

PERFORMANCE BY SEGMENT

CCC [PLN million]	Q1 2023 (Feb 2023 – Apr 2023)	Q1 2024 (Feb 2024 – Apr 2024)	Δ Q1 2024– Q1 2023	YOY
Revenue	848	949	100	12%
Gross profit	447	578	130	29%
<i>gross margin [%]</i>	52.7%	60.9%		8.2pp
Selling and administrative costs	-503	-461	42	-8%
<i>cost ratio [%]</i>	59.3%	48.6%		-10.6pp
Other income/expenses and impairment losses	14	0	-14	-100%
EBIT	-42	118	159	
<i>EBIT margin [%]</i>	-4.9%	12.4%		17.3pp
EBITDA	66	201	135	204%
<i>EBITDA margin [%]</i>	7.8%	21.2%		13.4pp
Adjusted* EBITDA	53	201	148	282%
<i>adjusted EBITDA margin [%]</i>	6.2%	21.2%		15.0pp

* EBITDA adjusted for the balance of other income/expenses and impairment losses (including one-off items)

- CCC segment's revenue up by 12% yoy (LFL +23%), with continued retail space optimisation (-4% yoy).
- Gross margin up by over 8pp yoy, driven mainly by: 1) improved product mix (significant share of new collections and new globally recognisable brands added to portfolio), 2) lower extent of discounting, 3) renegotiated purchase terms for new collection.
- Selling and administrative costs down by 8% – seventh consecutive quarter of yoy cost reduction on effectively delivered cost reduction programme.
- Operating profit up by PLN 159 million and over threefold yoy EBITDA growth. Repeatedly robust EBITDA margin of the CCC business line: at 20% for four straight quarters.

HalfPrice [PLN million]	Q1 2023 (Feb 2023 – Apr 2023)	Q1 2024 (Feb 2024 – Apr 2024)	Δ Q1 2024– Q1 2023	YOY
Revenue	252	371	120	48%
Gross profit	100	189	89	89%
<i>gross margin [%]</i>	39.8%	50.9%		11.1pp
Selling and administrative costs	-118	-160	-42	35%
<i>cost ratio [%]</i>	46.9%	43.0%		-3.9pp
Other income/expenses and impairment losses	0	1	0	
EBIT	-17	30	47	
<i>EBIT margin [%]</i>	-6.9%	8.1%		15.0pp
EBITDA	8	65	57	719%
<i>EBITDA margin [%]</i>	3.1%	17.5%		14.3pp
Adjusted* EBITDA	7	64	57	762%
<i>adjusted EBITDA margin [%]</i>	3.0%	17.3%		14.3pp

The figures in the table include the results of the HalfPrice omnichannel segment

* EBITDA adjusted for the balance of other income/expenses and impairment losses (including one-off items)

- HalfPrice’s revenue up by 48% supported by consistent store chain expansion (+28% yoy) and continued increase in LFL sales (+12%).
- Surge in HalfPrice’s gross margin by more than 11pp, mainly on the back of good, continually enhanced product mix coupled with conservative pricing policy.
- Change in selling and administrative costs linked to HalfPrice’s strong development profile. Cost growth significantly below revenue growth.
- Operating profit up by PLN 47 million and over eightfold yoy increase in EBITDA. Steep improvement in EBITDA margin by 14.3pp yoy driven by gross margin expansion and tight cost discipline.

Modivo Group [PLN million]	Q1 2023 (Feb 2023 – Apr 2023)	Q1 2024 (Feb 2024 – Apr 2024)	Δ Q1 2024– Q1 2023	YOY
Revenue*	949	919	-29	-3%
eobuwie.pl	706	698	-8	-1%
Modivo	243	221	-22	-9%
Gross profit	400	387	-13	-3%
<i>gross margin [%]</i>	42.2%	42.1%		-0.1pp
Selling and administrative costs	-408	-399	9	-2%
<i>cost ratio [%]</i>	43.0%	43.4%		0.4pp
Other income/expenses and impairment losses	-1	16	17	
EBIT	-9	4	13	
<i>EBIT margin [%]</i>	-1.0%	0.4%		1.4pp
EBITDA	13	35	22	174%
<i>EBITDA margin [%]</i>	1.4%	3.8%		2.5pp
Adjusted** EBITDA	14	19	6	40%
<i>adjusted EBITDA margin [%]</i>	1.5%	2.1%		0.7pp

* Revenue net of transactions completed with the CCC Group. The value of intragroup transactions in the period under review was PLN 20.6 million (PLN 82.2 million in the comparative period).

** EBITDA adjusted for the balance of other income/expenses and impairment losses (including one-off items).

- Modivo Group's Q1 2024 revenue down by 3% yoy (eobuwie -1%, Modivo -9%). Excluding the effect of foreign exchange differences, Modivo Group's revenue up by 2% yoy (eobuwie +4%, Modivo -4%). Amid gradual recovery of consumer purchasing power, in April 2024 Modivo Group's sales rose by 18% yoy (eobuwie +22%, Modivo +6%).
- Growing prominence of marketplace at Modivo Group – share of marketplace in Modivo's orders at approx. 30% in Poland and approx. 16% in Italy.
- Slight decrease in gross margin (-0.1pp yoy), reflecting mainly high sales of discounted AW and older collections in February 2024. Gross margin on the new collection (predominant category in Modivo Group's total inventories) up by 15pp relative to older collections.
- Selling and administrative costs down by 2% in inflationary business environment on the back of saving measures, strict fixed cost policy, steady gains in operating efficiency and enhanced management of marketing spend.
- Nearly threefold yoy increase in Modivo Group's EBITDA. First quarter in over two years with yoy improvement in Modivo Group's EBITDA.
- EBITDA adjusted downward for one-off items (including sale of K1 warehouse – PLN 15 million effect on EBITDA) up by 40% yoy.

CCC GROUP'S FINANCIAL RESULTS

CCC Group [PLN million]	Q1 2023 (Feb 2023 – Apr 2023)	Q1 2024 (Feb 2024 – Apr 2024)	Δ Q1 2024– Q1 2023	YOY
Revenue	2,064	2,256	192	9%
Gross profit	959	1,164	205	21%
<i>gross margin [%]</i>	46.5%	51.6%		5.1pp
Selling and administrative costs	-1,039	-1,028	12	-1%
<i>cost ratio [%]</i>	50.4%	45.5%		-4.8pp
Other income/expenses and impairment losses	14	17	3	22%
EBIT	-67	152	219	
<i>EBIT margin [%]</i>	-3.2%	6.8%		10.0pp
EBITDA	89	304	216	244%
<i>EBITDA margin [%]</i>	4.3%	13.5%		9.2pp
Adjusted* EBITDA	75	288	213	283%
<i>adjusted EBITDA margin [%]</i>	3.6%	12.8%		9.1pp

* EBITDA adjusted for the balance of other income/expenses and impairment losses (including one-off items)

- Group's revenue up by 9% yoy.
- Group's gross margin up by 5.1pp, driven by steep growth in CCC's and HalfPrice's margins (up by 8pp and 11pp, respectively).
- Selling and administrative costs down by 1% yoy, with 7% retail space expansion. Tight cost discipline within each business line.
- Group's operating profit up by PLN 219 million, with over threefold yoy increase in EBITDA. Over 9pp improvement in EBITDA margin.

GROWTH OF CCC GROUP'S OFFLINE SALES CHANNELS

	30 Apr 2023	30 Apr 2024	Δ 30 Apr 2024 – 30 Apr 2023	YOY
Area [m ²], including:	739,747	792,157	52,410	7%
CCC	538,891	518,336	-20,555	-4%
eobuwie	30,669	34,195	3,526	11%
HalfPrice	170,187	239,626	69,439	41%
Number of stores, including:	978	980	2	0%
CCC	835	799	-36	-4%
eobuwie	42	52	10	24%
HalfPrice	101	129	28	28%

- Downsizing of CCC's retail space by 4% yoy – continued efforts to optimise the chain's profitability.
- 10 new Modivo/eobuwie hybrid stores opened during past 12 months.
- Continued rollout of HalfPrice – 28 new stores opened during past year, with 6 new stores in Q4 2024.

SELECTED ITEMS OF THE STATEMENT OF FINANCIAL POSITION

Modivo Group [PLN million]	31 Jan 2024	30 Apr 2024	Δ 30 Apr 2024 – 31 Jan 2024	QOQ
Gross debt*	1,025	1,015	-10	-1%
(-) Cash	112	139	27	24%
(-) Convertible bonds issued to Softbank	739	777	38	5%
Net financial debt	174	99	-75	-43%
Reverse factoring	234	319	85	36%

* Excluding reverse factoring (reverse factoring included in the definition of a bank covenant applicable to Modivo S.A.).

- Reduction of Modivo Group's net financial debt on higher cash levels and lower utilisation of revolving credit limits.

CCC Group excluding MODIVO Group [PLN million]	31 Jan 2024	30 Apr 2024	Δ 30 Apr 2024 – 31 Jan 2024	QOQ
Gross debt	1,070	1,225	154	14%
(-) Cash	155	271	116	75%
Net debt	916	954	38	4%
(-) Bonds issued to PFR*	345	357	11	3%
(+/-) other adjustments**	-5	-11	-6	
Net financial debt	566	586	20	4%
(+) Reverse factoring	232	324	92	40%
(+) Bank guarantees	119	129	11	9%
Net exposure	917	1,039	123	13%

* Debt under bonds issued to PFR is not included in covenants; in the financial statements, its amount is included in liabilities under borrowings and bonds and in other financial liabilities.

** For the purpose of calculating the net exposure covenant – adjustments for measurement of derivatives and SCN.

- Net debt broadly unchanged qoq despite purchases made ahead of the upcoming SS24 season, thanks to:
 - continued delivery of saving programmes in the CCC segment,
 - continued working capital optimisation,
 - renegotiation of business terms with suppliers.
- Increased use of reverse factoring products and bank guarantees reflecting contracts signed for the upcoming SS24 season.
- CCC Business Unit's debt refinancing process progressing as planned, due for completion by mid-year. In the Management Board's opinion, its completion will eliminate the going concern risks discussed in the consolidated financial statements of the CCC Group for the year ended 31 January 2024.

Inventories* [PLN million]	30 Apr 2023	30 Apr 2024	Δ 30 Apr 2024 - 30 Apr 2023	YOY
CCC	1,050	1,264	214	20%
HalfPrice	398	748	350	88%
Modivo Group	1,446	1,161	-285	-20%

* Includes goods in transit, purchased on FOB basis (goods in sea transit).

- CCC segment's inventories up by 20% yoy (thanks mainly to development of the high-margin licensing model) consistent with LFL sales growth in Q1 2024 (+23%). Slight inventory increase qoq (+7%) due to the seasonality effect and stocking-up for the SS24 season.
- HalfPrice's inventory increase (+88% yoy) reflecting rapid expansion of the chain. Expanded product range and improved inventory at HalfPrice as key drivers of LFL sales growth.
- Modivo Group's inventories down by 20% yoy (with revenue comparable and 32% increase in new collection sales) on successful implementation of the working capital optimisation programme. Significant improvement in inventory age structure, towards markedly higher yoy component of current collections, and size coverage. Slight inventory increase qoq (+11%) due to the seasonality effect and stocking-up for the SS24 season.