.6	1,056.2	1,069.4	806.1	458.0	451.4	521.1	535.0	806.1
Financial leases (IFRS16)	716.5	779.3	749.1	696.9	768.2	801.8	902.5	921.1	913.3	654.0	749.1	902.5
Trade liabilities	3,511.4	4,341.6	5,067.7	5,420.9	5,788.6	4,343.6	3,164.2	3,998.4	3,925.2	2,837.1	5,067.7	3,164.2
Provisions	81.5	77.3	160.3	112.4	134.8	47.7	152.8	57.7	143.2	35.1	160.3	152.8
Other short-term liabilities	588.7	265.1	367.8	248.9	450.8	132.5	188.4	158.4	450.1	123.9	367.8	188.4
Liabilities held for sale				1,725.5								
Total liabilities	11,470.5	13,000.0	14,743.7	15,637.5	14,939.2	13,521.8	12,921.0	13,333.6	13,075.5	10,164.2	14,743.7	12,921.0

INDEBTEDNESS

PLN m	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
Net debt	2,800.1	3,017.4	3,796.3	3,265.3	4,298.6	4,463.1	4,848.6	4,190.1	4,004.6	2,905.6	3,796.3	4,848.6
Cash	1,594.9	1,692.5	1,354.9	1,129.4	738.1	646.2	465.0	744.6	783.7	1,277.9	1,354.9	465.0
Bank loans and bonds	1,015.3	984.5	973.9	1,117.1	1,663.8	1,669.2	1,651.1	1,295.4	1,269.0	1,005.8	973.9	1,651.1
Financial leases	3,379.7	3,725.4	4,177.3	3,277.7	3,372.9	3,440.1	3,662.6	3,639.3	3,519.3	3,177.7	4,177.3	3,662.6
Net debt/EBITDA (4 quarters)	1.3	1.1	1.4	1.2	1.8	2.1	1.9	1.5	1.3	2.4	1.4	1.9

TURNOVER RATIOS

	2Q21/22	3Q21/22	4Q21/22	1Q22/23	2Q22/23	3Q22/23	4Q22/23	1Q23/24	2Q23/24	2020/21	2021/22	2022/23
Cash cycle (days)	-53	-67	-67	-83	-51	-22	8	11	-10	-39	-55	-10
Receivables (days)	5	4	5	7	16	25	22	23	18	7	5	14
Inventory (days)	126	145	189	228	175	167	147	164	122	194	183	169
Liabilities (days)	184	217	261	318	242	214	161	176	150	239	244	193