



CCC  
GROUP

# CCC Group

## Databook

October 2025

MODIVO eobuwie CCC worldbox HalfPrice



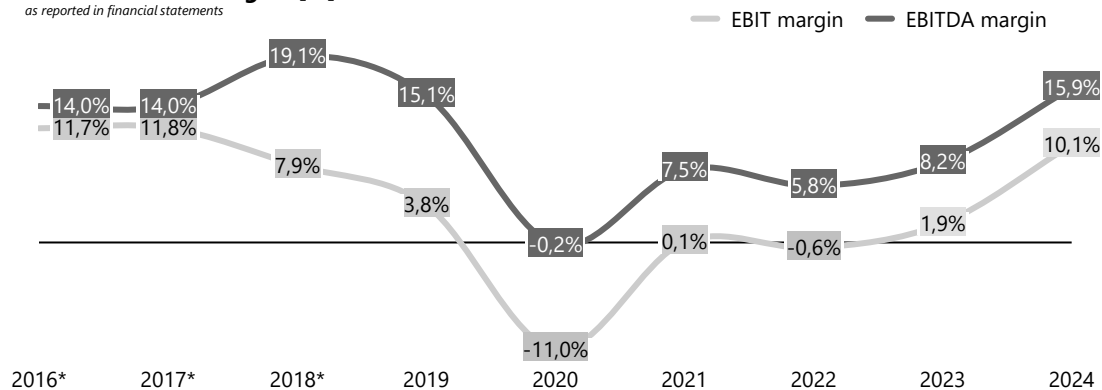
|                            | 2016         | 2017         | 2018         | 2019         | 2020         | 2021         | 2022         | 2023         | 2024          |
|----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>Revenues [PLN]</b>      | <b>3 185</b> | <b>3 938</b> | <b>4 726</b> | <b>5 403</b> | <b>5 247</b> | <b>7 592</b> | <b>9 123</b> | <b>9 440</b> | <b>10 303</b> |
| ecommerce share [%]        | 9%           | 15%          | 21%          | 27%          | 49%          | 51%          | 55%          | 46%          | 42%           |
| <b>Gross profit [PLNm]</b> | <b>1 680</b> | <b>2 004</b> | <b>2 367</b> | <b>2 595</b> | <b>2 293</b> | <b>3 525</b> | <b>4 265</b> | <b>4 394</b> | <b>5 184</b>  |
| Gross margin [%]           | 53%          | 51%          | 50%          | 48%          | 44%          | 47%          | 47%          | 47%          | 50%           |
| <b>SG&amp;A [PLNm]</b>     | <b>1 307</b> | <b>1 541</b> | <b>1 994</b> | <b>2 388</b> | <b>2 872</b> | <b>3 521</b> | <b>4 317</b> | <b>4 210</b> | <b>4 148</b>  |
| SG&A to revenues [%]       | 41%          | 39%          | 42%          | 44%          | 55%          | 47%          | 47%          | 45%          | 40%           |
| <b>EBIT [PLNm]</b>         | <b>373*</b>  | <b>463*</b>  | <b>373*</b>  | <b>207</b>   | <b>-579</b>  | <b>4</b>     | <b>-51</b>   | <b>184</b>   | <b>1 036</b>  |
| EBIT margin [%]            | 12%          | 12%          | 8%           | 4%           | -11%         | 0%           | -1%          | 2%           | 10%           |
| <b>Amortization [PLNm]</b> | <b>73</b>    | <b>89</b>    | <b>531</b>   | <b>607</b>   | <b>567</b>   | <b>561</b>   | <b>582</b>   | <b>594</b>   | <b>599</b>    |
| <b>EBITDA [PLNm]</b>       | <b>446*</b>  | <b>552*</b>  | <b>904*</b>  | <b>814</b>   | <b>-12</b>   | <b>565</b>   | <b>531</b>   | <b>778</b>   | <b>1 635</b>  |
| EBITDA margin [%]          | 14%          | 14%          | 19%          | 15%          | 0%           | 7%           | 6%           | 8%           | 16%           |

\*excluding IFRS 16

results heavily impacted by the covid19 pandemic & war in the Ukraine outbreak

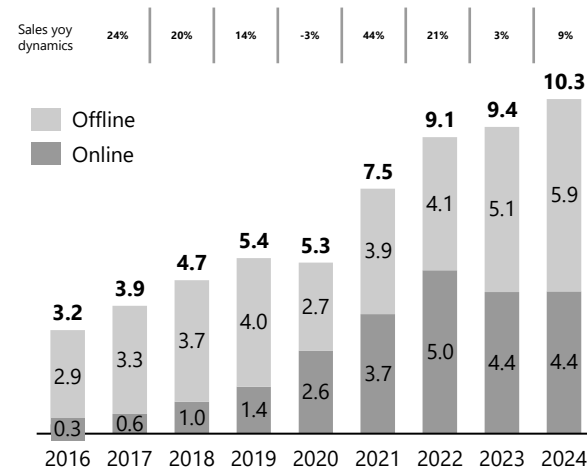
### EBIT & EBITDA margins [%]

as reported in financial statements



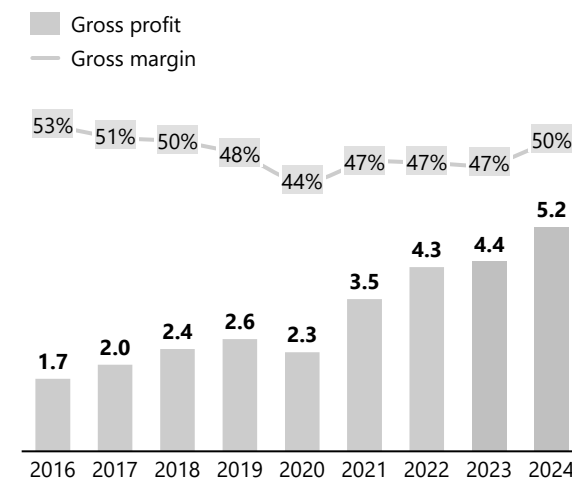
### Sales revenues by channel [PLNbn]

as reported in financial statements



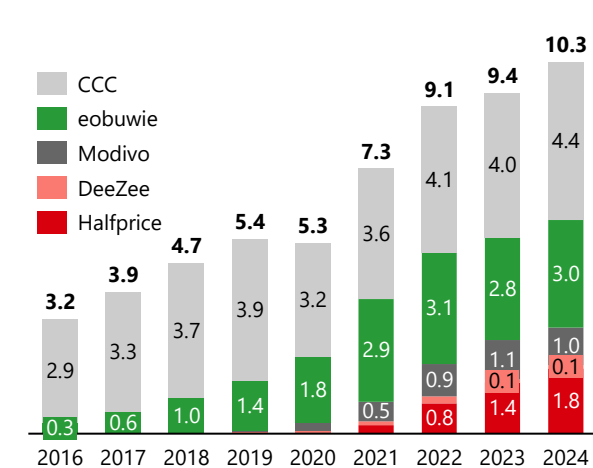
### Gross profit & margin [PLNm, %]

as reported in financial statements



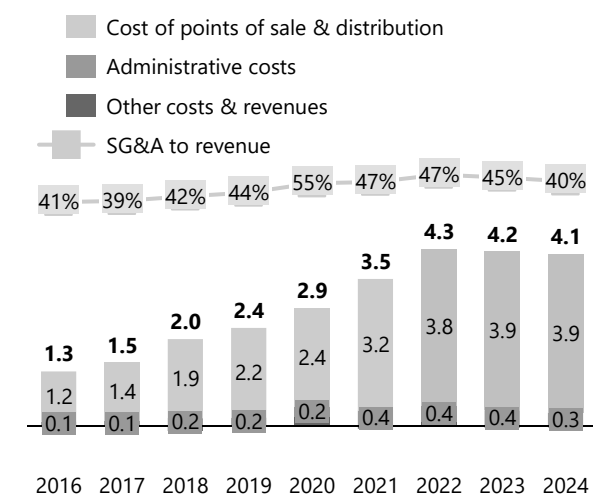
### Sales revenues by segment [PLNbn]

as reported in financial statements



### SG&A [PLNbn and as % of revenue]

as reported in financial statements



**Cash flow**

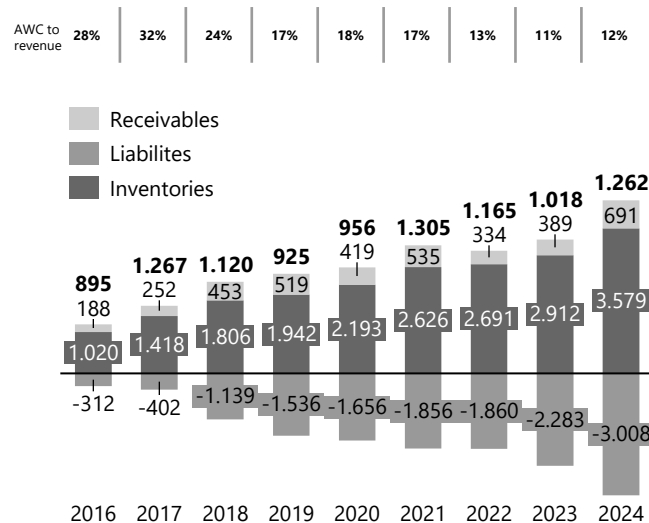
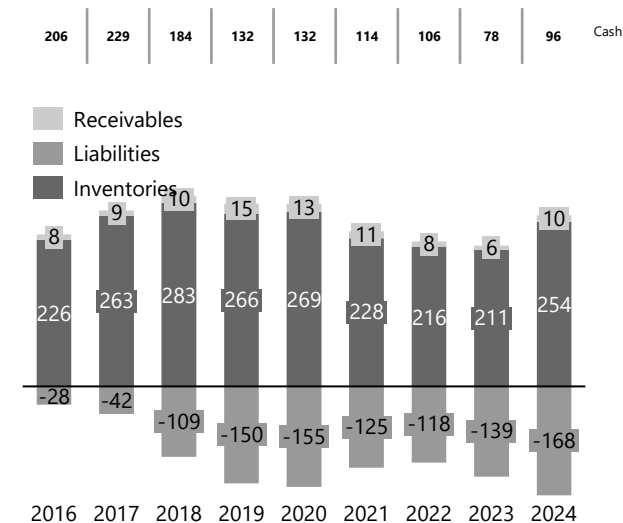
| PLNm                                 | 2016        | 2017        | 2018        | 2019        | 2020         | 2021         | 2022         | 2023         | 2024         |
|--------------------------------------|-------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|
| <b>Operating CF</b>                  | <b>175</b>  | <b>78</b>   | <b>996</b>  | <b>987</b>  | <b>274</b>   | <b>50</b>    | <b>541</b>   | <b>821</b>   | <b>1 312</b> |
| EBITDA                               | 446         | 552         | 904         | 814         | -12          | 565          | 531          | 778          | 1 635        |
| NWC Δ                                | -257        | -383        | 244         | 162         | 65           | -339         | 74           | 110          | -229         |
| Other                                | -14         | -91         | -152        | 11          | 221          | -192         | -64          | -67          | -94          |
| <b>Investing CF</b>                  | <b>-362</b> | <b>-222</b> | <b>-621</b> | <b>-714</b> | <b>-243</b>  | <b>-219</b>  | <b>-409</b>  | <b>-316</b>  | <b>-401</b>  |
| Capex                                | -160        | -245        | -439        | -497        | -195         | -313         | -465         | -325         | -477         |
| Other                                | -202        | 23          | -182        | -217        | -49          | 94           | 56           | 9            | 76           |
| <b>Financial CF</b>                  | <b>-10</b>  | <b>515</b>  | <b>-515</b> | <b>-105</b> | <b>136</b>   | <b>651</b>   | <b>-677</b>  | <b>-634</b>  | <b>-717</b>  |
| Cash                                 | 143         | 514         | 376         | 543         | 459          | 941          | 395          | 266          | 461          |
| Debt                                 | 796         | 917         | 1 017       | 1 513       | 1 670        | 2 460        | 2 526        | 2 095        | 1 897        |
| <b>Net debt</b>                      | <b>652</b>  | <b>403</b>  | <b>641</b>  | <b>971</b>  | <b>1 211</b> | <b>1 519</b> | <b>2 131</b> | <b>1 829</b> | <b>1 436</b> |
| <b>Conversion cycles</b>             |             |             |             |             |              |              |              |              |              |
| <b>Inventories conversion [days]</b> | <b>226</b>  | <b>263</b>  | <b>283</b>  | <b>266</b>  | <b>269</b>   | <b>228</b>   | <b>216</b>   | <b>211</b>   | <b>254</b>   |
| Average inventories*                 | 933         | 1 393       | 1 828       | 2 050       | 2 176        | 2 512        | 2 873        | 2 912        | 3 557        |
| Cost of goods sold                   | 1 505       | 1 934       | 2 359       | 2 808       | 2 954        | 4 016        | 4 858        | 5 046        | 5 119        |
| <b>Receivables conversion [days]</b> | <b>8</b>    | <b>9</b>    | <b>10</b>   | <b>15</b>   | <b>13</b>    | <b>11</b>    | <b>8</b>     | <b>6</b>     | <b>10</b>    |
| Average receivables*                 | 71          | 93          | 129         | 200         | 183          | 224          | 190          | 165          | 295          |
| Revenues                             | 3 185       | 3 938       | 4 726       | 5 403       | 5 247        | 7 592        | 9 123        | 9 440        | 10 303       |
| <b>Liabilities conversion [days]</b> | <b>28</b>   | <b>42</b>   | <b>109</b>  | <b>150</b>  | <b>155</b>   | <b>125</b>   | <b>118</b>   | <b>139</b>   | <b>168</b>   |
| Average liabilities*                 | 116         | 224         | 702         | 1 150       | 1 258        | 1 379        | 1 567        | 1 927        | 2 356        |
| <b>Cash conversion [days]</b>        | <b>206</b>  | <b>229</b>  | <b>184</b>  | <b>130</b>  | <b>126</b>   | <b>114</b>   | <b>106</b>   | <b>78</b>    | <b>96</b>    |

\*average for the period

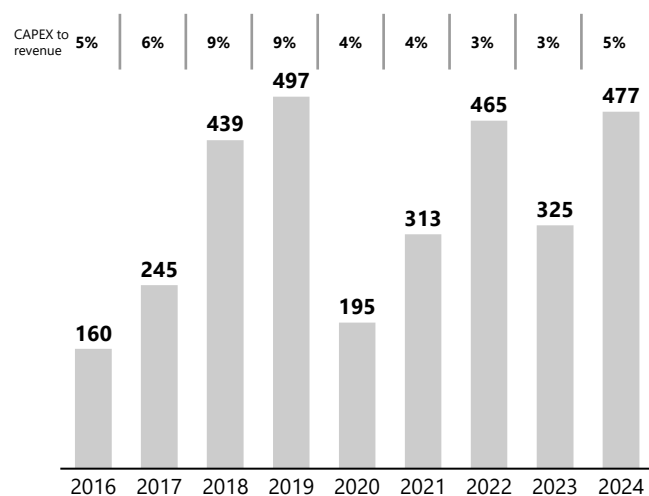
\*\*corrections and one-offs deducted, data for end of period

**Adjusted\*\* working capital [PLNm]**

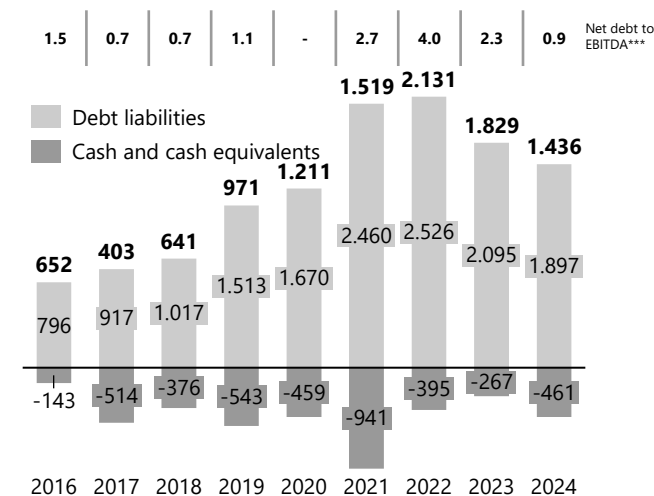
as reported in financial statements


**Working capital [days]**

**CAPEX [PLNm]**

as reported in financial statements


**Net debt [PLNm]**

as reported in financial statements

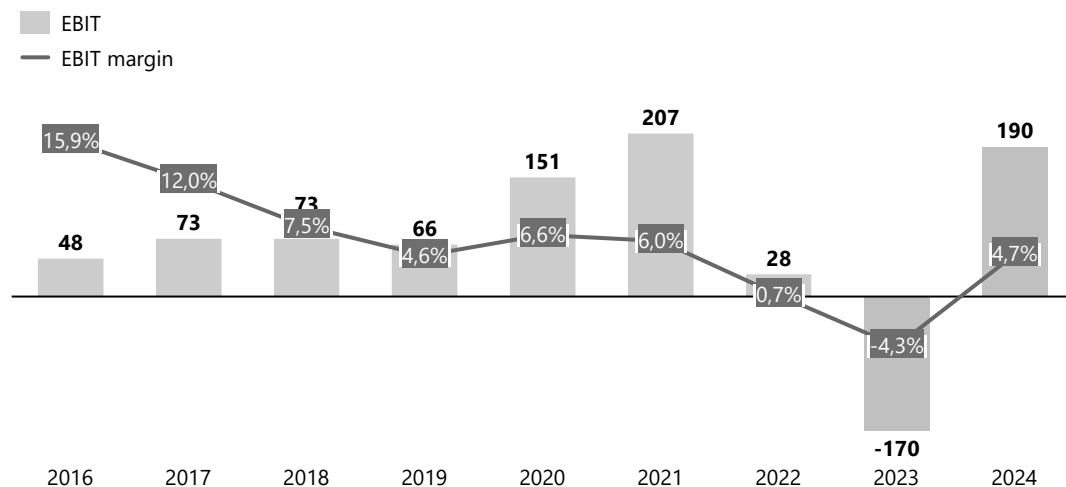


\*\*\* net debt to EBITDA is NOT a covenant. Since 2021 Group has two separate financing streams – please see more on slide 9

|                                 | 2016       | 2017       | 2018       | 2019         | 2020         | 2021         | 2022         | 2023         | 2024         |
|---------------------------------|------------|------------|------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Revenues [PLNm]</b>          | <b>302</b> | <b>612</b> | <b>982</b> | <b>1 432</b> | <b>2 279</b> | <b>3 436</b> | <b>3 976</b> | <b>3 932</b> | <b>4 031</b> |
| <b>Gross profit [PLNm]</b>      | <b>123</b> | <b>243</b> | <b>392</b> | <b>601</b>   | <b>988</b>   | <b>1 476</b> | <b>1 642</b> | <b>1 505</b> | <b>1 641</b> |
| Gross margin [%]                | 41%        | 40%        | 40%        | 42%          | 43%          | 43%          | 41%          | 38%          | 41%          |
| <b>SG&amp;A [PLNm]</b>          | <b>76</b>  | <b>170</b> | <b>319</b> | <b>536</b>   | <b>837</b>   | <b>1 269</b> | <b>1 625</b> | <b>1 675</b> | <b>1 451</b> |
| Cost of points of sale [PLNm]   | 1          | 2          | 13         | 30           | 49           | 69           | -            | -            | -            |
| Other distribution costs [PLNm] | 68         | 158        | 286        | 471          | 748          | 1 155        | -            | -            | -            |
| <b>EBIT [PLNm]</b>              | <b>48</b>  | <b>73</b>  | <b>73</b>  | <b>66</b>    | <b>151</b>   | <b>207</b>   | <b>17</b>    | <b>-170</b>  | <b>190</b>   |
| EBIT margin [%]                 | 16%        | 12%        | 7%         | 5%           | 7%           | 6%           | 1%           | -4%          | 5%           |

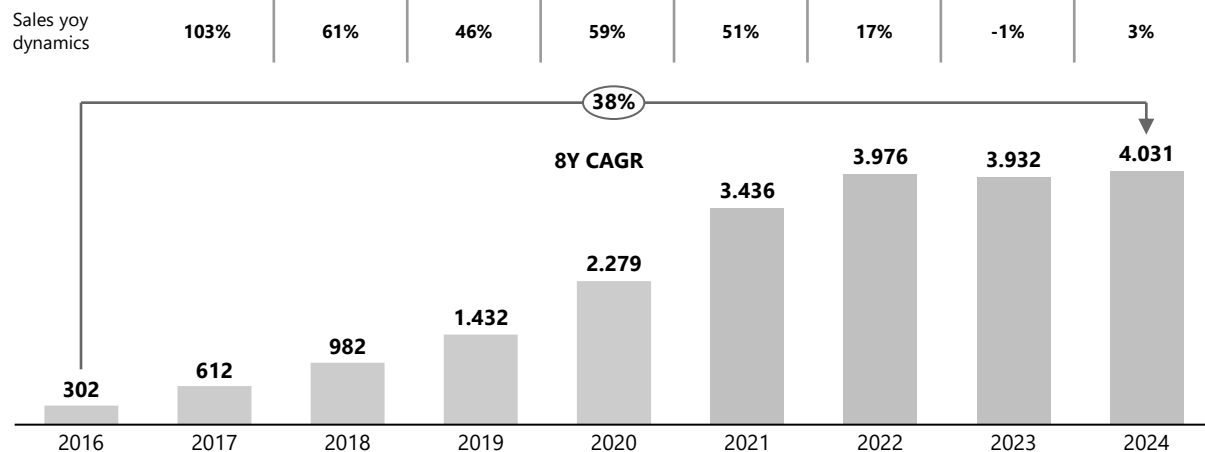
### EBIT [PLNm] and EBIT margin [%]

as reported in financial statements



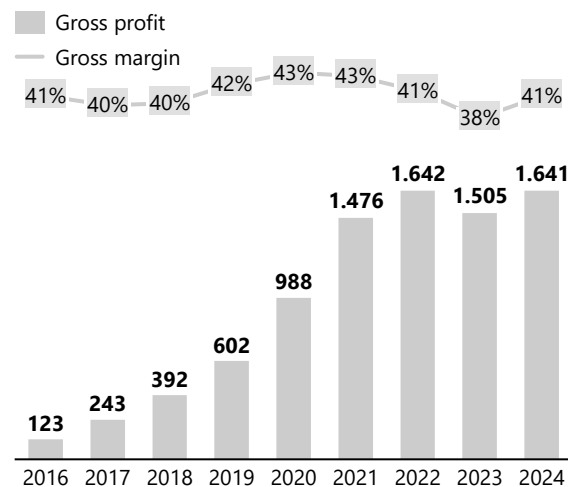
### Sales revenues [PLNm]

as reported in financial statements



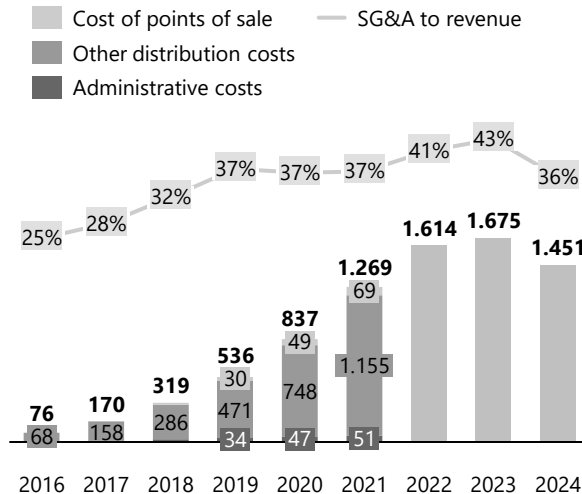
### Gross profit & margin [PLNm, %]

as reported in financial statements



### SG&A [PLNm and as % of revenue]

as reported in financial statements

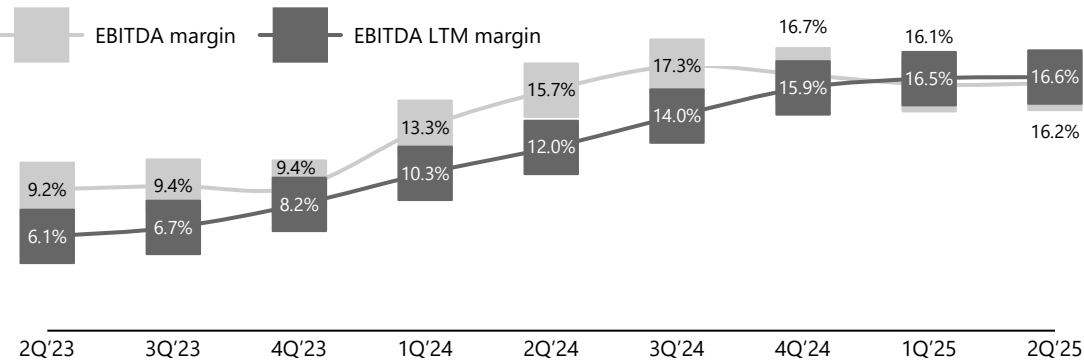


# Financials - Quarterly

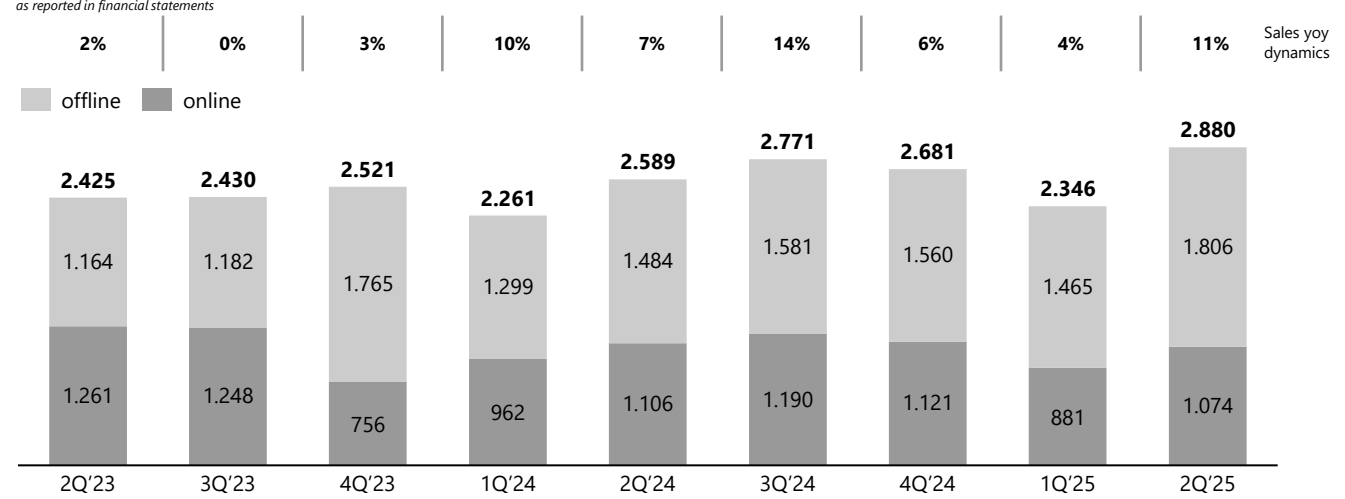


|                                | 2Q'23        | 3Q'23        | 4Q'23        | 1Q'24        | 2Q'24        | 3Q'24        | 4Q'24        | 1Q'25        | 2Q'25        |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Revenues [PLNm]</b>         | <b>2 425</b> | <b>2 430</b> | <b>2 521</b> | <b>2 261</b> | <b>2 589</b> | <b>2 771</b> | <b>2 681</b> | <b>2 346</b> | <b>2 880</b> |
| <i>ecommerce share [%]</i>     | 52%          | 51%          | 30%          | 43%          | 43%          | 43%          | 42%          | 38%          | 37%          |
| <b>Gross profit [PLNm]</b>     | <b>1 102</b> | <b>1 174</b> | <b>1 159</b> | <b>1 163</b> | <b>1 282</b> | <b>1 420</b> | <b>1 319</b> | <b>1 185</b> | <b>1 420</b> |
| <i>Gross margin [%]</i>        | 45%          | 48%          | 46%          | 51%          | 50%          | 51%          | 49%          | 51%          | 49%          |
| <b>SG&amp;A [PLNm]</b>         | <b>1 023</b> | <b>1 098</b> | <b>1 064</b> | <b>1 012</b> | <b>1 020</b> | <b>1 092</b> | <b>1 024</b> | <b>980</b>   | <b>1 121</b> |
| <i>SG&amp;A to revenue [%]</i> | 41%          | 47%          | 44%          | 44%          | 39%          | 39%          | 38%          | 40%          | 38%          |
| <b>EBIT [PLNm]</b>             | <b>79</b>    | <b>76</b>    | <b>95</b>    | <b>150</b>   | <b>263</b>   | <b>328</b>   | <b>295</b>   | <b>216</b>   | <b>299</b>   |
| <i>EBIT margin [%]</i>         | 3%           | 3%           | 4%           | 7%           | 10%          | 12%          | 11%          | 9%           | 10%          |
| <b>Amortization [PLNm]</b>     | <b>144</b>   | <b>153</b>   | <b>141</b>   | <b>150</b>   | <b>144</b>   | <b>151</b>   | <b>153</b>   | <b>162</b>   | <b>166</b>   |
| <b>EBITDA [PLNm]</b>           | <b>224</b>   | <b>229</b>   | <b>236</b>   | <b>300</b>   | <b>407</b>   | <b>479</b>   | <b>448</b>   | <b>377</b>   | <b>465</b>   |
| <i>EBITDA margin [%]</i>       | 9%           | 9%           | 9%           | 13%          | 16%          | 17%          | 17%          | 16%          | 16%          |

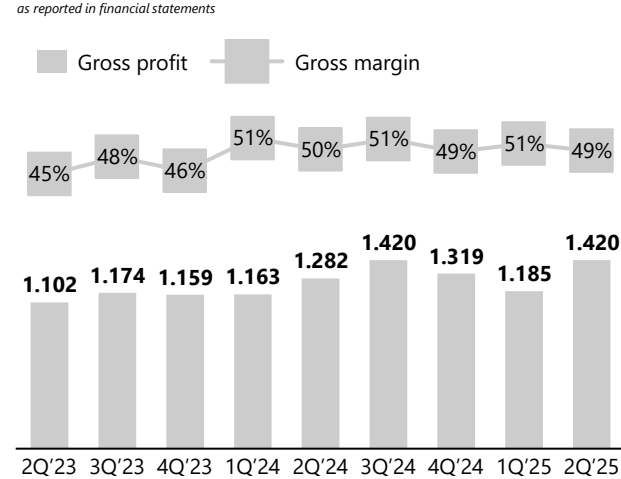
#### EBITDA margins [%] *as reported in financial statements*



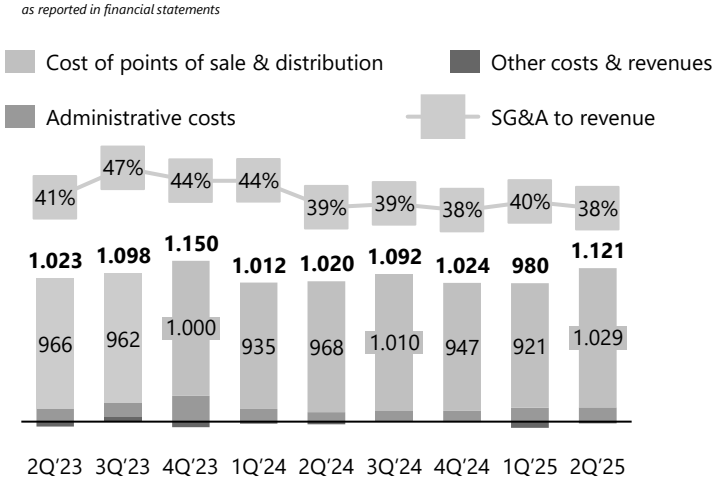
#### Sales revenues [PLNm] *as reported in financial statements*



#### Gross profit & margin [PLNm, %] *as reported in financial statements*



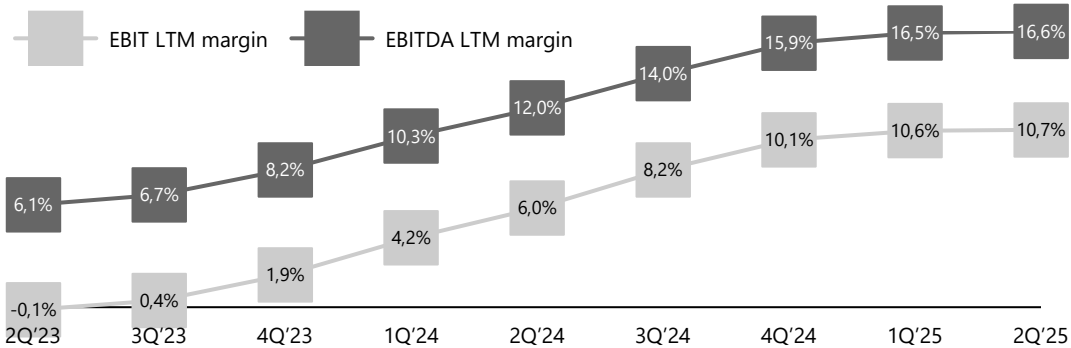
#### SG&A [PLNm and as % of revenue] *as reported in financial statements*



|                            | 2Q'23        | 3Q'23        | 4Q'23        | 1Q'24        | 2Q'24        | 3Q'24         | 4Q'24         | 1Q'25         | 2Q'25         |
|----------------------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| <b>Revenues [PLNm]</b>     | <b>9 352</b> | <b>9 361</b> | <b>9 440</b> | <b>9 638</b> | <b>9 802</b> | <b>10 143</b> | <b>10 303</b> | <b>10 387</b> | <b>10 678</b> |
| ecommerce share [%]        | 53%          | 53%          | 46%          | 44%          | 42%          | 40%           | 42%           | 41%           | 40%           |
| <b>Gross profit [PLNm]</b> | <b>4 274</b> | <b>4 285</b> | <b>4 394</b> | <b>4 598</b> | <b>4 778</b> | <b>5 024</b>  | <b>5 184</b>  | <b>5 206</b>  | <b>5 344</b>  |
| Gross margin [%]           | 46%          | 46%          | 47%          | 48%          | 49%          | 50%           | 50%           | 50%           | 50%           |
| <b>SG&amp;A [PLNm]</b>     | <b>4 288</b> | <b>4 247</b> | <b>4 210</b> | <b>4 197</b> | <b>4 194</b> | <b>4 188</b>  | <b>4 148</b>  | <b>4 116</b>  | <b>4 217</b>  |
| SG&A to revenue [%]        | 46%          | 45%          | 45%          | 44%          | 43%          | 41%           | 40%           | 40%           | 40%           |
| <b>EBIT [PLNm]</b>         | <b>-14</b>   | <b>38</b>    | <b>184</b>   | <b>401</b>   | <b>584</b>   | <b>836</b>    | <b>1 036</b>  | <b>1 101</b>  | <b>1 138</b>  |
| EBIT margin [%]            | 0%           | 0%           | 2%           | 4%           | 6%           | 8%            | 10%           | 11%           | 11%           |
| <b>Amortization [PLNm]</b> | <b>589</b>   | <b>593</b>   | <b>595</b>   | <b>589</b>   | <b>596</b>   | <b>586</b>    | <b>599</b>    | 610           | 632           |
| <b>EBITDA [PLNm]</b>       | <b>575</b>   | <b>632</b>   | <b>778</b>   | <b>990</b>   | <b>1 173</b> | <b>1 423</b>  | <b>1 635</b>  | <b>1 711</b>  | <b>1 769</b>  |
| EBITDA margin [%]          | 6%           | 7%           | 8%           | 10%          | 12%          | 14%           | 16%           | 16%           | 17%           |

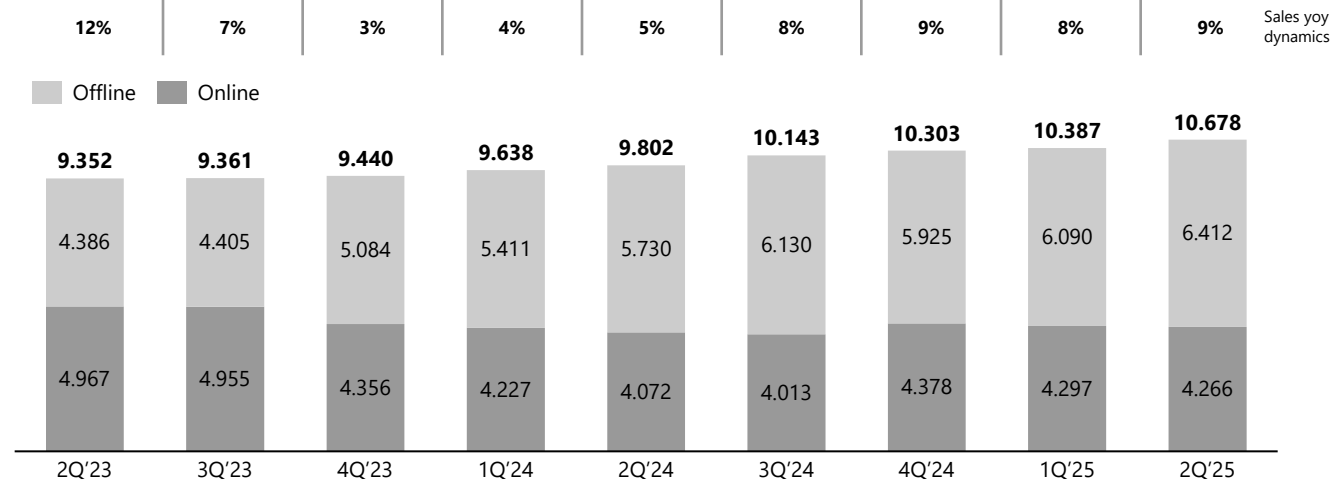
#### EBIT and EBITDA margins [%]

as reported in financial statements



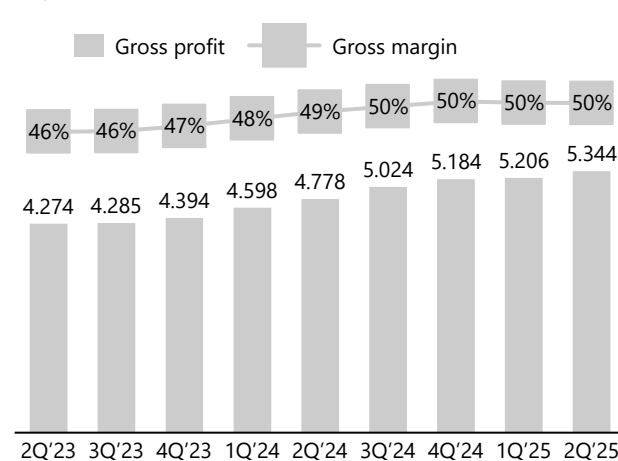
#### Sales revenues LTM [PLNm]

as reported in financial statements



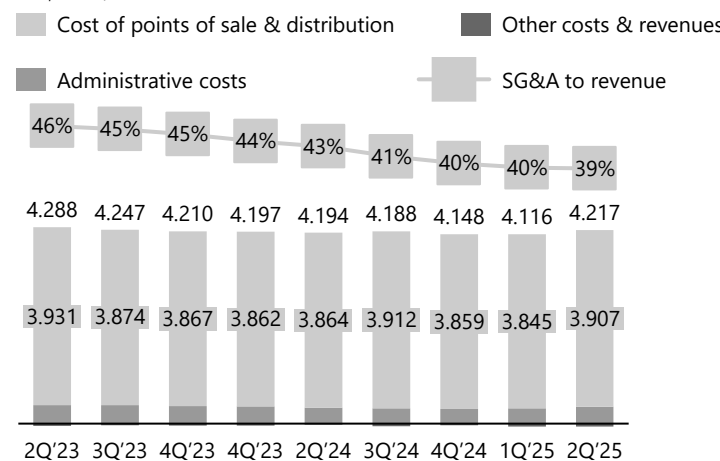
#### Gross profit & margin LTM [PLNm, %]

as reported in financial statements



#### SG&A LTM [PLNm and as % of revenue]

as reported in financial statements

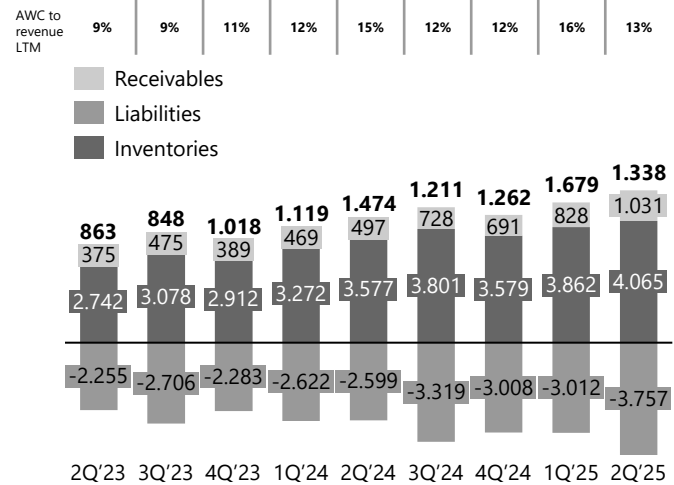


| PLNm                                 | 2Q'23        | 3Q'23        | 4Q'23        | 1Q'24        | 2Q'24        | 3Q'24        | 4Q'24        | 1Q'25        | 2Q'25        |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Operating CF</b>                  | <b>210</b>   | <b>287</b>   | <b>0</b>     | <b>228</b>   | <b>71</b>    | <b>738</b>   | <b>318</b>   | <b>6</b>     | <b>547</b>   |
| EBITDA                               | 224          | 229          | 236          | 300          | 407          | 479          | 448          | 377          | 465          |
| NWC Δ                                | 38           | 27           | -225         | -91          | -339         | 283          | -78          | -363         | 151          |
| Other                                | -52          | 31           | -11          | 19           | 3            | -24          | -52          | -8           | -69          |
| <b>Investing CF</b>                  | <b>-92</b>   | <b>-46</b>   | <b>-78</b>   | <b>-62</b>   | <b>-97</b>   | <b>-131</b>  | <b>-155</b>  | <b>-216</b>  | <b>-170</b>  |
| Capex                                | -100         | -55          | -61          | -80          | -98          | -139         | -160         | -222         | -162         |
| Other                                | 42           | 9            | -17          | 18           | 1            | 8            | 5            | 6            | -8           |
| <b>Financial CF</b>                  | <b>-90</b>   | <b>-93</b>   | <b>-226</b>  | <b>-38</b>   | <b>-26</b>   | <b>-264</b>  | <b>-389</b>  | <b>199</b>   | <b>-322</b>  |
| Cash                                 | 423          | 570          | 267          | 396          | 343          | 686          | 461          | 450          | 506          |
| Debt                                 | 2 084        | 2 179        | 2 095        | 2 239        | 2 435        | 2 345        | 1 897        | 2 023        | 1 920        |
| <b>Net debt</b>                      | <b>1 661</b> | <b>1 609</b> | <b>1 829</b> | <b>1 844</b> | <b>2 091</b> | <b>1 659</b> | <b>1 436</b> | <b>1 573</b> | <b>1 414</b> |
| <b>Conversion cycles</b>             |              |              |              |              |              |              |              |              |              |
| <b>Inventories conversion [days]</b> | <b>206</b>   | <b>205</b>   | <b>211</b>   | <b>217</b>   | <b>233</b>   | <b>244</b>   | <b>254</b>   | <b>261</b>   | <b>262</b>   |
| Average Inventories*                 | 2 867        | 2 857        | 2 912        | 3 001        | 3 210        | 3 390        | 3 557        | 3 705        | 3 827        |
| Cost of goods sold LTM               | 5 078        | 5 076        | 5 046        | 5 069        | 5 024        | 5 118        | 5 119        | 5 181        | 5 334        |
| <b>Receivables conversion [days]</b> | <b>6</b>     | <b>6</b>     | <b>6</b>     | <b>7</b>     | <b>8</b>     | <b>9</b>     | <b>10</b>    | <b>13</b>    | <b>15</b>    |
| Average receivables*                 | 156          | 153          | 165          | 191          | 221          | 261          | 295          | 366          | 444          |
| Revenues LTM                         | 9 352        | 9 361        | 9 440        | 9 638        | 9 802        | 10 143       | 10 303       | 10 387       | 10 678       |
| <b>Liabilities conversion [days]</b> | <b>123</b>   | <b>131</b>   | <b>139</b>   | <b>143</b>   | <b>149</b>   | <b>156</b>   | <b>168</b>   | <b>175</b>   | <b>190</b>   |
| Average Liabilities*                 | 1 715        | 1 820        | 1 927        | 1 972        | 2 051        | 2 182        | 2 356        | 2 483        | 2 783        |
| <b>Cash conversion [days]</b>        | <b>89</b>    | <b>81</b>    | <b>78</b>    | <b>82</b>    | <b>92</b>    | <b>96</b>    | <b>96</b>    | <b>99</b>    | <b>87</b>    |

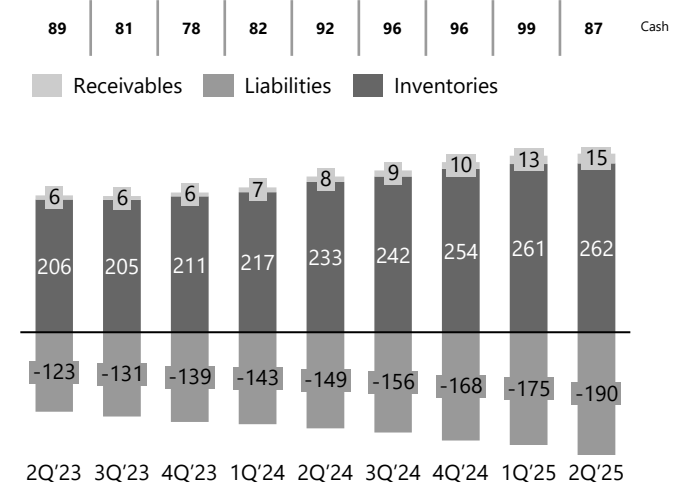
\*average for LTM

\*\*corrections and one-offs deducted, data for end of period

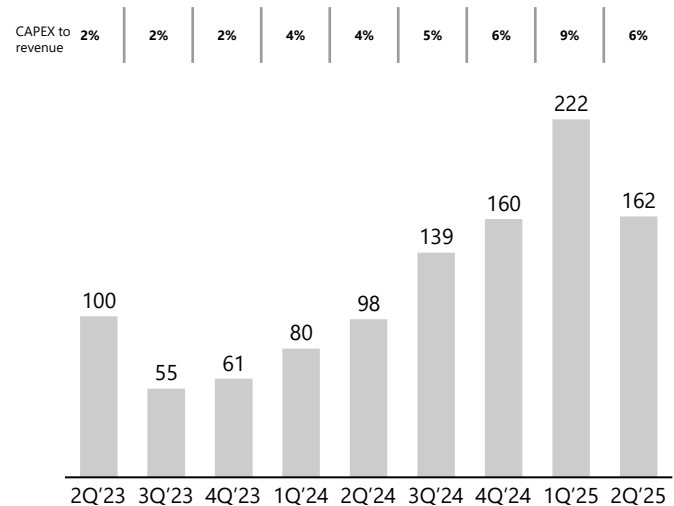
### Adjusted\*\* working capital [PLNm] as reported in financial statements



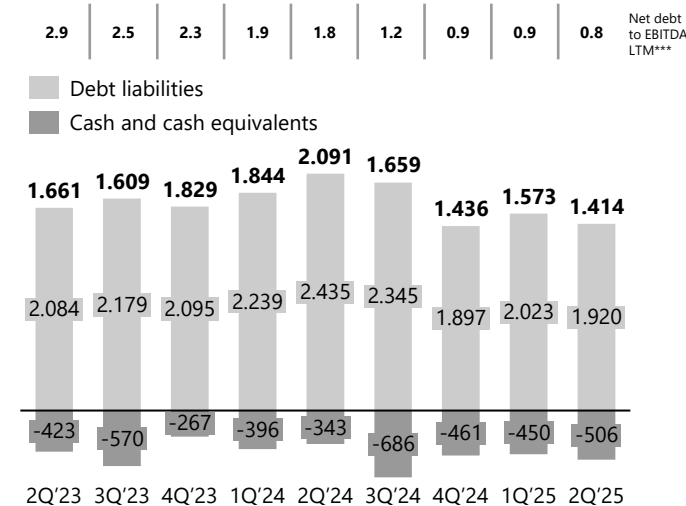
### Working capital [days]



### CAPEX [PLNm] as reported in financial statements



### Net debt [PLNm] as reported in financial statements



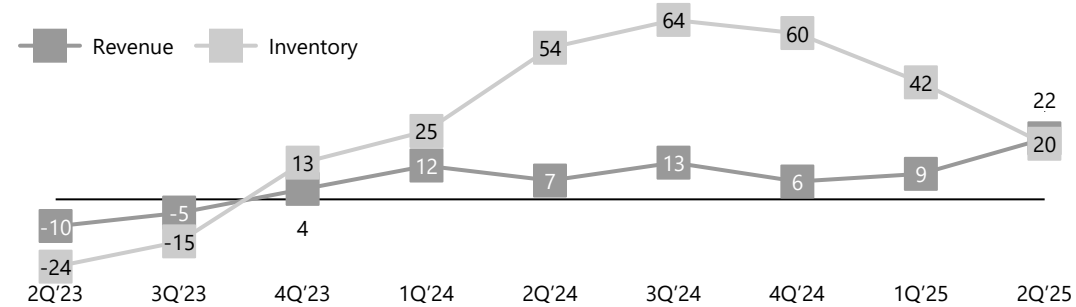
\*\*\* net debt to EBITDA is NOT a covenant. Since 2021 Group has two separate financing streams – please see more on slide 9

## Inventory management

|              |                     | 2Q'23 | 3Q'23 | 4Q'23 | 1Q'24 | 2Q'24 | 3Q'24 | 4Q'24 | 1Q'25 | 2Q'25 |
|--------------|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| CCC          | Inventories         | 1 103 | 1 072 | 1 182 | 1 308 | 1 702 | 1 762 | 1 885 | 1 855 | 2 041 |
|              | as % of revenue LTM | 27%   | 27%   | 30%   | 32%   | 41%   | 41%   | 41%   | 42%   | 43%   |
| HalfPrice    | Inventories         | 425   | 635   | 659   | 748   | 783   | 804   | 696   | 761   | 813   |
|              | as % of revenue LTM | 38%   | 50%   | 46%   | 49%   | 49%   | 48%   | 40%   | 40%   | 40%   |
| Modivo Group | Inventories         | 1 195 | 1 351 | 1 051 | 1 196 | 1 070 | 1 205 | 985   | 1 246 | 1 211 |
|              | as % of revenue LTM | 29%   | 34%   | 27%   | 31%   | 27%   | 30%   | 24%   | 31%   | 31%   |

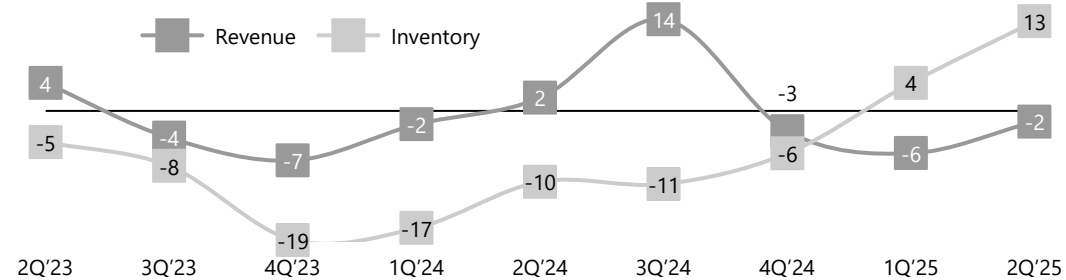
### CCC segment\* inventories and revenue yoy dynamics [%]

as reported in financial statements



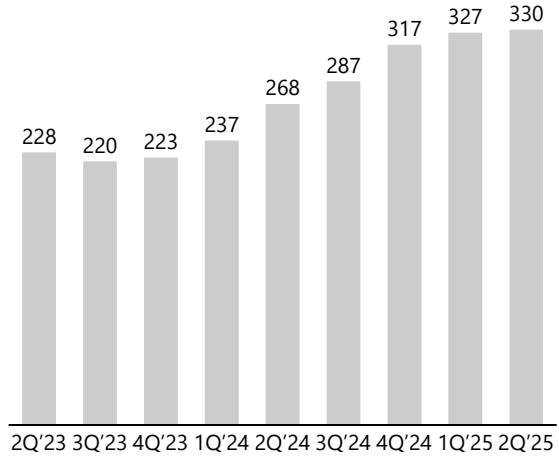
### Modivo Group (Modivo & eobuwie) inventories and revenue yoy dynamics

as reported in financial statements

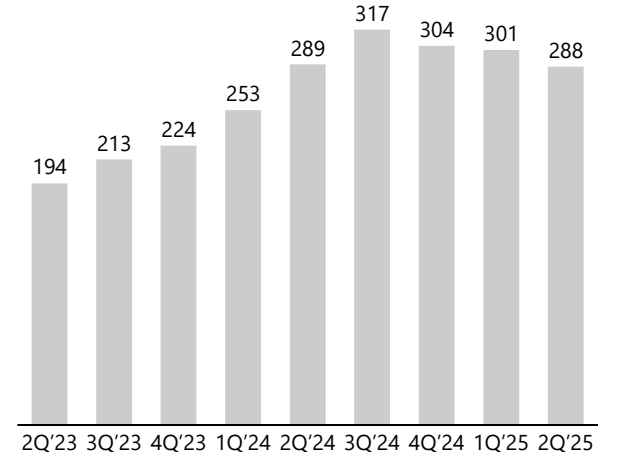


\*includes wholesale, Russia operations excluded

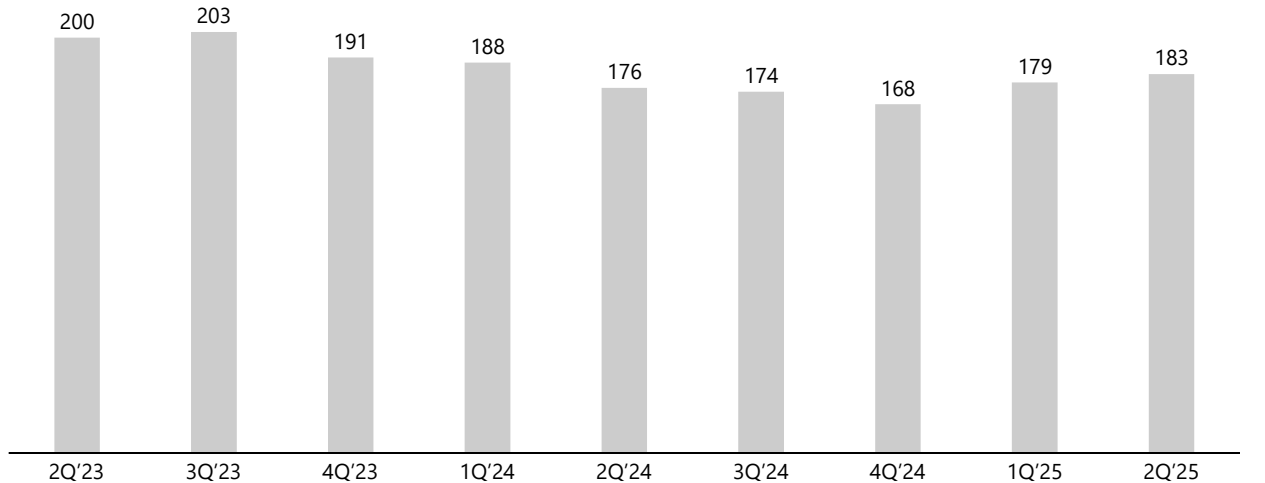
### CCC\* inventories conversion [days]



### HalfPrice inventories conversion [days]



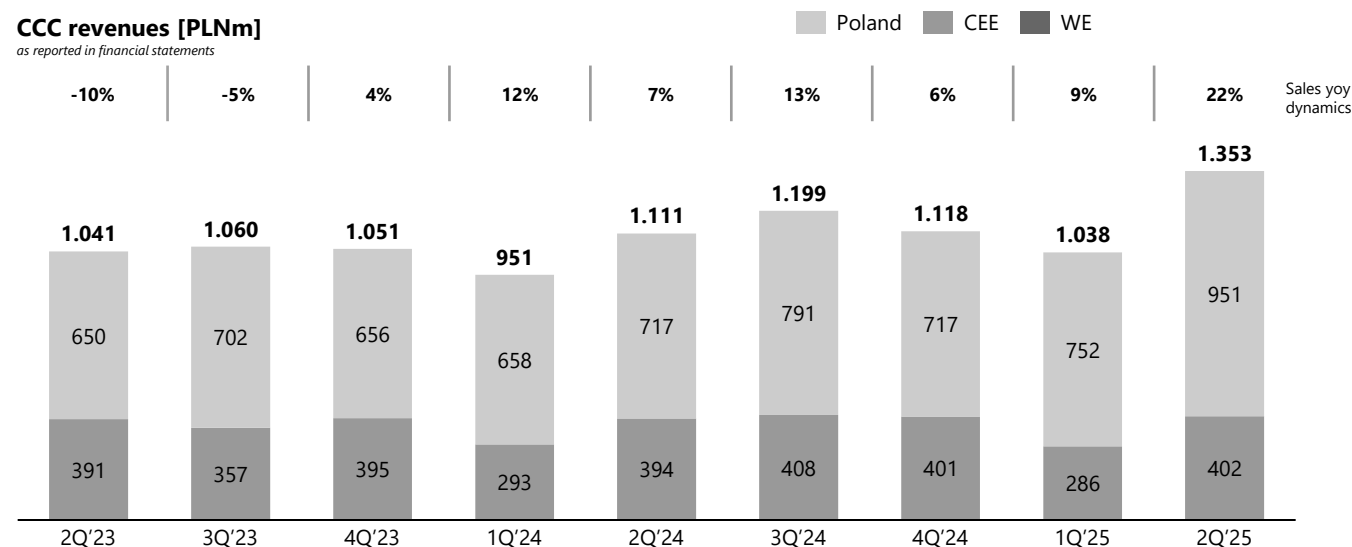
### Modivo Group inventories conversion [days]



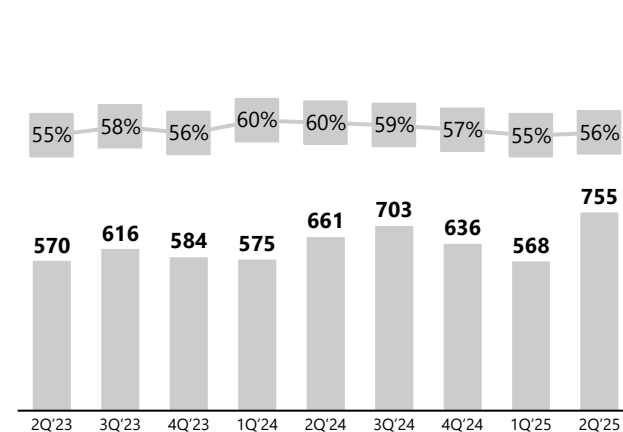
|                            | 2Q'23        | 3Q'23        | 4Q'23        | 1Q'24      | 2Q'24        | 3Q'24        | 4Q'24        | 1Q'25        | 2Q'25        |
|----------------------------|--------------|--------------|--------------|------------|--------------|--------------|--------------|--------------|--------------|
| <b>Revenues [PLNm]</b>     | <b>1 041</b> | <b>1 060</b> | <b>1 051</b> | <b>951</b> | <b>1 111</b> | <b>1 199</b> | <b>1 118</b> | <b>1 038</b> | <b>1 353</b> |
| Poland [%]                 | 62%          | 66%          | 62%          | 69%        | 65%          | 66%          | 64%          | 72%          | 70%          |
| CEE [%]                    | 38%          | 34%          | 38%          | 31%        | 35%          | 34%          | 36%          | 28%          | 30%          |
| WE [%]                     | 0%           | 0%           | 0%           | 0%         | 0%           | 0%           | 0%           | 0%           | 0%           |
| <b>Gross profit [PLNm]</b> | <b>570</b>   | <b>616</b>   | <b>584</b>   | <b>575</b> | <b>661</b>   | <b>703</b>   | <b>636</b>   | <b>568</b>   | <b>755</b>   |
| Gross margin [%]           | 55%          | 58%          | 56%          | 60%        | 60%          | 59%          | 57%          | 55%          | 56%          |
| <b>EBIT [PLNm]</b>         | <b>115</b>   | <b>107</b>   | <b>135</b>   | <b>108</b> | <b>207</b>   | <b>184</b>   | <b>117</b>   | <b>120</b>   | <b>204</b>   |
| EBIT margin [%]            | 11%          | 10%          | 13%          | 11%        | 19%          | 15%          | 10%          | 12%          | 15%          |
| <b>Amortization [PLNm]</b> | <b>99</b>    | <b>95</b>    | <b>75</b>    | <b>88</b>  | <b>85</b>    | <b>93</b>    | <b>91</b>    | <b>95</b>    | <b>94</b>    |

**CCC revenues [PLNm]**

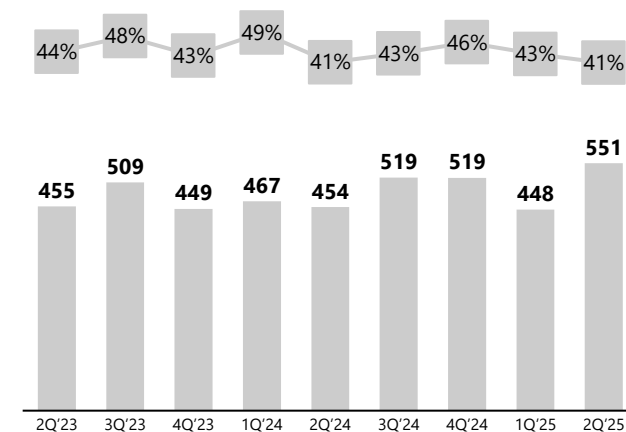
as reported in financial statements

**CCC gross profit & margin [PLNm, %]**

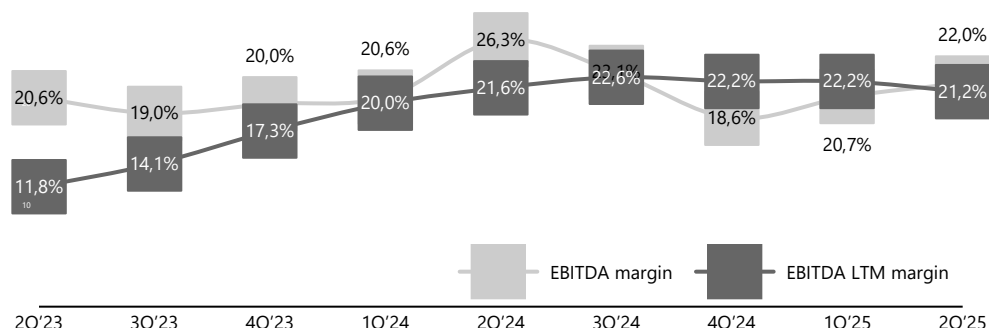
as reported in financial statements

**CCC SG&A [PLNm and as % of revenue]**

as reported in financial statements

**EBITDA margins [%]**

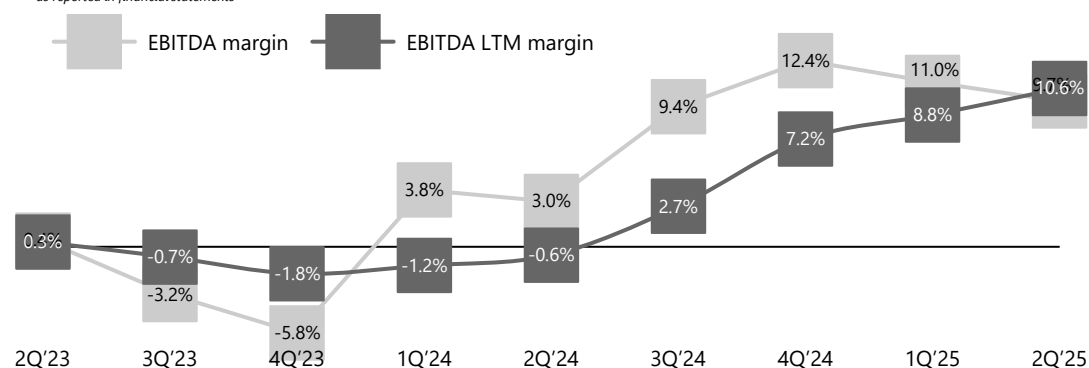
as reported in financial statements



|                            | 2Q'23       | 3Q'23      | 4Q'23       | 1Q'24      | 2Q'24        | 3Q'24        | 4Q'24      | 1Q'25      | 2Q'25        |
|----------------------------|-------------|------------|-------------|------------|--------------|--------------|------------|------------|--------------|
| <b>Revenues [PLNm]</b>     | <b>1025</b> | <b>953</b> | <b>1012</b> | <b>923</b> | <b>1 045</b> | <b>1 082</b> | <b>981</b> | <b>865</b> | <b>1 028</b> |
| retail share [%]           | 9%          | 8%         | 6%          | 9%         | 10%          | 9%           | 5%         | 15%        | 12%          |
| <b>Gross profit [PLNm]</b> | <b>391</b>  | <b>363</b> | <b>350</b>  | <b>389</b> | <b>399</b>   | <b>464</b>   | <b>389</b> | <b>392</b> | <b>428</b>   |
| Gross margin [%]           | 38%         | 38%        | 35%         | 42%        | 38%          | 43%          | 40%        | 45%        | 42%          |
| <b>SG&amp;A [PLNm]</b>     | <b>410</b>  | <b>410</b> | <b>435</b>  | <b>380</b> | <b>395</b>   | <b>385</b>   | <b>291</b> | <b>324</b> | <b>355</b>   |
| SG&A to revenue [%]        | 40%         | 44%        | 43%         | 41%        | 38%          | 36%          | 30%        | 37%        | 34%          |
| <b>EBIT [PLNm]</b>         | <b>-19</b>  | <b>-58</b> | <b>-85</b>  | <b>9</b>   | <b>4</b>     | <b>79</b>    | <b>98</b>  | <b>68</b>  | <b>73</b>    |
| EBIT margin [%]            | -2%         | -6%        | -8%         | 1%         | 0%           | 7%           | 10%        | 8%         | 7%           |
| <b>Amortization [PLNm]</b> | <b>23</b>   | <b>28</b>  | <b>27</b>   | <b>26</b>  | <b>28</b>    | <b>22</b>    | <b>24</b>  | <b>27</b>  | <b>27</b>    |
| <b>EBITDA [PLNm]</b>       | <b>5</b>    | <b>-30</b> | <b>-58</b>  | <b>35</b>  | <b>32</b>    | <b>101</b>   | <b>122</b> | <b>95</b>  | <b>100</b>   |
| EBITDA margin [%]          | 0%          | -3%        | -6%         | 4%         | 3%           | 9%           | 12%        | 11%        | 10%          |

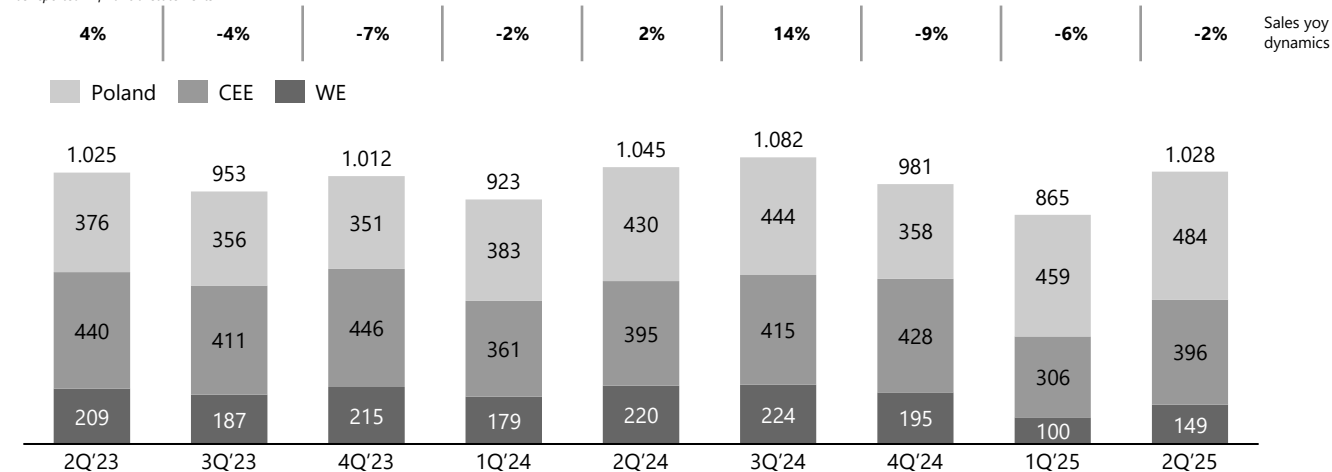
**EBITDA margins [%]**

as reported in financial statements



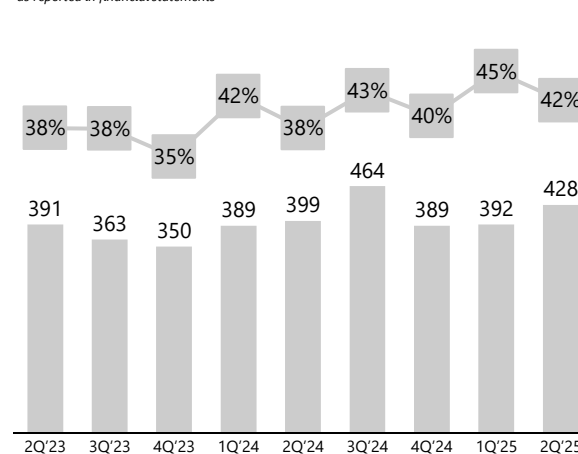
**Sales revenues [PLNm]**

as reported in financial statements



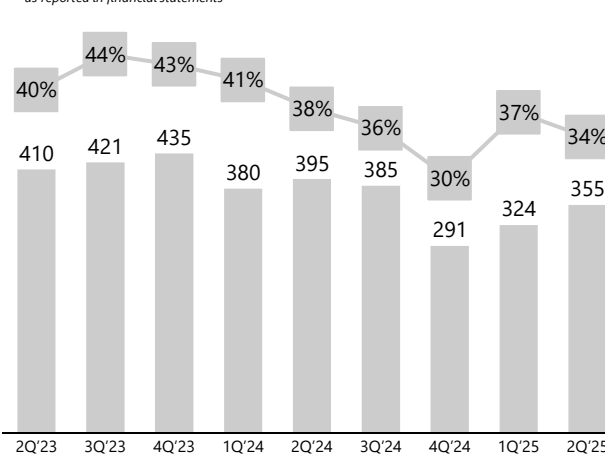
**Gross profit & margin [PLNm, %]**

as reported in financial statements



**SG&A [PLNm and as % of revenue]**

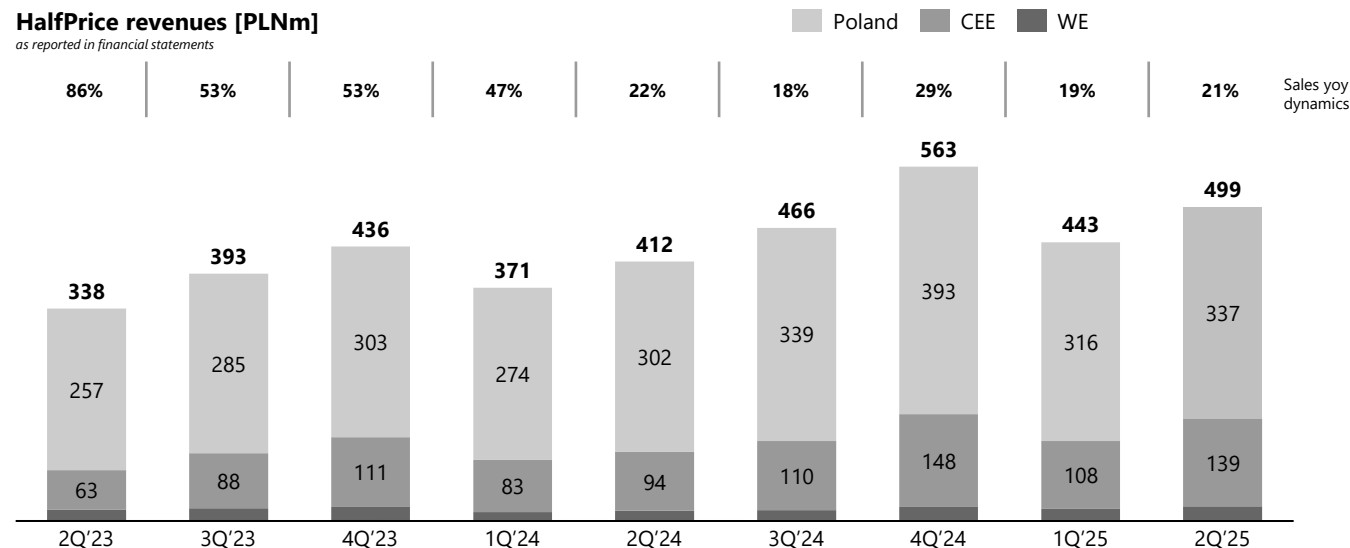
as reported in financial statements



|                            | 2Q'23      | 3Q'23      | 4Q'23      | 1Q'24      | 2Q'24      | 3Q'24      | 4Q'24      | 1Q'25      | 2Q'25      |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Revenues [PLNm]</b>     | <b>338</b> | <b>393</b> | <b>436</b> | <b>371</b> | <b>412</b> | <b>466</b> | <b>563</b> | <b>443</b> | <b>499</b> |
| Poland [%]                 | 76%        | 73%        | 69%        | 74%        | 73%        | 73%        | 70%        | 71%        | 67%        |
| CEE [%]                    | 19%        | 22%        | 26%        | 22%        | 23%        | 24%        | 26%        | 24%        | 28%        |
| WE [%]                     | 5%         | 5%         | 5%         | 4%         | 4%         | 4%         | 4%         | 4%         | 5%         |
| <b>Gross profit [PLNm]</b> | <b>128</b> | <b>182</b> | <b>213</b> | <b>188</b> | <b>210</b> | <b>239</b> | <b>284</b> | <b>225</b> | <b>237</b> |
| Gross margin [%]           | 38%        | 46%        | 49%        | 51%        | 51%        | 51%        | 50%        | 51%        | 48%        |
| <b>EBIT [PLNm]</b>         | <b>-18</b> | <b>25</b>  | <b>43</b>  | <b>33</b>  | <b>52</b>  | <b>64</b>  | <b>83</b>  | <b>30</b>  | <b>22</b>  |
| EBIT margin [%]            | -5%        | 6%         | 10%        | 9%         | 12%        | 14%        | 15%        | 7%         | 4%         |
| <b>Amortization [PLNm]</b> | <b>22</b>  | <b>31</b>  | <b>40</b>  | <b>36</b>  | <b>32</b>  | <b>36</b>  | <b>39</b>  | <b>40</b>  | <b>46</b>  |

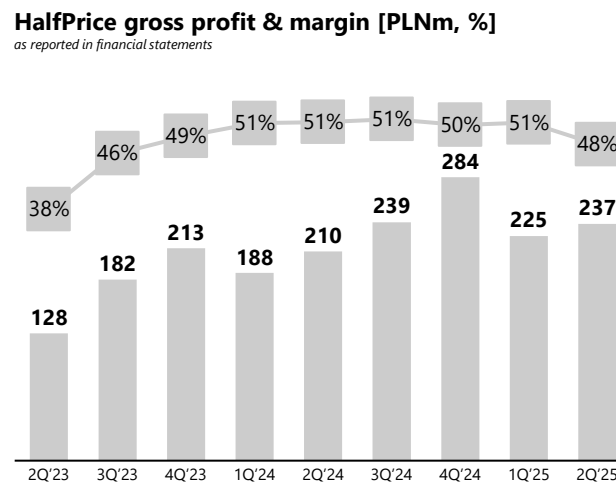
### HalfPrice revenues [PLNm]

as reported in financial statements



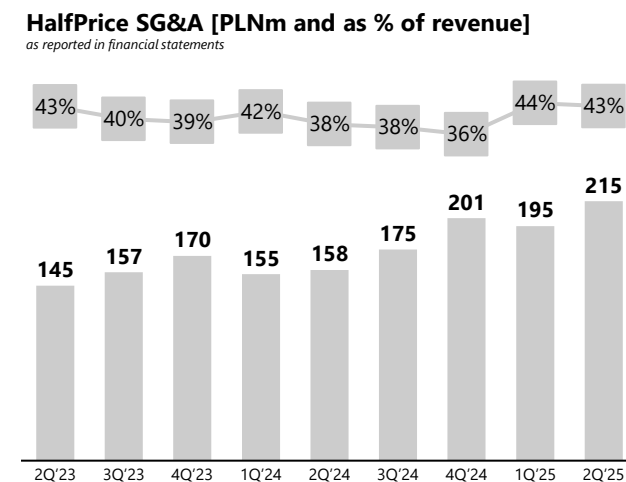
### HalfPrice gross profit & margin [PLNm, %]

as reported in financial statements



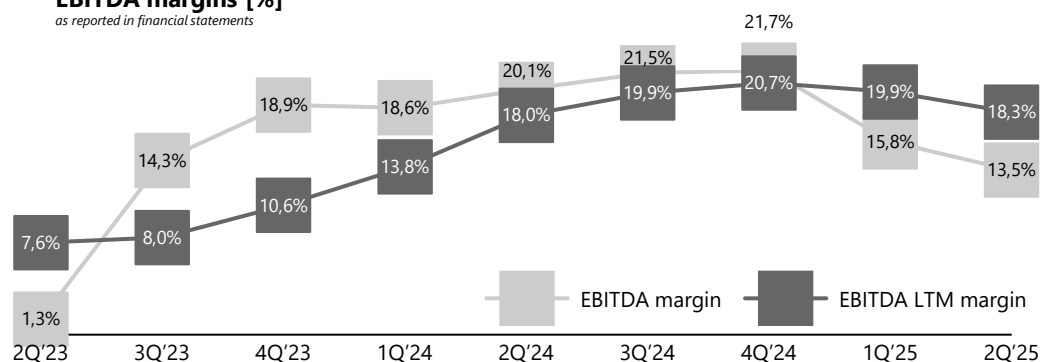
### HalfPrice SG&A [PLNm and as % of revenue]

as reported in financial statements



### EBITDA margins [%]

as reported in financial statements



# Sales space & Store count



### Floorspace development pillars

|                                | 2024                               | 2030   |
|--------------------------------|------------------------------------|--------|
| Floorspace [sqm]               | 850k                               | 2.350k |
| Annual floorspace growth [sqm] | 200-250k                           |        |
| Key theme                      | Focus on business expansion in CEE |        |

### Stores rollout plan

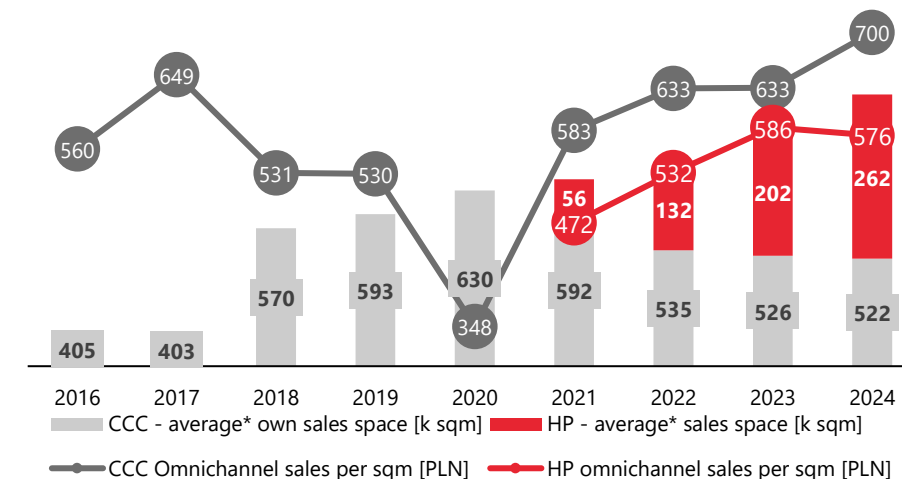
|           | 2024 | 2030  |
|-----------|------|-------|
| HalfPrice | 150  | 500   |
| CCC       | 800  | 1.200 |
| eobuwie   | 50   | 400   |
| Worldbox  | 150  | 1.400 |

| Annually                                         | 2016       | 2017       | 2018       | 2019       | 2020       | 2021       | 2022       | 2023       | 2024       |
|--------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| CCC – shops***<br>(end of period)                | 862        | 925        | 919        | 985        | 984        | 892        | 850        | 804        | 819        |
| Average* shop size [sqm]                         | 522        | 558        | 669        | 742        | 679        | 665        | 654        | 651        | 641        |
| eobuwie - shops<br>(end of period)               | -          | -          | 9          | 19         | 25         | 28         | 38         | 52         | 49         |
| Average* shop size [sqm]                         | -          | -          | 909        | 624        | 675        | 713        | 712        | 702        | 655        |
| <b>Total sales space [k sqm] (end of period)</b> | <b>459</b> | <b>536</b> | <b>668</b> | <b>760</b> | <b>685</b> | <b>689</b> | <b>722</b> | <b>781</b> | <b>850</b> |

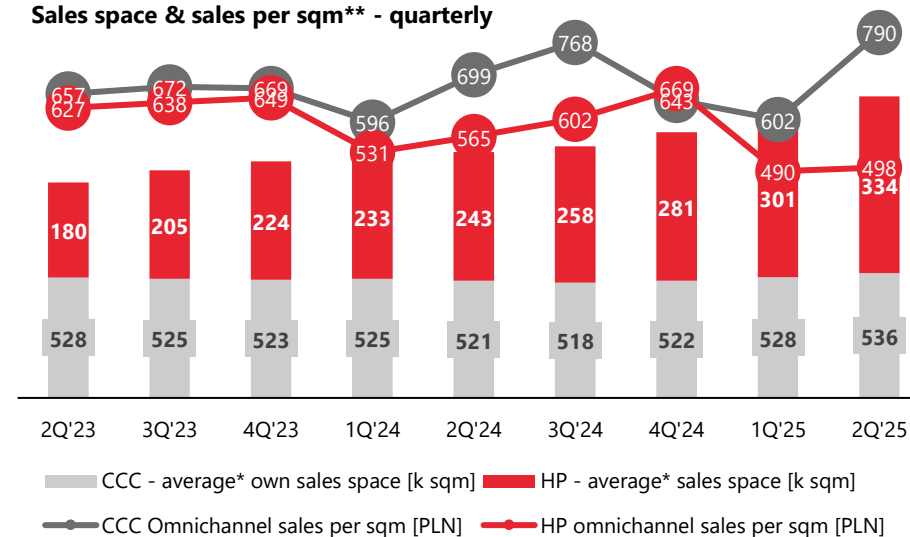
| Quarterly                                        | 2Q'23      | 3Q'23      | 4Q'23      | 1Q'24      | 2Q'24      | 3Q'24      | 4Q'24      | 1Q'24      | 1Q'24      |
|--------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| CCC – shops***                                   | 837        | 807        | 804        | 807        | 800        | 810        | 814        | 831        | 842        |
| Average* shop size [sqm]                         | 647        | 663        | 651        | 657        | 654        | 642        | 641        | 636        | 637        |
| eobuwie – shops                                  | 48         | 50         | 52         | 52         | 52         | 51         | 49         | 50         | 52         |
| Average* shop size [sqm]                         | 678        | 702        | 702        | 658        | 658        | 653        | 655        | 625        | 603        |
| HalfPrice - shops                                | 108        | 121        | 123        | 129        | 132        | 141        | 152        | 159        | 180        |
| Average* shop size [sqm]                         | 1662       | 1696       | 1843       | 1806       | 1843       | 1828       | 1846       | 1896       | 1855       |
| <b>Total sales space [k sqm] (end of period)</b> | <b>752</b> | <b>794</b> | <b>781</b> | <b>792</b> | <b>800</b> | <b>825</b> | <b>850</b> | <b>890</b> | <b>963</b> |

\*\*\* includes both own shops and franchise

### Sales space & sales per sqm\*\* – annually



### Sales space & sales per sqm\*\* - quarterly



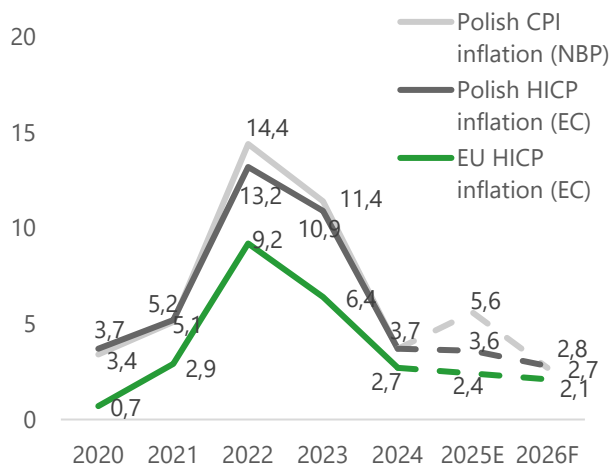
\* average for the period, \*\* CCC sales for the period exclude wholesale revenues; sales space includes CCC own stores without franchise sales space

# Market outlook

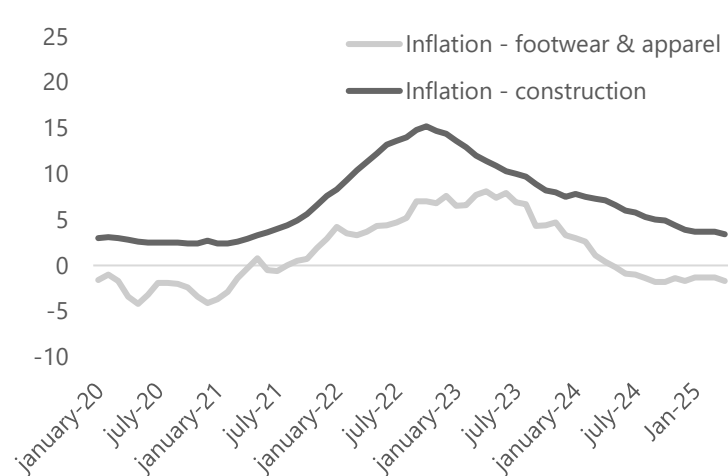


**Inflation [%]**

Source: NBP, EC

**Construction & fashion inflation in Poland [%]**

Source: GUS

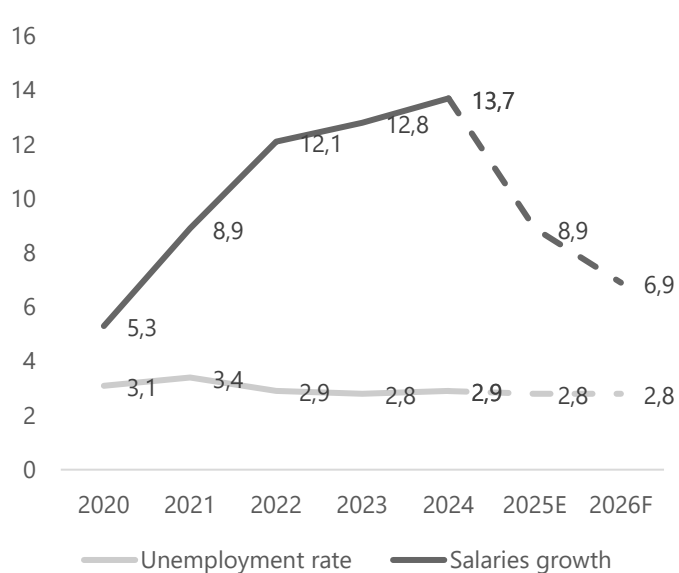


[%]

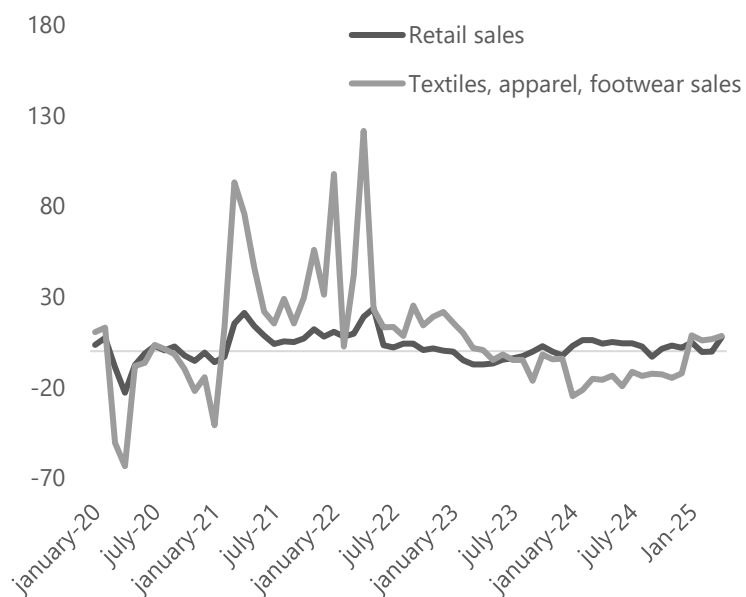
|                                            | 2020  | 2021 | 2022 | 2023  | 2024  | 2025E | 2026F |
|--------------------------------------------|-------|------|------|-------|-------|-------|-------|
| Inflation CPI – Poland                     | 3.4   | 5.1  | 14.4 | 11.4  | 3.7   | 5.6   | 2.7   |
| Inflation HICP - Poland                    | 3.7   | 5.2  | 13.2 | 10.9  | 3.7   | 3.6   | 2.8   |
| Inflation HICP – EU                        | 0.3   | 2.9  | 9.2  | 6.4   | 2.7   | 2.4   | 2.1   |
| Fashion inflation                          | -2.6  | -0.2 | 5.1  | 6.2   | -0.3  | -     | -     |
| Construction inflation                     | 2.7   | 4.2  | 12.6 | 10.3  | 6     | -     | -     |
| Retail sales dynamics                      | -2.7  | 7.6  | 7.2  | -3.2  | 3.3   | -     | -     |
| Textiles, apparel, footwear sales dynamics | -12.3 | 32.0 | 33.5 | -15.3 | -15.6 | -     | -     |
| Unemployment rate                          | 3.1   | 3.4  | 2.9  | 2.8   | 2.9   | 2.8   | 2.8   |
| Salaries growth rate                       | 5.3   | 8.9  | 12.1 | 12.8  | 13.7  | 8.9   | 6.9   |

**Salaries & unemployment [%]**

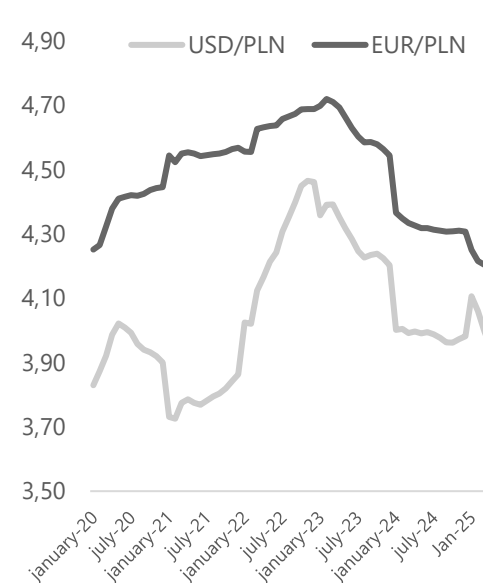
Source: NBP

**Sales dynamics yoy [%]**

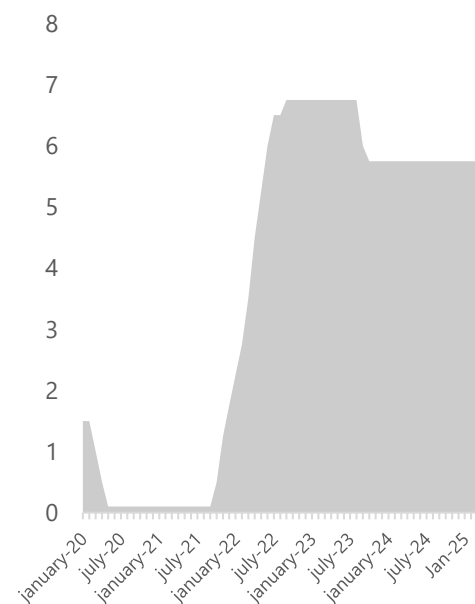
Source: GUS

**USD/PLN & EUR/PLN rates [PLN]**

Source: NBP

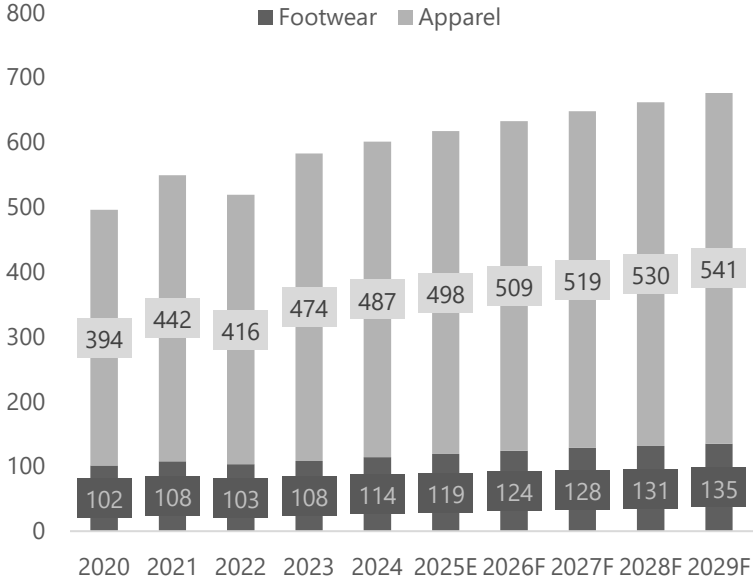
**Interest rates – reference rate in Poland**

Source: NBP



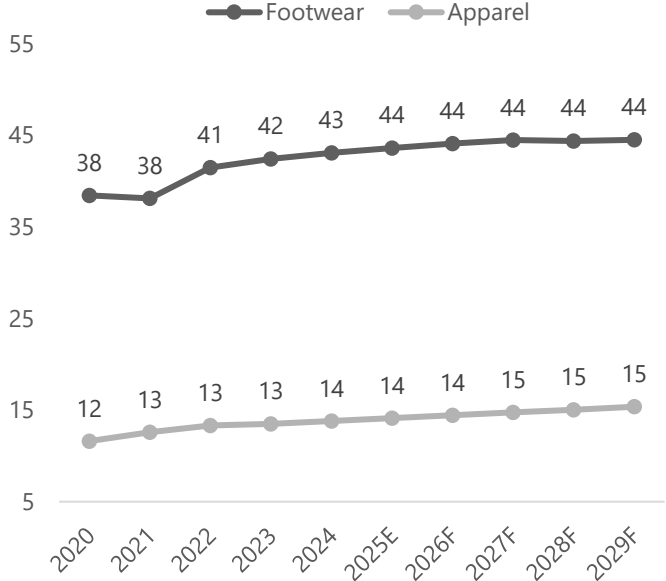
### European footwear & apparel market [USDbn]

Source: Statista



### Price per unit [USD]

Source: Statista



### CCC Group vs. competition – footwear private label retail sales revenues (TOP 10 in Europe)

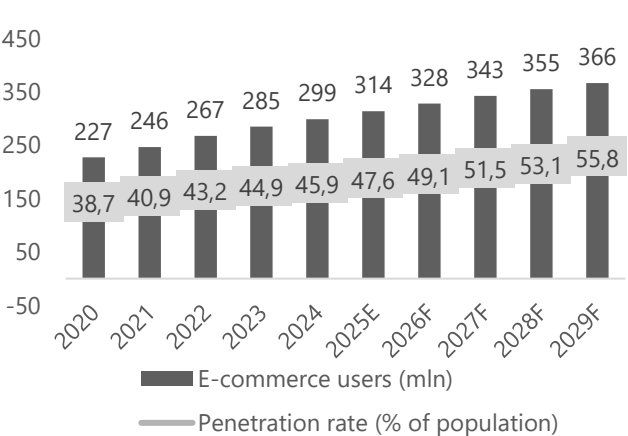
Source: Euromonitor

| [USDbn] |            | 2016       | 2017       | 2018       | 2019       | 2020       | 2021**     |
|---------|------------|------------|------------|------------|------------|------------|------------|
| 1.      | Nike       | 6.3        | 6.5        | 7.2        | 7.3        | 6.8        | 8.0        |
| 2.      | Adidas     | 5.2        | 5.6        | 5.9        | 5.9        | 4.9        | 5.7        |
| 3.      | Deichmann  | 3.0        | 3.2        | 3.4        | 3.4        | 2.7        | 3.0        |
| 4.      | Inditex    | 1.4        | 1.5        | 1.6        | 1.6        | 1.3        | 1.5        |
| 5.      | VF Corp.   | 1.2        | 1.4        | 1.6        | 1.8        | 1.2        | 1.5        |
| 6.      | Puma       | N/A*       | N/A*       | 1.2        | 1.2        | 1.1        | 1.4        |
| 7.      | Asics      | 0.9        | 1.0        | 1.1        | 1.0        | 0.8        | 1.0        |
| 8.      | <b>CCC</b> | <b>0.7</b> | <b>0.8</b> | <b>0.9</b> | <b>0.9</b> | <b>0.7</b> | <b>0.9</b> |
| 9.      | Decathlon  | 0.7        | 0.8        | 0.8        | 0.8        | 0.7        | 0.8        |
| 10.     | Skechers   | 0.6        | 0.6        | 0.7        | 0.8        | 0.7        | 0.8        |

\* owned by Kering \*\* as reported for 1H 2021, estimates for 2H 2021

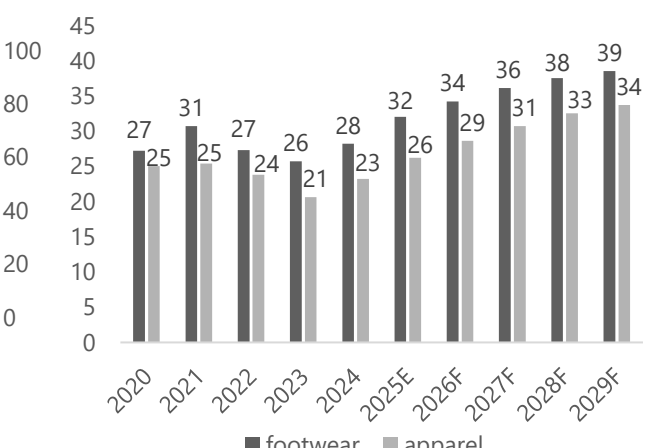
### E-commerce in fashion

Source: Statista



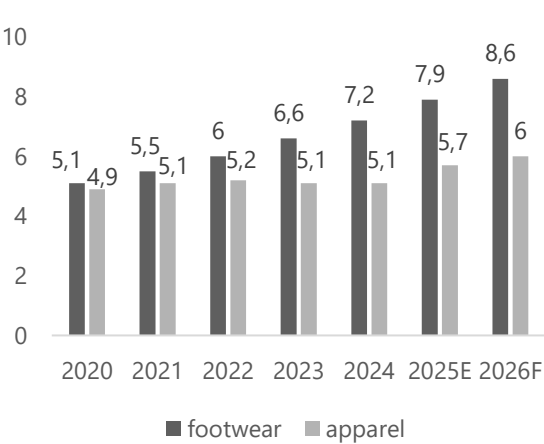
### Share of online revenues

Source: Statista



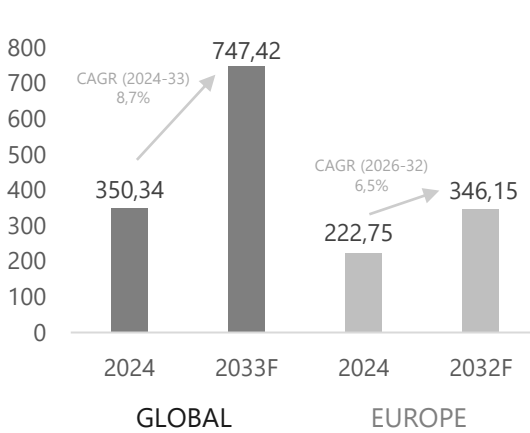
### Sustainable products share

Source: Statista



### Offprice market

Source: Evolve Business Intelligence, CCC estimates



|       |                                                                                                       |
|-------|-------------------------------------------------------------------------------------------------------|
| 2020  | 12 months finished on 31.01.21 - change of fiscal year (to Feb-Jan), refers to 2020 and going forward |
| CAGR  | Compound Annual Growth Rate                                                                           |
| CEE   | Central and Eastern Europe                                                                            |
| CPI   | Consumer Price Index                                                                                  |
| EUR   | EURO, currency                                                                                        |
| GMV   | Gross Merchandise Value                                                                               |
| GO.25 | GO.25 strategy published by CCC                                                                       |
| HICP  | Harmonised Indices of Consumer Prices                                                                 |
| HP    | HalfPrice                                                                                             |
| k     | thousands                                                                                             |
| LTM   | Last Twelve Months                                                                                    |
| PLN   | Polish Zloty, currency                                                                                |
| SKU   | Stock Keeping Unit                                                                                    |
| sqm   | Square Meter                                                                                          |
| TAM   | Total Addressable Market                                                                              |
| USD   | US Dollar, currency                                                                                   |
| WE    | Western Europe                                                                                        |



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