

LPP

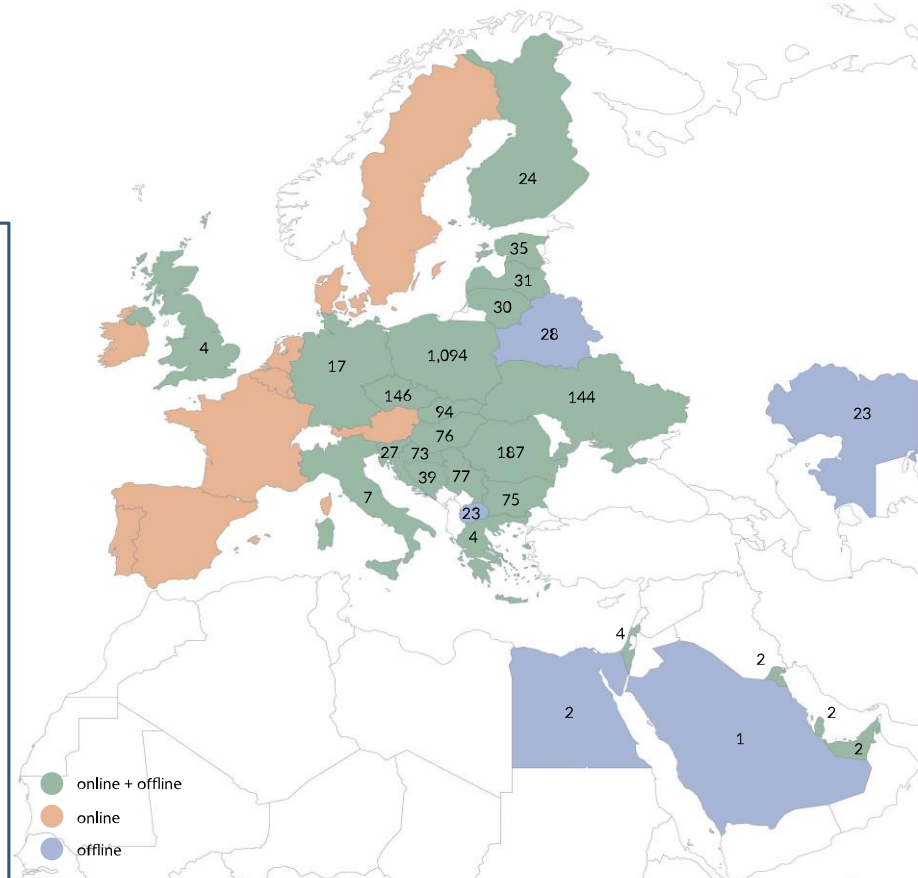
FACT SHEET 4Q23

LPP is a Polish clothing producer. Based in Gdańsk, the Company has over 30 years of experience in designing and selling clothes and accessories.

The Company owns five well-known fashion labels: Sinsay, Reserved, Cropp, House and Mohito, each in mainstream price range. Each brand has its own features and target Group.

LPP is now present in 39 countries around the world via its offline and online operations, including stores on highstreets of London, Munich and Milan.

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.



SHAREHOLDERS

As at 31.01.2024	# shares	%	# votes	%
Semper Simul Foundation	578,889	31.2%	1,978,889	60.8%
Free-float	1,276,301	68.8%	1,276,301	39.2%
TOTAL	1,855,190		3,255,190	

Semper Simul Foundation is linked to the CEO Marek Piechocki.

STOCK DATA

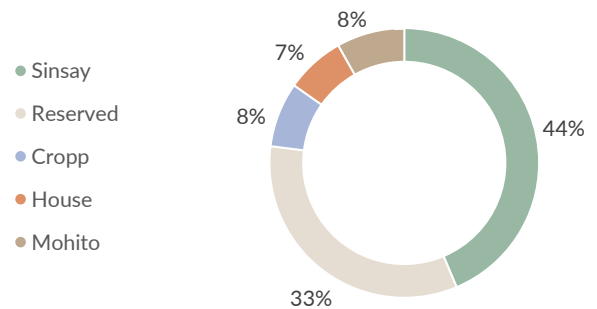
Price (31.01.2024)	15,570	EPS (2023)	866.27
Min (1Y)	9,145	DPS (2023)	610.00
Max (1Y)	16,730	Div yield (%)	4%
Mkt Cap (PLN m)	28,885	Ticker	LPP
Free-float (PLN m)	19,872	Bloomberg	LPP PW
Book value (PLN m)	4,717	Reuters	LPPP.WA

INVESTMENT THESIS

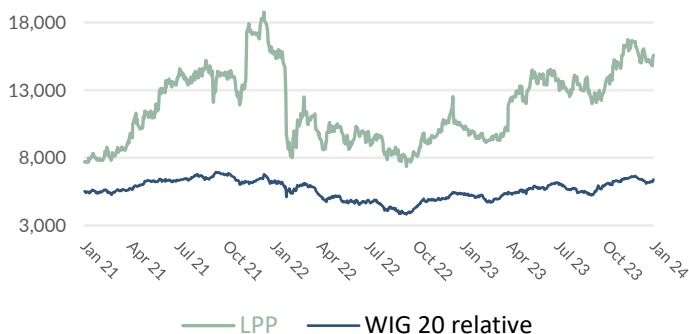
- Developing omnichannel**
20-25% p.a. floorspace growth in the next 3 years.
- Efficient business model allowing for dividend payment**
Lean and cost cautious business model with strong cash flow generation.
- A responsible company**
2020-2025 sustainable development strategy with ambitious targets.

OMNICHANNEL SALES SPLIT BY BRANDS

2023

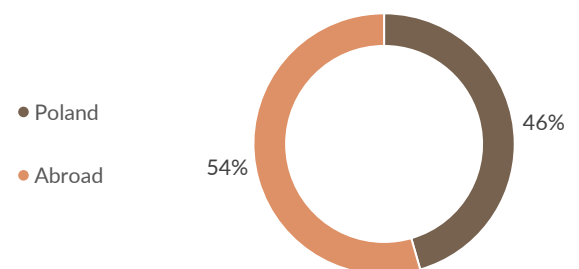


SHARE PRICE PERFORMANCE



OMNICHANNEL SALES SPLIT BY REGIONS

2023



RESERVED

CROPP

HOUSE

MOHITO

sinsay

LPP

NETWORK

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
NO. OF STORES												
Sinsay	743	545	574	636	737	786	840	907	978	743	737	978
Reserved	447	358	344	353	352	350	353	362	361	447	352	361
Cropp	398	321	313	315	325	349	363	352	355	398	325	355
House	368	316	316	317	331	343	361	354	353	368	331	353
Mohito	286	218	209	216	217	217	224	231	228	286	217	228
Outlets	2	2	0	0	0	0	0	0	0	2	0	0
TOTAL	2,244	1,760	1,756	1,837	1,962	2,045	2,141	2,206	2,275	2,244	1,962	2,275
FLOORSPACE (thm²)												
Poland	677.2	687.7	699.8	716.8	752.5	783.1	806.7	827.9	846.6	677.2	752.5	846.6
Abroad	1,210.9	770.4	759.5	833.4	920.8	965.1	1,020.0	1,095.7	1,147.0	1,210.9	920.8	1,147.0
TOTAL	1,888.1	1,458.1	1,459.3	1,550.1	1,673.4	1,748.2	1,826.7	1,923.6	1,993.7	1,888.1	1,673.4	1,993.7

CONSOLIDATED INCOME STATEMENT

PLN m	restated PFSA									restated PFSA		
	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Revenues	3,399.3	3,034.2	4,340.6	4,366.8	4,185.0	3,639.4	4,575.4	4,350.5	4,840.9	11,338.8	15,926.5	17,406.2
COGS	1,343.0	1,486.3	2,084.7	2,232.2	2,110.2	1,833.0	2,381.5	1,924.1	2,301.1	4,847.9	7,913.4	8,439.7
Gross profit on sales	2,056.3	1,547.9	2,255.8	2,134.5	2,074.8	1,806.4	2,193.9	2,426.4	2,539.8	6,490.8	8,013.1	8,966.5
SG&A costs	1,634.2	1,418.5	1,807.8	1,811.3	1,664.8	1,547.8	1,579.8	1,600.2	1,837.0	5,058.1	6,702.5	6,564.8
Other operating activity	7.6	-12.3	-327.9	188.5	25.5	-27.9	-7.1	-23.6	-59.6	-29.3	-126.2	-118.2
EBIT	429.7	117.0	120.1	511.8	435.5	230.7	607.0	802.6	643.2	1,403.4	1,184.4	2,283.5
Net financials	-124.1	-42.4	202.8	-53.3	-203.9	-85.5	-40.8	-84.5	-25.5	-190.3	-96.9	-236.3
Pre-tax profit	305.6	74.6	322.8	458.5	231.5	145.2	566.2	718.1	617.7	1,213.0	1,087.5	2,047.2
Tax	18.0	47.3	60.6	63.0	47.7	33.4	124.7	143.8	133.3	212.4	218.5	435.2
Net income from continuing operations	287.6	27.3	262.3	395.5	183.9	111.8	441.5	574.3	484.4	1,000.6	868.9	1,612.0
Result from discontinued operations	166.1	240.7	-624.5	0.0	0.0	0.0	0.0	0.0	0.0	561.4	-383.9	0.0
Net income of the dominating entity	453.8	268.0	-362.3	395.5	185.5	109.5	438.8	575.6	483.2	1,562.0	485.1	1,607.1
Minorities	0.0	0.0	0.0	0.0	-1.6	2.3	2.7	-1.3	1.2	0.0	-1.6	4.9
EBITDA	691.8	368.6	391.8	797.9	755.3	550.9	943.5	1,158.6	1,013.0	2,346.8	2,313.6	3,666.0

EFFICIENCY

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Total sales / m2 per month	750	717	972	941	839	712	850	775	820	715	869	791
Gross profit on sales / m2 per month	455	382	505	482	420	353	408	432	430	413	444	407
Costs of own stores / m2 per month (IAS17)	166	166	193	196	179	173	167	171	170	161	184	170
SG&A costs /m2 per month	292	353	407	393	336	305	295	287	313	309	368	300
Gross profit margin	60.5%	51.0%	52.0%	48.9%	49.6%	49.6%	47.9%	55.8%	52.5%	57.2%	50.3%	51.5%
EBITDA margin	20.4%	12.1%	9.0%	18.3%	18.0%	15.1%	20.6%	26.6%	20.9%	20.7%	14.5%	21.1%
EBIT margin	-0.5%	3.9%	2.8%	11.7%	10.4%	6.3%	13.3%	18.4%	13.3%	12.4%	7.4%	13.1%
Net margin	8.5%	0.9%	6.0%	9.1%	4.4%	3.1%	9.6%	13.2%	10.0%	8.8%	5.5%	9.3%
ROE (4Q)	31.6%	32.9%	34.4%	22.2%	26.8%	24.8%	32.0%	32.6%	37.1%	31.6%	23.9%	37.1%

CONSOLIDATED BALANCE SHEET

PLN m	restated PFSA									restated PFSA		
	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Non-current assets	7,518.3	5,885.3	6,505.0	6,844.9	7,351.8	7,492.6	7,441.1	7,934.4	7,973.4	7,518.3	7,351.8	7,973.4
Fixed assets	3,251.1	2,641.7	2,823.4	3,121.4	3,336.0	3,424.6	3,480.3	3,633.6	3,642.5	3,251.1	3,336.0	3,642.5
Right of use assets (IFRS16)	3,412.3	2,583.3	2,604.2	2,647.6	2,888.4	2,927.0	2,864.3	3,174.0	3,245.1	3,412.3	2,888.4	3,245.1
Intangibles (incl. goodwill)	405.1	406.8	407.7	414.8	446.3	462.8	471.8	489.6	532.4	405.1	446.3	532.4
Current assets	7,225.4	6,750.6	8,434.2	6,676.8	5,569.3	5,841.0	5,634.4	5,787.0	5,828.7	7,225.4	5,569.3	5,828.7
Inventory	3,982.0	3,663.4	4,445.1	3,479.0	3,353.4	3,327.6	3,126.4	3,186.8	3,040.3	3,982.0	3,353.4	3,040.3
Trade receivables	246.1	210.1	1,322.6	1,104.6	944.1	885.7	894.6	804.6	809.7	246.1	944.1	809.7
Cash and equivalents	1,354.9	1,129.4	738.1	646.2	465.0	744.6	783.7	908.1	1,076.5	1,354.9	465.0	1,076.5
Assets held for sale		3,001.5										
Total assets	14,743.7	15,637.5	14,939.2	13,521.8	12,921.0	13,333.6	13,075.5	13,721.4	13,802.1	14,743.7	12,921.0	13,802.1
Equity	3,880.6	3,625.0	3,398.8	3,778.5	3,984.4	4,075.7	3,678.0	4,265.2	4,717.0	3,880.6	3,984.4	4,717.0
Long-term liabilities	3,983.2	3,124.3	3,341.8	3,348.4	3,722.7	3,664.3	3,514.3	3,777.9	3,431.3	3,983.2	3,722.7	3,431.3
Interest bearing debt	438.8	433.4	607.6	599.8	845.1	837.4	817.6	796.0	489.7	438.8	845.1	489.7
Financial leases (IFRS16)	3,428.2	2,580.7	2,604.7	2,638.3	2,760.1	2,718.2	2,606.0	2,895.8	2,892.1	3,428.2	2,760.1	2,892.1
Other long-term liabilities	116.2	110.1	129.5	110.3	117.6	108.7	90.7	86.1	49.5	116.2	117.6	49.5
Short-term liabilities	6,879.9	7,162.7	8,198.6	6,394.9	5,214.0	5,593.6	5,883.2	5,678.3	5,653.8	6,879.9	5,214.0	5,653.8
Interest bearing debt	535.0	683.6	1,056.2	1,069.4	806.1	458.0	451.4	451.0	359.2	535.0	806.1	359.2
Financial leases (IFRS16)	749.1	696.9	768.2	801.8	902.5	921.1	913.3	969.0	1,115.5	749.1	902.5	1,115.5
Dividend liabilities	0.0	0.0	322.2	0.0	0.0	0.0	396.9	0.0	0.0	0.0	0.0	0.0
Trade liabilities	5,067.7	5,420.9	5,788.6	4,343.6	3,164.2	3,998.4	3,925.2	4,059.2	3,987.9	5,067.7	3,164.2	3,987.9
Provisions	160.3	112.4	134.8	47.7	152.8	57.7	143.2	137.6	187.7	160.3	152.8	187.7
Other short-term liabilities	367.8	248.9	128.6	132.5	188.4	158.4	53.2	61.5	103.5	367.8	188.4	103.5
Liabilities held for sale		1,725.5										
Total liabilities	14,743.7	15,637.5	14,939.2	13,521.8	12,921.0	13,333.6	13,075.5	13,721.4	13,802.1	14,743.7	12,921.0	13,802.1

INDEBTEDNESS

PLN m	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Net debt	3,796.3	3,265.3	4,298.6	4,463.1	4,848.6	4,190.1	4,004.6	4,203.7	3,655.8	3,796.3	4,848.6	3,655.8
Cash	1,354.9	1,129.4	738.1	646.2	465.0	744.6	783.7	908.1	1,076.5	1,354.9	465.0	1,076.5
Bank loans and bonds	973.9	1,117.1	1,663.8	1,669.2	1,651.1	1,295.4	1,269.0	1,247.0	824.7	973.9	1,651.1	824.7
Financial leases	4,177.3	3,277.7	3,372.9	3,440.1	3,662.6	3,639.3	3,519.3	3,864.8	3,907.6	4,177.3	3,662.6	3,907.6
Net debt/EBITDA (4 quarters)	1.4	1.2	1.8	2.1	1.9	1.5	1.3	1.2	1.0	1.4	1.9	1.0

TURNOVER RATIOS

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Cash cycle (days)	-67	-83	-51	-22	8	11	-10	-22	-21	-55	-10	-5
Receivables (days)	5	7	16	25	22	23	18	18	15	5	14	18
Inventory (days)	189	228	175	167	147	164	122	148	122	183	169	138
Liabilities (days)	261	318	242	214	161	176	150	187	157	244	193	161

CONSOLIDATED CASH FLOW