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MILANO

WÓLCZANKA

BYTOM  
SZTUKA KRAWIECTWA OD 1945

VISTULA



VRG  
VISTULA RETAIL GROUP

# 1Q22 RESULTS PRESENTATION

MAY 19, 2022

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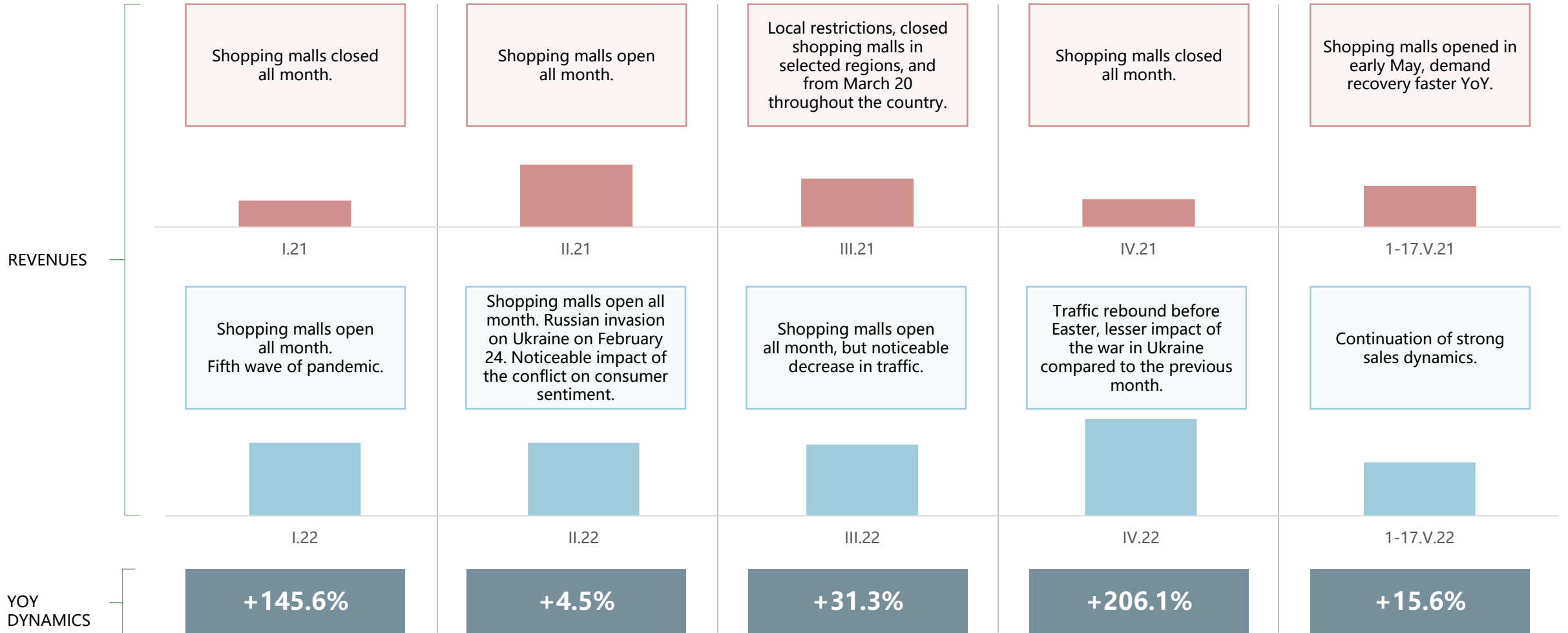
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# INTRODUCTION

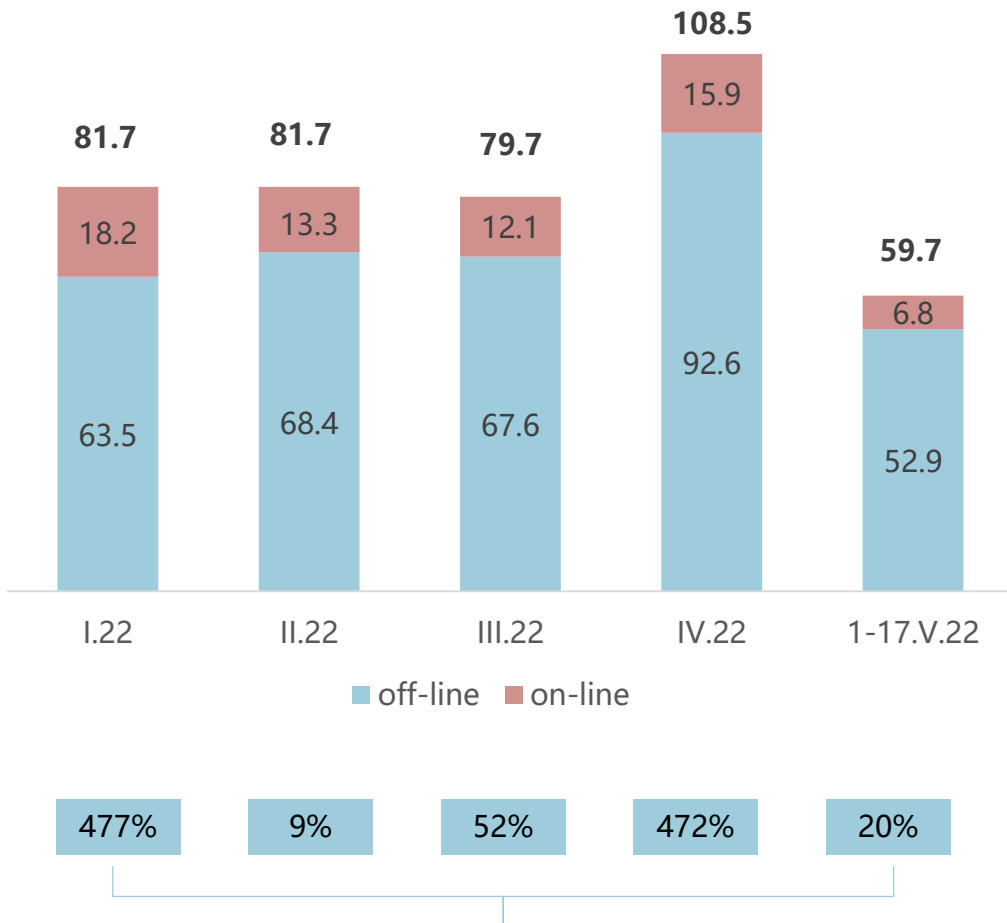


# TRADITIONAL STORE SALES REBOUND



# I HIGH SALES IN TRADITIONAL STORES

Revenues (PLN m)



OFF-LINE YoY DYNAMICS

## 1 Group

Strong Group sales dynamics in the first months of the year, despite unfavorable combination of external factors.

## 2 Stores

High sales dynamics in traditional stores. Increasing YoY number of traffic (although still below 2019).

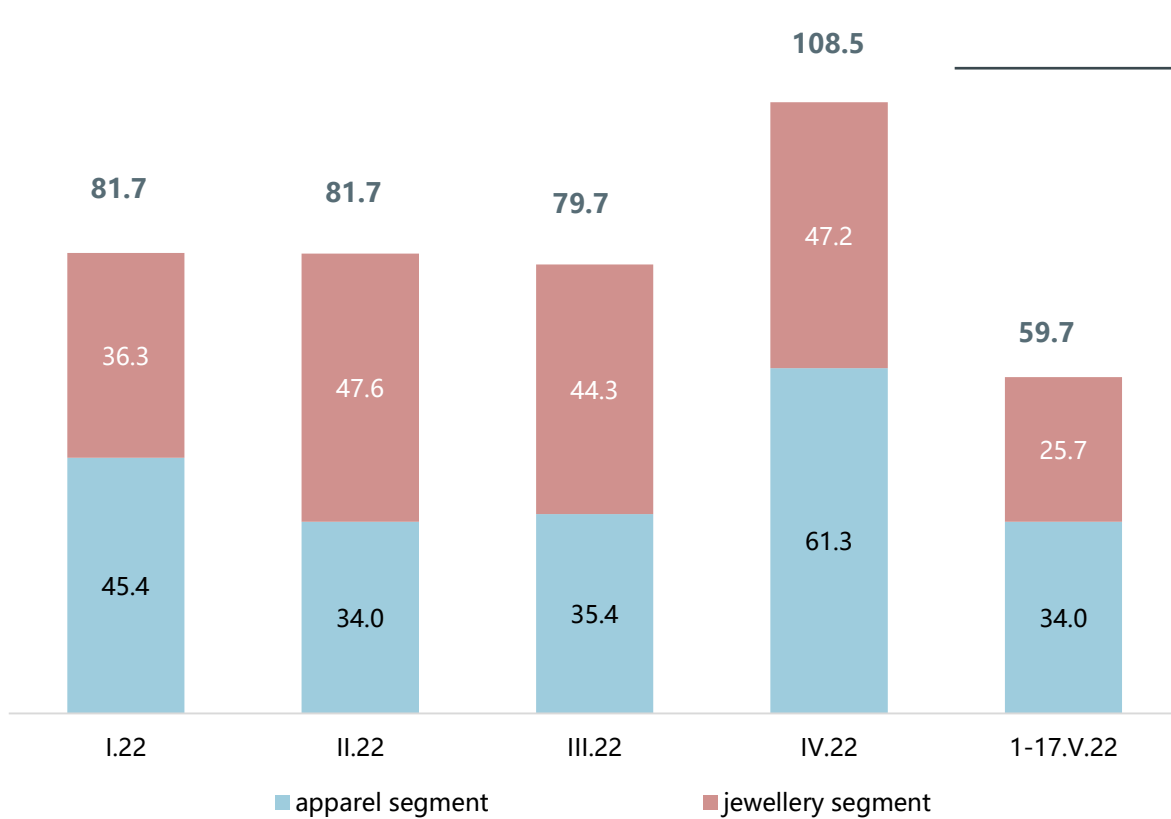
## 3 E-stores

On-line sales were influenced by strong rebound in sales in traditional stores and a high base.



# GOOD RESULTS IN BOTH SEGMENTS

Revenues (PLN m)



Strong trends in Capital Group revenues.

The jewellery segment showed strong dynamics from the beginning of the year, regardless of the pandemic and the war.

The apparel segment is regaining its position with more people returning to offices and celebrations.



# | GROWING GROSS PROFIT MARGIN

	I.22	II.22	III.22	IV.22	1-17.V.22
Gross profit margin on sales	51.2%	50.8%	51.1%	57.2%	59.4%
Change YoY	+8.1 pp.	+2.4 pp.	+2.5 pp.	+11.5 pp.	+2.9 pp.



# | SIGNIFICANT YOY IMPROVEMENT IN 1Q22 RESULTS



IFRS16	1Q21	1Q22	YoY
SALES	PLN 172.1m	PLN 243.8m	+ 41.6%
GROSS PROFIT MARGIN ON SALES	47.5%	50.5%	+ 3.1 pp.
EBIT	PLN (15.8)m	PLN 5.0m	↑
NET PROFIT (LOSS)	PLN (18.6)m	PLN (2.9)m	↑

The first quarter is seasonally the weakest in the whole year.



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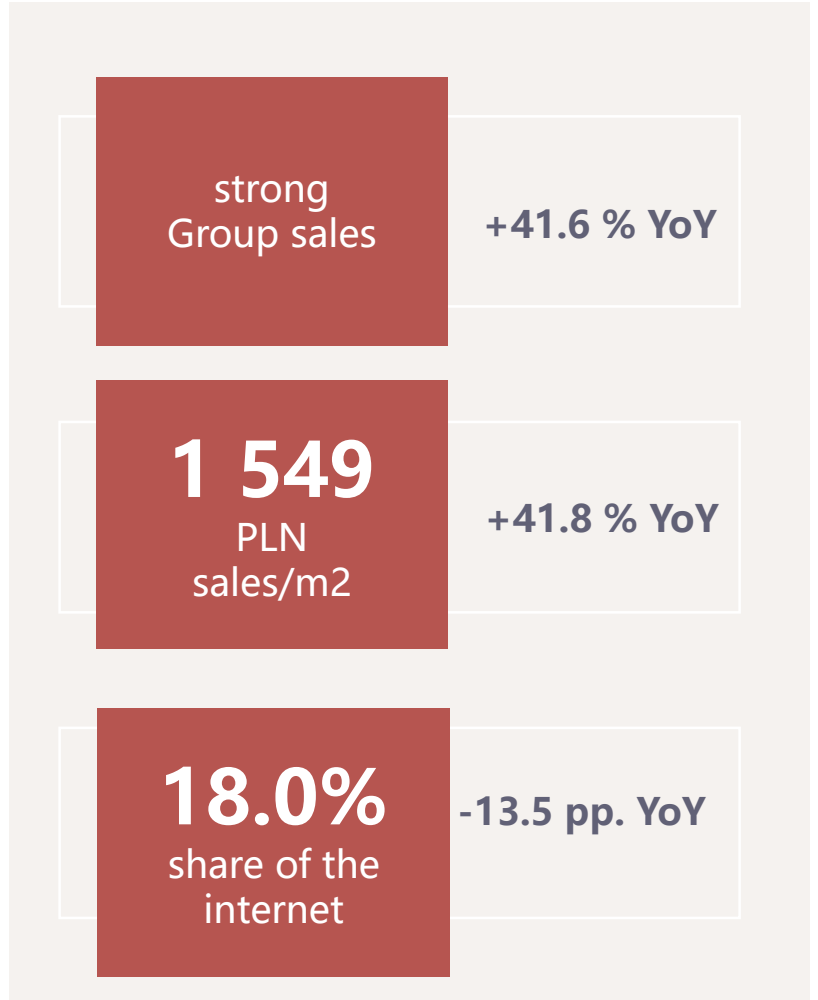
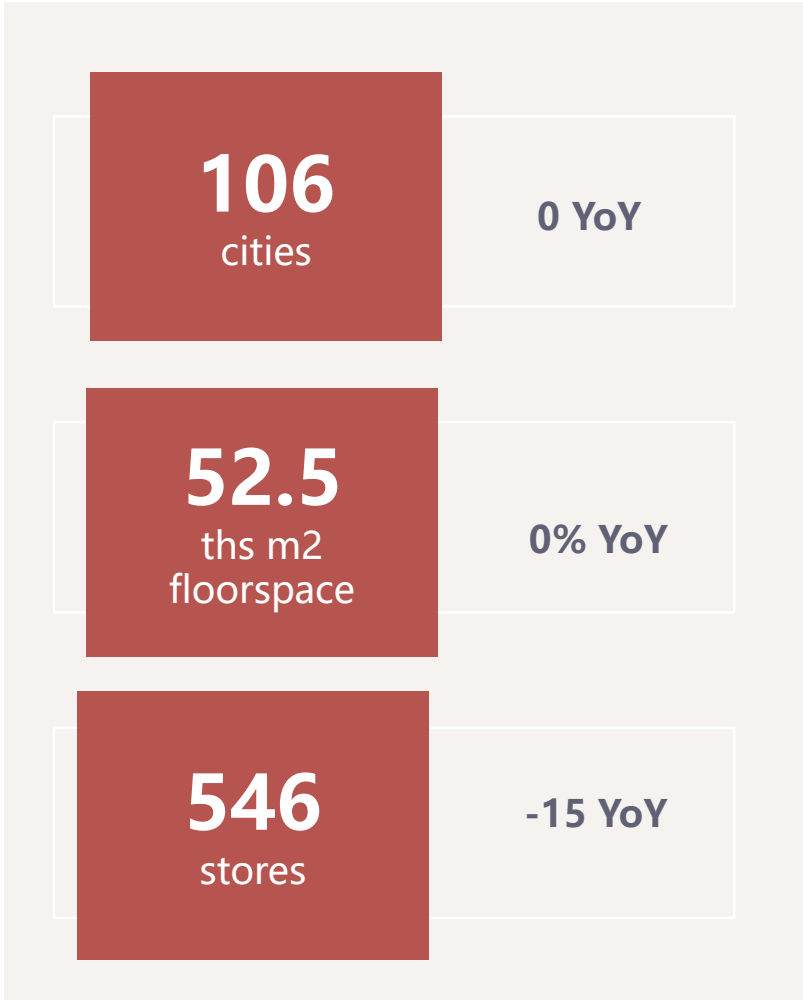
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PERFORMANCE  
BY BRANDS



# A GOOD START TO THE YEAR IN ALL BRANDS







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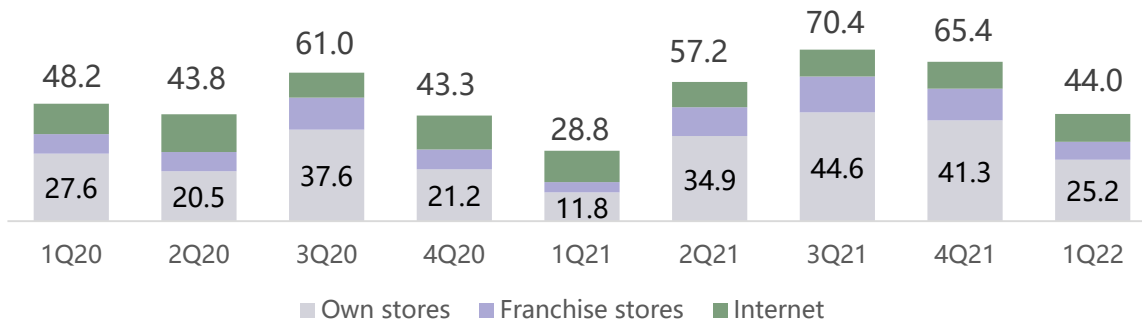
# VISTULA: DOUBLING OF TRADITIONAL STORE SALES

## Vistula brand network

	1Q21	1Q22	YoY
<b>Number of stores</b>	<b>148</b>	<b>145</b>	<b>-3</b>
incl. franchise	64	62	-2
<b>Floorspace (m2)</b>	<b>18,586</b>	<b>18,509</b>	<b>0%</b>
incl. franchise	6,525	6,374	-2%
<b>Internet % sales</b>	<b>44.7%</b>	<b>26.0%</b>	<b>-18.7pp</b>

- Vistula brand floorspace was stable YoY at the end of 1Q22, while the number of stores of the brand fell by 3 net YoY.
- Both franchise floorspace and number of stores declined YoY at the end of 1Q22. The net decline in the number of brand franchise stores amounted to 2 YoY, while floorspace decreased by 2% YoY.
- Vistula brand revenues reached PLN 44.0m in 1Q22 (up 52.6% YoY) due to faster YoY recovery in demand in traditional stores.

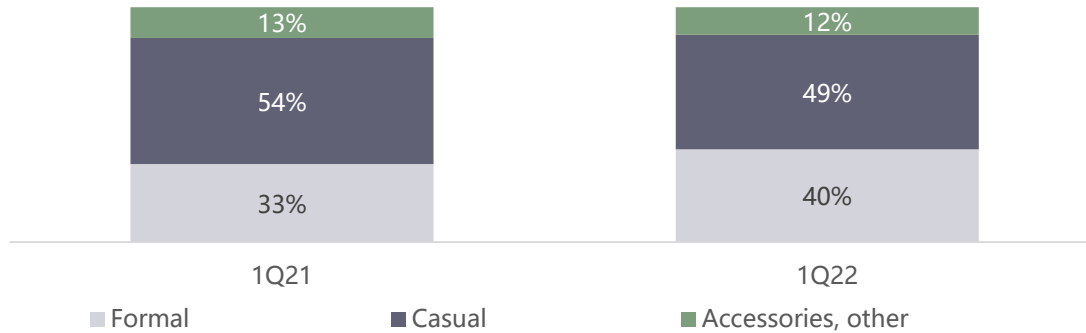
## Vistula brand revenues (PLN m)



- Store revenues amounted to PLN 25.2m, +113.5% YoY, in 1Q22, as customers returned to shopping malls.
- Internet revenues amounted to PLN 11.4m in 1Q22, down 11.4% YoY. Share of internet in sales at 26.0% in 1Q22, 18.7 pp. decline due to stronger off-line growths.
- Franchise revenues reached PLN 7.4m in 1Q22 (+78.5% YoY), while the share of franchise increased from 14.4% in 1Q21 to 16.9% in 1Q22.

# VISTULA: INCREASING SHARE OF FORMAL

Vistula brand revenue split



- Continuation of YoY increase in the share of formal in 1Q22 along with higher demand for formal clothing due to return of celebrations and return to offices and hybrid work
- As a result, share of casual clothing has decreased and the share of accessories has stabilized.
- Continuation of the good reception of the women's collection - its share in 1Q22 sales is already 2%.

Vistula brand efficiency

	1Q21	1Q22	YoY
Revenues (PLN/m2 per month)	517	794	53.6%
Gross profit margin (%)	46.6%	53.3%	6.7pp.
Cost of stores (PLN/m2 per month)	282	422	50.1%
Store EBIT (PLN m)	-2.3	0.0	N/M

- YoY increase in sales/ m2 due to rebound in traditional stores.
- Significant YoY increase in gross profit margin - lower YoY promotions, YoY decrease in share of on-line.
- Increase in store costs/ m2 due to growing rents and salaries as well as commissions.
- As a result, store EBIT improved.



# BYTOM

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## EXECUTIVE SUMMARY

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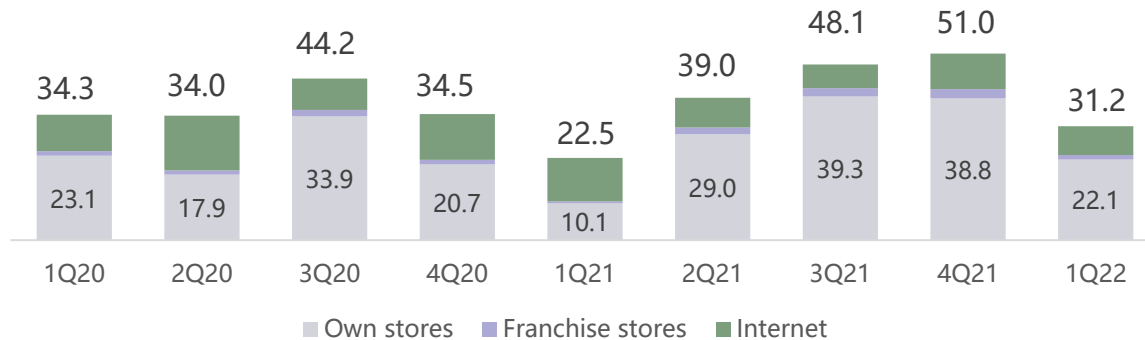
# BYTOM: STORE SALES INCREASE

## Bytom brand network

	1Q21	1Q22	YoY
<b>Number of stores</b>	<b>115</b>	<b>112</b>	<b>-3</b>
incl. franchise	10	11	+ 1
<b>Floorspace (m2)</b>	<b>15,327</b>	<b>14,946</b>	<b>-2%</b>
incl. franchise	1,045	1,153	10%
<b>Internet % sales</b>	<b>52.8%</b>	<b>25.3%</b>	<b>-27.5pp.</b>

- Number of Bytom stores decreased by 3 net YoY, while the number of franchise stores increased by 1 net YoY.
- Floorspace decreased by 2% YoY. Sizeable changes in floorspace also took place at the level of franchise stores, whose floorspace grew 10% YoY.
- Retail revenues of Bytom brand amounted to PLN 31.2m in 1Q22 (+38.8% YoY).

## Bytom brand revenues (PLN m)



- Traditional stores revenues amounted to PLN 22.1m, +119.4% YoY, in 1Q22, due to the return of customers to shopping malls.
- Internet revenues amounted to PLN 7.9m in 1Q22 (-33.5% YoY), accounting for 25.3% of sales vs 52.8% in 1Q21.
- Franchise revenues amounted to PLN 1.2m in 1Q22 (+124.2% YoY), while its share in overall sales grew YoY from 2.5% in 1Q21 to 4.0% in 1Q22.

# BYTOM: GROSS MARGIN IMPROVEMENT

Bytom brand revenue split



- Consistently growing share of formal sales due to return to stationary work and celebrations.
- Drop in the share of casual sales due to a partial lock-down in 1Q21, which increased the demand for informal clothing.
- High, double-digit increase in sales/ m2 - improved off-line sales, demand for formal collection and administrative store closing at the end of March 2021.

Bytom brand efficiency

	1Q21	1Q22	YoY
Revenues (PLN/m2 per month)	486	693	42.4%
Gross profit margin (%)	43.1%	53.8%	10.7pp.
Cost of stores (PLN/m2 per month)	333	450	35.4%
Store EBIT (PLN m)	-5.7	-3.5	N/M

- Significantly higher YoY gross margin due to lower YoY promotions.
- Costs of stores/ m2 increased due to higher costs of rents, wages and commissions.
- As a result, reduction in store EBIT loss.



WÓLCZANKA



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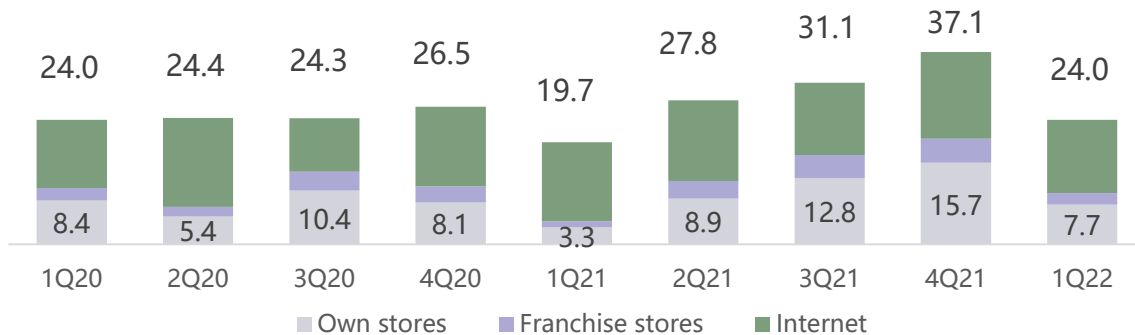
# WÓLCZANKA: AN ON-LINE BRAND

## Wólczanka brand network

	1Q21	1Q22	YoY
<b>Number of stores</b>	<b>127</b>	<b>113</b>	<b>-14</b>
incl. franchise	53	47	-6
<b>Floorspace (m2)</b>	<b>4,662</b>	<b>4,643</b>	<b>0%</b>
incl. franchise	1,625	1,459	-10%
<b>Internet % sales</b>	<b>77.3%</b>	<b>58.9%</b>	<b>-18.4pp.</b>

- Wólczanka network decreased by 14 stores net YoY. Closing downs related to both own boutiques - number of stores dropped by 8 net YoY, and franchise stores – decrease by 6 YoY.
- Brand's floorspace remained stable YoY, while franchise store floorspace decreased by 10% YoY.
- Wólczanka revenues reached PLN 24.0m in 1Q22 (+21.7% YoY), due to a balanced share of on-line and off-line in sales.

## Wólczanka brand revenues (PLN m)



- Traditional store revenues amounted to PLN 7.7m, +134% YoY, in 1Q22.
- Internet revenues amounted to PLN 14.1m in 1Q22 (-7.3% YoY), constituting 58.9% of sales vs 77.3% in 1Q21.
- Franchise revenues reached PLN 2.2m in 1Q22 (+84.3% YoY). Share of franchise in revenues came in at 9.1% in 1Q22, up 3.1pp. YoY.

# A GROWING SHARE OF NEW ASSORTMENT

Wólczanka brand revenue split



Wólczanka brand efficiency

	1Q21	1Q22	YoY
Revenues (PLN/m2 per month)	1,417	1,708	20.6%
Gross profit margin (%)	47.8%	52.7%	4.9pp.
Cost of stores (PLN/m2 per month)	625	833	33.2%
Store EBIT (PLN m)	0.7	0.9	31.0%

- Increase in sales of knitted fabrics due to broadened range of polo shirts, t-shirts and sweaters. A higher share of the remaining assortment due to a wider range of trousers (for men and women) and introduction of dresses and jackets to the brand's offer.
- Fall in share of shirts is the result of development of new product groups and brand transition towards the total look offer.
- Stable share of women's collection results from good reception by customers of the broadened range of the brand.

- Significant double-digit growth in revenues/ m2 caused mainly by growing off-line sales.
- Higher YoY gross margin due to a higher share of new assortment and lower YoY promotions.
- Increase in costs/ m2 due to higher rentals, wages and commissions.
- YoY improvement in store EBIT.



**DENI CLER**  
MILANO

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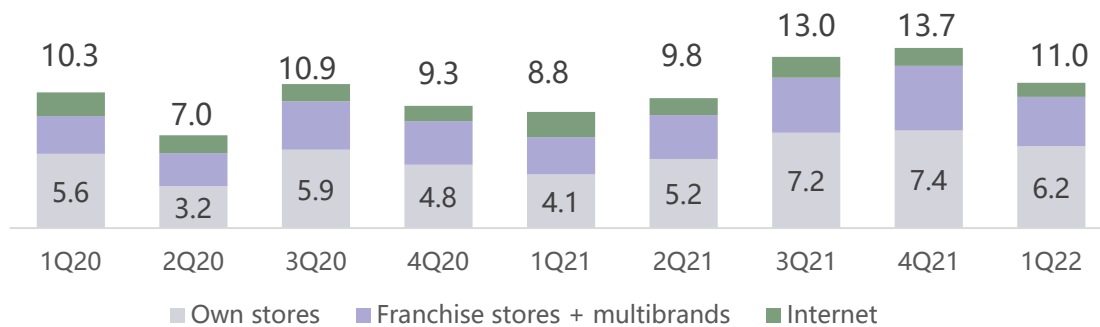
# DENI CLER: DYNAMIC SALES GROWTH

## Deni Cler brand network

	1Q21	1Q22	YoY
<b>Number of stores</b>	<b>31</b>	<b>28</b>	<b>-3</b>
incl. franchise	8	6	-2
<b>Floorspace (m2)</b>	<b>2,989</b>	<b>2,792</b>	<b>-7%</b>
incl. franchise	594	440	-26%
<b>Internet % sales</b>	<b>22.0%</b>	<b>9.7%</b>	<b>-12.3pp.</b>

- 28 monobrand stores, both own and franchise, in top shopping malls in Poland.
- Development of shop-in-shop concept. Deni Cler collections available at selected partners running multibrand stores in 22 towns in the country (+1 QoQ).
- Overall, Deni Cler network encompasses a total of 50 points of sales all over the country.
- 1Q22 Deni Cler brand revenues amounted to PLN 11.0m, up 25.0% YoY.

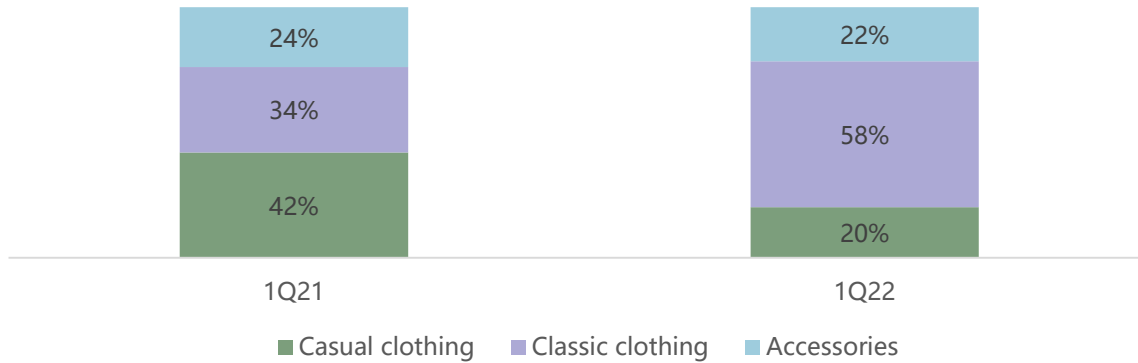
## Deni Cler brand revenues (PLN m)



- Traditional store revenues amounted to PLN 6.2m, +52.5% YoY, as customers returned to stores.
- Internet generated PLN 1.1m in revenues in 1Q22 (-44.8% YoY) and accounted for 9.7% of the brand's revenues.
- Revenues from franchises and multibrands amounted to PLN 3.7m in 1Q22 (+33.3% YoY). As a result, this line's share in revenues remained stable YoY, at 33.9% of 1Q22 sales.

# DENI CLER: HIGH GROWTH OF STORE EBIT

Deni Cler brand revenue split



- Emphasis on capsule collections. Development of accessories, which have a significant share in collection (handbags, shoes).
- Classic clothing is still the biggest element of the collection. Growing share due to return to offices.
- Drop in share of casual with return to celebrations. Stable share of accessories.
- Share of e-commerce in sales remains below other brands of the apparel segment due to the nature of clothing and the target group (higher price segment).

Deni Cler brand efficiency

	1Q21	1Q22	YoY
Revenues (PLN/m2 per month)	983	1,327	34.9%
Gross profit margin (%)	52.0%	57.7%	5.7pp.
Cost of stores (PLN/m2 per month)	392	561	43.2%
Store EBIT (PLN m)	1.1	1.7	58.1%

- Significant growth in revenues/ m2 due to development of the multibrand network and rebound in sale of classic collections.
- Gross margin increase YoY due to lesser YoY promotions. The highest gross margin in the group.
- Higher YoY growth in costs/ m2 as compared to sales/ m2: higher rentals and commissions but drop in depreciation.
- As a result, double-digit growth in store EBIT.



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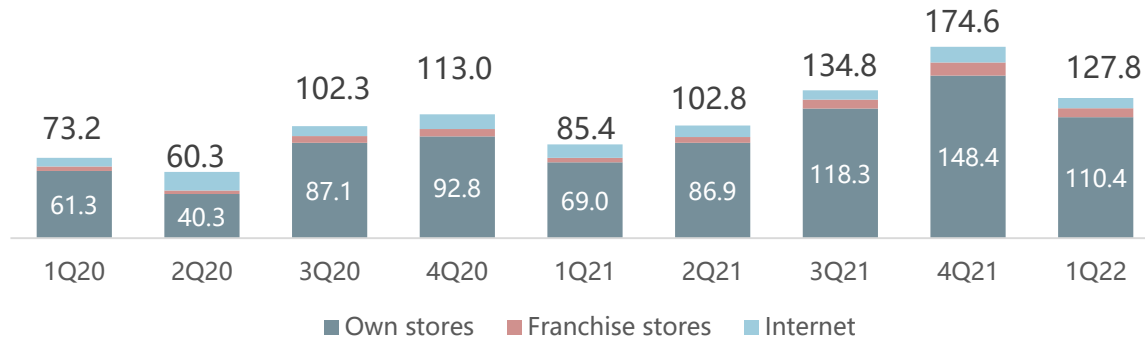
# W.KRUK: CONTINUATION OF DYNAMIC GROWTH

## W.KRUK brand network

	1Q21	1Q22	YoY
<b>Number of stores</b>	<b>140</b>	<b>148</b>	<b>+ 8</b>
incl. franchise	18	23	+ 5
<b>Floorspace (m2)</b>	<b>10,918</b>	<b>11,650</b>	<b>7%</b>
incl. franchise	1,113	1,511	36%
<b>Internet % sales</b>	<b>14.3%</b>	<b>7.3%</b>	<b>-7.0pp.</b>

- Continuation of W.KRUK brand development. Growth in net number of stores by 8 YoY and 7% YoY increase in brand's floorspace.
- The brand already had 23 franchise stores at the end of 1Q22, 5 more YoY. Franchise store floorspace increased by 36% YoY.
- W.KRUK retail revenues in 1Q22 reached PLN 127.8m (up 49.5% YoY).

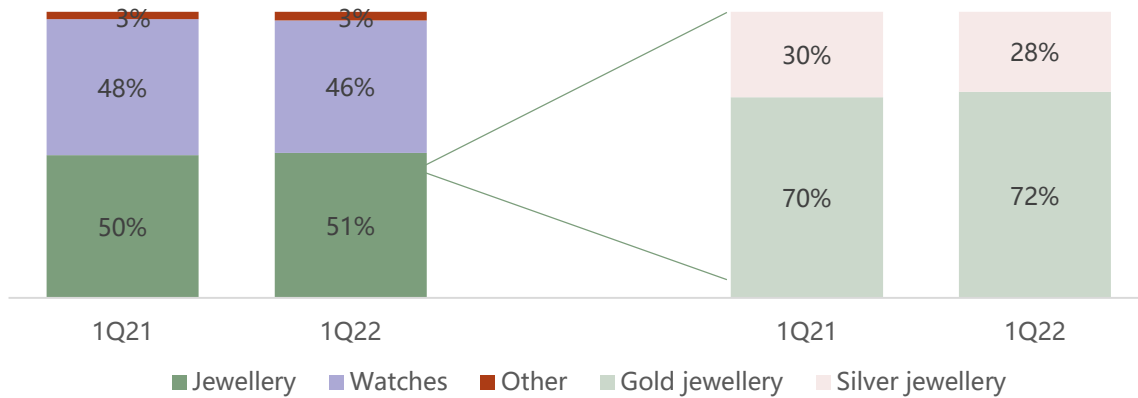
## W.KRUK brand retail revenues (PLN m)



- Revenues from W.KRUK brand traditional stores in 1Q22 amounted to PLN 110.4m (an increase of 60.0% YoY).
- Internet revenues amounted to PLN 9.3m, -23.8% YoY. In 1Q22, internet accounted for 7.3% of sales compared to 14.3% in 1Q21.
- Franchise revenues amounted to PLN 8.0m in 1Q22, an increase of 91.9% YoY, and their share in 1Q22 sales amounted to 6.3%, +1.4pp. YoY.

# W.KRUK: STABLE SALES STRUCTURE

W.KRUK brand revenue split



- Stable share of watches in relation to jewellery. Advantageous influence of sale exclusivity for luxury Rolex and Patek Philippe watches, but also a rebound in jewellery sales.
- In the jewellery section, there was a slight decrease in share of silver vs gold jewellery in 1Q22.
- High sales growth/ m2 in the quarter due to a continuation of high demand for jewellery and watches.

W.KRUK brand efficiency

	1Q21	1Q22	YoY
Revenues (PLN/m2 per month)	2,606	3,689	41.6%
Gross profit margin (%)	50.3%	50.8%	0.4pp.
Cost of stores (PLN/m2 per month)	739	989	33.8%
Store EBIT (PLN m)	18.8	30.6	63.2%

- Stable gross margin due to a policy of fixed margin on jewellery.
- Increase in cost/ m2 lower than revenue/ m2 growth: higher rental, salaries and commission costs.
- As a result, high double-digit store EBIT growth.

# IMPROVED PERFORMANCE OF ALL BRANDS

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HIGH  
SALES DYNAMICS

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SIGNIFICANT  
IMPROVEMENT IN  
GROSS PROFIT MARGIN

WÓLCZANKA

THE HIGHEST SHARE  
OF INTERNET



DENI CLER  
MILANO

THE HIGHEST  
GROSS PROFIT MARGIN

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DOUBLE-DIGIT  
GROWTH  
OF STORE EBIT



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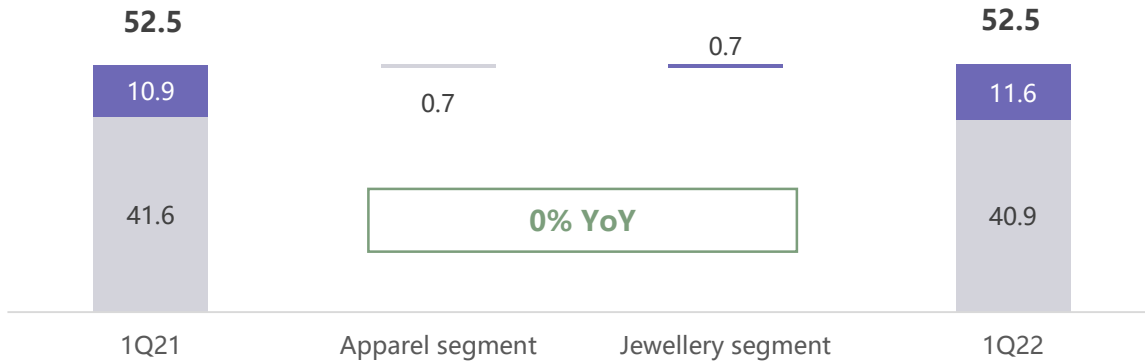
GROUP RESULTS



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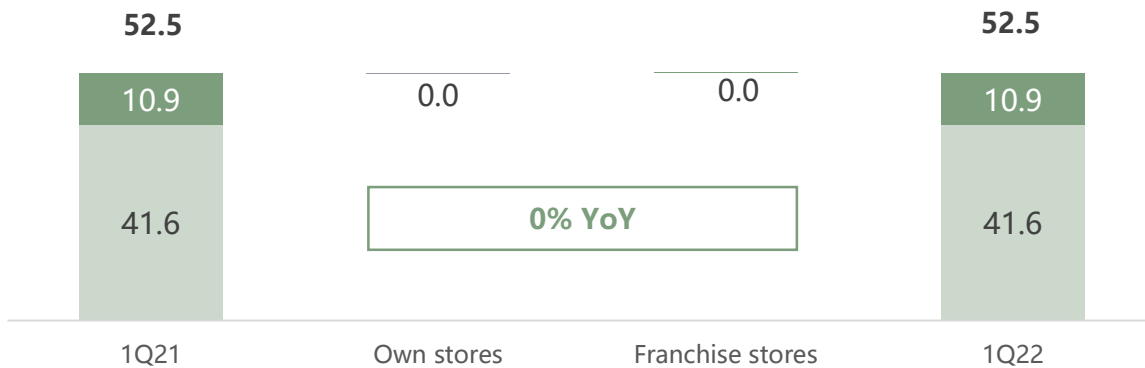
# STABLE GROUP FLOORSPACE

Group floorspace change YoY  
(ths m2)



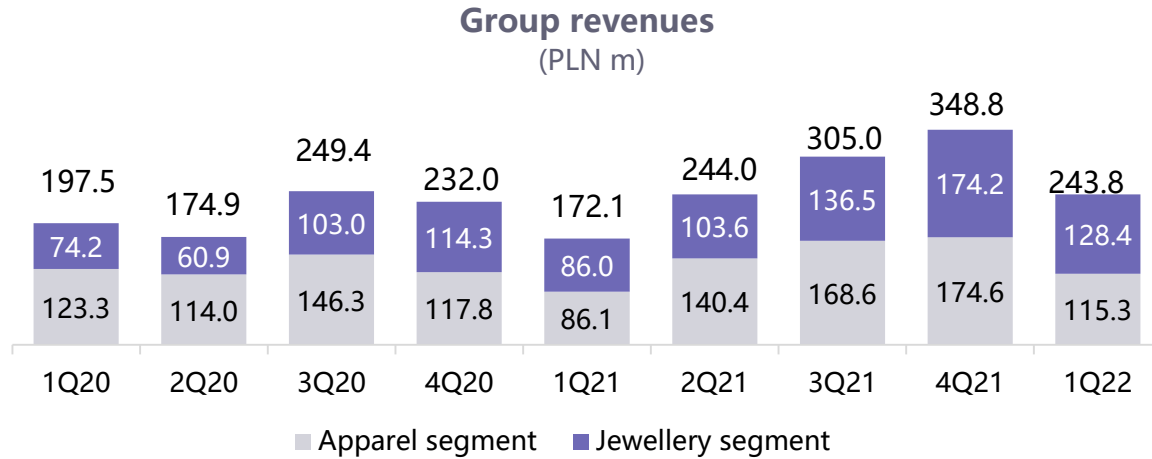
- Group floorspace reached 52.5 ths m2 at the end of 1Q22, stable YoY.
- The apparel segment floorspace fell by 0.7 ths m2, down 1.6% YoY, due to closing down of unprofitable stores.
- The jewellery segment floorspace grew 0.7 ths m2 net, up 6.7% YoY, due to development of franchise stores.

Group floorspace change YoY  
(ths m2)

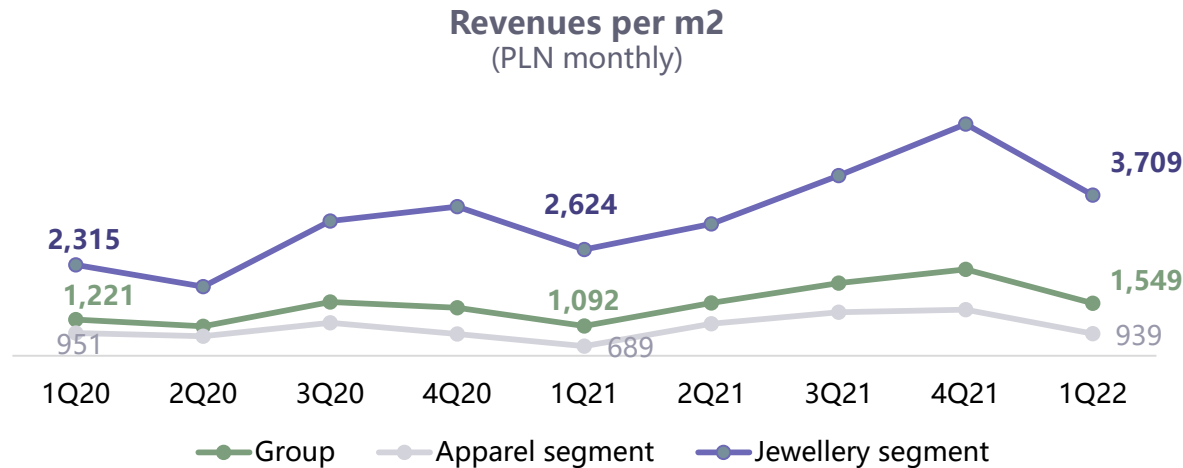


- Throughout the year, floorspace remained stable for both own and franchise stores.
- Own stores floorspace remained at 10.9 ths m2.
- Franchise stores floorspace was stabilized at 41.6 ths m2.

# FAVOURABLE TRENDS IN REVENUES/M2



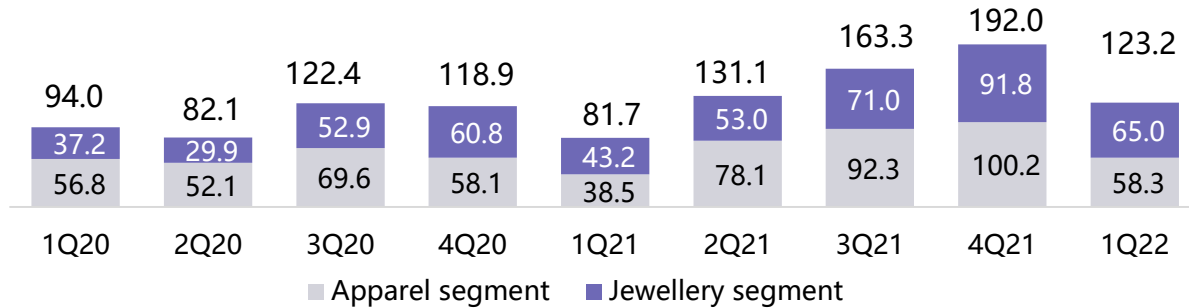
- Group revenues reached PLN 243.8m in 1Q22 (up 41.6% YoY), due to rebound in traditional stores of both segments.
- Apparel segment revenues grew 34.0% YoY, reaching PLN 115.3m, in 1Q22.
- Jewellery segment revenues in 1Q22 amounted to PLN 128.4m, up 49.3% YoY. Growth in share of this segment from 50.0% in 1Q21 to 52.7% in 1Q22.



- In 1Q22 group sales/ m2 reached PLN 1,549, +41.8% YoY.
- Revenues/ m2 for the apparel segment amounted to PLN 939 in 1Q22, +36.3% YoY.
- Jewellery segment revenues/ m2 reached PLN 3,709 in 1Q22, up 41.3% YoY.

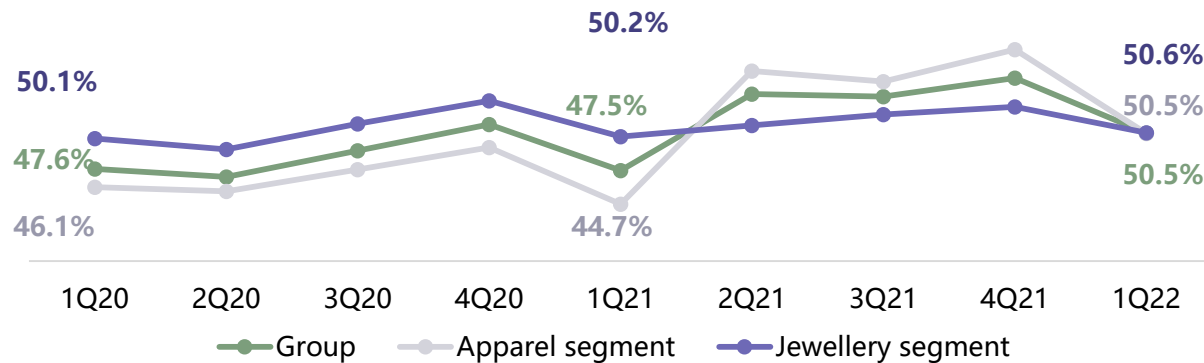
# COMPARABLE MARGINS IN BOTH SEGMENTS

Gross profit on sales  
(PLN m)



- Group gross profit on sales amounted to PLN 123.2m in 1Q22 (+50.8% YoY).
- In 1Q22 gross profit on sales of the apparel segment reached PLN 58.3m, up 51.5% YoY.
- Gross profit on sales of the jewellery segment in 1Q22 amounted to PLN 65.0m, +50.2% YoY.

Gross profit on sales margin

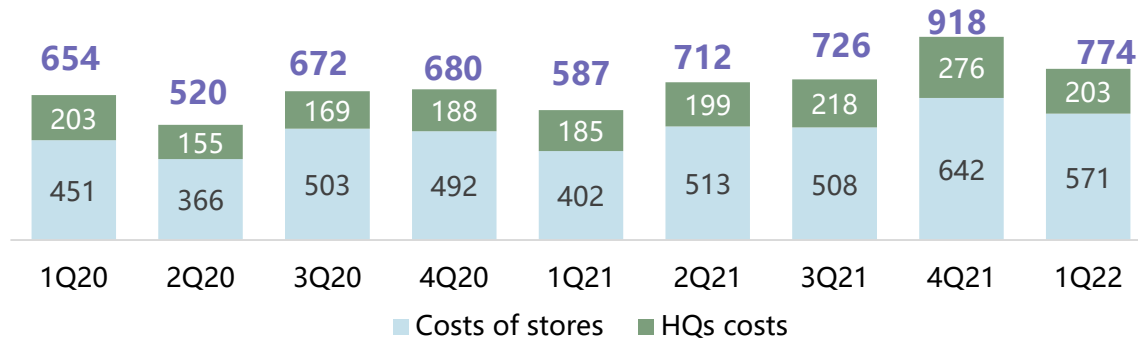


- Group gross profit margin reached 50.5% in 1Q22, up 3.1 pp. YoY.
- The apparel segment gross profit margin increased 5.8 pp. YoY to 50.5% in 1Q22, due to lower YoY promotions and lower share of internet.
- The jewellery segment noted a 0.4 pp. YoY increase in 1Q22 gross profit margin, to 50.6% level, due to stable share of watches.



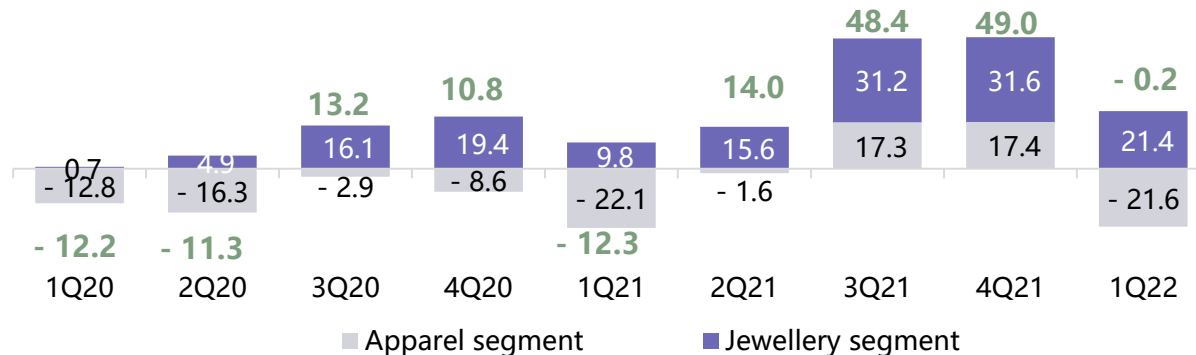
# OPERATING PROFIT IMPROVEMENT

Monthly operating costs per m2  
(PLN, IAS17)



- Group operating costs/ m2 (IAS17) reached in 1Q22 PLN 774/ m2 per month, up 31.8% YoY. Growth in costs/m2 lower than revenues/m2 resulted from cost discipline.
- Costs of stores at PLN 571/ m2 (+41.9% YoY), while HQs costs/ m2 at PLN 203/ m2, +9.7% YoY (under IAS17).
- Under IAS17, the apparel segment costs reached PLN 635/m2 in 1Q22, up 33.9% YoY, while the jewellery segment costs in 1Q22 amounted to PLN 1,266/m2 per month, up 24.4% YoY.

Operating profit  
(PLN m, IAS17)



- EBIT loss reached PLN 0.2m in 1Q22 under IAS17, and was significantly lower as compared to PLN 12.3 loss in 1Q21. IFRS16 EBIT amounted to PLN 5.0m in 1Q22.
- 1Q22 EBIT loss of the apparel segment amounted to PLN 21.6m under IAS17 (PLN 17.8m EBIT loss under IFRS16) compared to PLN 22.1m operating loss in 1Q21.
- Operating profit of the jewellery segment under IAS17 reached PLN 21.4m in 1Q22, +119.2% YoY.

# | 1Q22 RESULTS SIZEABLY BETTER YOY

PLN m, IFRS16	1Q21	1Q22	YoY
<b>Revenues</b>	<b>172.1</b>	<b>243.8</b>	<b>41.6%</b>
Gross profit on sales	81.7	123.2	50.8%
<i>Gross profit on sales margin</i>	<i>47.5%</i>	<i>50.5%</i>	<i>3.1pp.</i>
SG&A costs	96.1	117.4	22.1%
<b>EBIT</b>	<b>-15.8</b>	<b>5.0</b>	<b>N/M</b>
<i>EBIT margin</i>	<i>-9.2%</i>	<i>2.1%</i>	<i>11.2pp.</i>
Net financial activity	-6.7	-8.7	
<b>Net profit</b>	<b>-18.6</b>	<b>-2.9</b>	<b>N/M</b>
<i>Net margin</i>	<i>-10.8%</i>	<i>-1.2%</i>	<i>9.6pp.</i>

<b>EBITDA</b>	<b>10.7</b>	<b>32.6</b>	<b>203.7%</b>
<i>EBITDA margin</i>	<i>6.2%</i>	<i>13.4%</i>	<i>7.1pp.</i>

PLN m, IAS17	1Q21	1Q22	YoY
SG&A costs	92.6	121.8	31.6%
<b>EBIT</b>	<b>-12.3</b>	<b>-0.2</b>	<b>N/M</b>
<b>Net profit</b>	<b>-11.9</b>	<b>-2.9</b>	<b>N/M</b>
<b>EBITDA</b>	<b>-7.0</b>	<b>5.5</b>	<b>N/M</b>

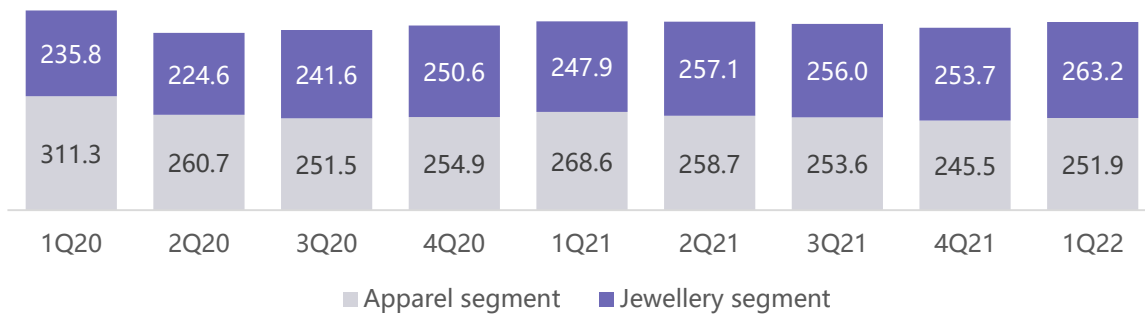
- Higher YoY revenues due to favorable sales trends in both segments. Gross margin increase YoY due to very good performance of the apparel segment.
- YoY growth in SG&A costs due to increased selling and general and administration costs. Cost growth below revenue growth.
- The difference between the result under IFRS16 and IAS17 results from rental recognition - linear depreciation under IFRS16.
- Less favorable YoY net financial activity. PLN 3.9m in FX loss under IFRS16 versus PLN 3.2m in 1Q21. Interest on IFRS16 amounted to PLN 1.3m in 1Q22, compared to PLN 1.4m in 1Q21.
- Net loss of PLN 2.9m in 1Q22 compared to PLN 18.6m loss in 1Q21.

# INVENTORY STABILIZATION

**Change in inventories**  
(PLN m)



**Inventory by segments**  
(PLN m)

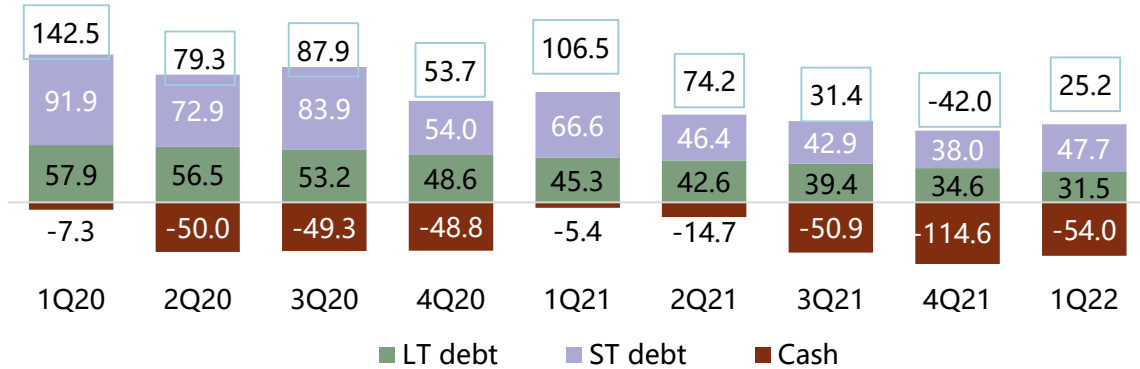


- Inventory down 0.3% YoY to PLN 515.1m in 1Q22 due to lower inventory in the apparel segment and increased inventory in the jewellery segment.
- Apparel segment inventory fell 6.2% YoY, due to strong sales in 1Q22 and no lock-downs.
- Inventories in the jewellery segment increased by 6.2% YoY, due to opening of stores with watches and a larger inventory of watches (mainly luxury watches) as well as stocking up for the growing floorspace.

- Group inventory/ m2 reached PLN 9,804 at the end of 1Q22, stable YoY.
- Apparel segment inventory per m2 reached PLN 6,161, down 4.7% YoY.
- Due to the market characteristics, inventory per m2 in the jewellery segment amounted to PLN 22,593, down 0.5% YoY.

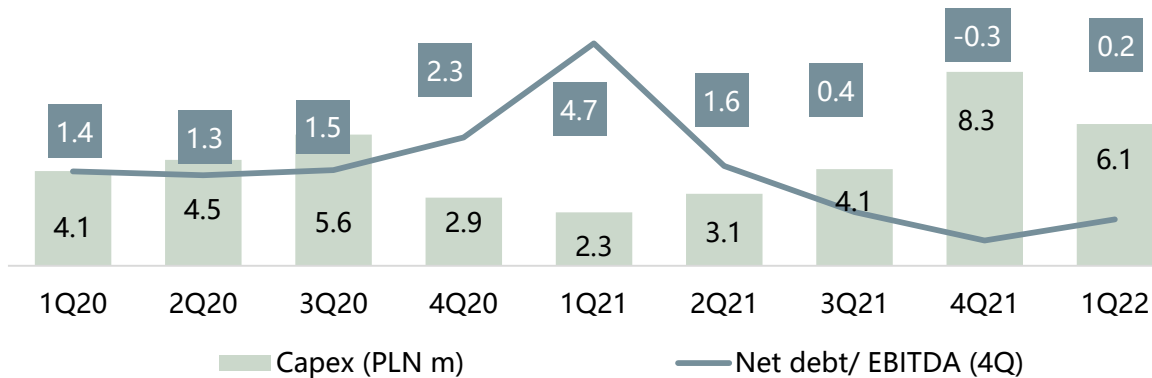
# SAFE DEBT LEVEL

**Net debt / (net cash)**  
(PLN m, IAS17 plus reverse factoring)



- Long-term and short-term indebtedness shown together with reverse factoring and financial leases, yet excluding leases from IFRS16. Financial leases under IFRS16 at PLN 334.5m in 1Q22.
- Planned reduction of long-term debt. Usage of reverse factoring for supply chain financing reached PLN 22.9m in 1Q22.
- Group's net debt under IAS17 came in at PLN 25.2m at the end of 1Q22 vs PLN 106.5m net debt in 1Q21.

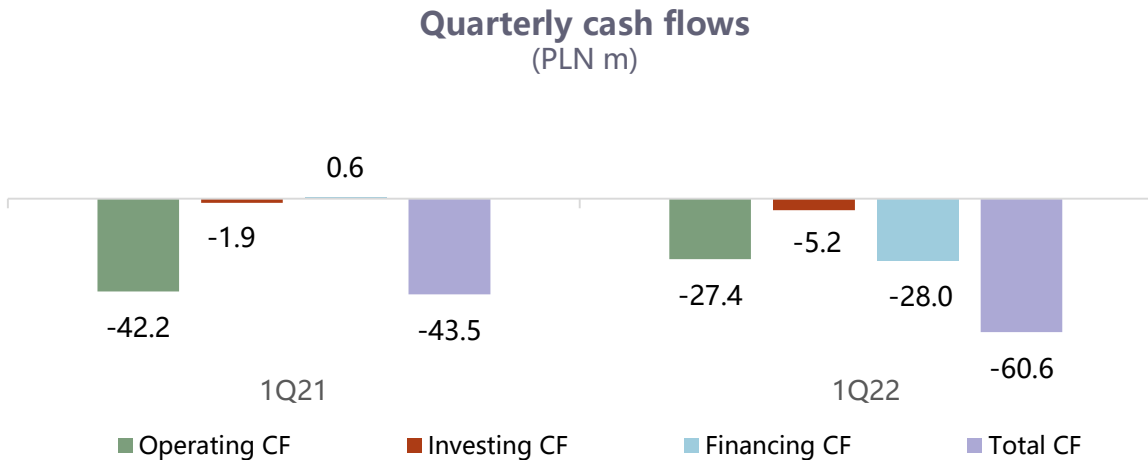
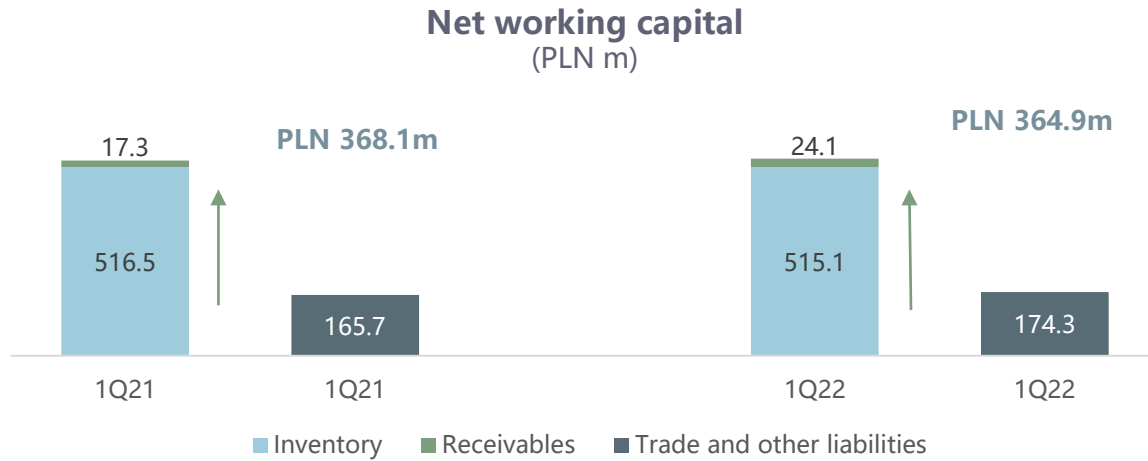
**Capex vs. net debt/EBITDA**  
(IAS17)



- Net debt/EBITDA (4Q, IAS17) at 0.2x – significant improvement YoY due to favourable 2H21 EBITDA and debt reduction.
- Excluding reverse factoring, the Group's net cash ratio would come at 0.0x.
- Higher YoY capital expenditure in 1Q22, due to a low base – capex reduction in 1Q21 caused by lockdown, postponing some investments to 2022.



# SEASONAL ENGAGEMENT OF WORKING CAPITAL



- Stable YoY inventories drop in apparel segment, increase in jewellery segment (preparation for celebrations season in 2Q22).
- Stable YoY receivables due to higher prepayments for goods (new collection orders).
- Slightly higher YoY level of liabilities due to increase in inventory in jewellery segment.

- Higher YoY though negative operating cash flow in 1Q22 due to gross profit growth.
- Higher YoY level of net capital expenditures - YoY reduction in 1Q22 due to network optimization and lock-downs.
- Financial flows show stable YoY debt repayment due to working capital financing.

VISTULA

BYTOM

SZTUKA KRAMIĘCTWA OD 1945

WÓLCZANKA

DENICLER

MILANO

WKRUK

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2022+ OUTLOOK





# CELEBRATIONS: SEASON FOR FORMAL AND WEDDING JEWELLERY

Vistula and Bytom have a wide range of wedding suits and shirts. Wólczanka has a wide range of accessories.

Wedding jewellery is one of the most important categories in the W.KRUK offer.





# | JEWELLERY AND ACCESSORIES FOR CELEBRATIONS

New W.KRUK Ambassador Collection for Mother's Day and Children's Day - Natalia Kukulska with her daughter

W.KRUK - a wide range of jewellery for women as well as children and teenagers

The collection is advertised in the press, social media and television





# ACTIONS FOR OMNICHANNEL IN 2022

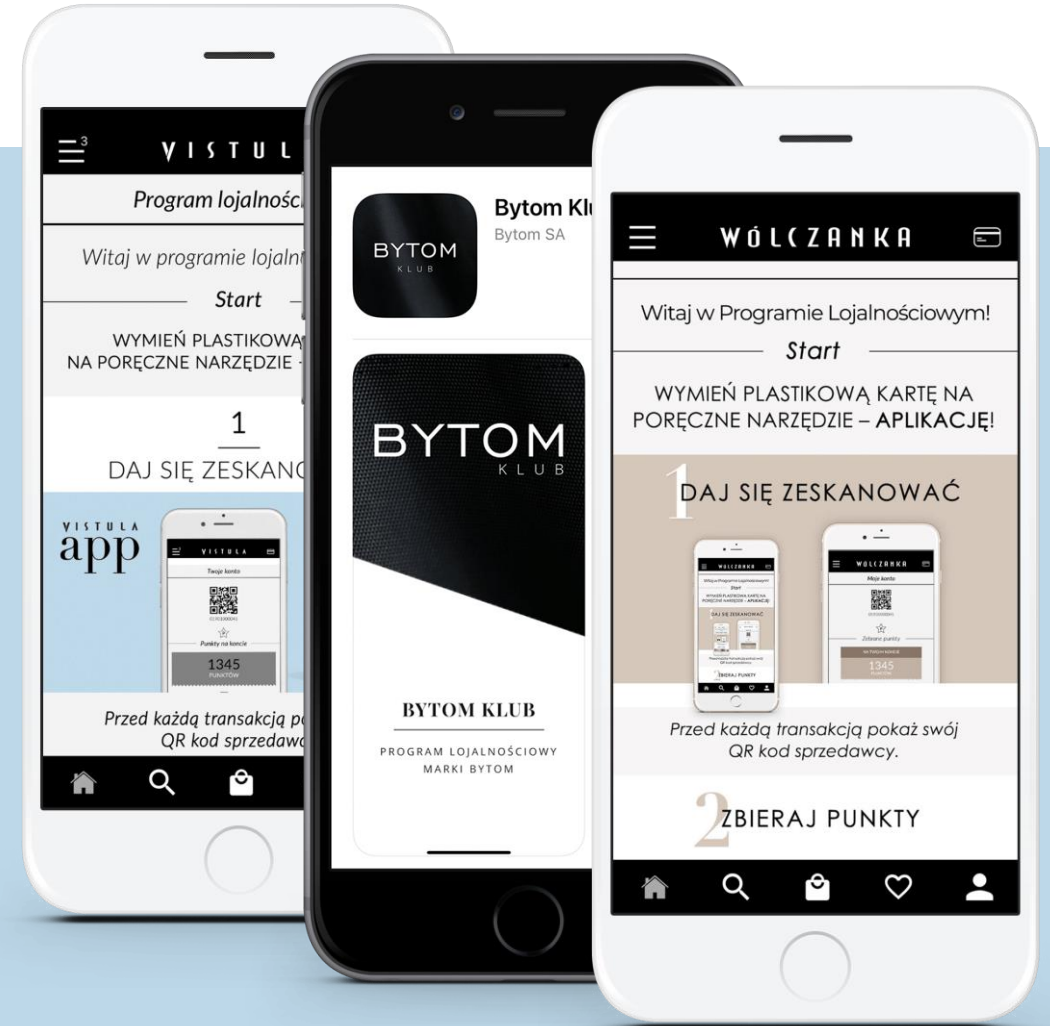
Activities focused on the customer and his comfort - building a close relationship with the customer, different from fast fashion.

Careful selection of technologies and digital solutions. Purpose: shopping convenience.

A wide range of pickup and return options..

All VRG brands with sales applications.

Continuation of cooperation with Zalando.



# FLOORSPACE OPTIMISATION IN 2022

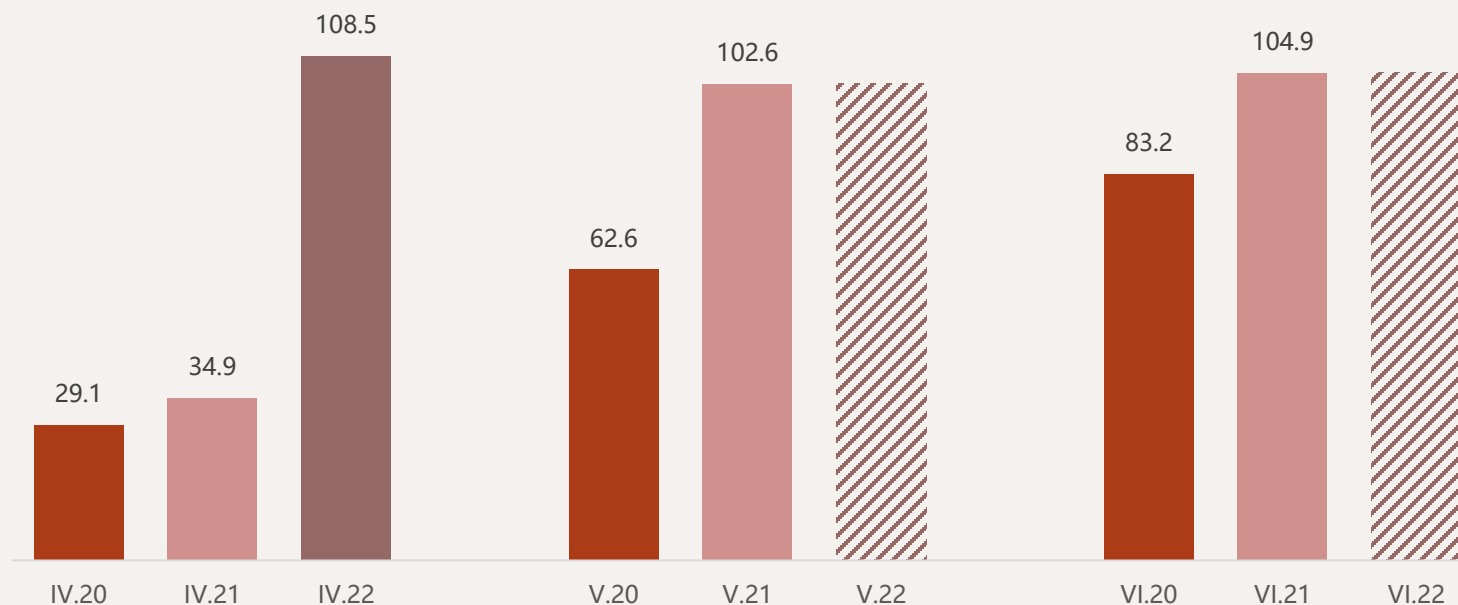
		2021	2022 target	YoY
APPAREL SEGMENT	stores	404	401	-3
	m2	40,930	41,299	+ 1%
VISTULA	stores	145	147	+ 2
	m2	18,531	18,619	0%
BYTOM	stores	114	113	-1
	m2	15,165	15,083	-1%
WÓLCZANKA	stores	116	112	-4
	m2	4,399	4,768	8%
DENI CLER	stores	29	29	0
	m2	2,835	2,829	0%
JEWELLERY SEGMENT	stores	146	155	+ 9
	m2	11,394	12,613	+ 11%
TOTAL	stores	550	556	+ 6
	m2	52,324	53,912	+ 3%

In 2022, floorspace of traditional stores should increase by 3% YoY.

Floorspace of franchise stores at the end of 2022 should amount to 11.9 ths m2.

Capital expenditures in 2022 should amount to some PLN 34m (the amount includes capex for IT).

# | 2Q22 SHOULD BE A SEASONALLY STRONG QUARTER



Assuming a very conservative scenario that revenues in May and June 2022 would be equal to the results for 2021, the 2Q22 result should be very good due to growing gross margin.

# | 2022 TARGETS MAINTAINED

1

Continuation of the double-digit sales growth of the Group. Off-line and on-line increases.

2

Further improvement of the gross margin - more effective discount policy.

3

Increase in operating margin due to the positive effect of operating leverage.

4

YoY improvement of Capital Group results.

5

Safe liquidity position.



## RISKS

—  
impact of war in Ukraine

high inflation

## OPPORTUNITIES

—  
further development of the Group's offer

lower YoY Covid restrictions



# | DIVIDEND POLICY



## The Management Board of VRG has adopted a dividend policy to share the profit with shareholders in line with it

- The Management Board intends to recommend annually to the General Meeting payment between 20% to 70% of the consolidated net profit presented in the audited consolidated financial statements of VRG S.A., assuming the net debt/EBITDA ratio below 2.5x at the end of the financial year.
- Before each recommendation, the Management Board will take into account: 1) the financial situation of the Company and the Capital Group, 2) investment needs, 3) liquidity situation, 4) the Group's development prospects in a given market and macroeconomic situation, 5) acquisition plans, 6) bank covenants.

VISTULA

BYTOM

SZTUKA KRAWIECTWA OD 1945

WÓLCZANKA

DENICLER

MILANO

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Q&A



VRG  
VISTULA RETAIL GROUP



VISTULA

BYTOM  
SZTUKA KRAWIECTWA OD 1945

WÓLCZANKA

DENICLER  
MILANO

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BACK-UP



VRG  
VISTULA RETAIL GROUP

# VISTULA: EXECUTIVE SUMMARY

## SPRING/SUMMER 2022: „EVERYDAY JOY“

### MEN'S COLLECTION

- Complete, full offer for men including suits and jackets
- Formal and more casual style, but also smart casual and sporty
- It is complemented by accessories, shoes and underwear
- The collection is rich in jackets, sweatshirts, sweaters, trousers and t-shirts.

### WOMEN'S COLLECTION

- Formal suits and shirts, and casual products - blouses, jeans, skirts, dresses
- Rich in outerwear, such as coats, jackets with  $\frac{3}{4}$  sleeves, leather jackets
- Numerous linen models - jackets, shirts, skirts, trousers and dresses.

### VISTULA (FASHION FOR MEN AND WOMEN)

- Traditional tailoring and global trends – modern, original and individual style
- Men's collections: VISTULA, VISTULA RED, LANTIER, MOVE - line for active people and capsule collections
- Women's collection: VISTULA WOMAN
- "Made to Measure" service available in selected brand's stores

### NETWORK DEVELOPMENT

- In 1Q22, the number of the brand's stores was stable. 1 net franchise stores was opened.





# | BYTOM: EXECUTIVE SUMMARY

## SPRING/SUMMER 2022 COLLECTION

- In the collection, the brand presents the RETRO FUTURE style, combining fabric patterns from the past years with modern tailoring. This style is present in suits, jackets and shirts, as well as accessories, in both formal and smart casual offer
- A characteristic product of this season is an off-white cotton suit with a tennis pattern, the style of which refers to the atmosphere of Polish post-war film.
- BYTOM offer also includes suits dedicated to exceptional celebrations, emphasizing the solemnity of important events and timeless style.
- In addition, the brand - as a specialist in sewing men's suits - offers modern versions of suits, including a zipped suit. There are also proposals made of modern, functional fabrics that increase the comfort of wearing.
- In the current season, the line of products made of fine linen, especially shirts, stands out.
- The collection also includes timeless trench coats, functional windbreakers, t-shirts, sweatshirts, polo shirts and trousers.
- The background for the image campaign is Łeba with its vast beaches and the picturesque Słowiński National Park, and the stylizations fully reflect the spring and summer nature of the collection.

## BYTOM (FASHION FOR MEN)

- A Polish brand with a tradition of tailoring craftsmanship dating back to 1945
- "Made to Measure" service available in selected brand stores, fostering the traditional values of the brand

## NETWORK DEVELOPMENT

- In 1Q22, the number of stores fell by 2 net stores QoQ, including closings of own and franchise stores.



# | WÓLCZANKA: EXECUTIVE SUMMARY

## SPRING/SUMMER 2022 COLLECTION:

### OFFICE COLLECTION

- Semi-formal offer intended for professionals in modern working conditions
- Men's offer: chinos, jackets made of soft fabric, light sweaters and cardigans
- Women's offer: minimalist pencil skirts, trousers, shirts and delicate jackets.

### URBAN COLLECTION

- An urban, comfortable spring collection, a multitude of colors and patterns.

### NATURAL STYLE COLLECTION

- Colors and materials (linen, viscose) inspired by nature
- Timeless denim - shirts, jackets, trousers in several shades, skirts and shorts
- A proposal for holiday trips: swimwear, shorts, glasses and summer accessories
- Hawaiian shirts with exotic flowers and characteristic surfing motifs.

## WÓLCZANKA (FASHION FOR MEN AND WOMEN)

- Polish chain of own and franchise stores with women's and men's clothing (total look)
- The offer includes: shirts, sweaters, pants, dresses, skirts, polos and t-shirts, jackets and accessories
- Lambert brand - high-quality formal shirts and accessories

## NETWORK DEVELOPMENT

- Net decrease of store number in 1Q22 by 3 QoQ
- Opening of next multi-format brand store in Silesia City Center Katowice (January 2022), Arkadia in Warsaw, Focus Mall in Zielona Góra, and Galeria Rzeszów (March 2022)





# | DENI CLER: EXECUTIVE SUMMARY

## SPRING/SUMMER 2022 COLLECTION „MANIFESTO DEL COLORE”

- Eclectic combinations, strong colors
- 6 capsules, each of which will be released monthly from January to June
- The individual stylistic lines are named after the flowers
- The use of biodegradable fabrics with ISO 9001 and Euro Eko certificates
- The premiere of the collection on January 21, 2022 at KinoGram in the Norblin Factory.

## DENI CLER (WOMEN' S FASHION)

- Women's fashion brand established in Italy in 1971
- Addressed to women over 35 who value high quality and elegance
- Superior quality fabrics with superior accessories and designer cut
- The brand cooperates with selected manufacturers and suppliers of fabrics from renowned Italian manufactories
- Fashion Excellence 2021 of the Twój Styl monthly in the Jubilee category for activities related to the double jubilee: 50 years of the brand and 30 years of presence on the Polish market.

## NETWORK DEVELOPMENT

- The number of own stores decreased by 1 in quarter, but a multibrand store was added to the network



# W.KRUK: EXECUTIVE SUMMARY

## NOVELTIES IN COLLECTIONS

- Traditional Winter Special Offer – promotions for purchase of jewellery, accessories and watches
- Then an offer for Valentine's Day including, among others selection of engagement rings
- In addition, the first quarter was devoted to best-selling original collections, including the next edition of Magda Mołek's ambassadorial MEA collection campaign for W.KRUK.
- In March, the premiere of new models of colorful silver and gilded, zircon-studded jewellery from the Preludium Butterfly collection - one of the most important collections of the previous year. This time in a version inspired by the title butterfly, accompanied by accessories with colors and patterns referring to Preludium Butterfly.

## THE OLDEST JEWELLERY BRAND IN POLAND

- The jewellery offer includes gold and silver jewellery, diamonds, precious stones and original collections.
- W.KRUK's offer also includes global watch brands, such as Rolex and Patek Philippe (sole distributor in Poland), Cartier, Jaeger-LeCoultre, Hublot, Panerai, Chopard, Girard-Perregaux, Omega, Tudor, Tag Heuer, Longines, Rado, Tissot, Certina and many more.
- W.KRUK offer also includes perfumes and a collection of own label accessories: leather handbags, silk scarves, leather accessories.

## NETWORK DEVELOPMENT

- In 1Q22, the number of brand stores increased QoQ by 2 own stores





# GROUP STRUCTURE

## VRG

COMPANIES INCLUDED IN THE CONSOLIDATED STATEMENTS FOR 1Q22

### JEWELLERY SEGMENT

**W.KRUK S.A.**

Jewellery, watches, accessories

### APPAREL SEGMENT

**VRG S.A.**  
parent company

Vistula, Wólczanka, Bytom brands,  
trademark \*

November 30, 2018 **Vistula Group S.A.**  
parent company merged with **Bytom S.A.**,  
creating **VRG S.A.**

**DCG S.A.**

Deni Cler brand

### OTHER ACTIVITY

**WSM Factory sp. z o.o.** (formerly  
**WSM Sp. z o.o.**), **VG Property sp. z o.o.**

Production, real estate

*\*July 1st, 2019 BTM 2 sp. z o.o. was merged  
with VRG S.A.*

# NUMBER OF STORES OPTIMISATION CONTINUES

## NUMBER OF STORES

		1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
APPAREL SEGMENT		440	427	426	427	421	415	409	404	398
	franchise	126	126	129	136	135	135	131	127	126
VISTULA	total	148	145	147	149	148	148	146	145	145
	franchise	59	60	62	65	64	64	63	61	62
WÓLCZANKA	total	137	132	130	129	127	121	119	116	113
	franchise	50	49	50	53	53	53	51	48	47
BYTOM	total	125	120	117	117	115	116	115	114	112
	franchise	8	8	8	9	10	11	11	12	11
DENI CLER	total	30	30	32	32	31	30	29	29	28
	franchise	9	9	9	9	8	7	6	6	6
JEWELLERY SEGMENT	total	140	140	140	143	140	142	143	146	148
	franchise	14	15	16	18	18	20	21	23	23
TOTAL	total	580	567	566	570	561	557	552	550	546
	franchise	140	141	145	154	153	155	152	150	149

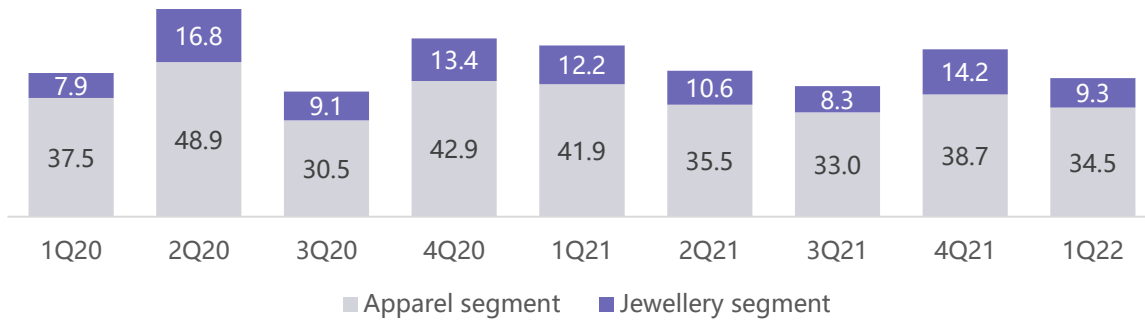
# STABLE YOY FLOORSPACE

## M2 OF FLOORSPACE

		1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
APPAREL SEGMENT	total	42,962	41,953	41,891	42,021	41,564	41,337	40,864	40,930	40,891
	franchise	9,123	9,195	9,368	9,882	9,789	9,794	9,577	31,468	9,425
VISTULA	total	18,650	18,291	18,508	18,695	18,586	18,593	18,390	18,531	18,509
	franchise	5,991	6,094	6,311	6,633	6,525	6,532	6,435	6,298	6,374
WÓLCZANKA	total	4,877	4,716	4,685	4,658	4,662	4,430	4,371	4,399	4,643
	franchise	1,504	1,473	1,530	1,626	1,625	1,625	1,567	1,499	1,459
BYTOM	total	16,487	16,000	15,634	15,604	15,327	15,417	15,267	15,165	14,946
	franchise	908	908	859	954	1,045	1,135	1,135	1,225	1,153
DENI CLER	total	2,947	2,947	3,064	3,064	2,989	2,897	2,835	2,835	2,792
	franchise	720	720	669	669	594	502	440	440	440
JEWELLERY SEGMENT	total	10,732	10,749	10,756	11,027	10,918	11,060	11,173	11,394	11,650
	franchise	856	896	965	1,121	1,113	1,255	1,368	1,511	1,511
TOTAL	total	53,693	52,702	52,647	53,048	52,482	52,397	52,038	52,324	52,541
	franchise	9,979	10,091	10,333	11,003	10,902	11,049	10,945	10,973	10,936

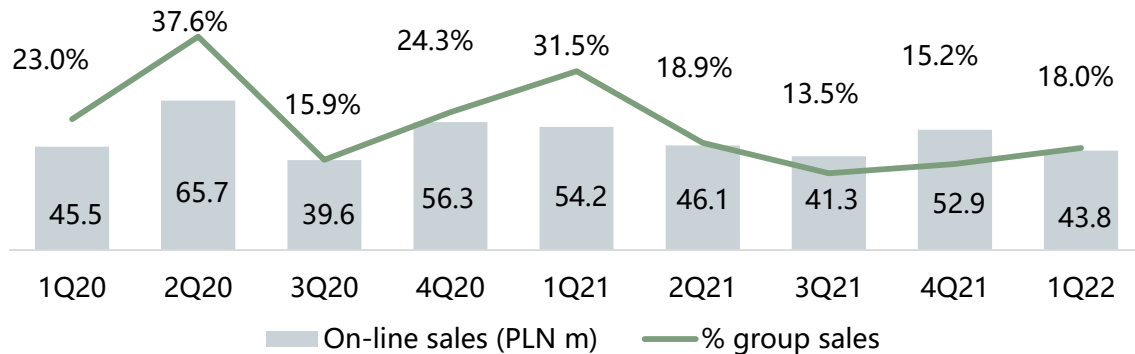
# OWN E-STORES OF FIVE BRANDS

On-line sales by segments  
(PLN m)



- We have own e-stores for all five retail brands. Our aim is to develop on-line stores of own brands (monoshops).
- Revenues and costs of on-line stores are allocated directly to the brands.
- E-commerce logistics for Bytom brand is conducted from the same distribution centre as this of Vistula and Wólczanka brands. W.KRUK has its own logistics warehouse.

Group on-line sales

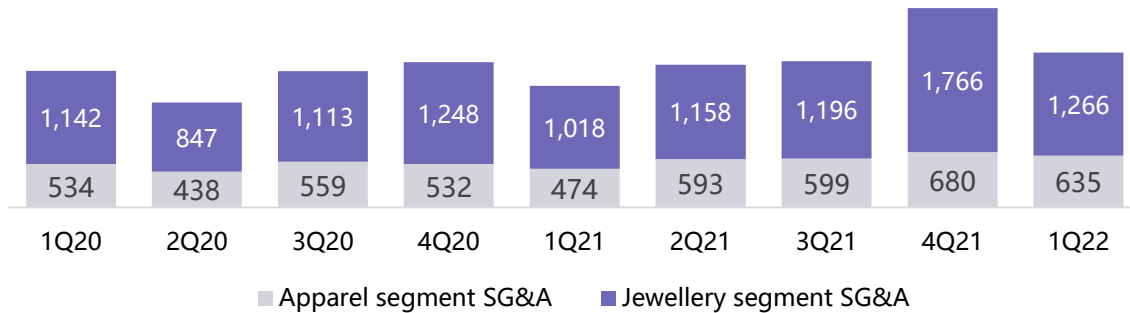


- In 1Q22, on-line sales amounted to PLN 43.8m, decreasing 19.1% YoY due to a sales rebound in traditional stores.
- Internet share fell from 31.5% in 1Q21 to 18.0% in 1Q22, due to, among others, a lock down of traditional stores in the end of March 2021
- In addition to its own e-stores, the Group is developing cooperation of individual brands with external marketplaces, in particular Zalando.



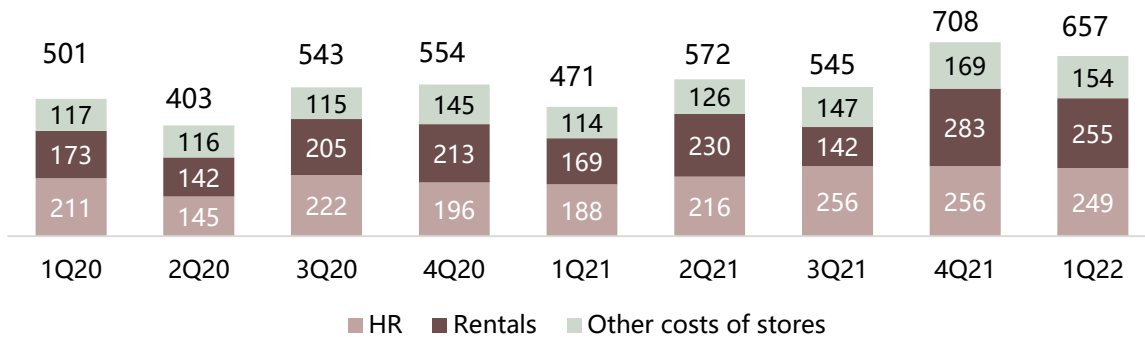
# COSTS/ M2 UNDER CONTROL

**Operating costs per month/ m2**  
(PLN, excl. IFRS16)



- Differences in SG&A costs/ m2 between segments result from different business models.
- The jewellery segment is characterised by higher revenues and costs/m2 than these of the apparel segment.
- Segmental costs/ m2 are calculated based on average working floorspace for each segment

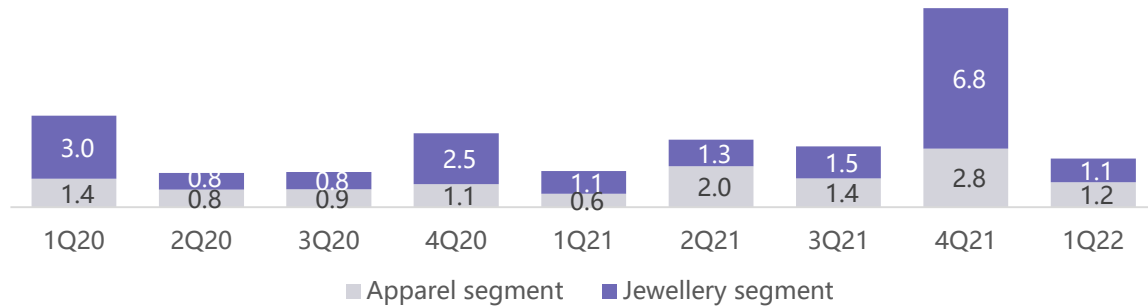
**Costs of own stores per month/ m2**  
(PLN, excl. IFRS16)



- Costs of stores encompass costs of own and franchise stores.
- Costs of own stores include rental costs, wages and other costs of own stores.
- Costs of own stores/ m2 are calculated based on average working floorspace of own stores.
- Costs of franchise stores equal to commission for franchisees.

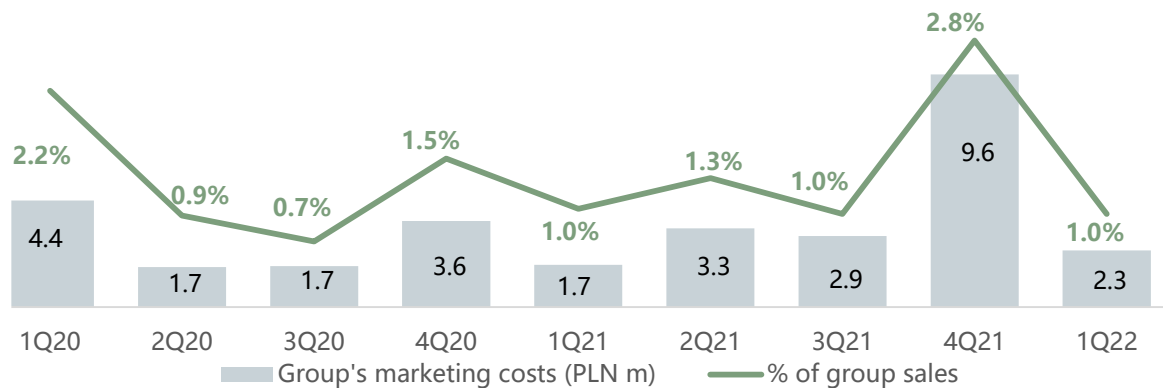
# SEASONAL INCREASE IN MARKETING EXPENSES

Off-line marketing costs by segments  
(PLN m)



- Off-line marketing costs are part of group selling costs.
- These encompass recurring advertising spending (catalogues, photoshoots) and nationwide marketing campaigns in editorial, internet and TV with celebrities.
- In 1Q22, off-line marketing expenses amounted to PLN 2.3m, an increase of 34.2% YoY due to an increase in apparel segment.

Group off-line marketing costs



- In 2021, off-line marketing expenses amounted to PLN 17.6m, up 55.0% YoY.
- The apparel segment: off-line marketing outlays are related to campaigns, which typically cumulate in the second and/or fourth quarter.
- Off-line marketing costs within the jewellery segment historically cumulated in 4Q (seasonally best), before Christmas.

# HISTORICAL QUARTERLY RESULTS, IFRS16

PLN m	2Q20	2Q21	YoY	3Q20	3Q21	YoY	4Q20	4Q21	YoY	1Q21	1Q22	YoY
<b>Revenues</b>	<b>174.9</b>	<b>244.0</b>	<b>39.5%</b>	<b>249.4</b>	<b>305.0</b>	<b>22.3%</b>	<b>232.0</b>	<b>348.8</b>	<b>50.3%</b>	<b>172.1</b>	<b>243.8</b>	<b>41.6%</b>
Gross profit on sales	82.1	131.1	59.8%	122.4	163.3	33.4%	118.9	192.0	61.5%	81.7	123.2	50.8%
Gross profit on sales margin	46.9%	53.7%	6.8pp.	49.1%	53.5%	4.5pp.	51.2%	55.1%	3.8pp.	47.5%	50.5%	3.1pp.
SG&A costs	82.7	109.7	32.8%	106.8	119.2	11.7%	121.9	139.4	14.4%	96.1	117.4	22.1%
Net other operating line	-9.8	-4.7		-2.4	-1.1		0.1	1.0		-1.4	-0.8	
<b>EBIT</b>	<b>-10.4</b>	<b>16.7</b>	<b>N/M</b>	<b>13.3</b>	<b>43.0</b>	<b>224.5%</b>	<b>-2.9</b>	<b>53.6</b>	<b>N/M</b>	<b>-15.8</b>	<b>5.0</b>	<b>N/M</b>
EBIT margin	-5.9%	6.9%	12.8pp.	5.3%	14.1%	8.8pp.	-1.2%	15.4%	16.6%	-9.2%	2.1%	11.2pp.
Net financial line	7.1	10.1		-6.2	-13.2		-13.8	-4.0		-6.7	-8.7	
Pre-tax profit	-3.3	26.8	N/M	7.0	29.8	323.5%	-16.7	49.6	N/M	-22.6	-3.7	N/M
Taxes	-1.0	3.8		-1.3	6.1		-2.8	9.8		-4.0	-0.8	
<b>Net income</b>	<b>0.2</b>	<b>23.0</b>	<b>N/M</b>	<b>5.7</b>	<b>23.7</b>	<b>312.3%</b>	<b>-13.9</b>	<b>39.8</b>	<b>N/M</b>	<b>-18.6</b>	<b>-2.9</b>	<b>N/M</b>
Net margin	0.1%	9.4%	9.3pp.	2.3%	7.8%	5.5pp.	-6.0%	11.4%	17.4pp.	-10.8%	-1.2%	9.6pp.
<b>EBITDA</b>	<b>18.5</b>	<b>43.5</b>	<b>N/M</b>	<b>18.5</b>	<b>67.7</b>	<b>265.7%</b>	<b>22.8</b>	<b>79.7</b>	<b>249.4%</b>	<b>10.7</b>	<b>32.6</b>	<b>203.7%</b>
EBITDA margin	10.6%	17.8%	7.2pp.	7.4%	22.2%	14.8pp.	9.8%	22.8%	13.0pp.	6.2%	13.4%	7.1pp.

# RESULTS UNDER IAS17



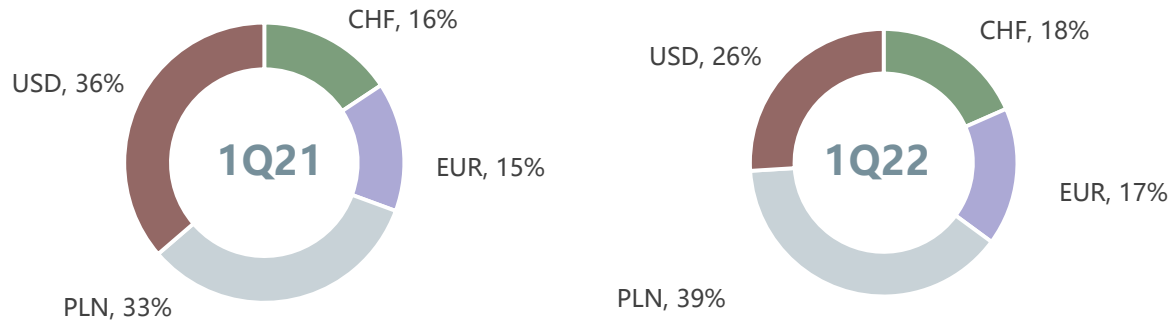
PLN m, IAS17	1Q21	1Q22	YoY
<b>Revenues</b>	<b>172.1</b>	<b>243.8</b>	<b>41.6%</b>
Gross profit on sales	81.7	123.2	50.8%
<i>Gross profit on sales margin</i>	<i>47.5%</i>	<i>50.5%</i>	<i>3.1pp.</i>
SG&A costs	92.6	121.8	31.6%
<b>EBIT</b>	<b>-12.3</b>	<b>-0.2</b>	<b>N/M</b>
<i>EBIT margin</i>	<i>-7.1%</i>	<i>-0.1%</i>	<i>7.1pp.</i>
Net financial line	-2.1	-3.6	
<b>Net income</b>	<b>-11.9</b>	<b>-2.9</b>	<b>N/M</b>
<i>Net margin</i>	<i>-6.9%</i>	<i>-1.2%</i>	<i>5.7pp.</i>

EBITDA	-7.0	5.5	N/M
<i>EBITDA margin</i>	<i>-4.1%</i>	<i>2.3%</i>	<i>6.3pp.</i>

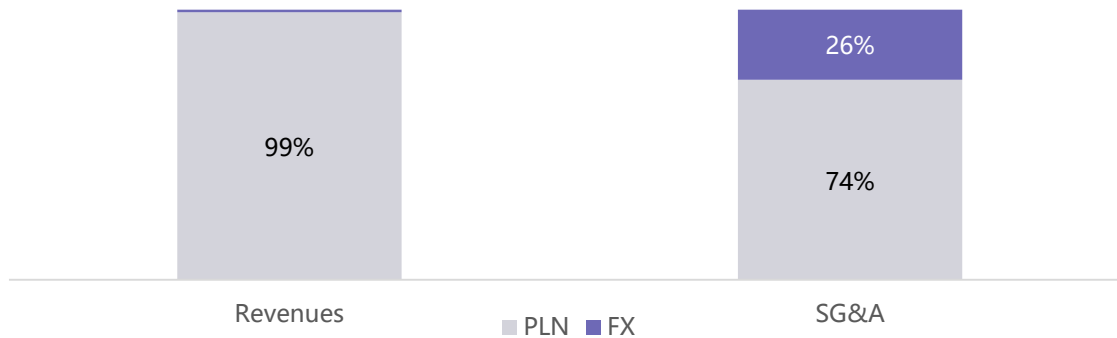


# FX RISK EXPOSURE

**Purchases by currencies**  
(PLN m)



**1Q22 revenues and SG&A costs by currencies**  
(excl. IFRS16)



- FX risk is sizeable for the capital group, thus it is being hedged since 2Q16. Hedging only relates to the apparel segment.
- The group is a beneficiary of strengthening of zloty versus foreign currencies.
- YoY shift in purchases structure due to changes in sourcing.

- Depreciation of zloty to main currencies (USD, EUR and CHF) may unfavourably impact the gross profit (higher COGS), operating margin (higher rental costs, IAS17) and lower net margin (FX losses on IFRS16 liability).
- The Company uses currency derivatives (currency forwards) to hedge future cash flows against currency risk.

# SAFE INDEBTEDNESS LEVEL

PLN m	1Q21	4Q21	1Q22
<b>Long-term debt</b>	<b>45.3</b>	<b>34.6</b>	<b>31.5</b>
Bank loans	44.1	33.7	30.6
Finance leases	1.2	0.9	0.9
<b>Short-term debt</b>	<b>66.6</b>	<b>38.0</b>	<b>47.7</b>
Bank loan	47.4	20.6	24.1
Finance leases	1.1	0.7	0.7
Reverse factoring	18.1	16.7	22.9
<b>Cash</b>	<b>5.4</b>	<b>114.6</b>	<b>54.0</b>
<b>Net debt</b>	<b>106.5</b>	<b>-42.0</b>	<b>25.2</b>
<b>Finance leases IFRS16</b>	<b>369.7</b>	<b>332.9</b>	<b>334.5</b>
<b>Net debt IFRS16</b>	<b>476.3</b>	<b>290.9</b>	<b>359.7</b>

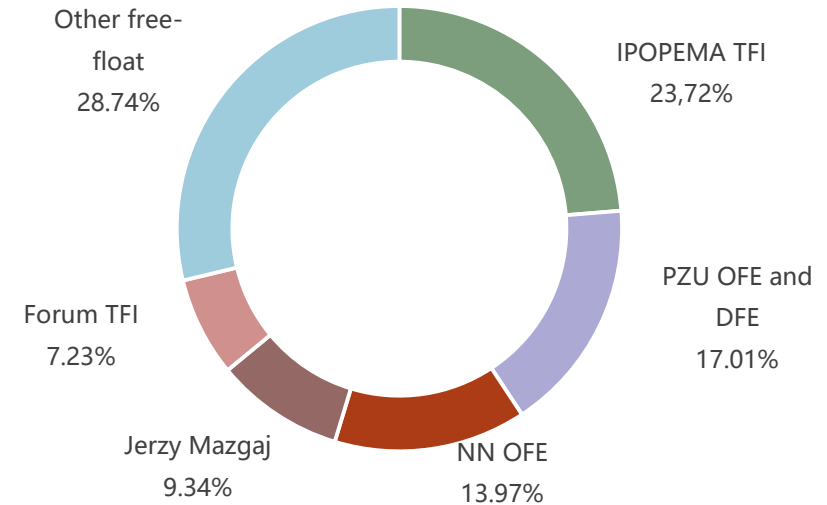
- Interest bearing indebtedness includes: bank loans, finance leases and reverse factoring (taken over with Bytom S.A. merger).
- Bank loans include: overdrafts and investment bank loans. Bank loan collateral comprises of: a floating charge on inventory, a fixed charge on "Vistula", "Wólczanka", "Bytom", "Intermoda" trademarks and a fixed charge on W.KRUK and DCG shares.

- Consistent YoY reduction in long-term debt.
- Sizeably higher YoY level of cash and equivalents due to higher level of profits in 1Q22 as well as in 4Q21.
- PLN 22.9m of reverse factoring used for supplier financing.
- PLN 334.5m of IFRS16 liabilities (finance leases).

# SHAREHOLDER STRUCTURE

## Shareholder structure as at 18.05.2022 (share in equity and votes)

	Number of shares/votes	% share
1. IPOPEMA TFI	55,601,846	23.72%
2. PZU OFE and DFE	39,870,193	17.01%
3. NN OFE	32,750,487	13.97%
4. Jerzy Mazgaj	21,900,000	9.34%
5. FORUM TFI	16,946,800	7.23%
6. Other free-float	67,386,514	28.74%
<b>Total</b>	<b>234,455,840</b>	



## Sources of information on VRG S.A. shareholders

1. information provided in accordance with the notification received by the Company pursuant to art. 69 sec. 1 point 1, art. 69 sec. 2 point 1 lit. a and art. 87 sec. 1 point 2 lit. a of the Act of July 29, 2005 on public offering and the conditions for introducing financial instruments to an organized trading system and on public companies, applies to the Company's shares held jointly by all funds managed by IPOPEMA TFI S.A. According to the information in the possession of the Company, the Ipopema 2 FIZ Non-Public Assets fund managed by IPOPEMA TFI S.A. at the Ordinary General Meeting on June 28, 2021, he held 20,289,000 shares of the Company, which constituted 8.65% of the share capital of the Company and entitled to 20,289,000 votes representing 8.65% of the total number of votes at the General Meeting of the Company. According to the information possessed by the Company, the Ipopema 21 FIZ Non-Public Assets Fund, managed by IPOPEMA TFI SA, holds 35,193,953 shares of the Company, which constitutes 15.01% of the Company's share capital and entitles to 35,193,953 votes, constituting 15.01% of the total number of votes at the General Meeting of the Company.

2. information provided in accordance with the notification received by the Company pursuant to Art. 87 sec. 1 point 2b of the Act of 29 July 2005 on public

offering and conditions for introducing financial instruments to an organized trading system and on public companies, applies to the Company's shares held jointly by the Open Pension Fund PZU "Złota Jesień" and the PZU Voluntary Pension Fund. In accordance with the above-mentioned notification, Otwarty Fundusz Emerytalny PZU "Złota Jesień" independently holds 38,918,084 shares of the Company, which constitutes 16.599% of the share capital of the Company and entitles to 38,918,084 votes, constituting 16.599% of the total number of votes at the General Meeting of the Company.

3. information based on the number of shares registered by Nationale-Nederlanden Open Pension Fund at the Ordinary General Meeting on June 28, 2021. Nationale-Nederlanden Open Pension Fund at the Ordinary General Meeting of June 28, 2021 held 32,750,487 shares of the Company, which constituted 13.97% of the share capital of the Company and entitled to 32 750 487 votes, representing 13.97% of the total number of votes at the General Meeting of the Company.

4. information provided on the basis of current report of Krakchemia no. 10/2021 dated 26.10.2021 and the number of shares registered jointly by Mr. Jerzy Mazgaj

with a related entity Krakchemia S.A. at the Ordinary General Meeting on June 28, 2021, Mr. Jerzy Mazgaj at the Ordinary General Meeting on June 28, 2021 held independently 21,900,000 shares of the Company, which constituted 9.34% of the share capital of the Company and entitled to 21,900,000 votes, representing 9.34% of the total number of votes at the General Meeting of the Company.

5. information provided on the basis of the number of shares registered jointly by the Forum X Closed Investment Fund and Forum XXIII Closed Investment Fund managed by Forum TFI SA at the Ordinary General Meeting on June 28, 2021. Forum X Closed Investment Fund at the Ordinary General Meeting on June 28, 2021, he owned 6,951,760 shares of the Company, which constituted 2.97% of the share capital of the Company and entitled to 6,951,760 votes constituting 2.97% of the total number of votes at the General Meeting of the Company. Fund Forum XXIII Closed-end Investment Fund at the Ordinary General Meeting on June 28, 2021 held 9,995,040 shares of the Company, which constituted 4.26% of the share capital of the Company and entitled to 9,995,040 votes, constituting 4.26% of the total number of votes at the General Meeting of the Company.

# GLOSSARY

## APPAREL SEGMENT

Revenues from brands: Vistula, Wólczanka, Bytom (from XII 2018), Deni Cler and wholesale segment, B2B and processing.

## REVENUES (PLN/M2 PER MONTH)

Quarterly revenues of segment or brand (stores and internet)/ average working floorspace / 3. In terms of Deni Cler brand it includes multibrand store revenues yet not their floorspace.

## STORE EBIT (PLN M)

Store operating profit calculated as gross profit on sales for stores minus store costs.

## FORMAL

Revenues from sale of formalwear, including suits and shirts

## JEWELLERY SEGMENT

Retail revenues of W.KRUK brand and other revenues (including B2B).

## COSTS OF STORES (IAS17)

Operating costs of stores including among others rental expenses, HR costs, depreciation, commissions for franchise stores and logistics.

## OPERATING COSTS (SG&A)/M2 (PLN PER MONTH)

Quarterly group SG&A / average total working floorspace / 3.

## EBITDA

Operating profit plus depreciation and amortisation from cash flow statement.

## CASUAL

Revenues including the following assortment: jackets, trousers, coats, knitwear.

## COSTS OF (OWN) STORES/ M2 (PLN PER MONTH)

Quarterly costs of stores (own stores)/ average working floorspace (of own stores) / 3.

## INVENTORY/M2

Inventory end of period / group's floorspace end of period.



VRG  
VISTULA RETAIL GROUP

THANK YOU

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