

LPP

4Q²³ RESULTS PRESENTATION

WARSAW, 27 MARCH 2024

4Q23 PRESENTATION

RESERVED

CROPP

HOUSE

MOHITO

sinsay



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LPP

OI

KEY CORPORATE EVENTS





Mohito's debut in Italy

Shopping centre:
**Valecenter Marcon, near Venice,
Italy**

Opening: **March 2024**

Floorspace: **446 m²**

Mohito is the third brand
present on Italian market
after Sinsay (debut
in December 2022)
and Reserved (debut
in September 2023).

April 2024: second Mohito store to be opened
in the biggest shopping centre in Milan (Merlata Bloom).

Expansion in Italy driven by new openings in all three brands (mainly Sinsay).
Expected store count at the end of 1H24:

sinsay
13

RESERVED
4

M O H I T O
2

LPP Bosnia and Herzegovina – new online market

7th market in Southern Europe with online presence (launch in December 2023). All our brands are now available online.

Revenues for the first full month came in at PLN 1.3m. Currently, online accounts for more than 10% of sales.


 Croatia:
sinsay

 Romania:
RESERVED
sinsay

 Bulgaria:
sinsay



Mobile app

 online + offline

 debut online

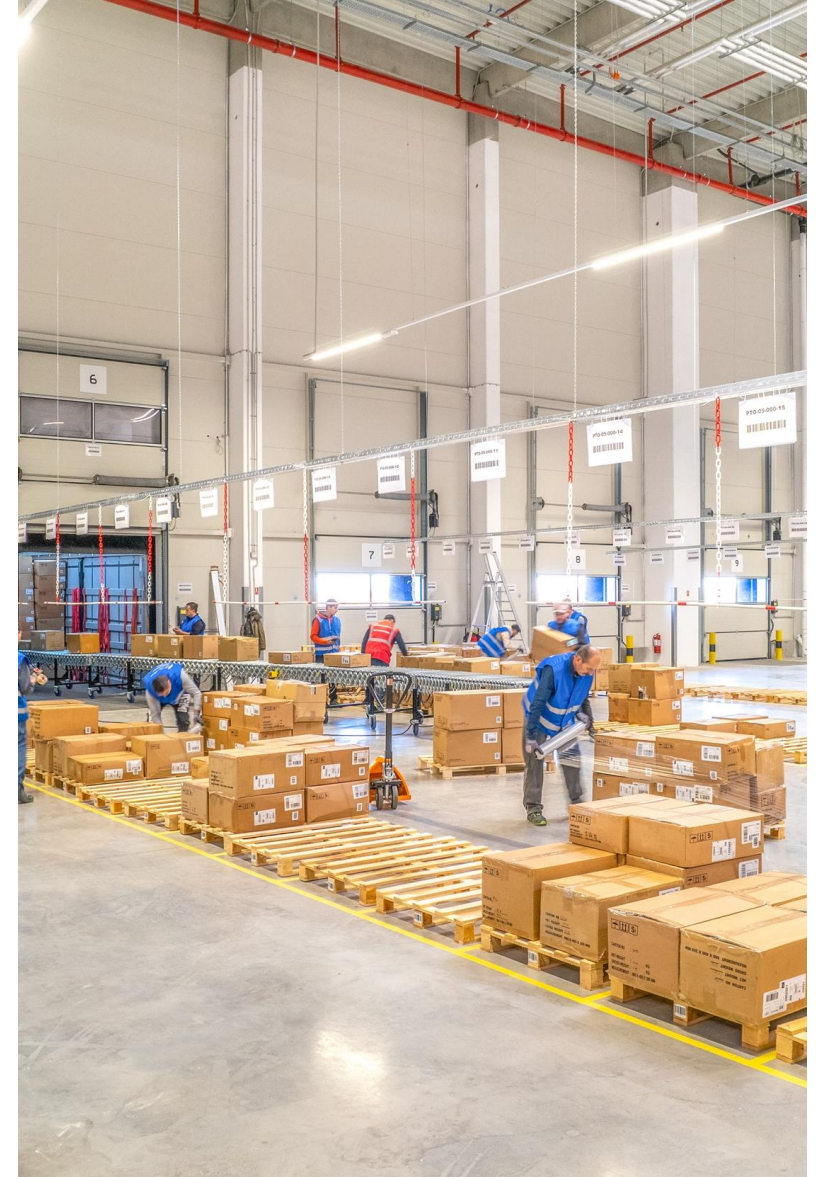
 offline

LPP Logistics' Distribution Centre in Romania

Foreign Distribution Centre located in Bolintin-Deal (near Bucharest).

GOAL

- servicing stores in Southern Europe (more than 500 stores in the region at the end of 2023, further ambitious development planned),
- supplying Fulfillment Center (Romania) which is dedicated to handling online orders for the region,
- optimizing last mile logistics for Southern-European stores.



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02

4Q23 FINANCIAL RESULTS



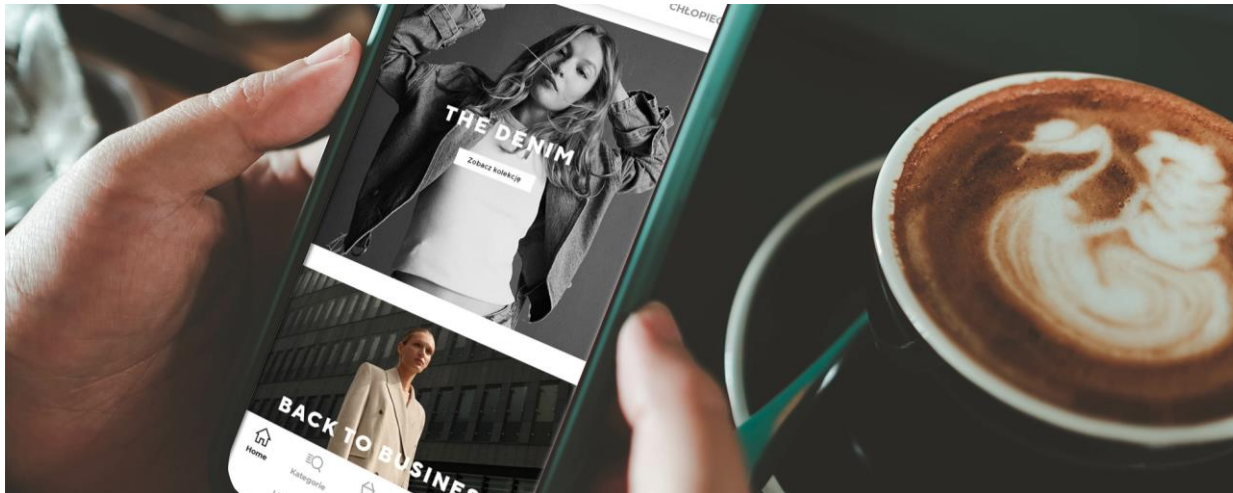
Stronger growth in offline than online

39

countries

+9.3%

Group revenues



OFFLINE

+15.9%

revenues

+19.1%

m²

1.1%

LFLs

28

countries

ONLINE

-2.4%

revenues

34

countries

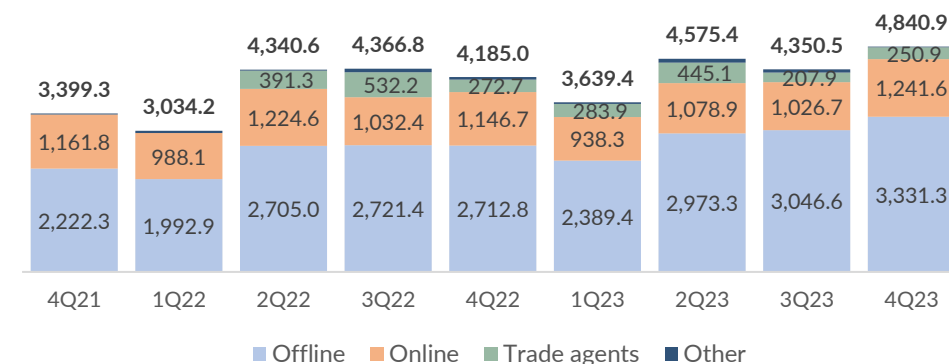
FY2023 data.

PLN 2bn of Sinsay sales in the quarter

- Group revenues in 4Q23 increased by 15.7% YoY both due to higher online and offline sales (113 new stores, mainly in Sinsay brand).
- All the brands improved revenues YoY in 4Q23.
- Highest absolute and relative YoY sales growth realized by Sinsay as a result of further store development, attractive prices and economic environment supportive for the value-for-money segment.
- Cropp with highest sales dynamic among other brands.
- Total Group revenues/ m² in 4Q23 declined by 2.3% YoY to PLN 820/ m². Offline Group sales/ m² rose by 3.1% YoY to PLN 557/ m².

GROUP REVENUES

(PLN m)



OMNICHANNEL REVENUES

(PLN m)

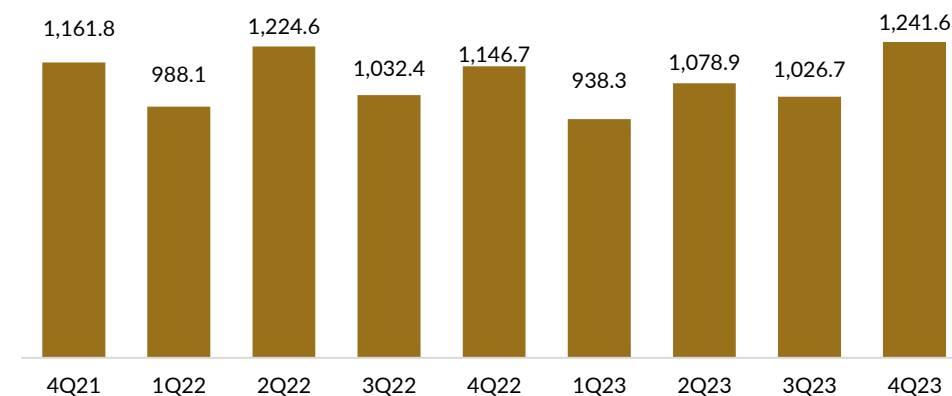
	4Q22	4Q23	YoY
LPP GROUP	4,185.0	4,840.9	15.7%
Sinsay	1,446.8	2,048.3	41.6%
Reserved	1,416.7	1,484.7	4.8%
Cropp	310.4	344.6	11.0%
House	342.2	348.8	1.9%
Mohito	343.4	346.5	0.9%
Other	52.7	17.1	-67.5%
Trade agents	272.7	250.9	-8.0%

Return to online sales growth

- High single-digit online sales growth in 4Q23, in line with market trends.
- Poland delivered higher growth than foreign markets. Online sales grew by 14.4% due to brands' recognition and mobile apps development.
- Export markets with mixed sales dynamics, highest growth in Serbia, Croatia and Hungary.
- Online sales in 4Q23 accounted for 28.5% of Poland's revenues (29.1% in 4Q22) and 27.0% of Group's total omnichannel revenues (29.3% in 4Q22).
- Share of online sales generated by apps in Poland: Sinsay 70%, Reserved 60%, Mohito nearly 50%.

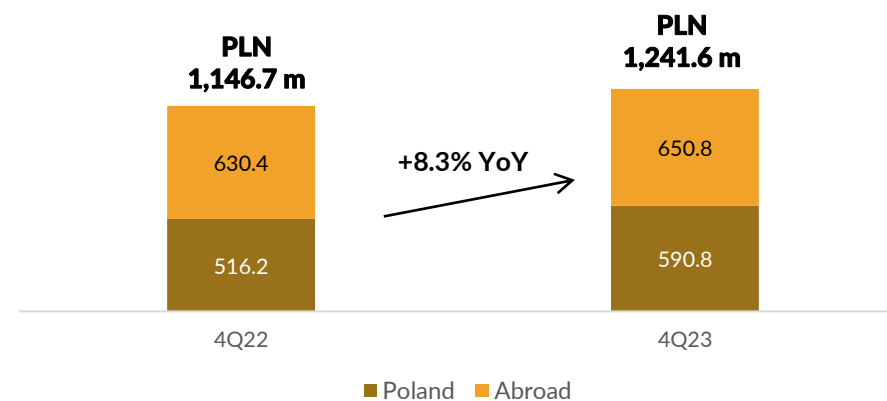
ONLINE SALES

(PLN m)



ONLINE BY REGION

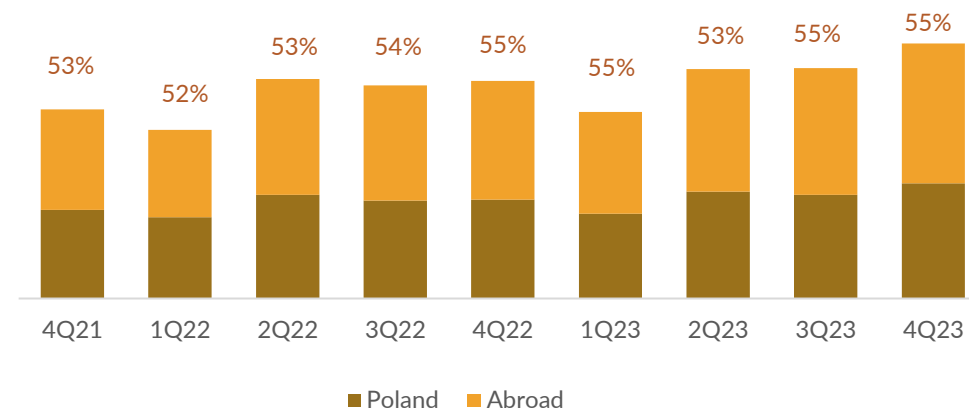
(PLN m)



Nearly 2 million m² of floorspace

- Foreign omnichannel revenues outpaced the Polish ones in 4Q23 and accounted for 54.9% of Group's total omnichannel revenues vs. 54.6% in 4Q22.
- Improved consumer sentiment and dynamic store development translated into double-digit revenue growth in 4Q23 both in Poland (+16.5% YoY) and abroad (+18.0% YoY).
- Top-three markets by revenues in 4Q23 (apart from Poland): Romania, Ukraine, Czech Republic.
- Strong floorspace growth in foreign markets (+24.6% YoY), mainly in Romania, Czech Republic, Bulgaria and Serbia.
- Sinsay stores' openings in retail parks in smaller cities resulted in strong floorspace growth in Poland (12.5% YoY).

SHARE OF FOREIGN SALES IN REVENUES (excl. trade agents)



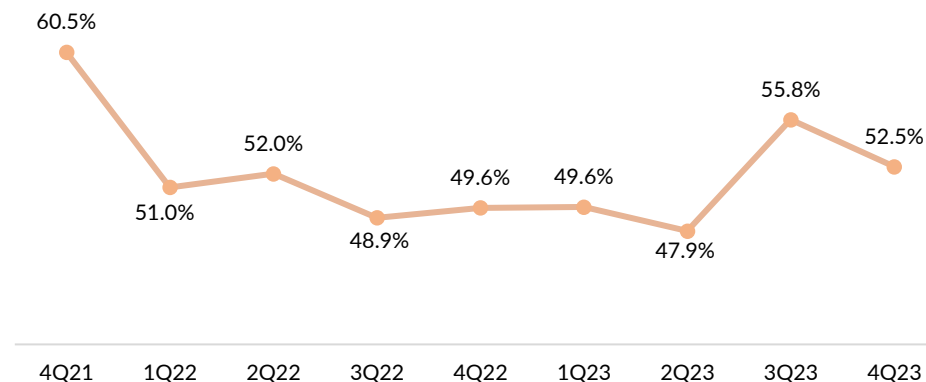
FLOORSPACE BY REGION

ths. m ²	4Q22	4Q23	YoY
LPP GRUP	1,673.4	1,993.7	19.1%
Poland	752.5	846.6	12.5%
Abroad	920.8	1,147.0	24.6%

Gross profit margin improvement

- Gross profit margin in 4Q23 improved YoY by 2.9 pp. due to:
 - sizeably lower collections purchase costs,
 - more favorable USD/PLN exchange rate,
 - lower freight costs,
- Inventory decreased by 9.3% YoY – optimal level.
- Inventory/ m² grew 23.9% YoY down to PLN 1 534/ m² (target level) due to higher floorspace and improved sales in 4Q23.
- Further optimization of inventory management – rotation shortened from 147 days in 4Q22 to 122 days in 4Q23.
- Spring/Summer 2024 collection accounted for ca 70% of inventory, Autumn/Winter 2023 collection (almost entirely sold out) made up ca 20%, while the remaining part covered all-season items.

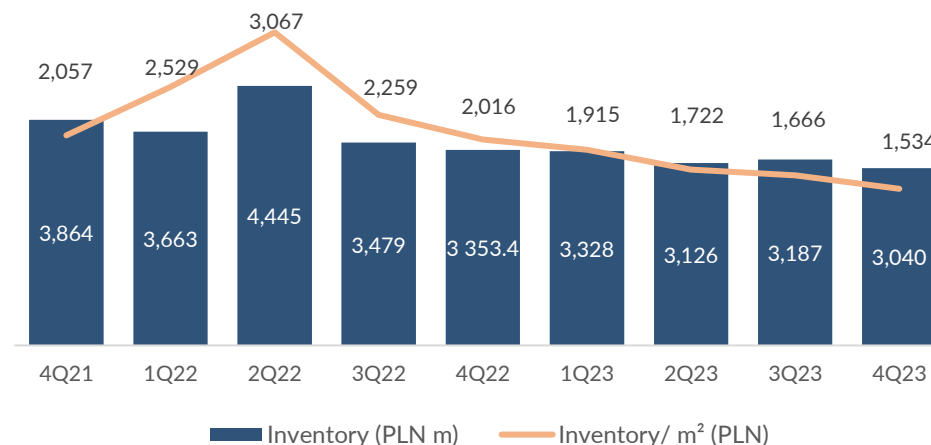
QUARTERLY GROUP GROSS PROFIT MARGIN



Gross profit margins in 3Q22 i 4Q22 restated as part of the PFSA recommendation.

INVENTORY AND INVENTORY/ M²

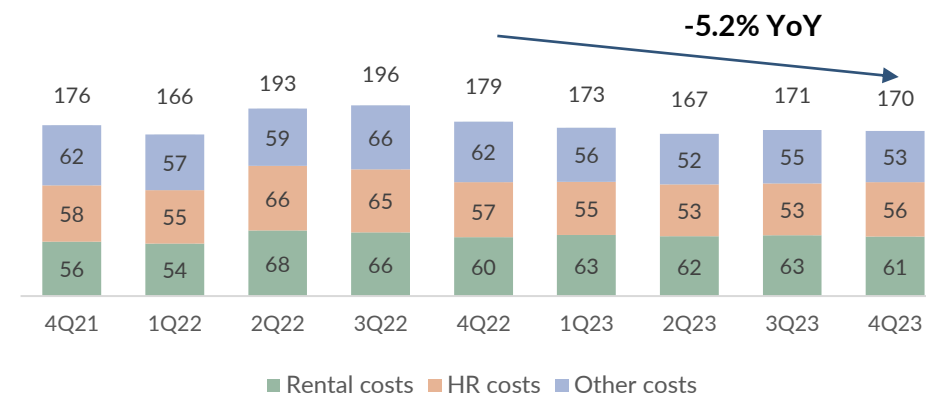
(data until the end of 2021/22 before restatement)



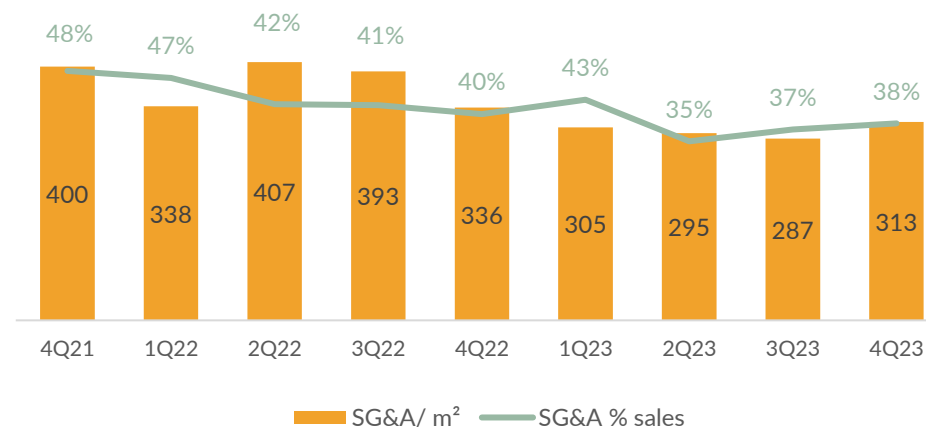
SG&A costs under control

- Stable YoY rental costs/ m² → growing share of Sinsay stores with lower rental costs vs. other brands.
- Stable YoY personnel costs/ m² → efficient work time management and gradual automation in stores.
- YoY decline in other costs/ m² → optimized energy and external service costs.
- YoY decrease of SG&A costs/ m² by 6.8% → savings on store operations.
- All the above resulted in lower SG&A to sales ratio, down from 40% in 4Q22 to 38% in 4Q23.
- Store costs amounted to PLN 1,004.5m in 4Q23 (+12.3% YoY) while HQ and e-commerce costs were at PLN 832.5m (+8.1% YoY).

COST OF OWN STORES/ M²
(IAS17)



SG&A COSTS/ M²
(IFRS16)



PLN ibn EBITDA in the quarter

- Double-digit YoY revenues growth due to new openings, positive LFL in stores and higher sales online.
- Higher YoY gross margin on sales: lower collection purchase costs, favorable US\$/PLN rate, lower freight.
- Increased YoY SG&A costs as a result of tight costs control implemented already in 4Q22. SG&A costs grew slower than revenues.
- 4Q23: PLN 42.8m write-off for unprofitable stores, PLN 32.7m of inventory losses, PLN 9.3m gain on liquidation of IFRS16 contracts (PLN 11.4m in 4Q22).
- More favourable YoY net financial activity in 4Q23 mainly due to lower FX losses (PLN -22.2m vs. PLN -202.7m in 4Q22). On top, +PLN 32.1m in 4Q23 (+PLN 74.3m in 4Q22) on discount unwind on receivables from divestiture of the Russian company.

PLN m, IFRS16	4Q22 (before restatement)	4Q22 (after restatement)	4Q23	YoY
Revenues	4,185.0	4,185.0	4,840.9	15.7%
<i>Gross profit margin on sales</i>	50.0%	49.6%	52.5%	2.9pp.
SG&A costs	1,664.8	1,664.8	1,837.0	10.3%
Other operating activity	8.4	25.5	-59.6	N/M
EBIT	435.5	435.5	643.2	47.7%
<i>EBIT margin</i>	10.4%	10.4%	13.3%	2.9pp.
Net financial activity	-203.9	-203.9	-25.5	N/M
Net profit from continued operations	183.9	183.9	484.4	163.4%

EBITDA	755.3	755.3	1,013.0	34.1%
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YoY increases are shown in relation to the restated data.

Details concerning the PFSA restatement can be found on the back-up slides and in the Databook.

Over PLN 2bn of EBIT generated in 2023

- Single-digit sales growth YoY due to new store openings.
- Higher YoY gross margin on sales mainly due to lower collection purchase costs, favorable US\$/PLN rate and lower promotional activity in 2H23.
- YoY decrease in SG&A costs – maintained cost discipline.
- One-offs in other operating activity in 2023: PLN 92.1m of inventory losses (PLN 75.9m in 2022), PLN 42.8m write-off on unprofitable stores and PLN 28.0m on overdue receivables.
- Less favourable YoY net financial activity in 2023 mainly due to FX losses (PLN -121.2m vs. PLN +24.9m in 2022). On top, +PLN 53.6m in 2023 (+PLN 80.4m in 2022) on discount unwind on receivables from divestiture of the Russian company.

PLN m, IFRS16	2022 (before restatement)	2022 (after restatement)	2023	YoY
Revenues	15,926.5	15,926.5	17,406.2	9.3%
<i>Gross profit margin on sales</i>	51.1%	50.3%	51.5%	1.2pp.
SG&A costs	6,702.5	6,702.5	6,564.8	-2.1%
Other operating activity	31.3	-126.2	-118.2	N/M
EBIT	1,459.7	1,184.4	2,283.5	92.8%
<i>EBIT margin</i>	9.2%	7.4%	13.1%	5.7pp.
Net financial activity	-96.9	-96.9	-236.3	N/M
Net profit from continued operations	1,144.2	869.0	1,612.0	85.5%

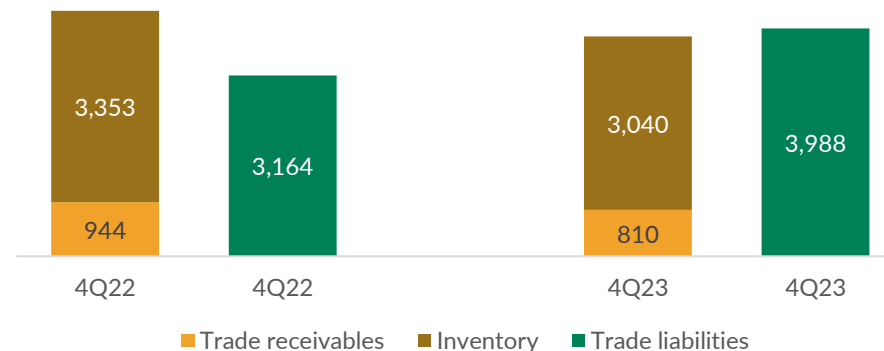
EBITDA	2,588.9	2,313.6	3,666.0	58.5%
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YoY increases are shown in relation to the restated data.
Details concerning the PFSA restatement can be found on the back-up slides and in the Databook.

Strong operating cash flow in the quarter

- Significant improvement in operating cash flow among others due to growth in pre-tax profit and depreciation.
- YoY improvement of working capital – reduction in inventories and receivables. Trade liabilities higher in value than inventories.
- Cash cycle at a favourable negative level of -21 days:
 - considerably faster inventory turnover (from 147 to 122 days),
 - reduction of payment terms for receivables (from 22 to 15 days),
 - reduction of payment terms for trade liabilities (from 161 to 157 days).
- In 4Q23 operating cash flow significantly higher than net profit.

WORKING CAPITAL (PLN m)



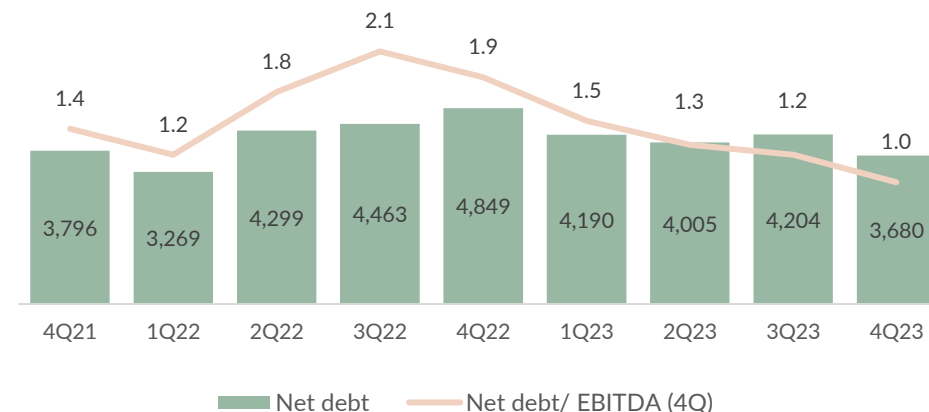
WORKING CAPITAL

PLN m, IFRS16	4Q22	4Q23	YoY
Working capital	1,133	-138	N/M
Cash cycle (days)	8	-21	-29
Operating cash flows	473	1,120	136.8%

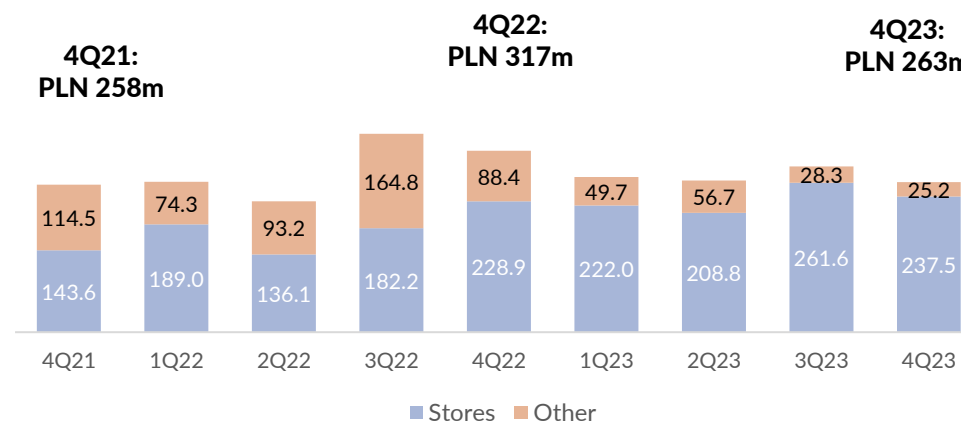
Safe net debt level

- At the end of 4Q23 net debt under IFRS16 amounted to PLN 3.7bn due to:
 - lower YoY use of long-term bank loans at a level of PLN 0.5bn,
 - no utilization of short-term bank loans,
 - corporate bonds of PLN 0.3bn (to be repaid in December 2024),
 - higher YoY finance leases at a level of PLN 3.9bn,
 - higher YoY cash level of PLN 1.1bn.
- Net debt does not include PLN 0.6bn in money market funds at the end of 4Q23 (unchanged vs. 4Q22). Use of reverse factoring amounted to PLN 2.1bn in 4Q23 vs. PLN 1.5bn in 4Q22.
- In 4Q23 capex amounted to PLN 262.7m, i.e. -17.2% YoY. Store expenditure at PLN 237.5m while infrastructure and IT capex at PLN 25.2m (YoY decline due to completion of investment in logistics).

NET DEBT
(PLN m, IFRS16)



CAPEX
(PLN m)



Achievement of 2023 targets

✓	PLN 17.4bn	Single-digit revenues growth . Higher offline, stable online sales.
✓	Gross margin on sales 51-52%	Gross margin improved to 51.5% (+1.2pp. YoY).
✓	Operating margin 12%+	Operating profitability at 13.1% .
✓	PLN 1.1bn capex	PLN 1.1bn capex , of which PLN 0.9bn for store development.
✓	Safe debt level	Net debt/ EBITDA at 1.0 (IFRS16).



LPP

03
2024 +
outlook





Spring/ Summer 2024 collection very well received

Sinsay

+26% YoY increase
in comparable stores (LFL)

+54% YoY growth
in online sales

Reserved, Cropp, House,
Mohito

+5% YoY increase
in comparable stores (LFL)

+4% YoY growth
in online sales

Goal: double-digit revenue growth

Preliminary figures for the period between 1 February 2024 and 25 March 2024.

2024 target: growth in revenues

Offline sales - growth due to higher Floorspace +25% YoY and positive LFLs.

Online sales – double-digit YoY growth.

Group revenues at ca PLN 21bn.

Gross profit margin on sales 52-53%.

Maintaining cost effectiveness (SG&A/revenues below 40%).

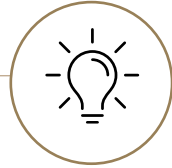
PLN 1.5bn capex, including PLN 1.2bn for stores.

Safe debt level (no corporate bonds roll-over plans).





2024+ opportunities and risks



OPPORTUNITIES

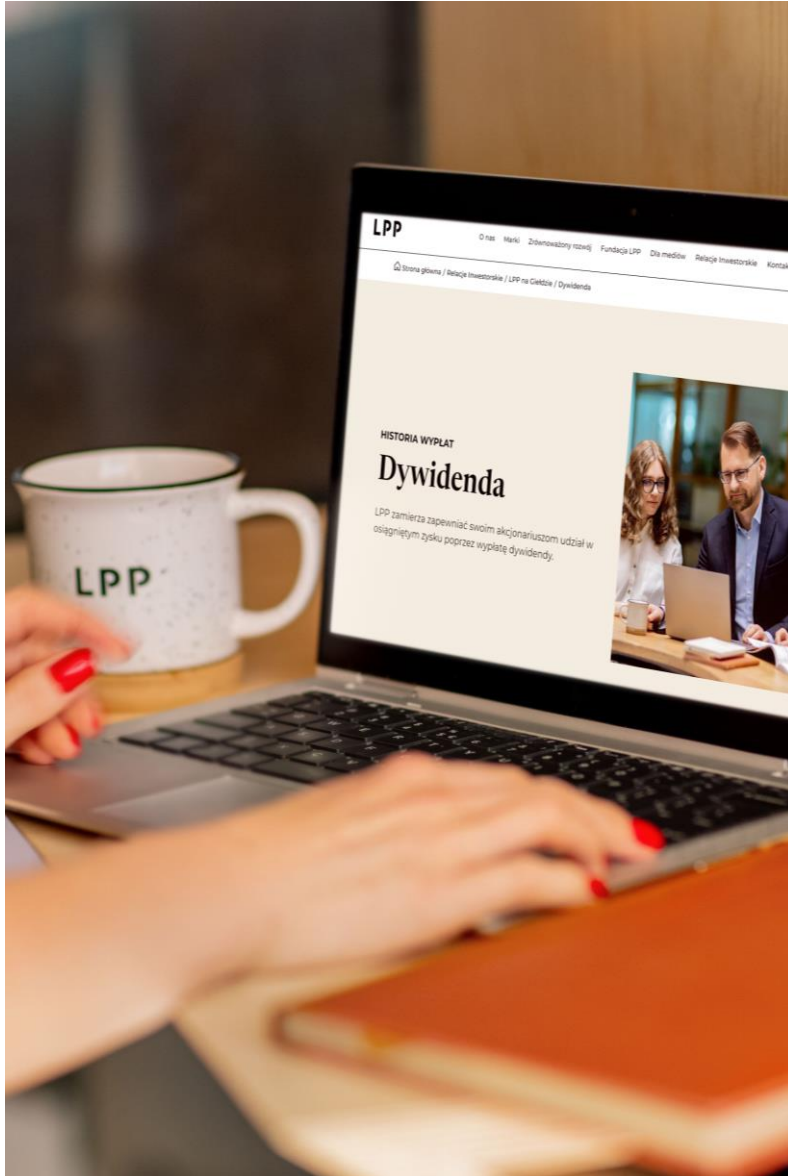
- Social schemes in Poland, 800+, increase in minimum wage.
- Development on new markets (Southern Europe).
- Mobile apps development in all brands.
- PLN appreciation against the US\$.
- Maintaining cost discipline.



RISKS

- Increased competition in the value-for-money segment.
- Geopolitical instability.
- Increase in minimum wage.
- Only temporary recovery in economy and consumption.





Dividend payout on record level

- LPP's Management Board will propose during Annual General Meeting a dividend of PLN 610 per share.
- As per LPP's Management Board decision, interim dividend of PLN 285 per share will be distributed.
- Date of record for interim dividend is 23 April 2024 while proposed day for second tranche of dividend is 11 October 2024.
- Proposed dividend payment dates:
 - 30 April 2024 (interim, PLN 285 per share),
 - 30 October 2024 (PLN 325 per share).

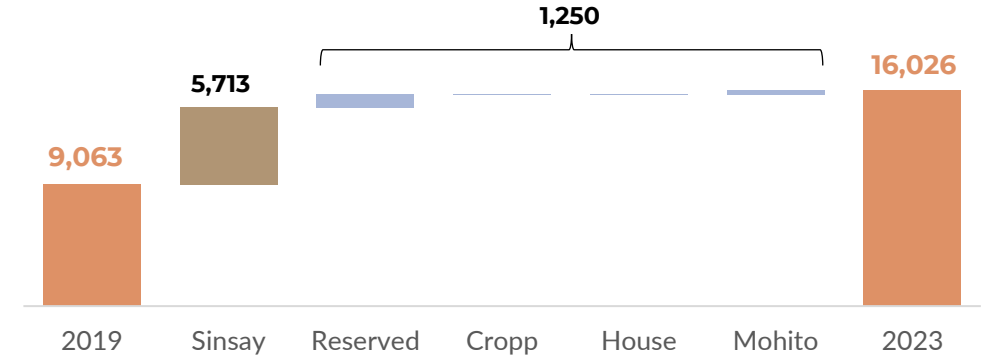


Sinsay driving revenue growth

- 2019: rollout of new Sinsay concept (larger stores, offer supplemented by collections for kids and men and home accessories).
- Enhanced growth opportunity as Sinsay offer was adapted to better suit smaller cities.
- Omnichannel presence in value-for-money segment as a source of competitive advantage of our youngest brand.
- High volumes enable attractive purchase and sales prices.
- Social media marketing supporting online sales.

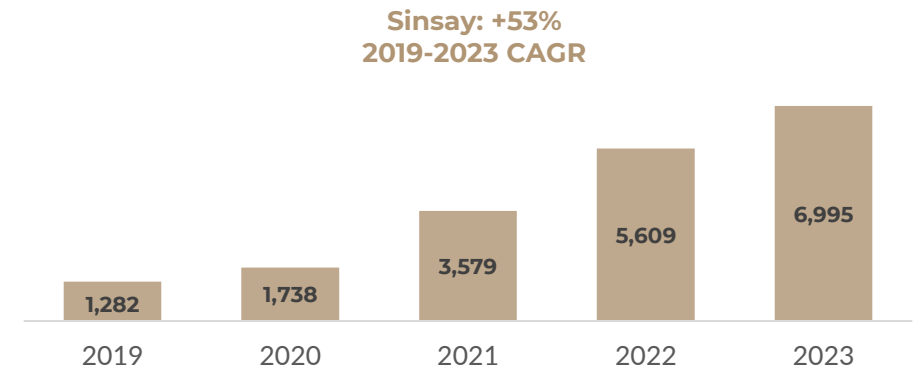
OMNICHANNEL SALES

(PLN m)



SINSAY - REVENUES

(PLN m)



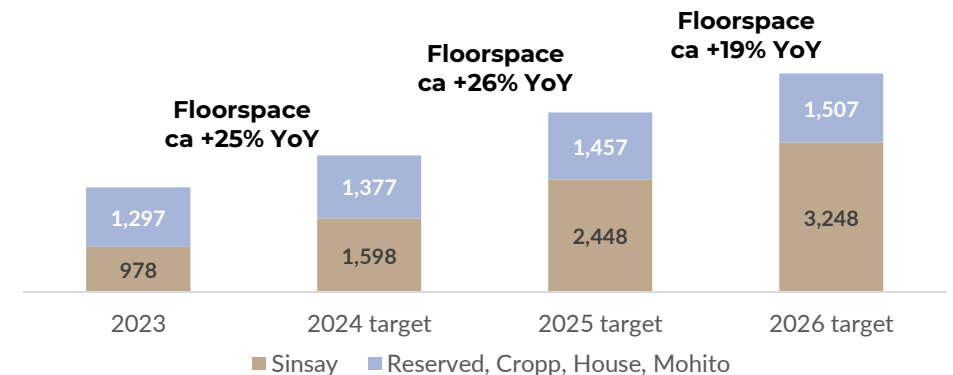
Sinsay development is accelerating

- Sinsay expansion driven by openings in smaller cities, mainly in retail parks.
- Southern and Central-Eastern European markets offering highest potential for growth outside Poland.
- Flexible, market-by-market approach to store size enables steady increase in store count.
- Store size range: 550 m² – 1,200 m².
- Average store size of new openings at 800 m².

STORE COUNT GROWTH

	2023	2024	2025	2026	2026 target
Sinsay	978	+620	+850	+800	3,248
Reserved, Cropp, House, Mohito	1,297	+80	+80	+50	1,507
TOTAL	2,275	+700	+930	+850	4,755

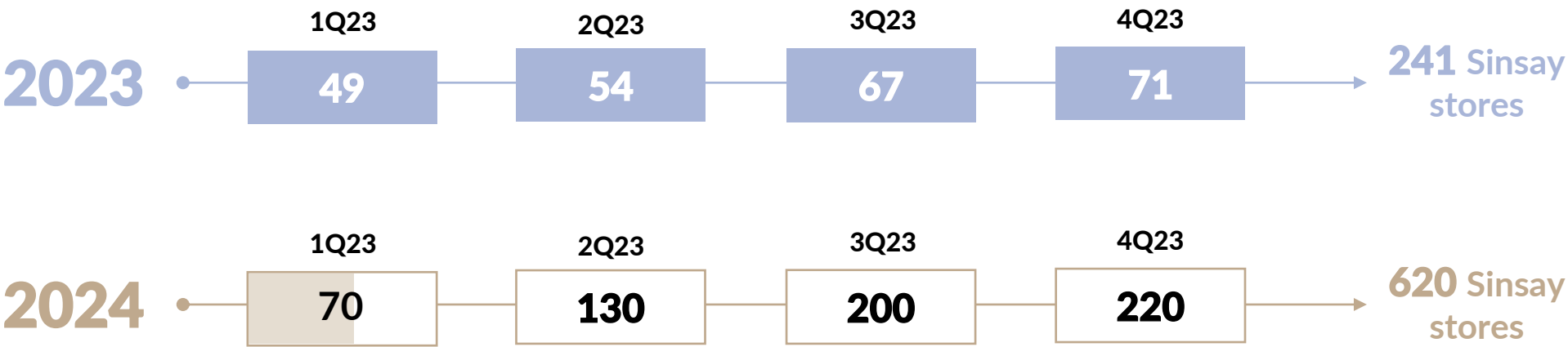
STORE COUNT GROWTH



Geographical breakdown of 2024 development plan



Store openings going according to plan in 2024



+80 STORES of RESERVED, CROPP, HOUSE, MOHITO

Openings to intensify in the second half of the year. Majority of end 2024 floorspace already secured by signed lease agreements.

Logistics network floorspace to grow almost 50% in 2024-25

- Expansion works commenced in Brześć Kujawski to increase DC capacity by further 85 ths m².
- Launch of new FC in Northern Poland – additional 100 ths m².
- Another FC opened in Romania (40 ths m²).


700 ths m² of total logistics floorspace will be available at the end of 2025.

LOGISTICS NETWORK FLOORSPACE

ths. m ²	31.01.2024	New m ²	31.01.2026	Growth %
LPP GROUP	478.0	225.0	703.0	47%
Distribution Center	270.0	85.0	355.0	31%
Fulfillment Center	208.0	140.0	348.0	67%

Logistics capex:

- ca PLN 200m (2024).
- ca PLN 250m (2025).



LPP's global store count to double over next 3 years.
Opportunity to double sales vs. 2023.



LPP

Sinsay's evolution

4Q23 PRESENTATION



RESERVED

CROPP

HOUSE

MOHITO

sinsay



Sinsay 2013-2019

„I’m good but I’m not an angel”

Two teenage friends

ca 250 m²



LPP



Sinsay 2019+

New departments: **KIDS, MEN, HOME**



„Great fashion, great prices”
for everyone

Store size range: 550 m² – 1,200 m².



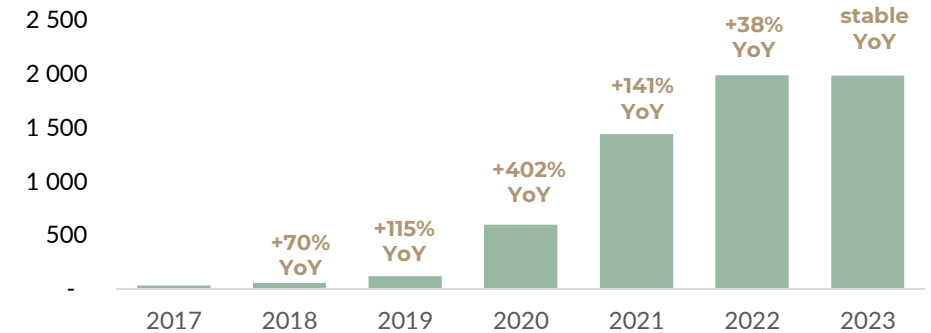
Sinsay e-commerce

- Stable YoY sales in 2023. At the same time, double-digit profitability increase in e-commerce.
- Beginning of 2024 brought back high online sales dynamics (+60% YoY) with profitability remaining on stable level.

- 2023 slowdown in online sales resulted in decline of number of active customers.
- Customer count increased ca 50% in 2024 YoY.

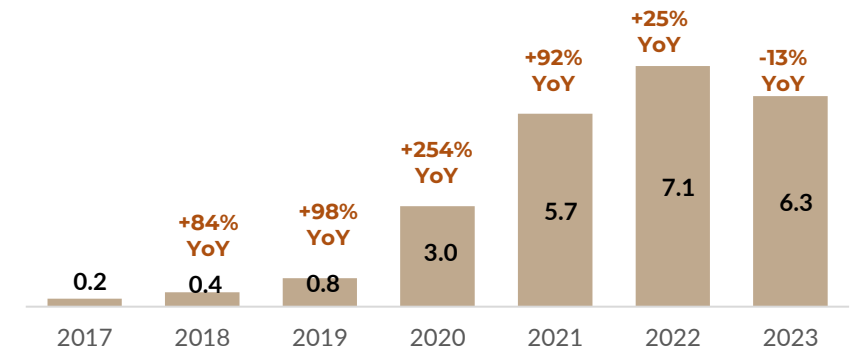
SINSAY – ONLINE SALES

(PLN m)

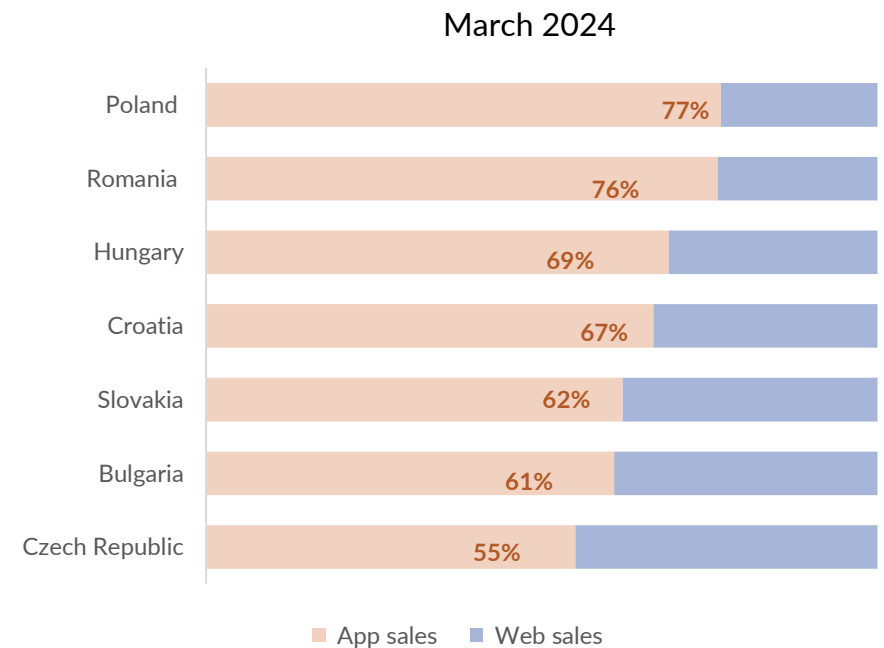
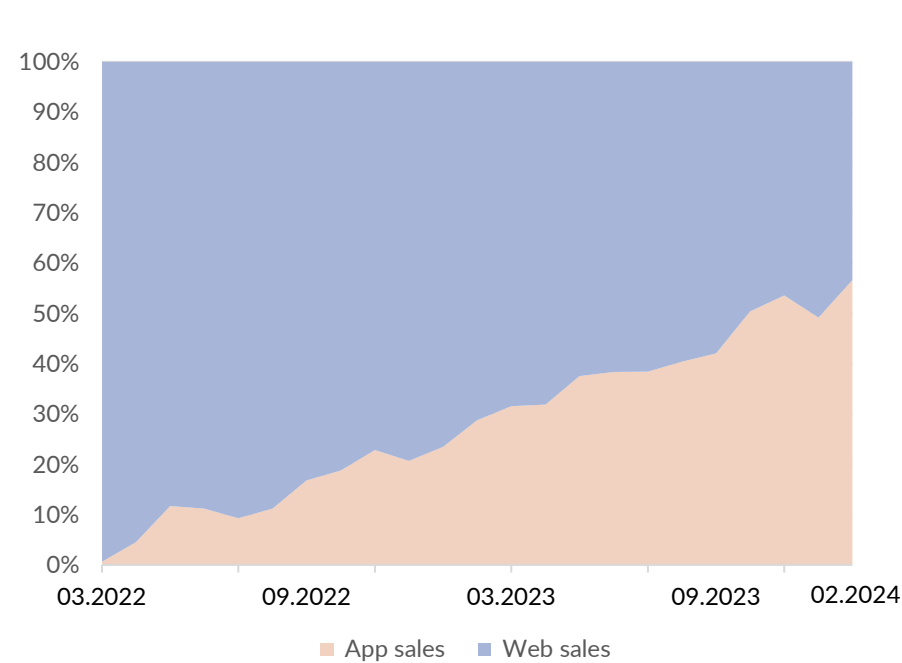


SINSAY – ACTIVE CUSTOMERS

(million)

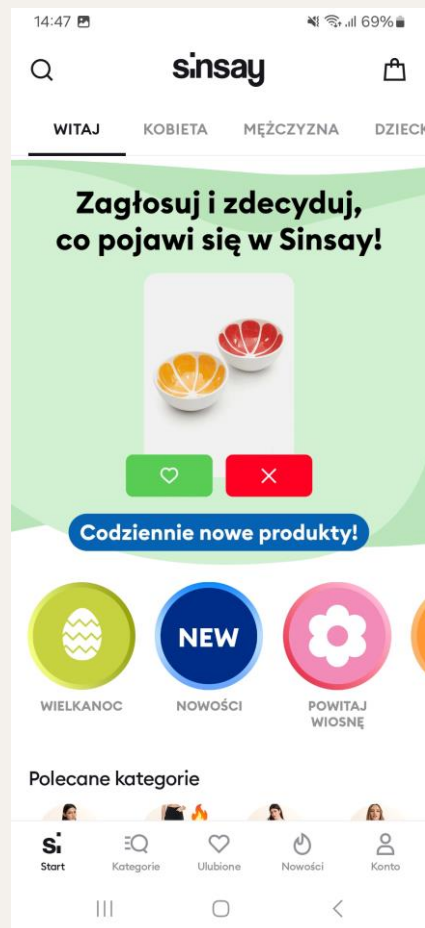


Sinsay mobile app's share in online sales



Sinsay app users shop twice as often as other customers.

Sinsay mobile app



LPP

04

Q&A



05
Back-up



Repayment of receivables for divested Russian business

1. Sale of stores– transaction price US\$ 135.5m

Repayment schedule	PLN m	US\$ m	%
30.12.2023	61.0	13.0	10% paid in Dec.2023
30.12.2024	120.0	27.1	20%
30.12.2025	210.0	47.3	35%
30.12.2026	210.0	47.3	35%
TOTAL	601.0	135.5	100%

Outstanding
amount:
PLN 540m

2. Inventory sale – PLN 1,280m

In PLN m	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Receivables	-	1,280	1,031	859	801	759	674	634
Payments			248	172	58	42	85	41

Recovered: PLN 646m

As of 31.01.2024

Divested Russian business receivables on balance sheet

Statement of financial position in PLN m	31.01.2023	31.01.2024
Non-current assets	7,351.8	7,973.4
6. Long-term receivables	314.6	229.3
Current assets	5,569.2	5,828.7
2. Trade receivables	944.1	809.7
4. Short-term receivables	50.4	89.7

PLN 319m receivables from sale of stores. Transaction price set at PLN 601m (US\$ 135.5m), half of which was written-down in 2022. Balance sheet valuation changes in time and is recalculated to current US\$/PLN exchange rate.

Includes **PLN 634m** of receivables from goods to trade agents. Gradual repayment since 3Q22.

Economics of activities with trade agents

PLN m	1Q22	2Q22	3Q22	4Q22	2022	1Q23	2Q23	3Q23	4Q23	2023
Revenues		391.3	532.2	272.7	1,196.2	283.9	445.1	207.9	250.9	1,187.8
Gross profit on sales		196.1	30.9	46.6	273.5	62.5	98.6	45.7	42.2	248.9
<i>Gross profit margin on sales</i>		50.1%	5.8%	17.1%	22.9%	22.0%	22.1%	22.0%	16.8%	21.0%
Costs		20.0	62.8	22.7	105.5	22.9	27.6	17.9	22.2	90.5
EBIT		176.1	-31.9	23.9	168.1	39.6	71.0	27.8	20.0	158.4
<i>EBIT margin</i>		45.0%	-6.0%	8.8%	14.1%	14.0%	15.9%	13.4%	8.0%	13.3%

2024 plans

PLN m	1Q24	2Q24	3Q24	4Q24	2024
Revenues	280.0	200.0	100.0	50.0	630.0
Gross profit on sales	0.0	0.0	0.0	0.0	0.0
<i>Gross profit margin on sales</i>	0.0%	0.0%	0.0%	0.0%	0.0%
Costs	20.0	14.0	6.0	3.0	43.0
EBIT	-20.0	-14.0	-6.0	-3.0	-43.0
<i>EBIT margin</i>	-7.1%	-7.0%	-6.0%	-6.0%	-6.8%

Settlement with sales agents based on 0% margin since January 2024.
Termination of activities planned for 4Q24.

Restatement of 4Q21 financial statement

PLN m, IFRS16	1Q21	2Q21	3Q21	4Q21 (before restatement)	Data restatement	4Q21 (after restatement)	2021 (after restatement)
Revenues	1,815.3	2,990.2	3,134.0	3,399.3		3,399.3	11,338.8
COGS	824.4	1,374.4	1,306.1	1,343.0		1,343.0	4,847.9
Gross profit on sales	990.9	1,615.8	1,827.9	2,056.3		2,056.3	6,490.8
SG&A costs	1,042.6	1,168.6	1,212.6	1,634.2		1,634.2	5,058.1
Other operating income	16.0	10.8	12.9	19.5		19.5	59.3
Other operating costs	26.8	42.3	7.7	287.2	-275.3	11.9	88.7
EBIT	-62.4	415.7	620.4	154.4	275.3	429.7	1,403.4
Financial income	8.9	4.3	7.2	-1.1		-1.1	19.3
Financial costs	37.6	20.9	28.0	123.0		123.0	209.6
Pre-tax profit	-91.2	399.0	599.6	30.3	275.3	305.6	1,213.0
Income tax	-11.3	92.3	113.5	18.0		18.0	212.4
Net profit from continued operations	-79.9	306.8	486.1	12.3	275.3	287.6	1,000.6
Net profit from discontinued operations	101.5	152.3	141.5	-167.1	333.2	166.1	561.4
Net profit of the dominating entity	21.5	459.1	627.6	-154.7	608.5	453.8	1,562.0

Other operating costs

- In accordance with the PFSA recommendation, restatement of write-offs from 4Q21 to 2Q22 related to:
- tangible fixed assets in Russia (mostly stores),
 - tangible fixed assets in Ukraine (mostly stores),
 - inventories in Ukrainian stores.

Restatement of 2Q22 financial statement



PLN m, IFRS16	1Q22	2Q22 (before restatement)	Data restatement	2Q22 (after restatement)	1H22 (after restatement)
Revenues	3,034.2	4,340.6		4,340.6	7,374.8
COGS	1,486.3	2,084.7		2,084.7	3,571.1
Gross profit on sales	1,547.9	2,255.8		2,255.8	3,803.7
SG&A costs	1,418.5	1,807.8		1,807.8	3,226.4
Other operating income	11.5	17.8	-3.9	13.9	25.3
Other operating costs	23.8	70.4	271.3	341.8	365.6
EBIT	117.0	395.3	-275.3	120.1	237.1
Financial income	2.8	236.1		236.1	238.8
Financial costs	45.1	33.3		33.3	78.4
Pre-tax profit	74.7	598.2	-275.3	322.9	397.5
Income tax	47.3	60.6		60.6	107.9
Net profit from continued operations	27.3	357.5	-275.3	262.3	289.6
Net profit from discontinued operations	240.7	-291.3	-333.2	-624.5	-383.9
Net profit of the dominating entity	268.0	246.2	-608.5	-362.3	-94.3

Other operating activity

Write-off of all Ukrainian stores (PLN 157.4m) and all Ukrainian goods (PLN 117.9m). Decrease in other operating income by PLN 3.9 m (related to write-offs on inventory).

Discontinued operations

In accordance with the PFSA recommendation, the write-off of Russian stores was restated from 4Q21 to 2Q22.

Restatement of 3Q22 financial statement



PLN m, IFRS16	3Q22 (before restatement)	Data restatement	3Q22 (after restatement)	9M22 Data restatement	9M22 (after restatement)
Revenues	4,366.8		4,366.8		11,741.5
COGS	2,131.5	100.7	2,232.2	100.7	5,803.3
Gross profit on sales	2,235.3	-100.7	2,134.5	-100.7	5,938.3
SG&A costs	1,811.3		1,811.3		5,037.6
Other operating income	115.0	-101.6	13.4	-105.5	38.7
Other operating costs	27.1	-202.3	-175.1	69.1	190.5
EBIT	511.8		511.8	-275.3	748.9
Financial income	10.2		10.2		249.0
Financial costs	63.5		63.5		141.9
Pre-tax profit	458.5		458.5	-275.3	856.0
Income tax	62.9		62.9		170.9
Net profit from continued operations	395.5		395.5	-275.3	685.1
Net profit from discontinued operations	0.0		0.0	-333.2	-383.9
Net profit of the dominating entity	395.5		395.5	-608.5	301.2

Other operating costs

Reversal of a PLN 202.3m write-off consisting of:

- (1) PLN 100.7m related to goods in Ukraine,
- (2) PLN 101.6m for Ukrainian stores.

Other operating income

Consequence of reversal of the write-off of Ukrainian stores (stores that launched their operations) originally conducted in 4Q21.

Cost of goods sold

Consequence of reversal of the write-off of Ukrainian goods originally fully written off in 4Q21.

Restatement of 4Q22 financial statement



PLN m, IFRS16	4Q22 (before restatement)	Data restatement	4Q22 (after restatement)	2022 Data restatement	2022 (after restatement)
Revenues	4,185.0		4,185.0		15,926.5
COGS	2,093.0	17.1	2,110.1	117.9	7,913.4
Gross profit on sales	2,091.9	-17.1	2,074.8	-117.9	8,013.1
SG&A costs	1,664.8		1,664.8		6,702.5
Other operating income	28.6	28.7	57.2	-76.8	95.9
Other operating costs	20.2	11.6	31.6	80.6	222.1
EBIT	435.3		435.3	-275.3	1,184.4
Financial income	-122.1		-122.1		126.9
Financial costs	81.9		81.9		223.8
Pre-tax profit	231.5		231.5	-275.3	1,087.5
Income tax	47.6		47.6		218.5
Net profit from continued operations	183.9		183.9	-275.3	868.9
Net profit from discontinued operations	0.0		0.0	-333.2	-383.9
Net profit of the dominating entity	185.5		185.5	-608.5	486.7

Other operating income

A PLN 28.7m write-up related to Ukrainian stores (adjustment of excess reversal of 3Q22 write-off).

Other operating costs

Reversal of the remaining part of the write-off on Ukrainian goods (PLN 11.6m) written off in 2Q22.

Cost of goods sold

Reversal of the remaining part of the write-off on Ukrainian goods (PLN 17.1m) written off in 2Q22.

Glossary



Poland	Retail sales in Poland and other sales of LPP SA.
Other countries	Region including: CEE (Czech Republic, Slovakia, Hungary), Baltic (Lithuania, Latvia, Estonia), SEE (Bulgaria, Romania, Croatia, Serbia, Slovenia, Bosnia and Herzegovina, Northern Macedonia, Greece), WE (Germany, United Kingdom, Finland, Italy), Eastern Europe (Ukraine, Belarus, Kazakhstan) and activity in ME (Egypt, Qatar, Kuwait, United Arab Emirates, Israel, Saudi Arabia) . Excl. Sales to Trade agents.
Revenues GK LPP	Total revenues of LPP GROUP
Omnichannel sales	Total of offline, online and other sales (excl. Sales to Trade agents).
EBITDA	EBIT + depreciation from cash flow statement.
Average monthly revenues/ m²	Quarterly revenues of segment or brand / average working total floorspace/ 3.
Average monthly costs of own stores/ m²	Quarterly costs of own stores / average working floorspace of own stores (i.e., excluding all franchise stores which represent ca 2.1% of the working floorspace) / 3.
Average monthly SG&A PLN/ m²	Quarterly SG&A costs/ average working total floorspace excluding stores located in ME/ 3.
Inventory/ m²	End of period group inventory/ total floorspace without foreign franchise stores.
Cash turnover cycle	Receivables (in days) plus inventories (in days) minus liabilities (in days). Calculations on average amounts of receivables, inventories and liabilities.



LPP



Contact



LPP SA HQ

Łąkowa 39/44 St.,
80-769 Gdańsk, Poland
Tel. +48 58 76 96 900
Email: lpp@lpp.com

CONTACT FOR INVESTORS

Email: LPP.investor.relations@lpp.com

CONTACT FOR MEDIA

Email: media@lpp.com

