

CCC GROUP'S REVENUE

- CCC Group posts record-breaking revenue for another quarter: PLN 2.1bn (up 28% year on year).
- Continued increase in the share of e-commerce in the Group's sales – to 45% (up 6 pp year on year) despite customers' full return to offline stores.
- Sales in the CCC segment up 20% year on year and 8% compared with the third quarter of 2019, with a considerably optimised store chain (retail space down by 10% year on year).
- Continued development of the HalfPrice chain – nearly PLN 82m in revenue generated by 33 stores opened to date.

	Q3 2020 (Aug–Oct 2020)	Q3 2021 (Aug–Oct 2021)	Δ Q3 2021- Q3 2020	YOY
CCC Group's revenue [PLNm]				
CCC Group	1 621	2 067	446	28%
CCC	896	1 073	177	20%
Eobuwie	507	688	181	36%
Modivo	57	123	66	113%
HalfPrice	0	82	82	
DeeZee	19	22	3	17%
Other and unallocated ¹	142	79	-63	-44%
LFL retail CCC ²	-18%	24%		
E-commerce contribution to the CCC Group's revenue	39%	45%		6 pp

¹“Unallocated” refers to the share of the Group's wholesale to KVAG, allocated to continuing operations. In accordance with IFRS 5, intra-group transactions were eliminated in discontinued operations, therefore the margin generated by KVAG on merchandise purchased from the CCC Group is presented in revenue from discontinued operations, but cost of sales of discontinued operations pertains solely to purchases from entities outside the CCC Group. As a result, a disproportion may be seen in the cost of purchases relative to revenue (overstated gross margin expressed as a percentage). This approach has a negative effect on the reported margin on continuing operations. Furthermore, depreciation and amortisation are not charged from the date of reclassification.

²Excluding CCC e-commerce.

CCC GROUP'S FINANCIAL RESULTS

- Significant improvement in the Group's gross margin, by over 5 pp year on year. Growth driven mainly by margin recovery at CCC – active price management and conservative discount policy.
- Controlled increase in the Group's costs, reflecting mainly rapid expansion of e-commerce and fast growth of the HalfPrice concept.
- Operating profit of PLN 80m and EBITDA of PLN 226m, with respective margins at 3,9% and 11,0%.

	Q3 2020 (Aug–Oct 2020)	Q3 2021 (Aug–Oct 2021)	Δ Q3 2021– Q3 2020	YOY
CCC Group's statement of profit or loss [PLNm]*				
Revenue	1621	2067	446	28%
Gross profit	714	1019	305	43%
Gross margin [%]	44,0%	49,3%		5,3 pp
SG&A expenses	-709	-939	-240	34%
EBIT	5	80	75	>100%
EBIT margin [%]	0,3%	3,9%		3,6 pp
EBITDA (IFRS 16)	146	226	80	55%
EBITDA margin [%]	9,0%	11,0%		2,0 pp

* The financial data presented are estimates and do not include unusual, non-recurring events.

SELECTED ITEMS OF THE STATEMENT OF FINANCIAL POSITION OF THE CCC GROUP

The year-on-year change in the Group's net debt is mainly due to:

- Bond financing (7-year) provided by PFR (PLN 360m). The funds were used to buy back 10% of shares in eobuwie.pl S.A. from MKK3;
- Cancellable loan provided by PFR under the 'Financial Shield' programme (PLN 71 mln);
- Replacement of a part of reverse factoring facility of approximately PLN 150m (recognised as other trade payables) with credit facilities (recognised as financial liabilities).

	October 31st 2020	October 31st 2021	Δ Oct 31st 2021– Oct 31st 2020	YOY
Selected items of the statement of financial position [PLNm]				
Net debt	1006	1602	596	59%
Cash	448	848	401	89%

EOBUWIE GROUP'S FINANCIAL RESULTS

- Solid revenue growth posted by the eobuwie Group – by 44% year on year (including eobuwie.pl's revenue up 37% and Modivo's revenue up 113% – accelerated revenue growth quarter on quarter).
- Modivo revenue at PLN 123m – a high share of 15% in eobuwie Group's sales (+3 pp quarter on quarter).
- High gross margin at 45,3% (up 1.6 pp year on year).
- eobuwie Group's cost growth rate lower than the revenue growth rate by 8 pp.
- eobuwie Group's EBITDA margin at 8.5% – in line with GO.22 strategy objectives (cumulative EBITDA margin above 8.5%).

	Q3 2020 (Aug–Oct 2020)	Q3 2021 (Aug–Oct 2021)	Δ Q3 2021- Q3 2020	YOY
eobuwie Group's statement of profit or loss [PLNm]				
Revenue*	569	822	253	44%
Poland	227	307	80	35%
Central and Eastern Europe	235	348	113	48%
Western Europe	107	167	60	56%
Gross profit	248	372	124	50%
Gross margin [%]	43,7%	45,3%		1,6 pp
SG&A expenses	-233	-317	-84	36%
EBIT	16	55	40	254%
EBIT margin [%]	2,7%	6,7%		4,0 pp
EBITDA (IFRS 16)	27	70	44	163%
EBITDA margin [%]	4,7%	8,5%		3,8 pp

*Revenue includes transactions with the CCC Group (current period: PLN 12m, comparative period: PLN 5m).

GROWTH OF OFFLINE SALES CHANNELS

- Decrease in the Group's retail space by 8 thousand sqm year on year, mainly due to the planned optimisation of the CCC network (including the transformation into the HalfPrice concept).
- Continued growth of HalfPrice – ~20 more stores to be opened by the end of the financial year 2021.

	October 31st 2020	October 31st 2021	Δ October 31st 2021- October 31st 2020	YOY
Sales network rollout				
Area [m ²], including:	654 735	646 644	- 8091	-1%
CCC	637 589	571 329	-66 260	-10%
eobuwie	17 146	19 080	1 934	11%
HalfPrice	0	51 245	51 245	
Number of stores, including:	980	940	-40	-4%
CCC	955	871	-84	-9%
eobuwie	25	27	2	8%
HalfPrice	0	33	33	