

CCC GROUP'S REVENUE

- 46% year-on-year increase in revenue reported by the Group, with sales exceeding PLN 2bn for a third consecutive quarter.
- Very strong contribution of e-commerce to the Group's revenue, at 56%, up 11pp quarter on quarter.
- Revenue growth delivered by all reportable segments.
- CCC omnichannel sales/sqm higher by 4% compared to Q4 2019.
- Implementation of the Order Management System at CCC integrating in-store stocks with e-commerce: since the launch of the OMS nearly 50% of ccc.eu orders in Poland are shipped from stores (improved merchandise availability for customers, accelerating e-commerce growth, faster inventory turnover, wider margins in the quarters to come).
- Fast revenue growth reported by the Modivo Group (+35% year on year), including by 123% in the Modivo segment, with the sales growth accelerating for a third consecutive quarter (Q2 2021 +90%, Q3 2021 +111%).
- 114 PLNm in revenue from the new HalfPrice concept (+39% quarter on quarter).
- 58% year-on-year revenue growth reported by DeeZee in 2021, DeeZee exceeded the PLN 100m full-year turnover mark for the first time in its operating history.

	Q4 2020 (Nov 2020– Jan 2021)	Q4 2021 (Nov 2020– Jan 2021)	Δ Q4 2021– Q4 2020	YOY
CCC Group's revenue [PLNm]				
CCC Group	1398	2039	642	46%
CCC	560	845	284	51%
Eobuwie	647	794	147	23%
Modivo	99	222	122	123%
HalfPrice	0	114	114	
DeeZee	20	32	12	58%
Other and unallocated ¹	70	33	-38	-54%
LFL retail CCC ²	-54%	62%		
E-commerce contribution to the CCC Group's revenue	61%	56%		-5 p.p.

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

- Steady improvement in the Group's gross margin, up almost 4,5pp year on year. Margin significantly wider year on year in the CCC segment, supported by active price management and a responsible discount policy. FY CCC margin at the highest level over the past 4 years.
- SG&A costs growing (+41%) at a slightly lower rate than revenue (+46%). In Q4 2021, costs went up mainly due to the rapid growth of the CCC Group's business and implementation of the GO.25 Everything Fashion strategy, including in particular:
 - Rollout of the HalfPrice network: +28 quarter-on-quarter increase in the number of stores (doubling the chain size), with ~10 stores slated to open in Q1 2022;
 - Launch of a HalfPrice e-commerce channel: since its launch on December 10th 2021 it generated almost PLN 1,5m in revenue;
 - Rapid expansion of the technology and digitalisation division – building in-house capabilities supporting the development of e-commerce channels, mobile apps and CRM;
 - Investments in building CCC brand awareness through up-to-date marketing activities, targeting mainly generation Z; Preparations for spring-summer 2022 (including photo and video production)

	Q4 2020 (Nov 2020– Jan 2021)	Q4 2021 (Nov 2020– Jan 2021)	Δ Q4 2021– Q4 2020	YOY
CCC Group's statement of profit or loss [PLNm]*				
Revenue	1398	2039	642	46%
Gross profit	588	948	360	61%
Gross margin [%]	42,1%	46,5%		4,4 p.p.
SG&A	-754	-1061	-307	41%
EBIT	-166	-113	53	-
EBIT margin [%]	-11,9%	-5,5%		6,4 p.p.
EBITDA (MSSF16)	-39	26	64	-
EBITDA margin [%]	-2,8%	1,3%		4,1 p.p.

* 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 was mainly due to:

- New financing:
 - a) Softbank convertible bond (to Modivo S.A. shares) financing (PLN 500m) and
 - b) bond financing (7-year) from PFR (PLN 360m) the proceeds from which were used to buy 10% of shares in eobuwie.pl S.A. from MKK3;
- Payment of debts towards banks (-PLN 466m) in the form of prepayment as well as instalments of syndicated loan at CCC S.A./CCC.eu and investment loan at Modivo S.A. (-PLN 64m)
- Replacement of a part of the reverse factoring facility of approximately PLN 160m (recognised as other trade payables) with credit facilities (recognised as financial liabilities).

	Jan 31 2021	Jan 31 2022	Δ Jan 31 2022- Jan 31 2021	YOY
Selected items of the statement of financial position [PLNm]				
Net debt	1211	1524	313	26%
Cash	459	944	485	106%

GROWTH OF OFFLINE SALES CHANNELS OF CCC GROUP

- Decrease in the CCC retail space by 77 thousand m² year on year, mainly due to the planned optimisation of the CCC network (including the transformation into the HalfPrice concept).
- Further omnichannelisation of CCC stores: ~50% of e-commerce orders shipped from stores following implementation of the OMS (improved turnover and margin in future seasons), express delivery of orders from CCC stores available in 37 towns/cities, in-store solutions (online kiosks, tablets) deployed at ~90% of stores.
- Continued rollout of HalfPrice – some tens more stores to be opened by the end of the financial year 2022.

	Jan 31 2021	Jan 31 2022	Δ Jan 31 2022- Jan 31 2021	YOY
Sales network rollout				
Area [m ²], including:	647 094	664 271	17 177	3%
CCC	629 948	552 572	- 77 376	-12%
eobuwie	17 146	20 715	3 569	21%
HalfPrice	-	84 810	84 810	
Number of stores, including:	964	940	-24	-2%
CCC	939	840	-99	-11%
eobuwie	25	28	3	12%
HalfPrice	-	61	61	

MODIVO GROUP'S FINANCIAL RESULTS

- Strong revenue growth delivered by the Modivo Group (+35%) despite the challenging base effect of major restrictions on offline retail operations in Q4 2020.
- Exponential growth of the Modivo segment's contribution to the Modivo Group's revenue, to 22% (+9pp year on year).
- Modivo's sales in Germany and Italy almost tripled year on year.
- SG&A expenses (+34%) growing at a rate similar to revenue (+35%), with the growth reflecting mainly the implementation of strategic objectives, including:
 - Development of the Modivo marketplace – planned to be launched in late Q1 and early Q2 2022
 - Work to launch new eobuwie and Modivo mobile apps – planned to be released in late Q1 and early Q2 2022
 - Expansion in the most promising markets (expansion of local offices)
 - Acquisition of software licences to support sales growth
 - Launch of a new logistics centre in Romania, and execution of phase three of the project to expand the logistics centre in Zielona Góra
- Increase of operating profit and EBITDA year on year (+ PLN 7m each). YTD EBITDA margin of the Modivo Group at 7,6%, in line with the target set in the GO.25 strategy.

	Q4 2020 (Nov 2020– Jan 2021)	Q4 2021 (Nov 2020– Jan 2021)	Δ Q4 2021– Q4 2020	YOY
Modivo Group's statement of profit or loss [PLNm]				
Revenue*	761	1025	264	35%
Poland	253	325	72	28%
Central and Eastern Europe	307	445	138	45%
Western Europe	200	255	55	27%
Gross profit	325	430	105	32%
Gross margin [%]	42,7%	42,0%		-0,7 p.p.
SG&A	292	390	98	34%
EBIT	33	40	7	22%
EBIT margin [%]	4,3%	3,9%		-0,4 p.p.
EBITDA (MSSF16)	49	55	7	14%
EBITDA margin [%]	6,4%	5,4%		-1,0 p.p.

* Revenue includes transactions with the CCC Group (current period: PLN 10m, comparative period: PLN 14m).