

CCC Group achieves record expansion in the third quarter of 2025, investing to deliver on its strategic objectives

In the third quarter of 2025 (August–October 2025), the CCC Group delivered its highest-ever quarterly revenue, reaching nearly PLN 3 billion, with sales growth of 7%. The quarter was also marked by accelerated retail space expansion, with growth of 21% year on year by the end of the quarter.

The CCC Group's revenue rose by 7% year on year to nearly PLN 3 billion, despite a challenging business environment, including adverse weather conditions. All business lines achieved year-on-year sales growth – HalfPrice by 25%, CCC by 5%, and the Modivo Group by 1%.

“The third quarter presented a mixed performance picture. We saw softer sales dynamics in September, a month marked by exceptionally warm weather and heightened social unrest related to the geopolitical situation. Conversely, the Back-to-School period was very strong, with both CCC and HalfPrice generating double-digit LFL sales growth. The best month of the quarter was October, which outperformed the prior year across all key metrics – sales, gross margin, and profitability. This clearly demonstrates the strength of our business model in normal operating conditions,” said Dariusz Mitek, President of the Management Board of the CCC Group.

In the third quarter of 2025, the CCC Group accelerated the expansion of its offline retail network, driven primarily by the growth of the HalfPrice business line, which increased its retail space by 50% year on year. During the quarter, the Group's combined owned and franchise retail space grew by 85,000 m² (compared with 110,000 m² in the first half of the year), with nearly half of the new openings taking place in October alone. In the final quarter of the year, the Group plans to add approximately a further 125,000 m² of new retail space.

“2025 will be a record year for the CCC Group in retail network expansion. We will clearly exceed our original target of opening 200,000–250,000 m² of new retail space – by year-end, the total will be around 320,000 m² more operating space than a year earlier (+38% yoy). We are expanding faster than planned, driven by access to attractive retail locations on highly favourable lease terms. The rapid pace of growth naturally entails higher costs, which we view as an investment in achieving our long-term strategic objectives. Every new store involves pre-opening costs, including rent during renovation and store preparation, staffing and training, as well as merchandise preparation and allocation. These are costs incurred before a store begins to generate revenue. In the coming year, all stores opened in 2025 will already be fully contributing to the Group's sales,” said Dariusz Mitek, President of the Management Board of the CCC Group.

In the third quarter, the CCC Group reported a gross margin of 48%. Despite the strong pace of expansion, the Group's costs increased at a slower rate (10%) than its retail space (21%). Notably, the Modivo Group reported an 8% year-on-year decrease in costs, with its cost ratio improving by 3pp year on year.

“We continue to consistently deliver on our goals for product portfolio development. As planned, the share of licensed brands in the CCC business line continues to increase, driving its gross margin in core operations up by nearly 1pp year on year, to 62%. We are very pleased with the contribution and performance of licensed brands within the Group's portfolio. From next year, licensed brands will be available on a broader scale across other business lines, particularly through the introduction of licensed apparel and the implementation of product segmentation. The licensed brand offering will also significantly strengthen the profitability of the Worldbox

network, with its gross margin expected to rise by several percentage points year on year,” added Dariusz Mitek.

In the third quarter of 2025, the CCC Group reported an operating profit of PLN 221 million and EBITDA of PLN 404 million. Over the past twelve months, the Group’s EBITDA margin reached 16%, up 2pp year on year.

“The results for this quarter and the full year are below our initial expectations. For much of the year, we operated in a challenging business environment, while accelerating investments to support the achievement of our long-term strategic goals, which proved a short-term drag on profitability. Consequently, we are revising our original earnings assumptions for the year, while maintaining all of our strategic objectives. After 2025, we will be significantly better positioned to deliver on them. We remain confident in the strength and resilience of our business model,” said Dariusz Mitek, President of the Management Board of the CCC Group.