

INVESTOR DAYS 2026

1Q26 preliminary results

TECH-POWERED GROWTH

M A Y 2 0 2 6

LPP

RESERVED

CROPP

HOUSE

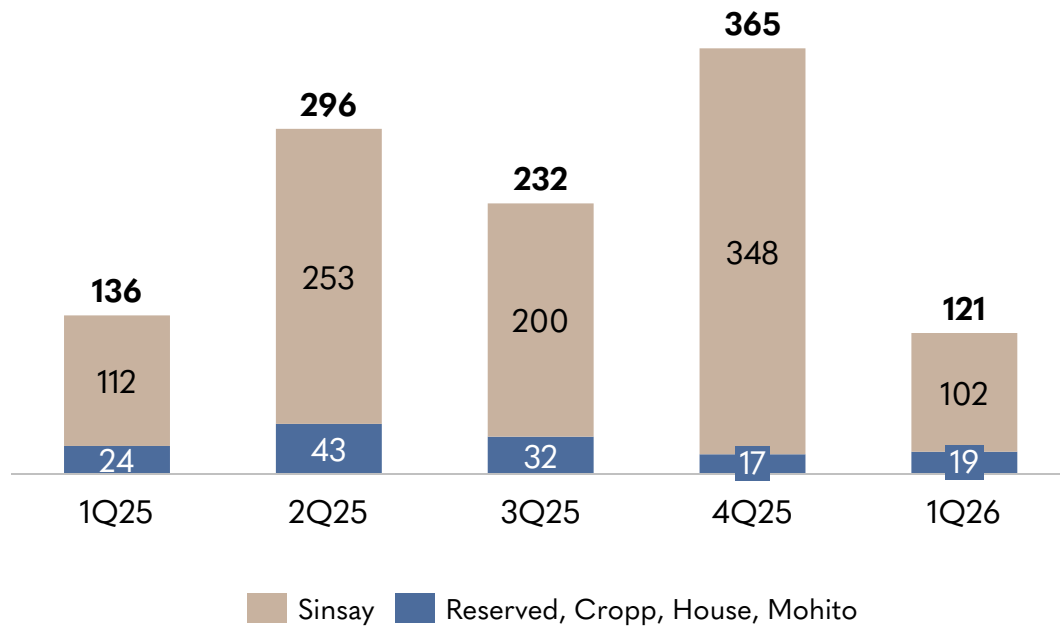
M O H I T O

sinsay

Growth of Sinsay network in 1Q26

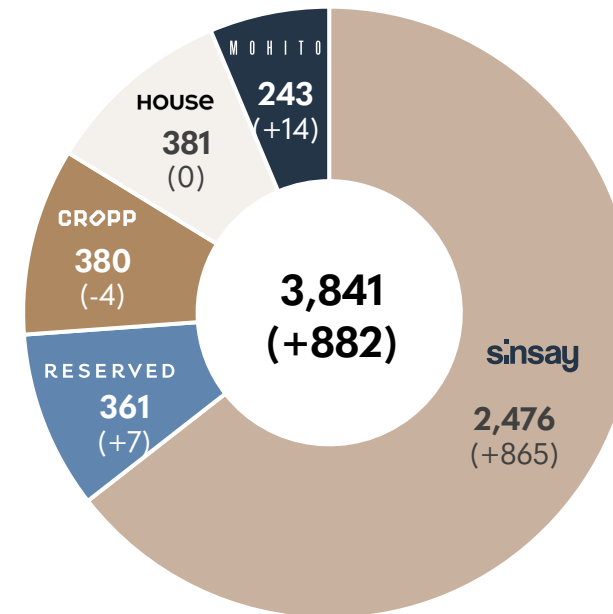
NO. OF NEW STORES

(gross)



NO. OF STORES BY BRAND

(net YoY, as at 30.04.2026)



FLOORSPACE

Poland

1,046 ths. m²
+9% YoY

Abroad

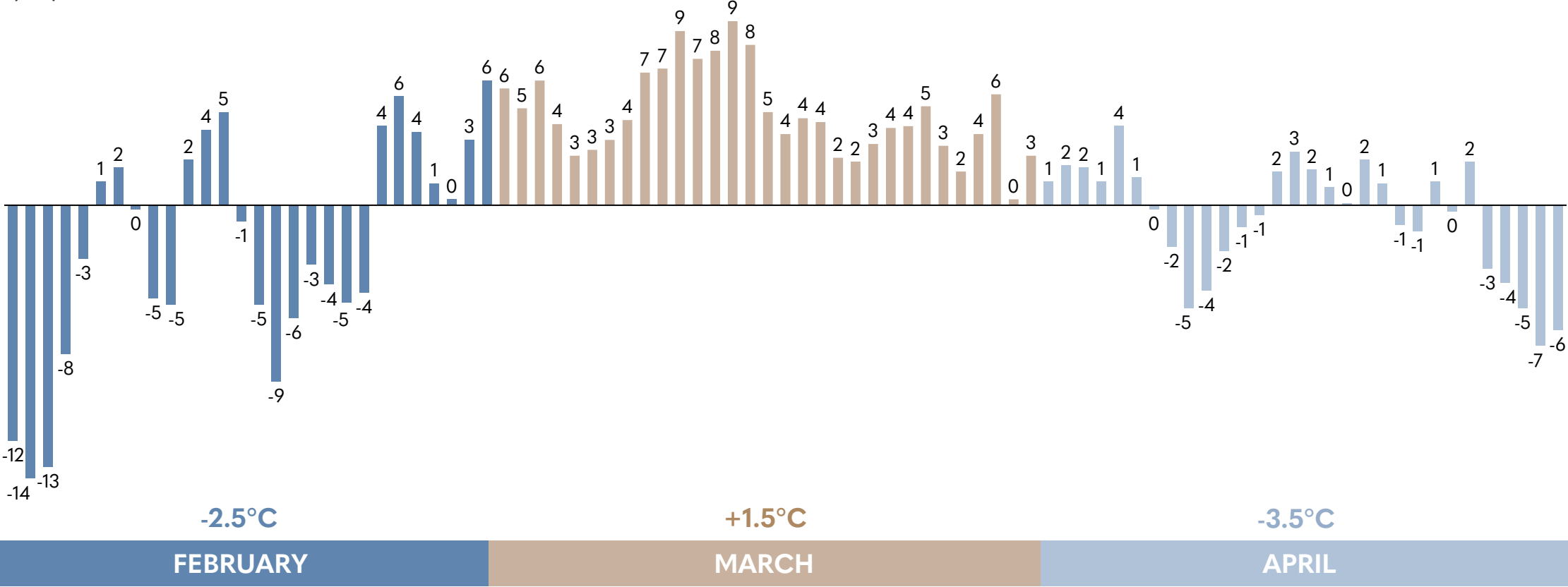
2,075 ths. m²
+32% YoY

TOTAL

3,121 ths. m²
+23% YoY

1Q26 influenced by temperature deviations

DEVIATION FROM THE HISTORICAL AVERAGE TEMPERATURE – WARSAW
(°C)



Difference in average monthly temperature YoY

1Q26 with dynamic profit growth

SALES

+10%
YoY¹

- +13% growth YoY¹ in sales at traditional stores
- -2.8% LFL sales (-6.8% for Sinsay brand)
- Online sales flat YoY

¹ in constant currencies

GROSS PROFIT MARGIN

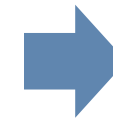
58%-59%

- Strengthening of the FX: PLN/US\$
- Effective management of pricing policy across all brands

SG&A COSTS

low double-digit growth

- Maintaining corporate cost discipline
- Continued implementation of cost-saving initiatives in sales and logistics



EBIT – OPERATING PROFIT

high double-digit growth YoY

NET PROFIT

5th consecutive quarter of profitability improved YoY

2026 targets

	2025	2026
Sales from core operations, PLN billion including:	23.1	ca 28 – 29
Offline	16.6	ca +20 – 25% YoY
Online	6.4	ca +20% YoY
Gross profit margin on sales	55.6%	55.0% – 55.5%
SG&A % of sales	40.7%	40% – 41%
EBITDA margin	23.3%	23% – 24%
Net profit margin	10.3%	9% – 10%
Capex (PLN bn)	3.2	2.6
Net debt/EBITDA	1.1	ca 1.1
Floorspace (million m ² , as at year-end)	3.1	ca +20% YoY



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Thank you

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CROPP

HOUSE

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sinsay