

	Q3 2017	Q3 2018	Q3 2018 (without IFRS 16)	Explanation of changes resulting from introduction of IFRS 16
	M PLN	M PLN	M PLN	
Revenues	987,2	1 247,7	1 247,7	-
Gross profit on sales	503,3	595,4	595,4	-
SG&A costs	- 442,7	- 615,6	- 616,7	Decrease of operating costs related to rents (PLN 118,8 million) and increase by depreciation and amortization of the right to use (PLN 117,7 million) as defined by IFRS 16
Result on operations	52,3	5,3	3,4	as above
EBITDA	78,7	160,1	40,6	Increase by depreciation and amortization of the right to use the asset in accordance with IFRS 16
Net result on financial activities	- 4,1	- 34,9	- 29,9	Adjustment for a liability discount and foreign exchange differences on the valuation of lease agreements as defined in IFRS 16
Earnings before tax	48,2	- 29,7	- 26,5	Change in the costs of sales and general administrative cost as well as the liability discount and exchange rate differences due to the valuation of leasing agreements as defined by IFRS 16
Net profit	41,2	- 46,0	- 41,4	as above
Attributable to shareholders of the parent company	38,6	- 41,7	- 37,0	as above
Fixed assets	1 114,5	3 907,0	1 572,5	Disclosure of the right to use an asset in accordance with IFRS16
Inventory	1 509,4	1 944,0	1 944,0	-
Trade receivables	35,2	132,7	132,7	-
Trade payables	103,6	852,7	852,7	-
Cash and cash equivalents	104,5	476,0	476,0	-
Equity	1 026,0	1 126,6	1 179,5	Change in the net result of the current period due to IFRS16
Net debt	1 139,4	3 050,8	663,2	Disclosure of the liability for the measurement of lease agreements as defined in IFRS 16
		2 387,6		
Net debt/EBITDA ratio	2,2	3,9	1,5	Change resulting from the valuation of leasing agreements as defined in IFRS16.
		<i>incomparable</i>		
Operating cash flows (OCF)	- 88,3	125,8	- 23,5	Change in the result and reclassification of rent costs for the current period due to IFRS16
Cash flows from investing activities	- 45,2	- 112,9	- 112,9	Change resulting from the disclosure of the right to use an asset as defined in IFRS16
Cash flows from financial activities	- 90,7	- 239,7	- 90,5	Change resulting from the disclosure of the liability for the measurement of lease agreements under IFRS 16

Total floorspace of CCC Group as of 30.09.2018 amounted 683 k sqm (including 88 k sqm Vogeles), while store count was 1181 (including 205 Vogeles).

Store related costs excluding Vogeles in Q3 2018 amounted to 186 PLN per month per sqm (in Q3 2017 221 PLN per month per sqm).

Events that have affected the results of Q3 2018:

- motivation scheme costs: -9,5 M PLN (none in Q3 2017)

**The results of e-commerce segment in the reported period was as follows (including IFRS 16):**

Revenues: 250 M PLN (+70% yoy),

Gross profit on sales: 101 M PLN (+71% yoy),

EBIT: 26 M PLN (+39% yoy),

EBITDA: 27 M PLN (19 M PLN in Q3 2017),

Inventory: 313 M PLN (+55% yoy).