

LPP

Investor Presentation

JUNE 2026

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CROPP

HOUSE

MOHITO

sinsay

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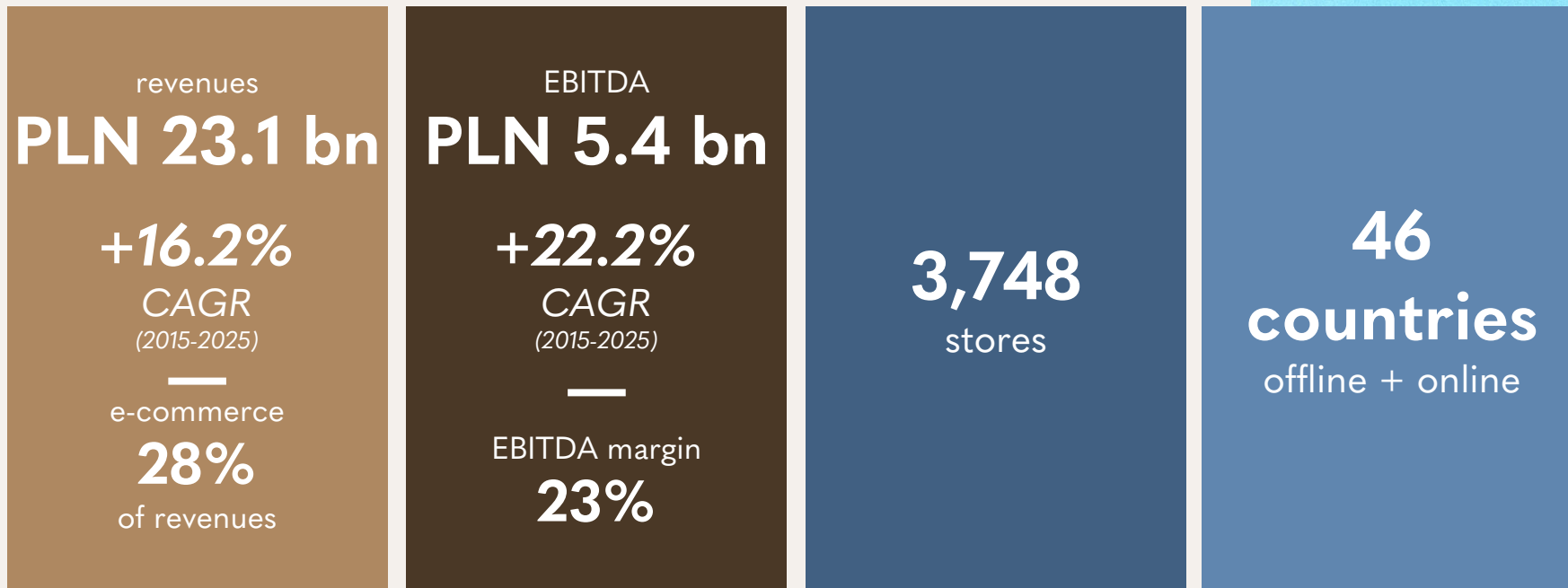
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01

LPP at a glance

LPP – long record of strong & profitable growth



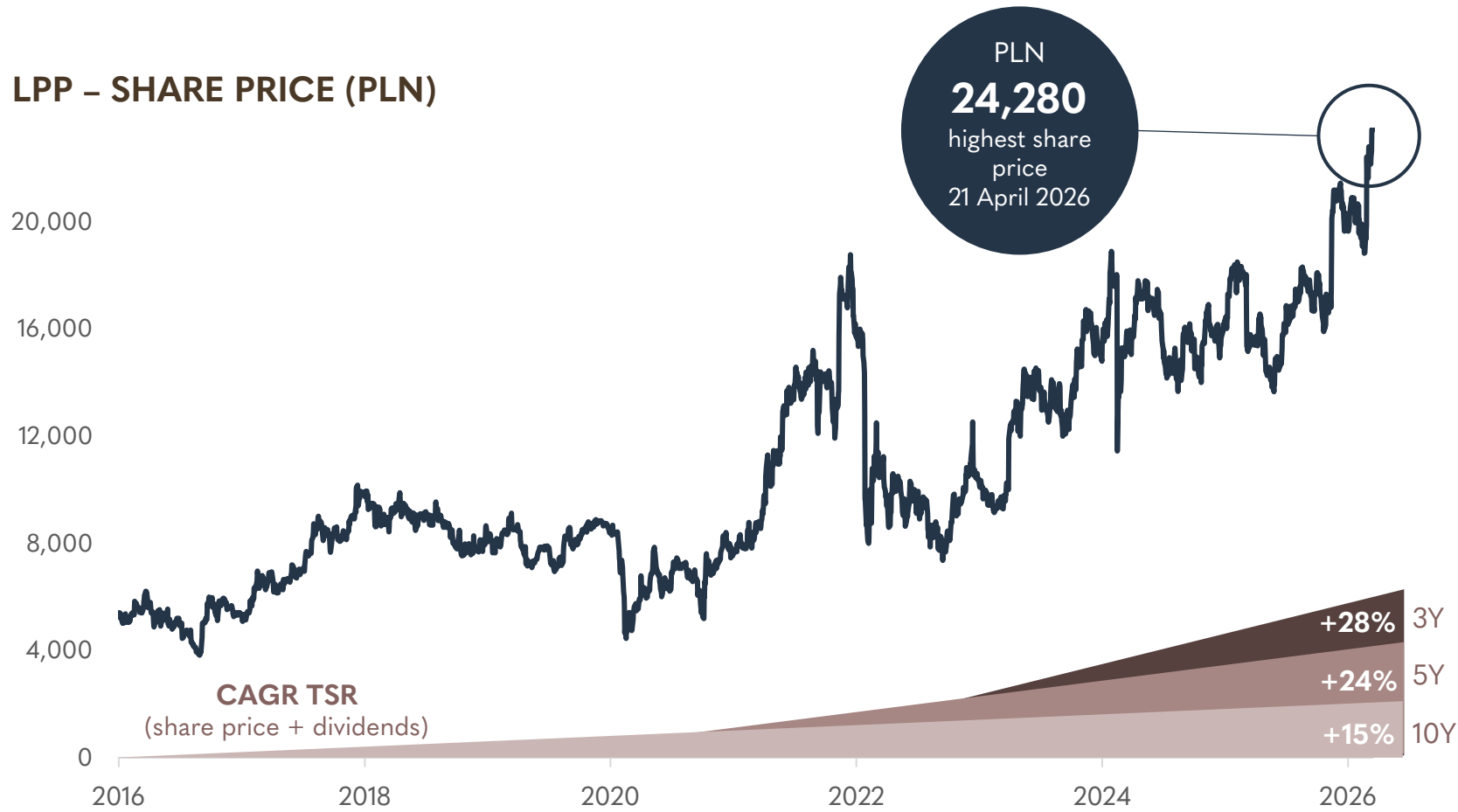
Data for 2025

Data as of 31.01.2026

Data have been adjusted for the impact of the write-offs – receivables from the sale of the Russian business

Consistent value creation for shareholders

LPP – SHARE PRICE (PLN)



regular dividend payments
for **15** years

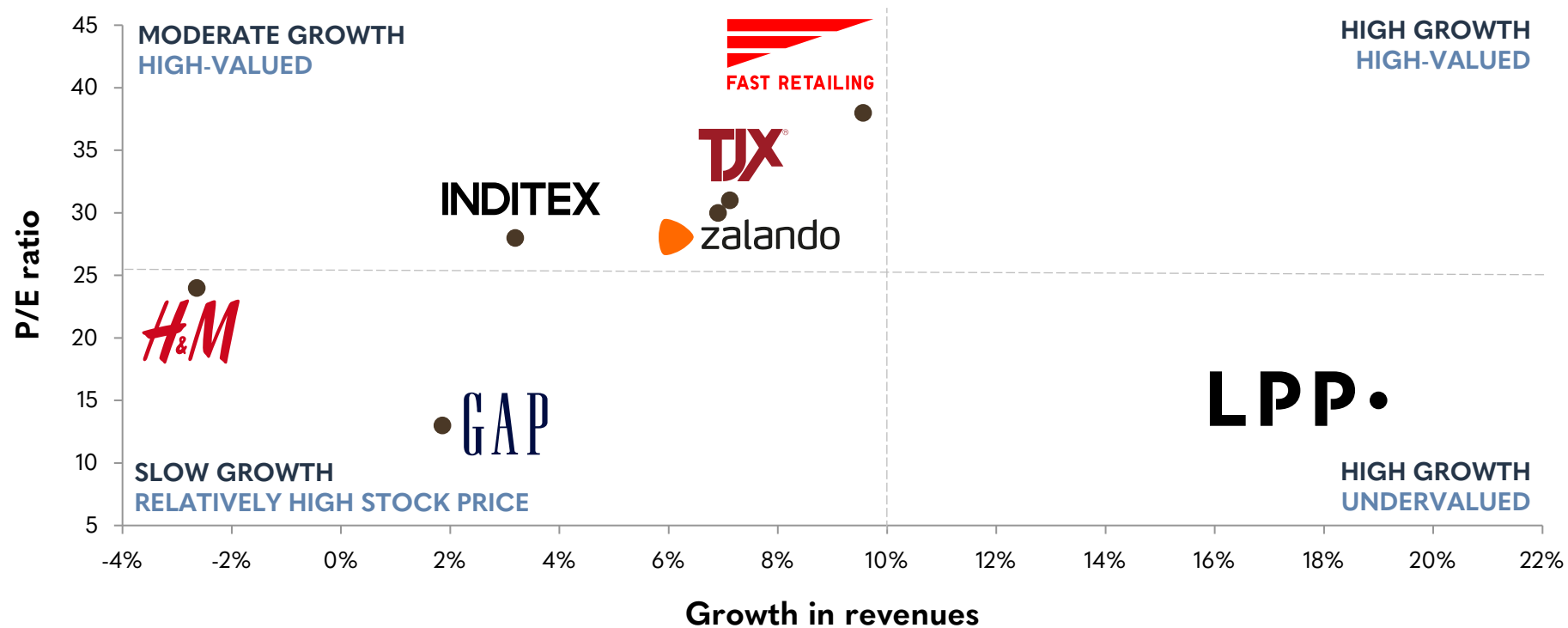
PLN **900**
dividend per share,
i.e. +36% YoY
dividend yield: **4%**

PLN **36.5 bn**
market capitalization

PLN **80+ m**
daily liquidity

Profitable growth with very attractive valuation

GROWTH OF APPAREL COMPANIES



EBIT margin	
Inditex	20%
Fast Retailing	17%
LPP	14%
TJX	12%
H&M	8%
GAP	7%
Zalando	3%

Data for 2025 or other comparable
for comparability data for LPP have been adjusted for the impact of the write-offs – receivables from the sale of the Russian business

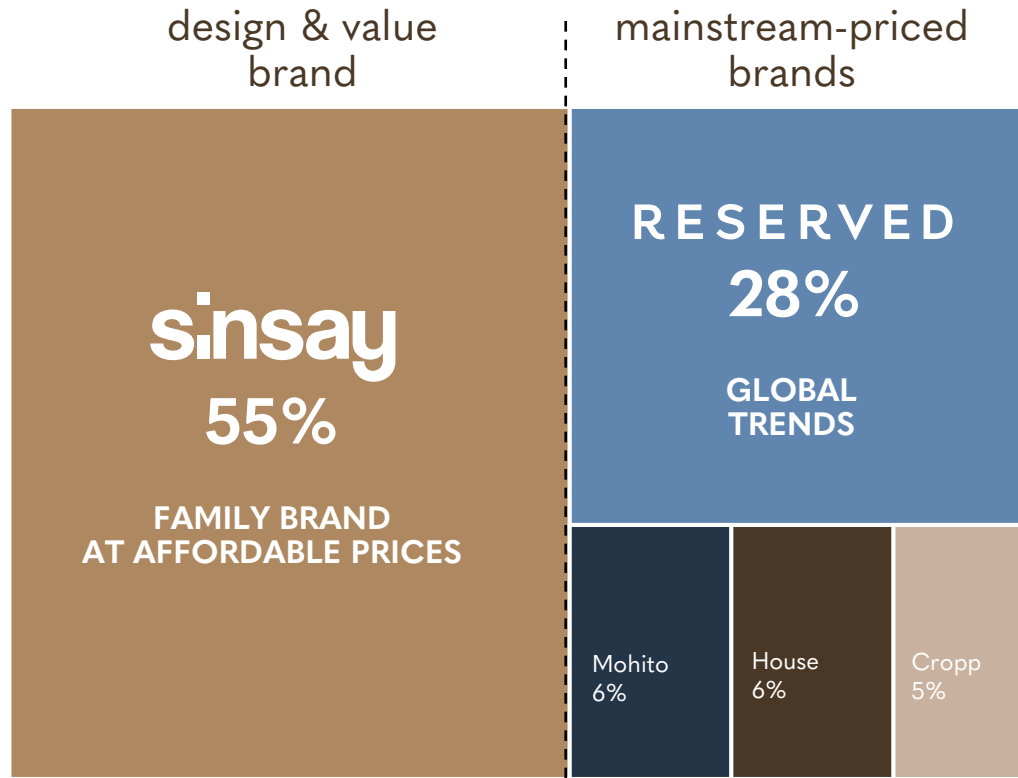


02

Business model

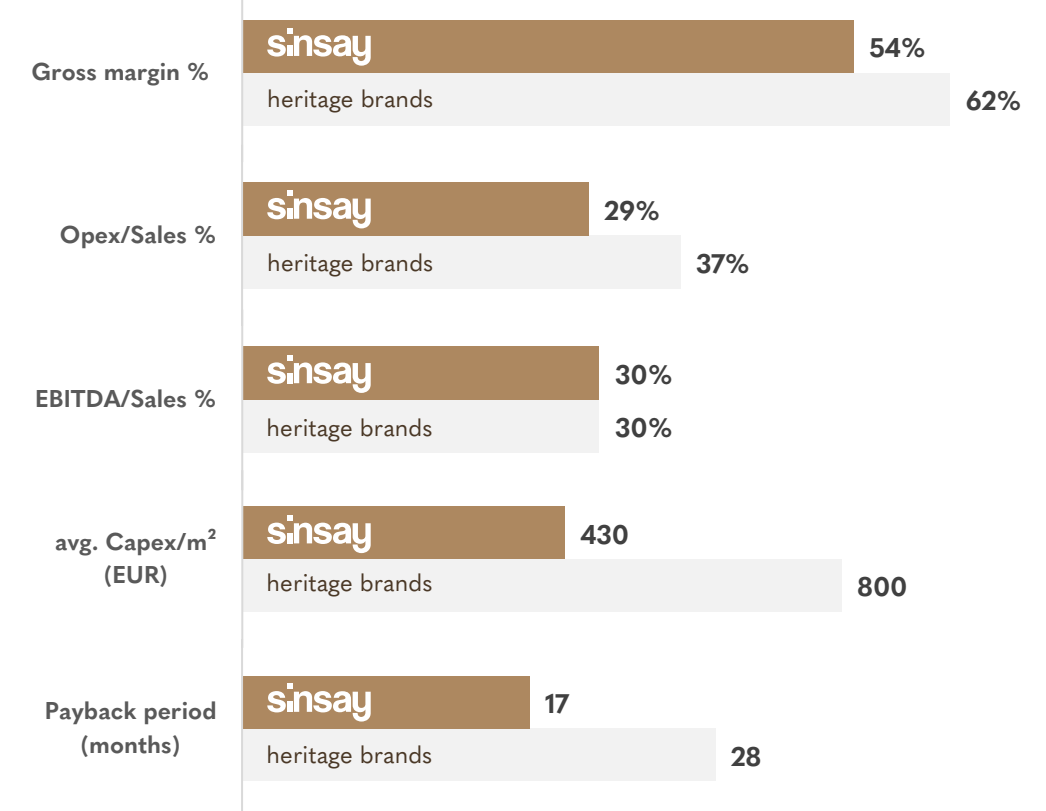
Two business models under one roof

REVENUE SPLIT



STORES: SINSAY vs HERITAGE BRANDS

Data for 2025 - physical stores



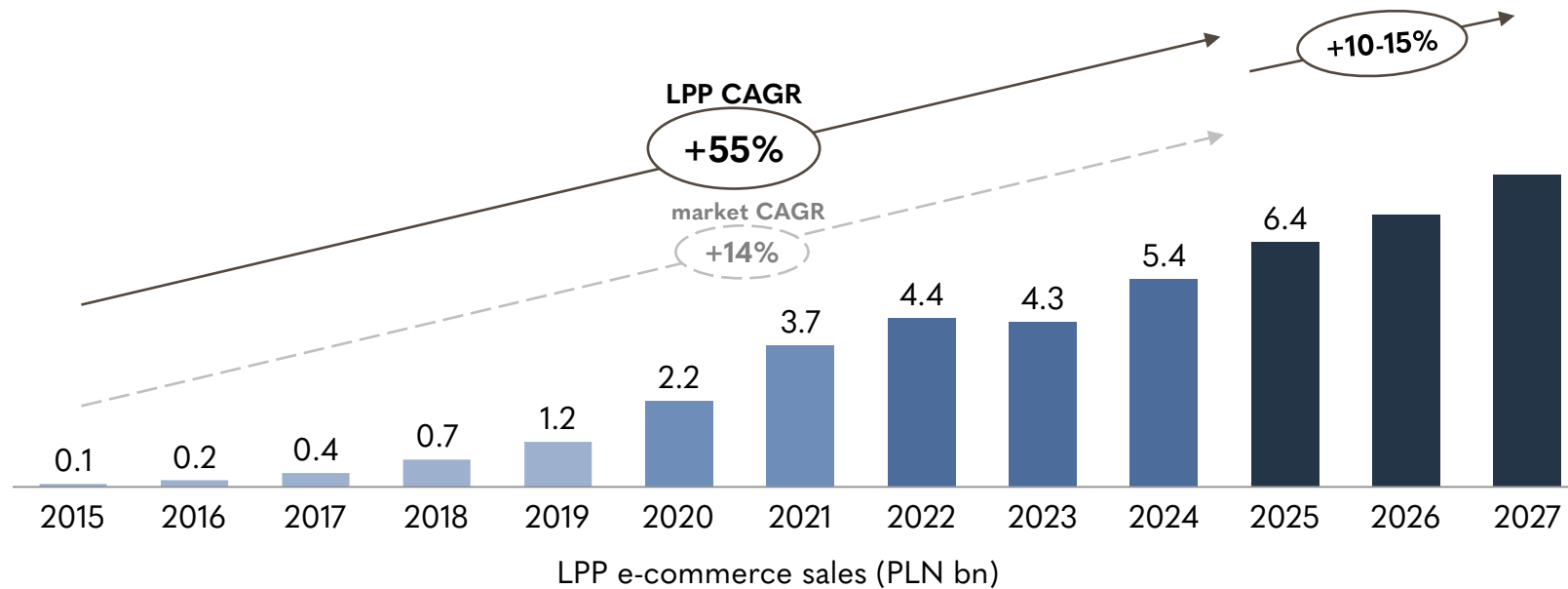
Our e-commerce repeatedly outpaces the market

ONLINE STORE LAUNCH & STEADY ORGANIC GROWTH

POST-PANDEMIC ACCELERATION






GROWTH OUTPACING THE MARKET

REALIZING FULL OMNICHANNEL POTENTIAL



CAGR (2015-2025) of „pure“ e-commerce players (Zalando, ASOS, Boohoo, Answear)

GROWTH LEVERAGES

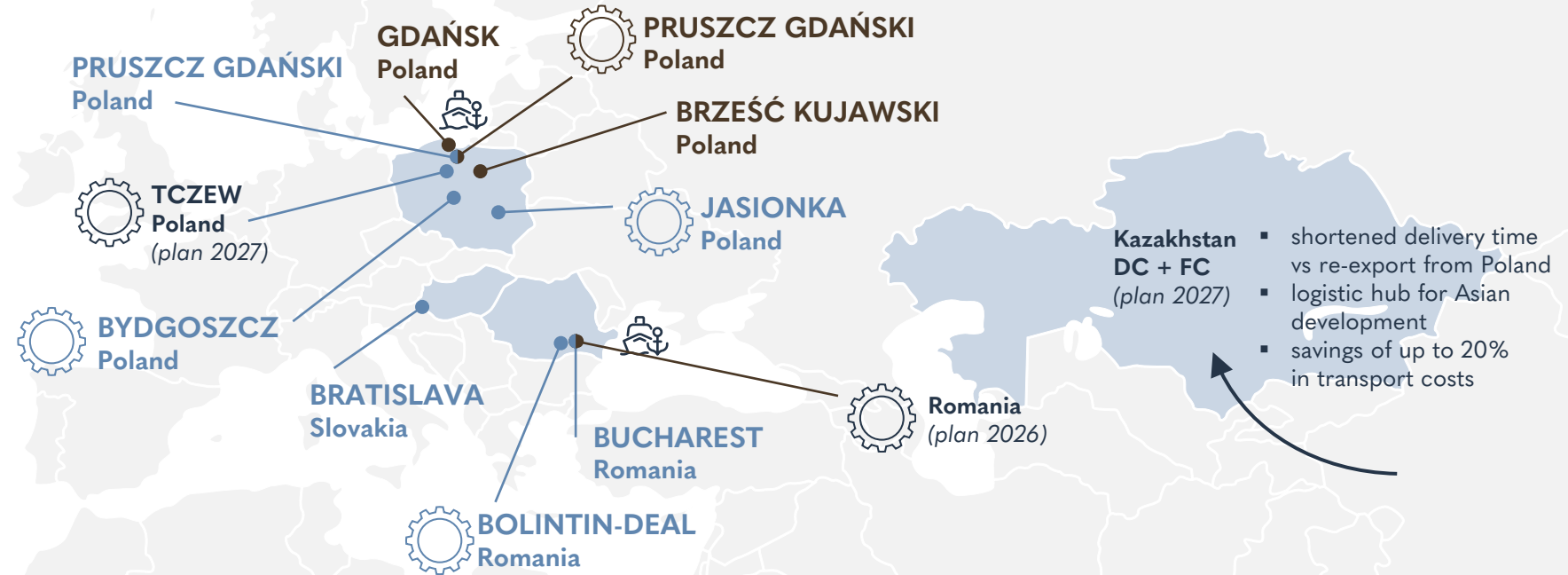
-  Natural growth e-commerce and increase in customer reach
-  Development of mobile apps & Sinsay Club
-  Expansion of the offer mainly in the non-garment segment
-  Launch of Sinsay marketplace in 2H26
-  Entry into new markets (including Kazakhstan, Uzbekistan)

Highly-automated & efficient logistics network

663 ths m²
NOW



~1,000 ths m²
2027



- shortened delivery time vs re-export from Poland
- logistic hub for Asian development
- savings of up to 20% in transport costs

● Distribution Center (DC) - physical stores ● Fulfillment Center (FC) - e-commerce ⚙ robotisation/automation ⚓ utilised seaport

Technological leverage in our operations

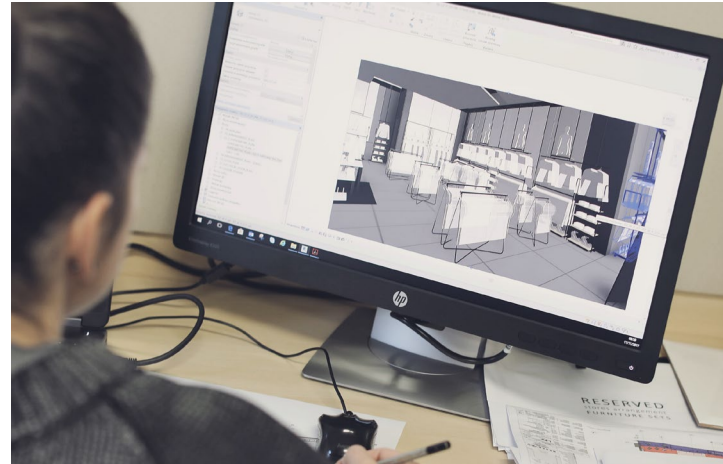
LOGISTICS



3,500+ robots

Recommendation engine, forecast
and allocation of goods

STORE CHAIN EXPANSION



7 markets

A tool to support the expansion
of the store chain

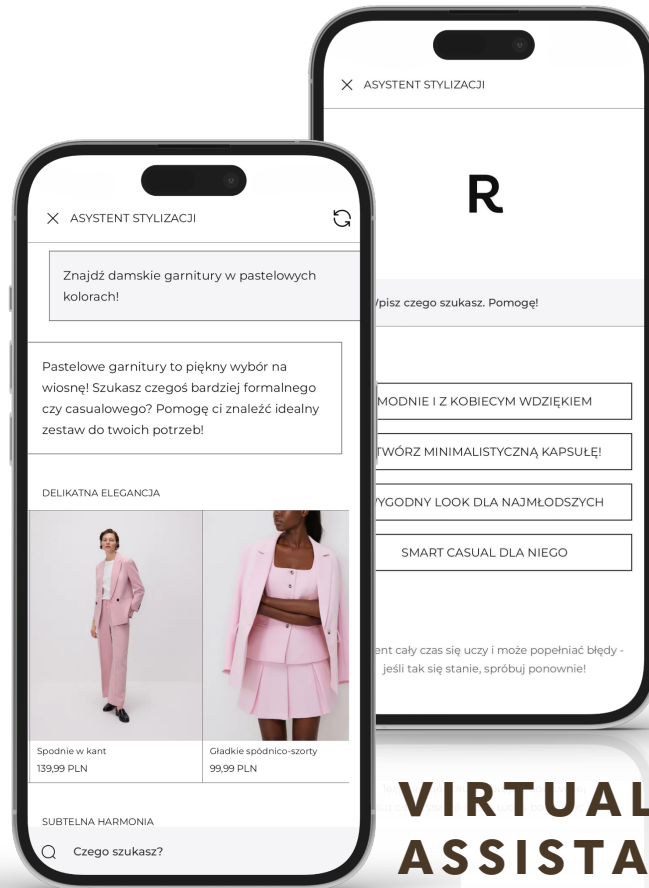
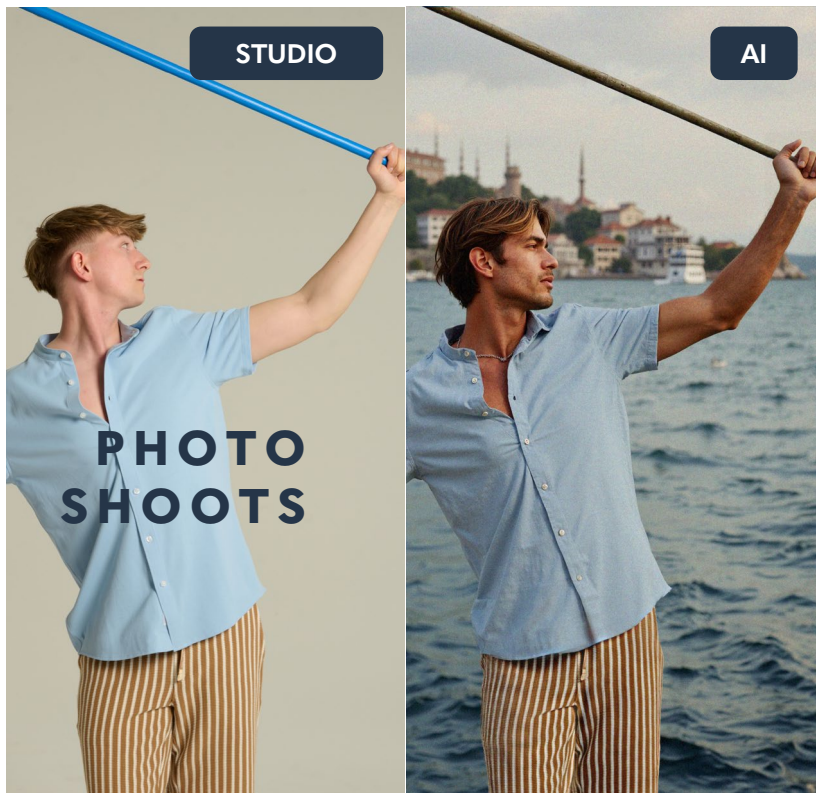
CONTACT CENTER



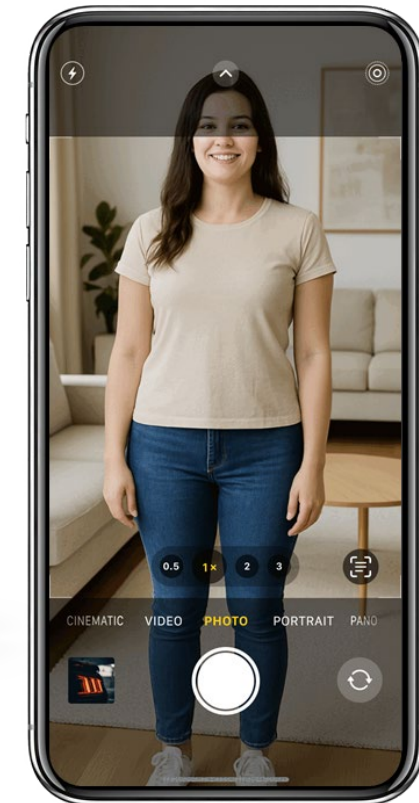
28 languages

200+ calls simultaneously

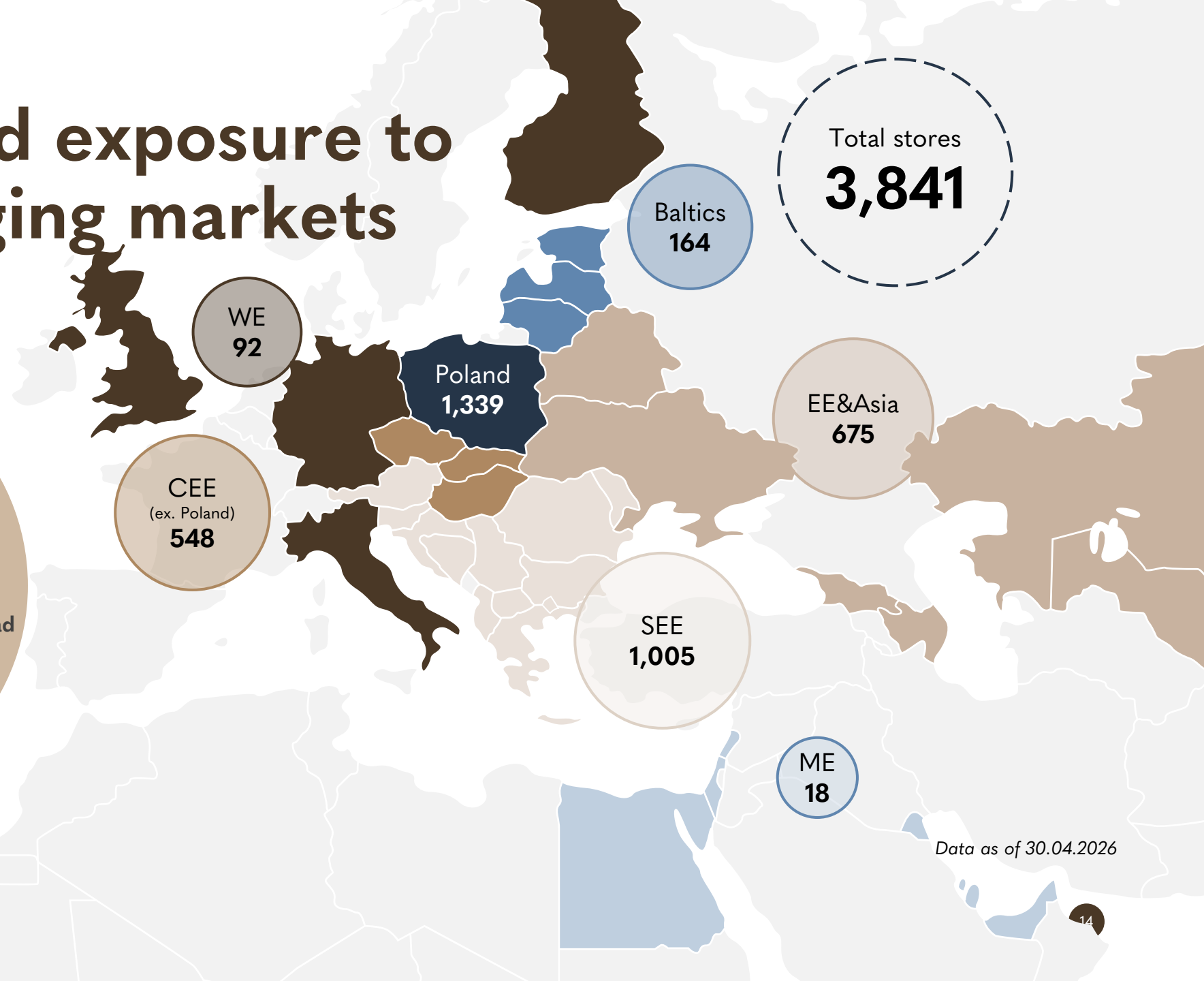
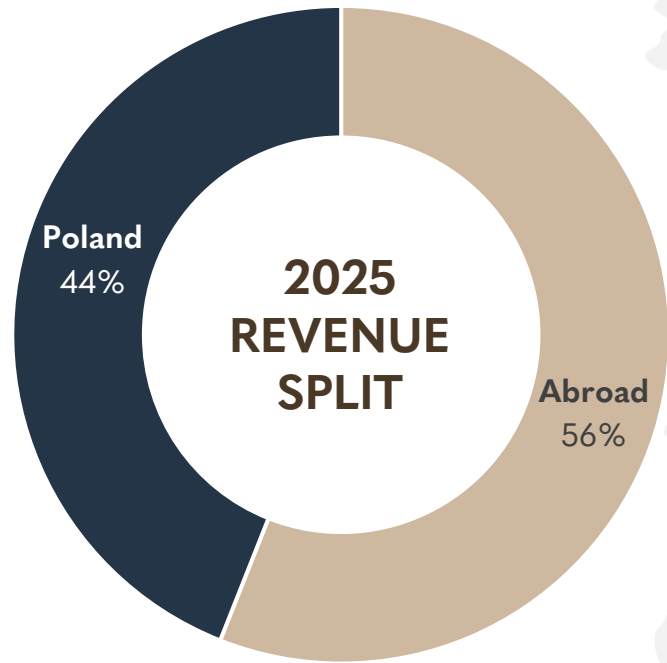
AI-powered customer experience



VIRTUAL TRY-ON



LPP: balanced exposure to strong emerging markets



Data as of 30.04.2026

TRENDS



sinsay



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Why invest in LPP?

UNIQUE BUSINESS FORMULA THAT OFFERS ATTRACTIVE FINANCIAL OPPORTUNITY



Sinsay - highly scalable concept

Design & Value as unique category on the market



Unmatched omnichannel ecosystem

omnichannel customer account for 60% of total sales and shop 5x more often



Sinsay's e-commerce

platform for multi-faceted growth



Strong regional outlook

balanced exposure to high-growth markets



Proven track-record

+16.2% revenues & +22.2% EBITDA CAGR (2015-2025)



Financial strength

low debt, high cash availability, clear dividend policy



People-led

13.8 years of experience among key personnel



Tech-driven






Silky Coders – own IT company with ~800 FTEs developing state-of-the-art solutions



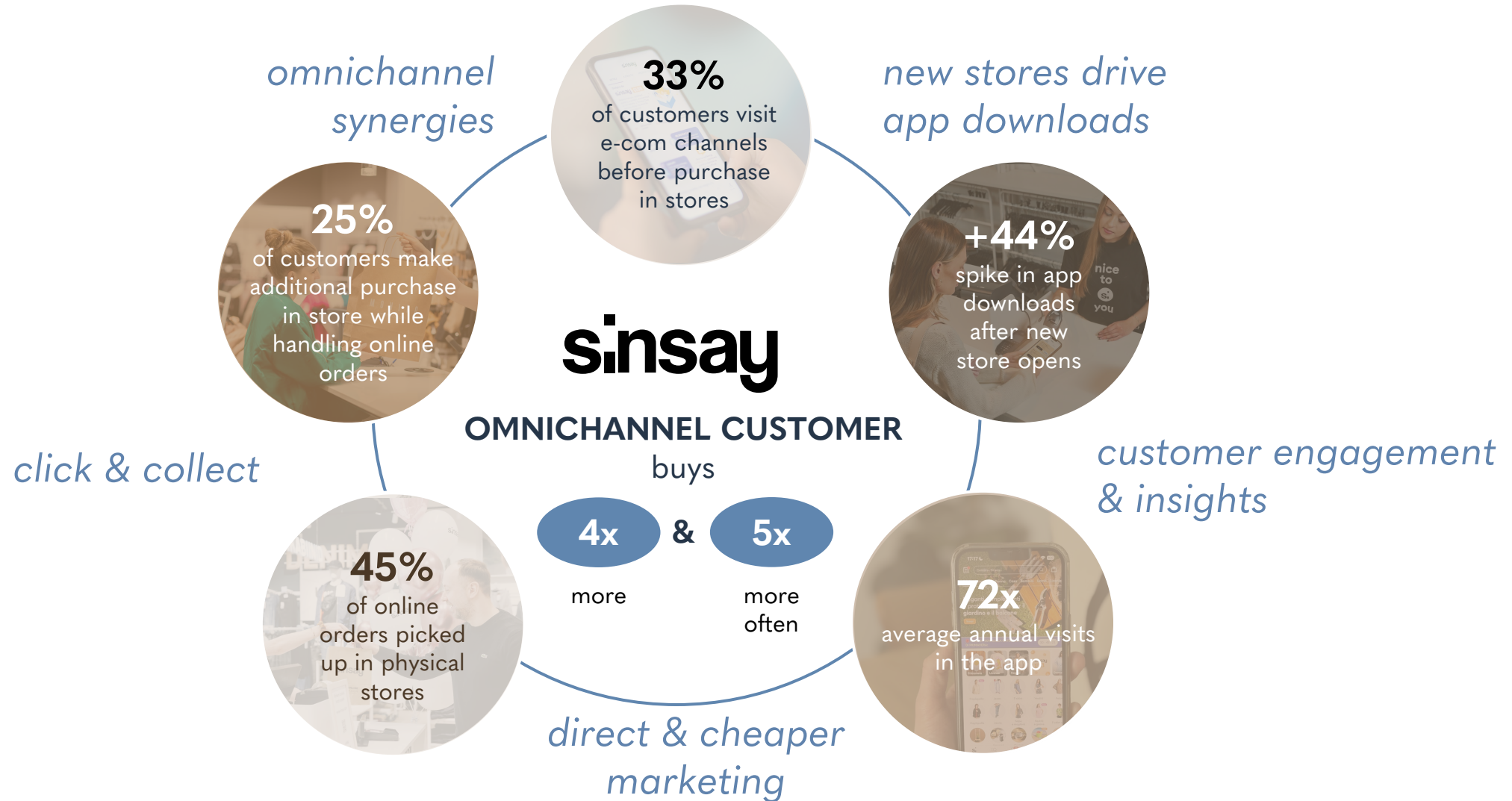
03

Sinsay: LPP's growth engine

Sinsay – unique model that combines best of two worlds: fashion brands and value for money

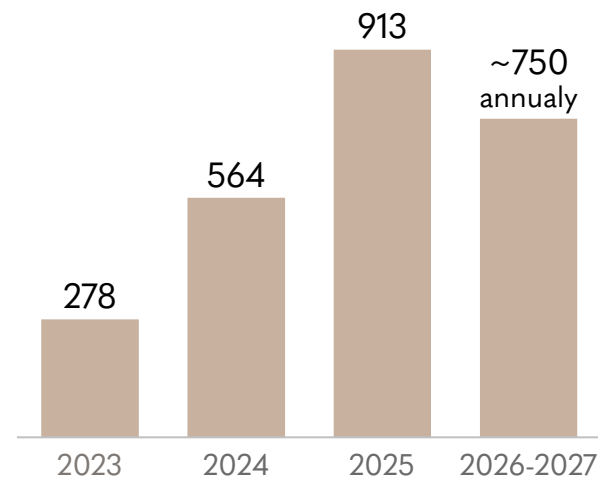
	FASHION BRANDS	VALUE FOR MONEY	ASIAN ONLINE PLATFORMS	sinsay
 DESIGN esthetic product & modern shop	✓	✗	✓	✓
 PRICE very affordable	✗	✓	✓	✓
 ONLINE strong omnichannel ecosystem	✓	✗	✓	✓
 PROXIMITY OF physical stores	✗	✓	✗	✓
 BRAND TRUST reliability for customers	✓	✗	✗	✓

Seamless omnichannel ecosystem

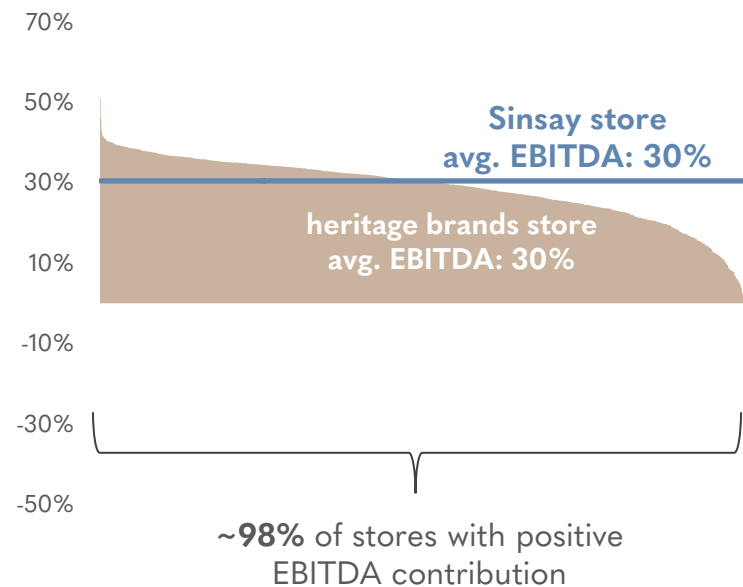


Sinsay – proven model with exceptional profitability

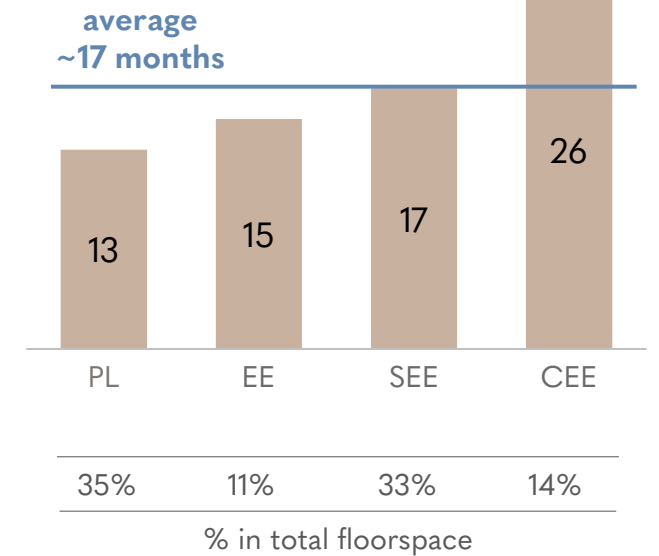
NEW SINSAY STORES (# gross)



STORE PROFITABILITY¹ (EBITDA %)



STORE PAYBACK PERIOD¹ (months)



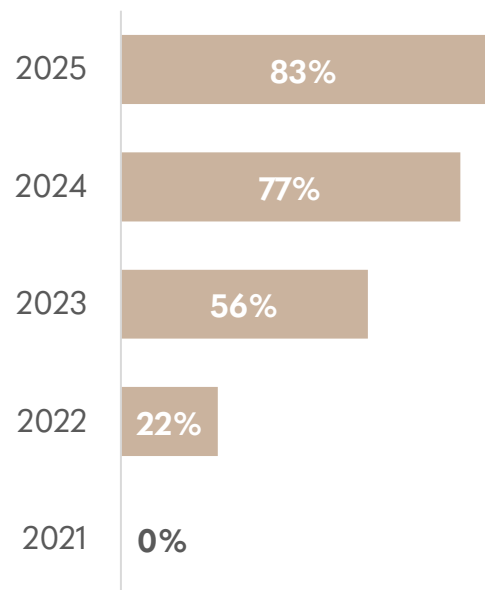
¹data for 2025 for stores opened more than 6 months

Sinsay app offers gamified experience to generate engagement

32 m

total downloads¹
+45% YoY

SINSAY APP SHARE IN SALES¹

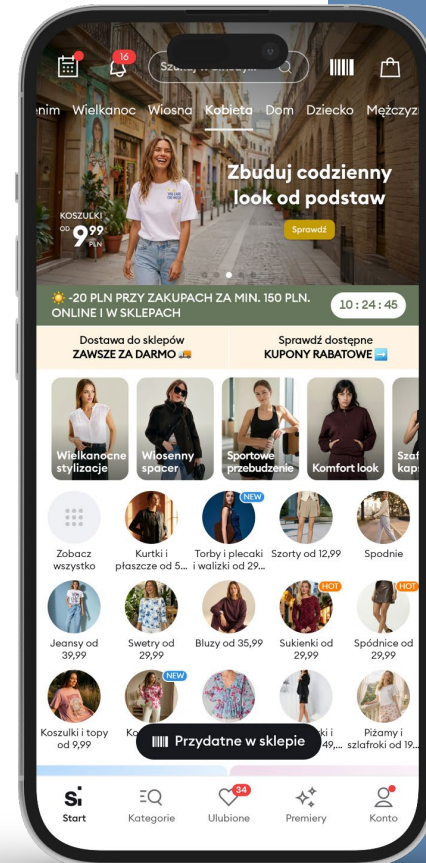
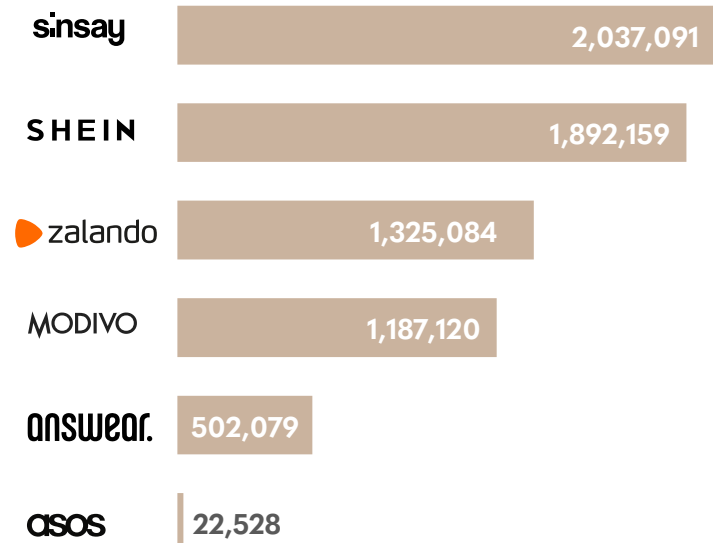


¹ Source: own data

² Source: Sensor Tower

³ Source: AppMagic report (most downloaded app in fashion category in Poland in 2025)

MOST DOWNLOADED APP IN POLAND IN 2025²









11 m

active users¹

#1

apparel app³

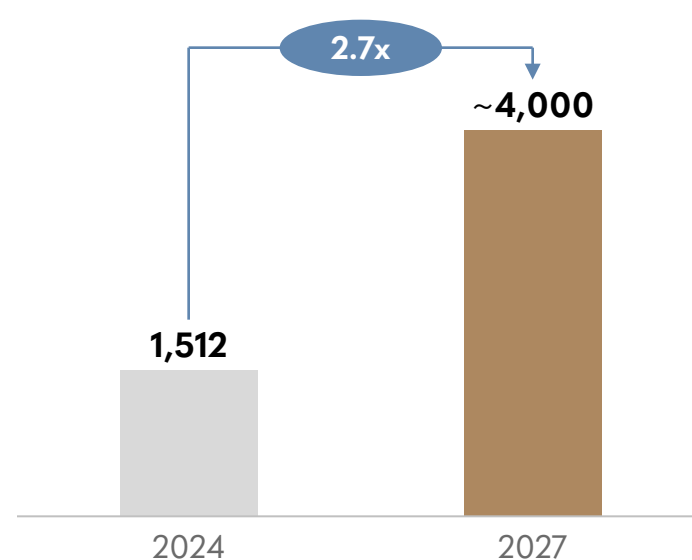
Enormous market potential

	POLAND	CEE (ex. Poland)	SEE	BALTICS, ITALY & FINLAND	EE & NEW COUNTRIES	TOTAL
population million	38	26	54	71	111	300
Sinsay stores market potential ¹	1,300	900	1,900	2,300	3,600	10,000
Sinsay stores at the end of 2025	656	322	751	154	505	2,388
saturation						

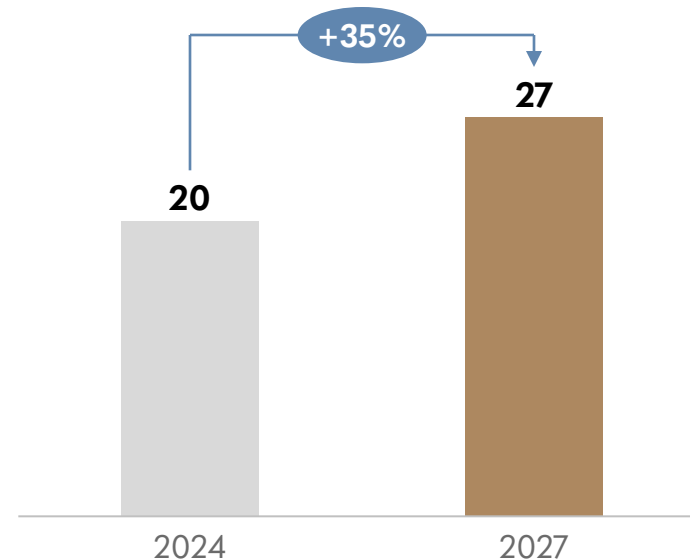
¹ Own calculation based on benchmark of 3 value for money networks from Netherlands, Germany and Poland ~30 thousand customer per location.

Sinsay - unique and highly scalable business model

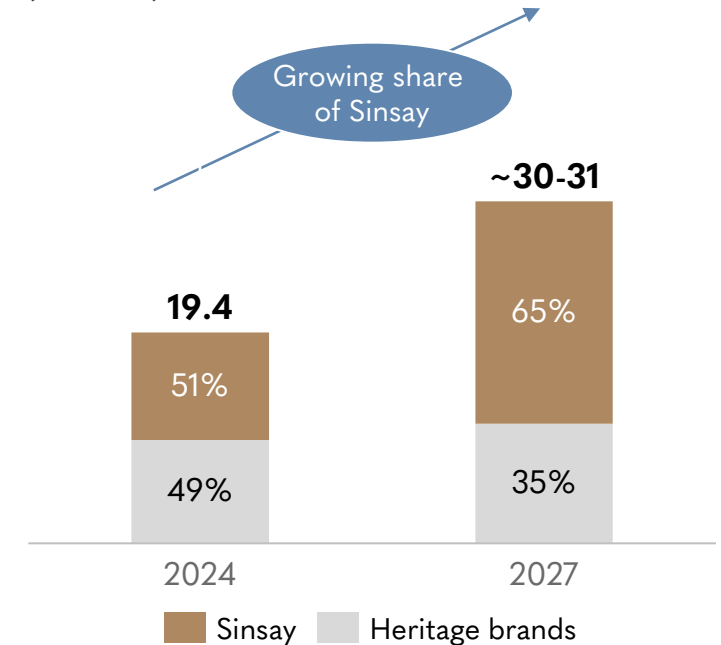
SINSAY STORES
(# net)



COUNTRIES
(#)



REVENUES
(PLN bn)



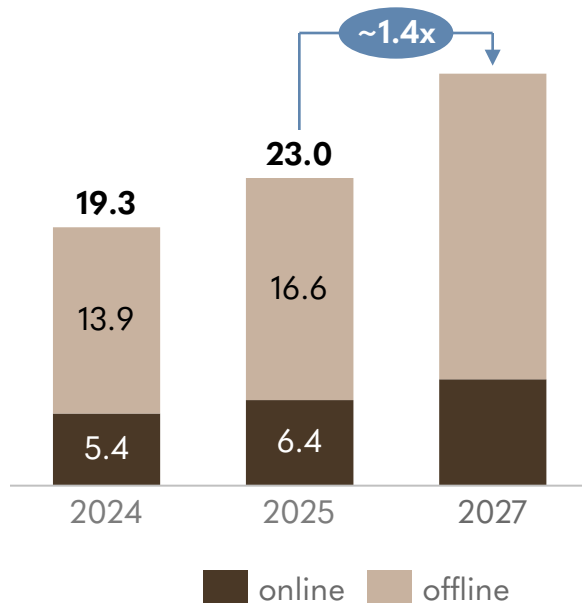


04

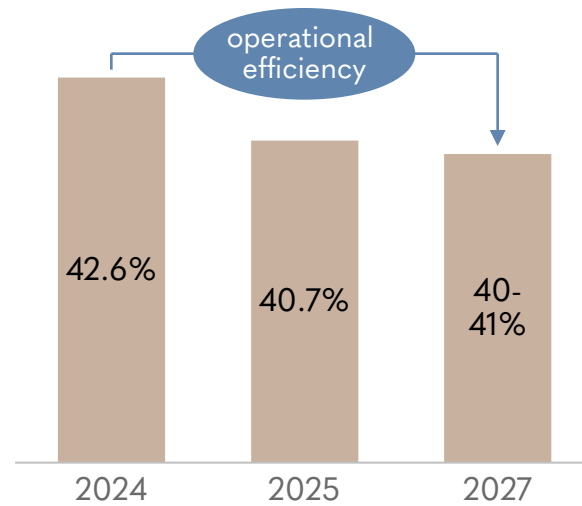
Financials

Dynamic top-line and robust returns

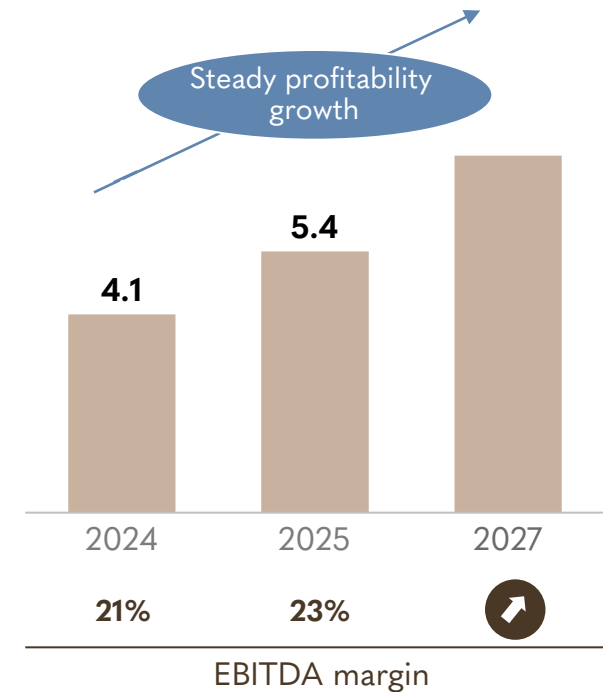
REVENUES
(PLN bn)



OPEX/ SALES
(%)



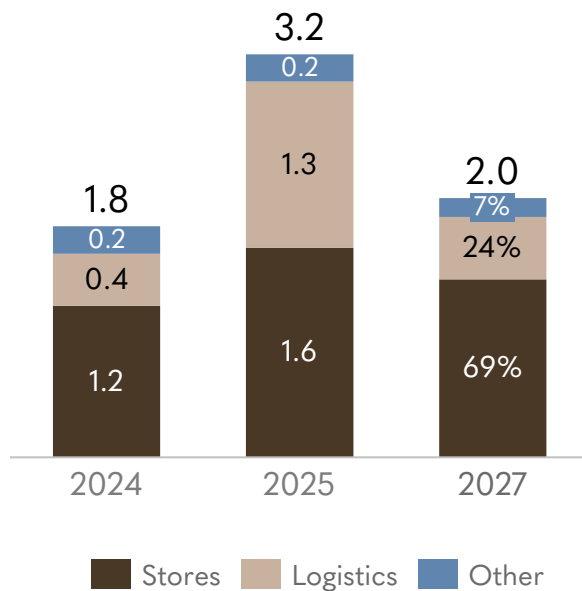
EBITDA¹
(PLN bn)



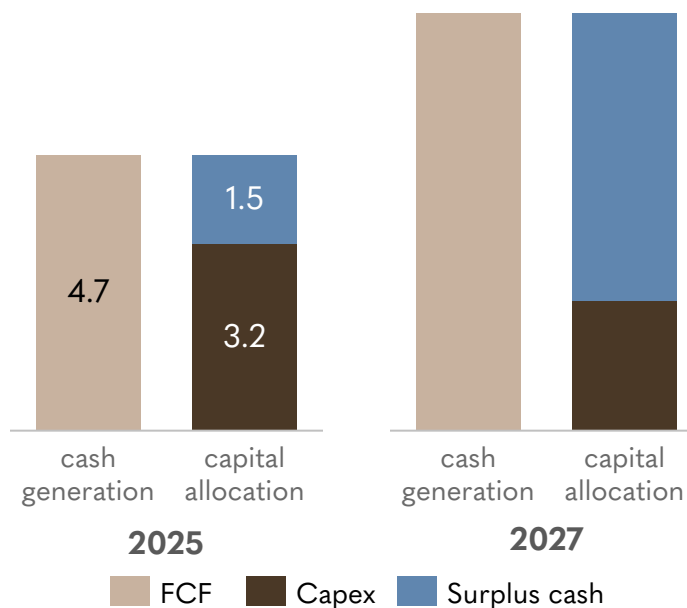
¹for comparability data for 2025 have been adjusted for the impact of the write-offs – receivables from the sale of the Russian business

Strong cash flow outlook with leverage at very safe level

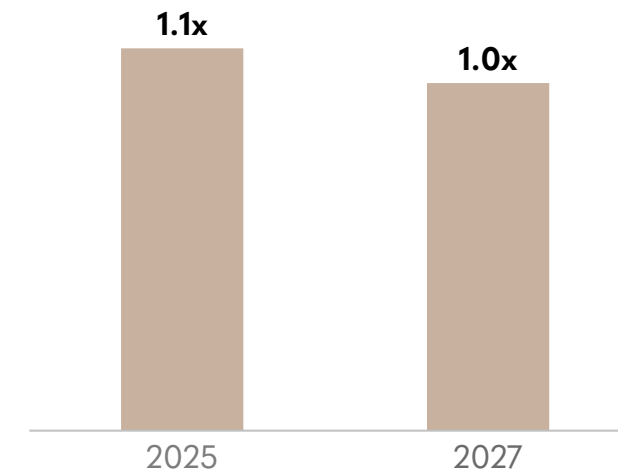
CAPEX
(PLN bn)



CASH FLOW
(PLN bn)



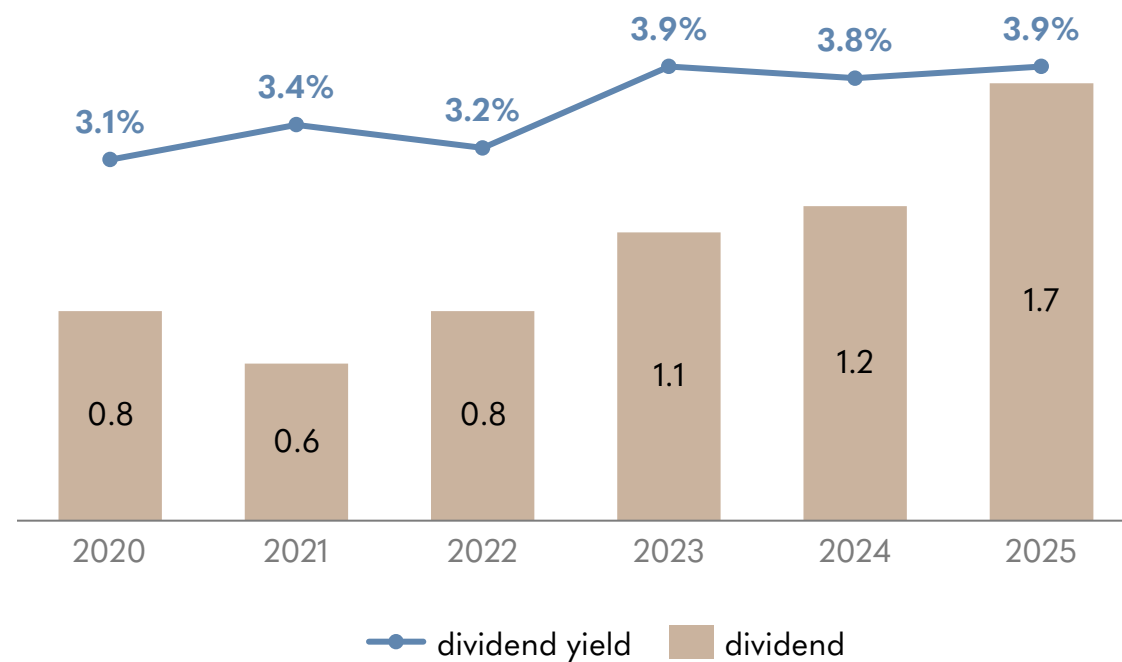
NET DEBT/EBITDA



Our commitment to enhancing value for shareholders

DIVIDEND PAYOUT & YIELD

PLN bn | %



- Clear dividend policy
 - min 50% of separate net income
 - max 70% of consolidated net income
- Steadily growing profit as a base for strong TSR
- For 2025 LPP's Management Board proposed a dividend of PLN 900 per share.
- Total Shareholder Return:
 - average of **+28%** over last 3 years
 - average of **+24%** over last 5 years

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13.8 years of experience among key personnel



Tech-driven

Silky Coders – own IT company with ~800 FTEs developing state-of-the-art solutions



05

Back-up

Mid-term guidance

	actuals			guidance	
	2023	2024	2025	2026	2027
Sales core business, PLN bn including:	16.2	19.4	23.0	ca 26-27	ca 30-31
Offline	11.7	13.9	16.6	ca +16 - 20% YoY	ca +15 - 20% YoY
Online	4.3	5.4	6.4	ca +10 - 12% YoY	ca +15% YoY
Gross profit margin on sales	53.7%	55.2%	55.6%	ca 56.0%	55.0% - 56.0%
SG&A costs as % of sales	40.5%	42.6%	40.7%	40% - 41%	40% - 41%
EBITDA margin	21.1%	21.1%	23.3%	23.5% - 24.5%	23% - 24%
Net profit margin	8.7%	9.0%	10.3%	9.5 - 10.5%	9 - 10%
FCF as % of sales	20%	11%	7%	12%-14%	14%-16%
Net debt / EBITDA	0.9	1.0	1.1	ca 1.1	ca 1.0
Cash cycle (days)	-18	-37	-33	-	-
Receivables (days)	4	3	2	-	-
Inventory (days)	138	148	165	-	-
Liabilities (days)	161	189	200	-	-

For comparability data for 2023 and 2024 clean of impact of transactions to trade agents during transition period.
Data for 2025 have been adjusted for the impact of the write-offs - receivables from the sale of the Russian business.

Contact

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