

**VRG**  
VISTULA RETAIL GROUP

# 3Q23 results presentation

A MODERN GROUP WITH  
TRADITIONS

November 16, 2023



VISTULA

BYTOM

WÓLCZANKA

DENICLER

W.KRUK

SZTUKA KRAWIECTWA OD 1945

MILANO

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# 01

## Introduction



# Debuts of Autumn/Winter 2023/24 collections



September 2023

In September, W.KRUK brand, together with ambassador Martyna Wojciechowska, presented a new collection of jewellery and accessories, Freedom Elements.

September 2023

New men's and women's collections of Vistula brand, in line with the latest trends and changes signaled in the Strategy for 2023-2025.



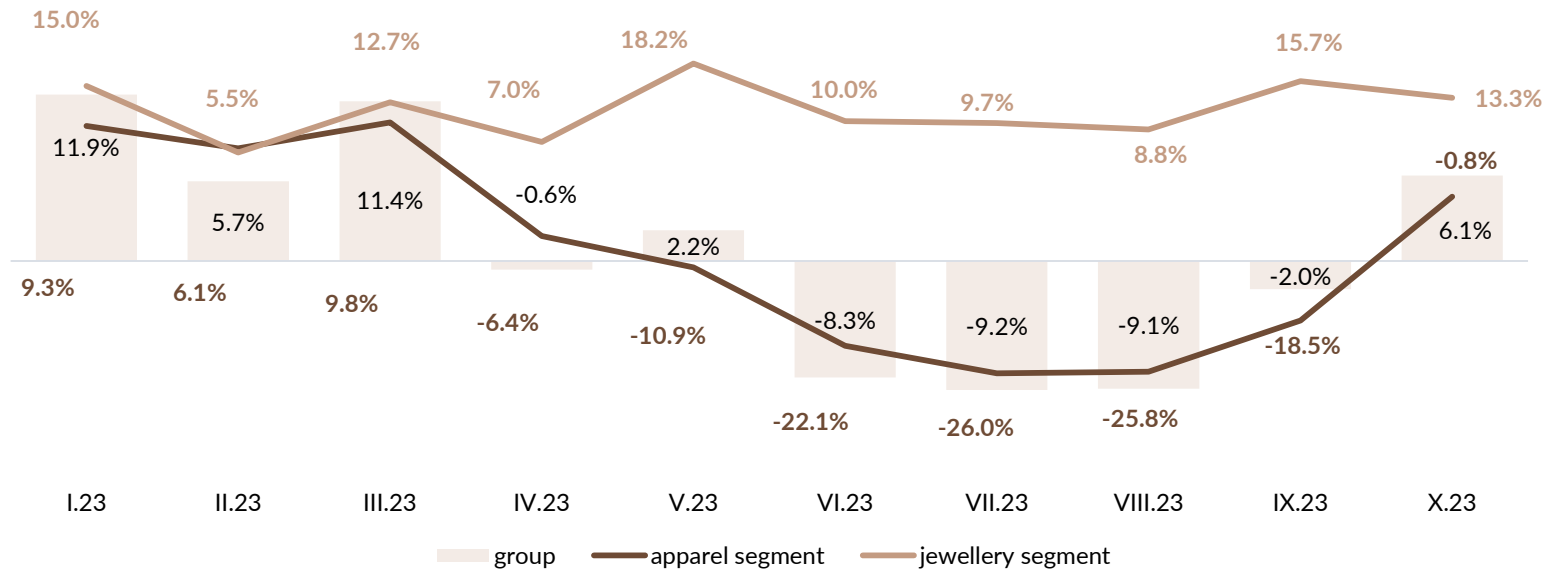
October 2023

A limited collection of Bytom clothing designed in cooperation with the composer Radzimir Dębski (JIMEK).



# Jewellery segment more resilient than apparel one

**REVENUE DYNAMICS**  
(PLN m)



## Jewellery segment

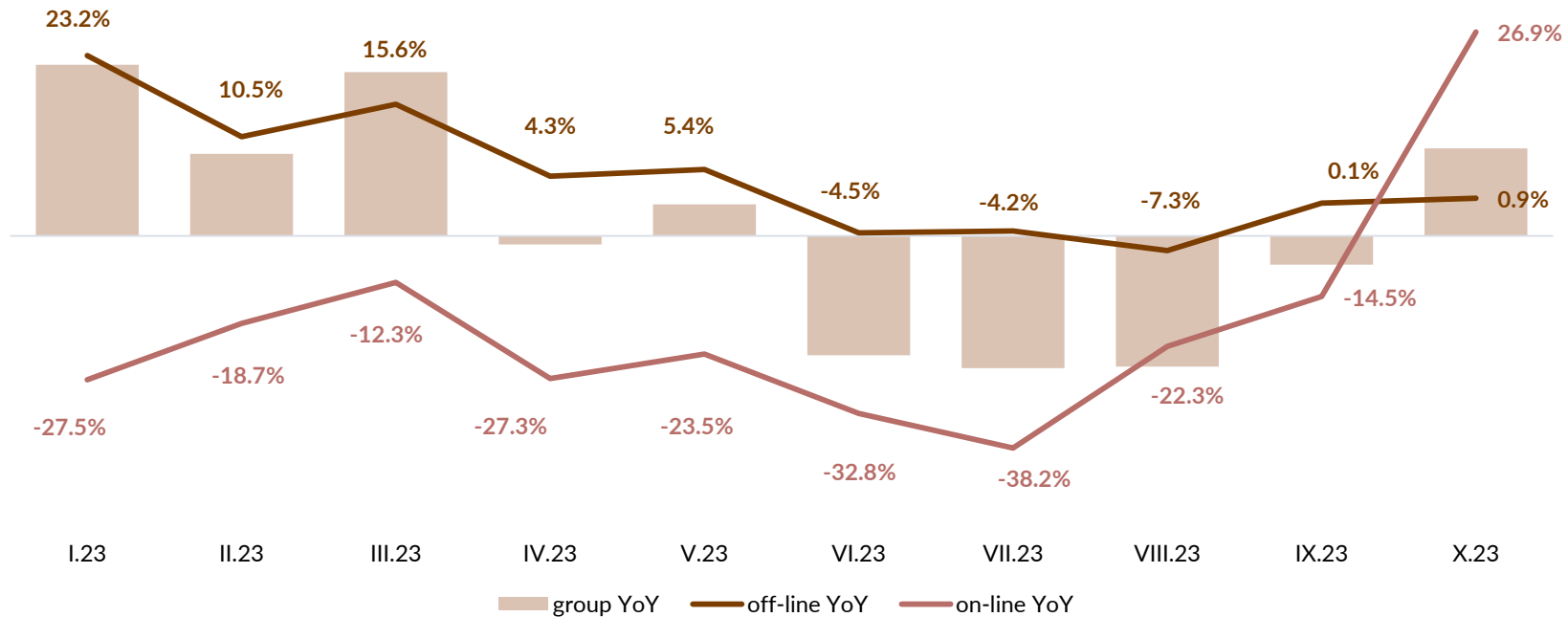
Favorable sales dynamics of the jewellery segment in every month of the year due to network development and continuing demand for jewellery and watches.

## Apparel segment

The results of recent months were influenced by weakening consumer demand and unfavorably warm weather, especially in September. Significant improvement in dynamics in October with cooler temperatures.

# Clients prefer to shop off-line than on-line

**REVENUE DYNAMICS**  
(PLN m)



## Stores

Positive sales dynamics in traditional stores in most months of the year. Impact of warm weather on traffic.

## Group

Improving sales dynamics in weeks when most of the goods are the new Autumn/Winter 2023 collection.

## E-stores

On-line revenues affected by slowdown in e-commerce. Significant rebound in October supported by, among others, changes made in the usability of e-shops.

# Favourable trends in gross profit margin maintained

## GROSS PROFIT MARGIN ON SALES

	I.23	II.23	III.23	IV.23	V.23	VI.23	VII.23	VIII.23	IX.23	X.23		
gross profit margin	50.4%	51.2%	53.7%	56.2%	56.5%	56.6%	53.7%	53.9%	54.8%	55.2%	CUMULATIVE	54.3%
YoY dynamics	-0.1 pp.	+0.6 pp.	+2.4 pp.	-0.5 pp.	-1.0 pp.	+1.4 pp.	+2.2 pp.	+4.2 pp.	+0.1 pp.	-0.2 pp.		+0.8pp.

Group gross profit margin on sales above 50% in each month of 2023, thanks to improvement in apparel segment margin.



# Reversal of the trend– floorspace growth

**GROUP FLOORSPACE CHANGE YOY**  
(ths m2)



- Group floorspace stood at 52.6 ths m2 at the end of 3Q23, +1.0% YoY.
- Apparel segment floorspace amounted to 39.8 ths m2, stable YoY.
- Floorspace of the jewellery segment increased to 12.7 ths m2, +3.9% YoY.

**GROUP FLOORSPACE CHANGE YOY**  
(ths m2)



- Throughout the year, gross 4.8 ths m2 of floorspace were opened.
- Own stores floorspace reached 44.1 ths m2, 6.6% increase YoY, at the end of 3Q23.
- Franchise stores floorspace fell by 2.2 ths m2 to 8.4 ths m2, i.e. by 20.7% YoY at the end of 3Q23.



# 02

Performance by  
brands



# Key factors affecting brands' 3Q23 results



## Changes in collections

The first brands' products in line with the new strategy available in stores and e-shops from August, supporting revenues.

Faster entry of high-margin AW 2023 collections into stores.



## Unfavourably warm weather

Exceptionally warm weather in September and its partial continuation in October were not conducive to purchasing high-ticket products, such as jackets and coats.



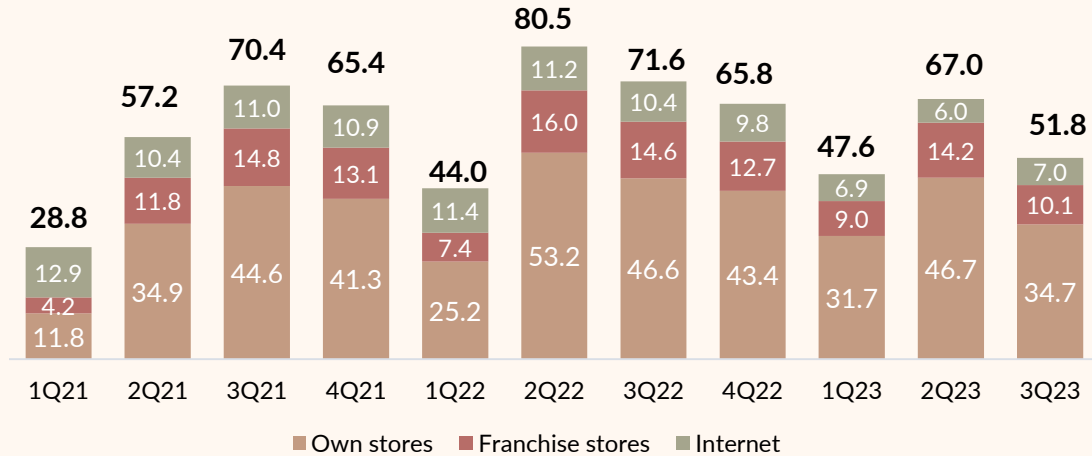
## Weak consumption

Traffic in shopping centers and e-shops impacted by weaker consumption - declines, both in the holiday months and in September.



# Vistula: impacted by warm September weather

**VISTULA BRAND REVENUES**  
(PLN m)

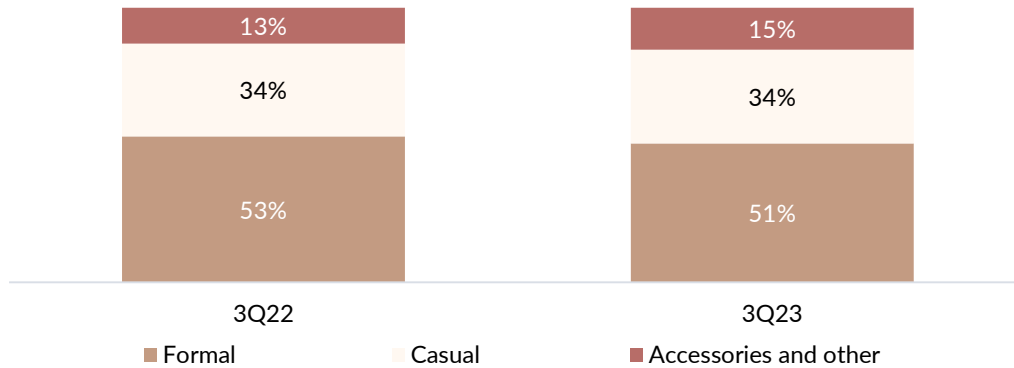


- Revenues in 3Q23 decreased by 27.6% YoY. 25.5% YoY fall in own stores, mostly due to lower traffic.
- Internet revenues decreased by 33.1% YoY, accounting for 13.5% of brand sales (-1.1pp).



# Vistula: further growth of women's collection share

## VISTULA BRAND REVENUE SPLIT



- Relatively stable sales structure broken down into formal and casual clothing. Impact of celebrations on sales was smaller than a year ago.
- Slightly growing share of accessories in sales.
- Continuation of increase of Vistula WOMEN in sales structure - in 3Q23 at the level of 3.5% of sales from 1.5% in 3Q22 (up 70% YoY in nominal values).

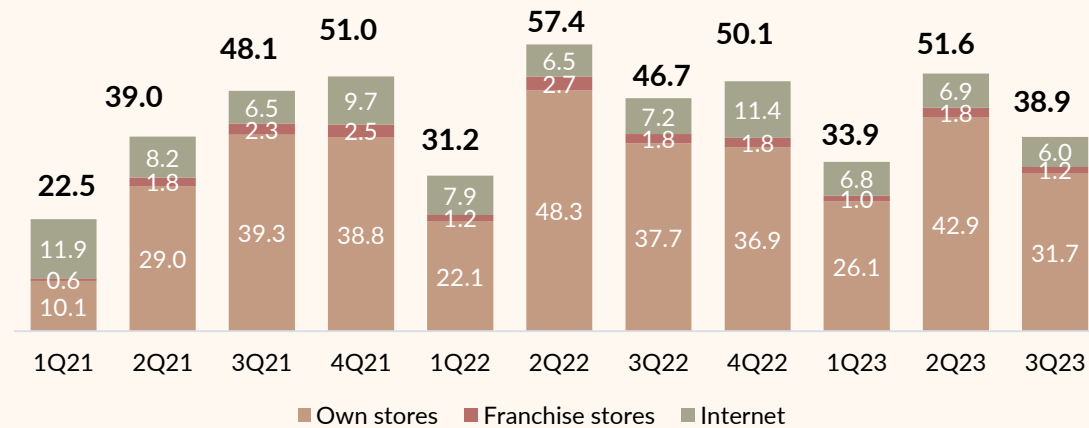
## VISTULA BRAND EFFICIENCY

	3Q22	3Q23	YoY
Revenues (PLN/m2 per month)	1,301	955	-26.5%
Gross profit margin (%)	52.9%	55.3%	+2.4pp.
Cost of stores (PLN/m2 per month)	520	484	-6.9%
Store EBIT (PLN m)	9.3	2.4	-73.8%

- Revenues/ m2 lower YoY due to a relatively high base, increase in selling prices and lower traffic.
- High and growing gross profit margin on sales due lower promotions and lesser share of on-line.
- Single-digit fall in store costs/m2: rising rentals, but falling commissions, depreciation (closing down of stores) and salaries.

# Bytom: more favourable dynamics than at Vistula

**BYTOM BRAND REVENUES**  
(PLN m)

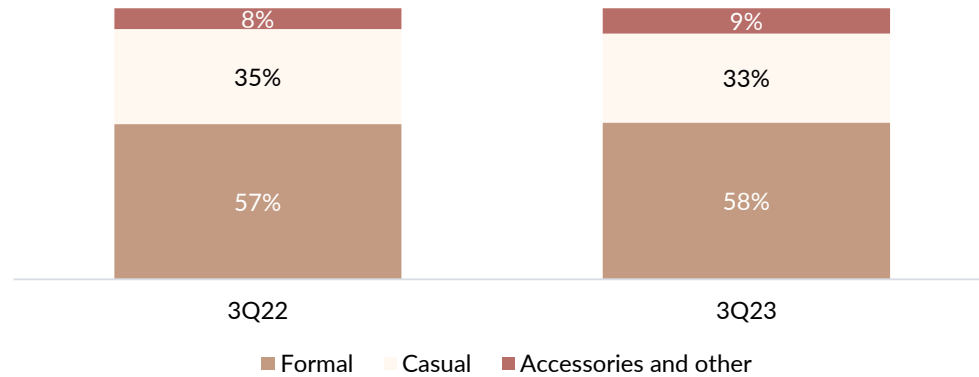


- Revenues in 3Q23 decreased by 16.6% YoY. 15.8% YoY fall in own stores. Lower traffic but higher average ticket.
- Internet revenues fell 16.3% YoY, accounting for 15.5% of brand sales (+1.1pp).



# Bytom: the most formal apparel brand

## BYTOM BRAND REVENUE SPLIT



- Stable share of formal offering – the most formal brand in Capital Group’s portfolio.
- Higher share of formal collection than in Vistula brand - further work on distinguishing the offer of both brands.
- Relatively stable share of casual and accessories.

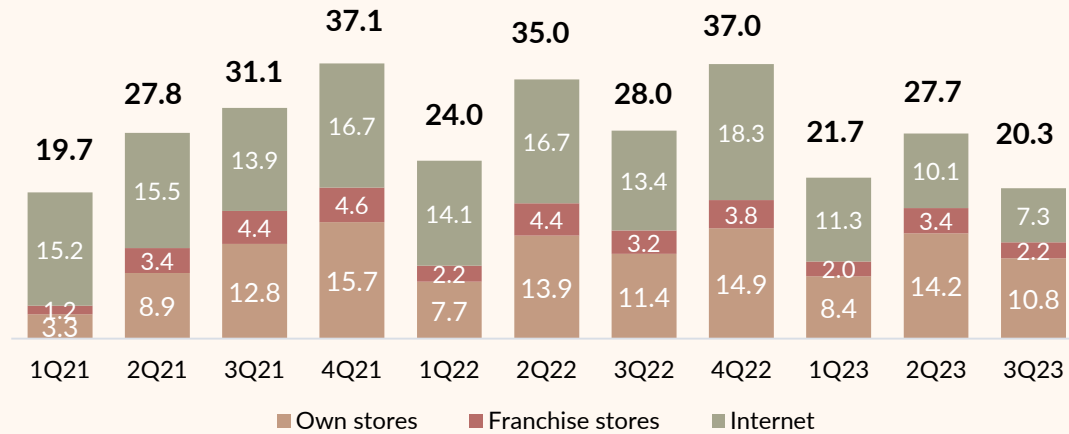
## BYTOM BRAND EFFICIENCY

	3Q22	3Q23	YoY
Revenues (PLN/m2 per month)	1,086	938	-13.6%
Gross profit margin (%)	55.5%	58.7%	+3.2pp.
Cost of stores (PLN/m2 per month)	498	519	+4.1%
Store EBIT (PLN m)	4.5	1.3	-70.5%

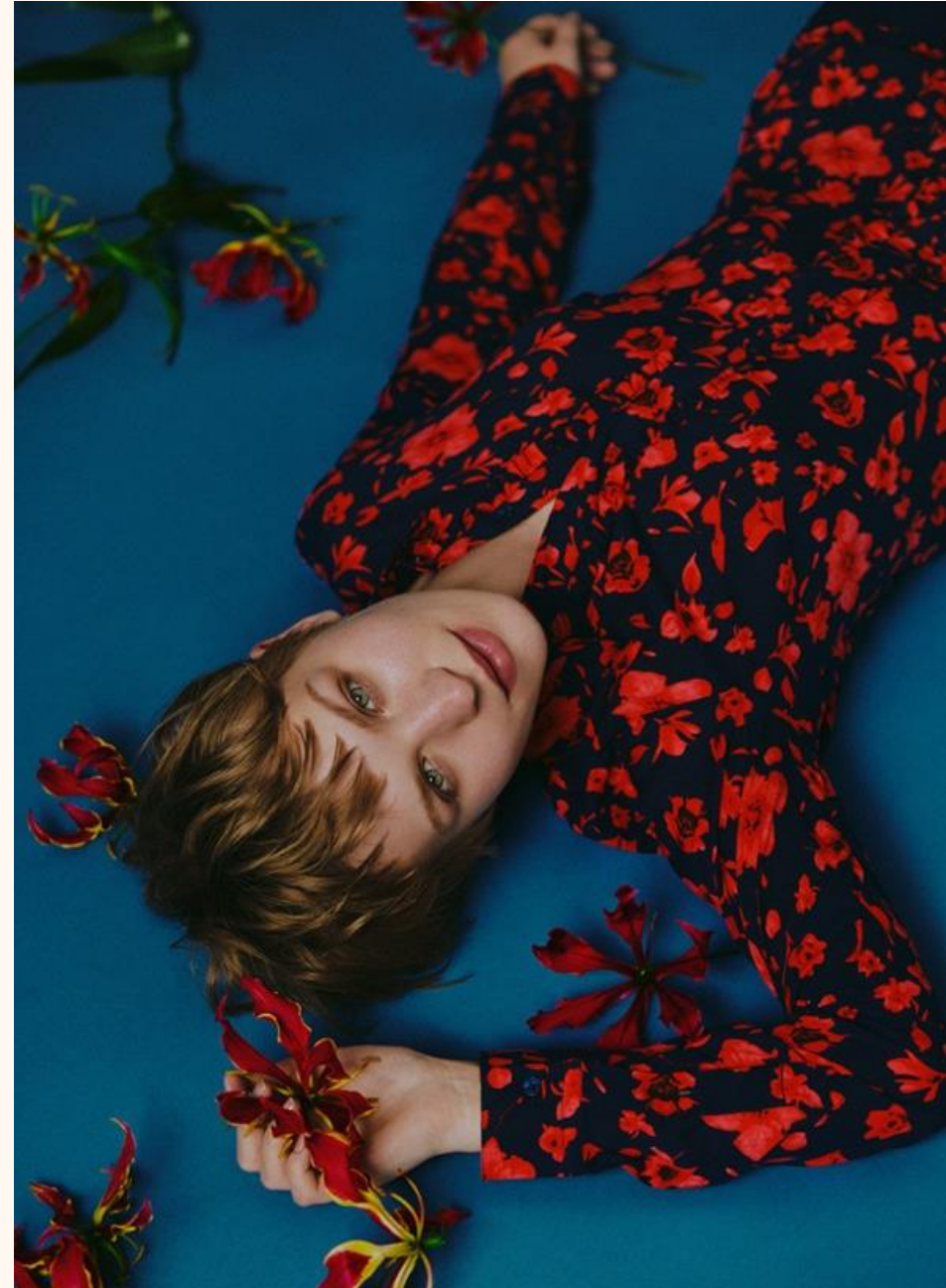
- Revenues/ m2 lower YoY due to relatively high base and lower traffic.
- Growing gross profit margin YoY due to lower promotions and stable share of more promotional on-line sales channel.
- Cost of stores/m2 increased while revenues/m2 decreased due to increase in rentals and salaries, despite growth in depreciation and commissions/m2. Lower elasticity of costs than at Vistula brand due to a smaller share of franchise stores.

# Wólczanka: off-line sales stronger than on-line

**WÓLCZANKA BRAND REVENUES**  
(PLN m)



- Revenues in 3Q23 fell by 27.6% YoY. More favourable dynamics visible in own stores (fall by 5.2%).
- Internet revenues decreased by 45.9% YoY, accounting for 35.9% of brand sales (-12.1pp.) due to limiting of promotions.



# Wólczanka: sizeable growth in gross profit margin

## WÓLCZANKA BRAND REVENUE SPLIT



- Sales of shirts saw smaller declines than those of knitwear. Good sales results in shirt boutiques (return to the brand's roots).
- Women's collection accounts for 24% of the brand's sales and c. 50% of brand's on-line sales.
- Relatively stable share of accessories in sales structure.

## WÓLCZANKA BRAND EFFICIENCY

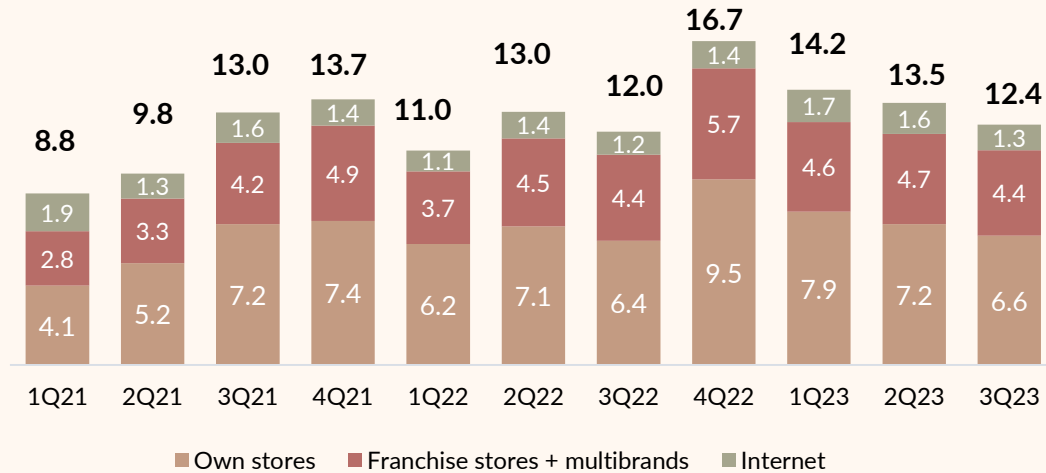
	3Q22	3Q23	YoY
Revenues (PLN/m2 per month)	2,028	1,548	-23.7%
Gross profit margin (%)	52.8%	59.4%	+6.6pp.
Cost of stores (PLN/m2 per month)	907	871	-3.9%
Store EBIT (PLN m)	2.3	0.6	-75.0%

- Higher gross profit margin with lower YoY revenues/m2: swift introduction of new collections, limited discounts and lower on-line share.
- Fall in costs/m2 stronger than this of revenues/m2 due to higher costs of rentals, salaries and depreciation. Decrease in commissions/m2 along with the closing of franchise stores.



# Deni Cler: stronger on-line than off-line trends

**DENI CLER BRAND REVENUES**  
(PLN m)



- Revenues in 3Q23 increased by 3.0% YoY. Revenues from own stores increased by 4.0% due to demand for premium clothing.
- Internet revenues increased by 11.4% YoY, accounting for 10.6% of brand sales (+0.8pp).



# Deni Cler: the highest gross profit margin on sales

## DENI CLER BRAND REVENUE SPLIT



- Very good sales of the brand's main collection, in particular dresses, sweaters, outerwear and trousers.
- High share of premium accessories.
- Success of introducing a less formal offer in recent quarters.

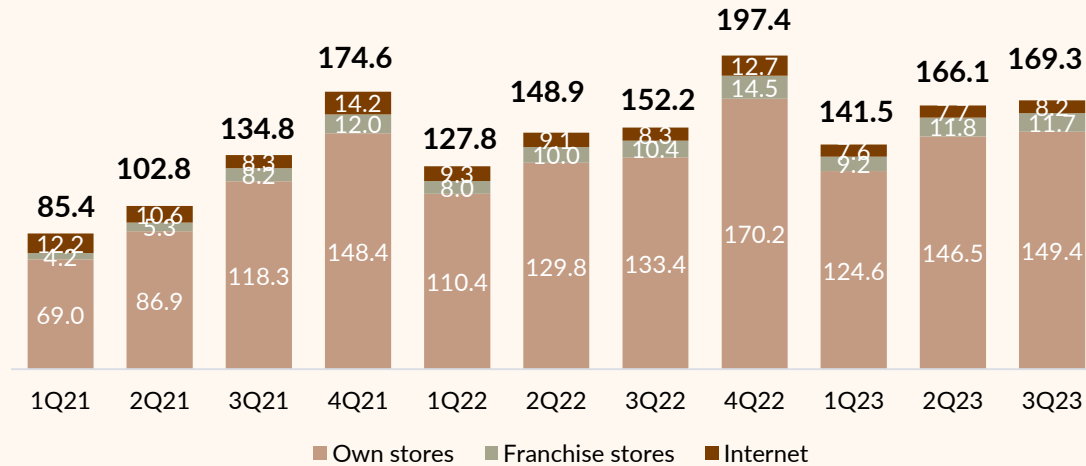
## DENI CLER BRAND EFFICIENCY

	3Q22	3Q23	YoY
Revenues (PLN/m2 per month)	1,428	1,407	-1.5%
Gross profit margin (%)	61.7%	59.7%	-2.0pp.
Cost of stores (PLN/m2 per month)	601	631	+5.0%
Store EBIT (PLN m)	2.4	1.8	-21.9%

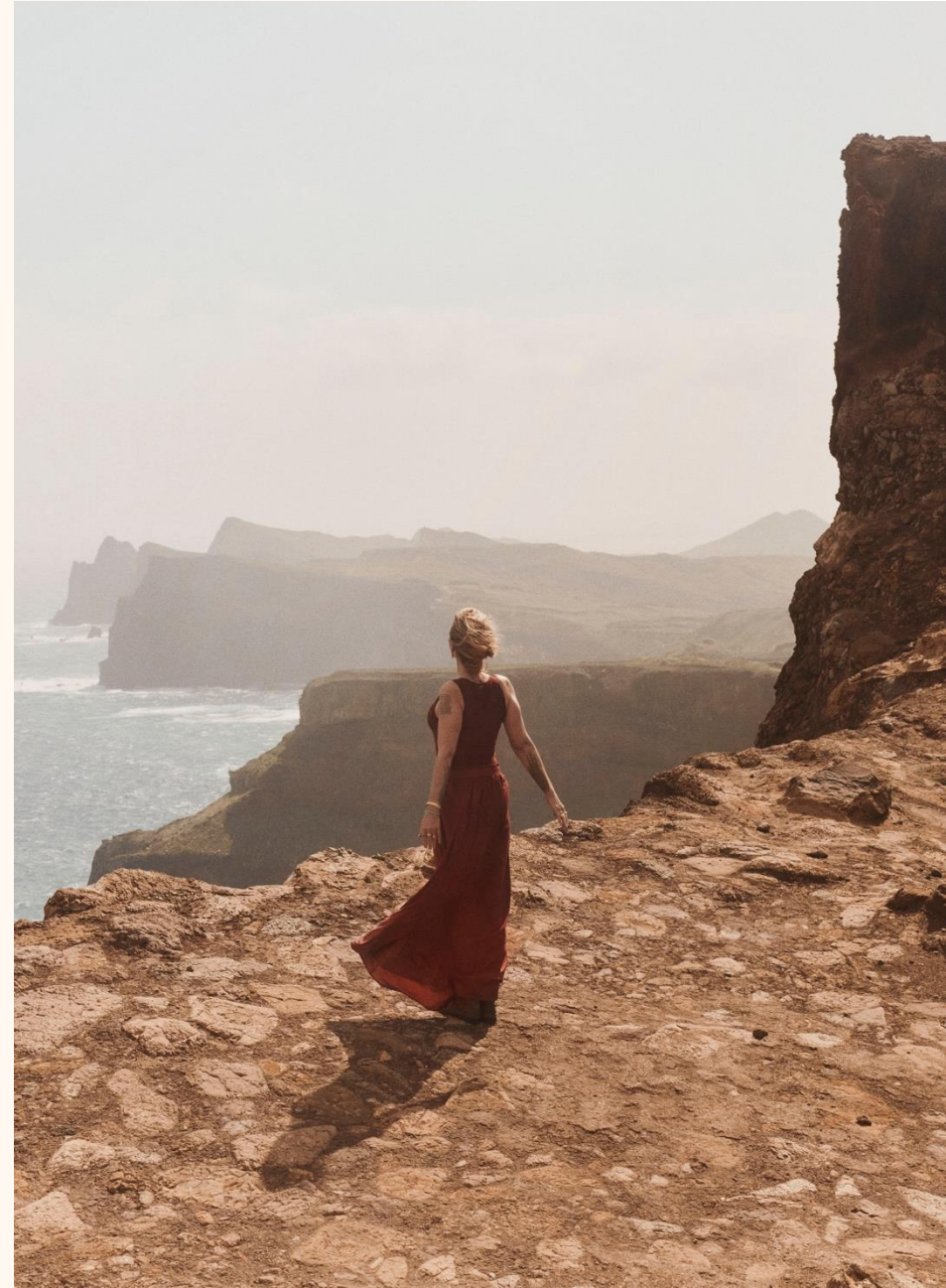
- Stable revenues/m2: slightly stronger increase in floorspace than in sales.
- The highest gross profit on sales margin in the group, lower YoY due to higher YoY promotions supporting traffic to stores and lower sales of Autumn/Winter collection due to warm weather in September.
- Growth in costs/m2 despite stabilization of revenues/m2. Rising salaries and depreciation while stable YoY commissions/m2.

# W.KRUK: revenue growth continues

**W.KRUK RETAIL REVENUES**  
(PLN m)

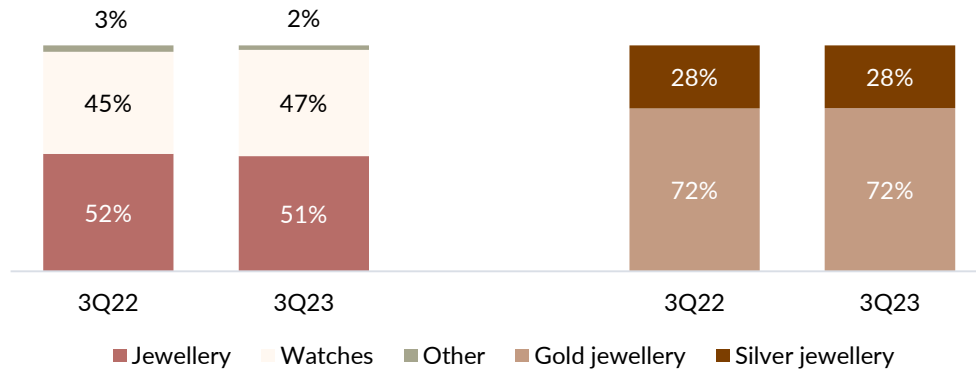


- Revenues in 3Q23 increased by 11.3% YoY. Revenues from traditional stores increased by 12.0% due to network development and higher average ticket.
- Internet revenues were stable YoY (-1.3% YoY), accounting for 4.8% of brand sales (-0.6pp).



# W.KRUK: growth in store EBIT

## W.KRUK BRAND REVENUE SPLIT



- Increase in sales of watches - a positive impact of development of the offer in this area. As a result, share of watches in revenues grew YoY.
- High single-digit sales growth dynamics in the jewellery section in 3Q23.
- Increase in revenues/ m2 in the quarter with simultaneous floorspace development.

## W.KRUK BRAND EFFICIENCY

	3Q22	3Q23	YoY
Revenues (PLN/m2 per month)	4,220	4,451	+ 5.5%
Gross profit margin (%)	52.2%	52.8%	+ 0.6pp.
Cost of stores (PLN/m2 per month)	1,049	1,113	+ 6.0%
Store EBIT (PLN m)	41.5	47.0	+ 13.2%

- Slightly growing YoY gross profit margin supported by lower discounts.
- Growth in costs/m2 similar to growth in revenues/m2: increase in rentals, commissions and depreciation with stabilization of salaries.
- As a result, the growing EBIT of stores.

# 03

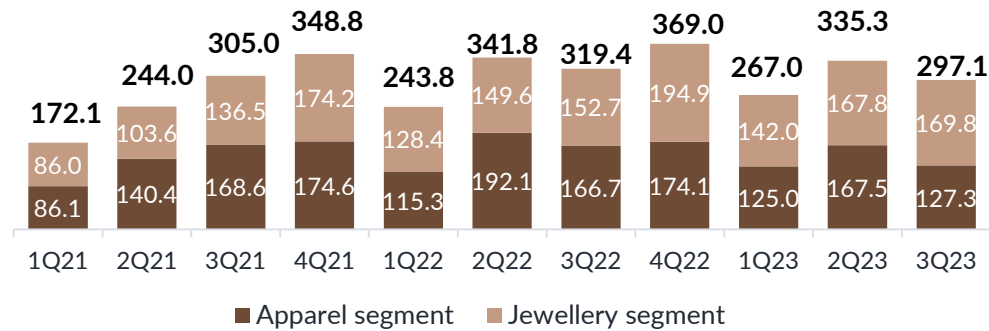
Group results



# Favourable trends in revenues/m2 in jewellery segment

## GROUP REVENUES

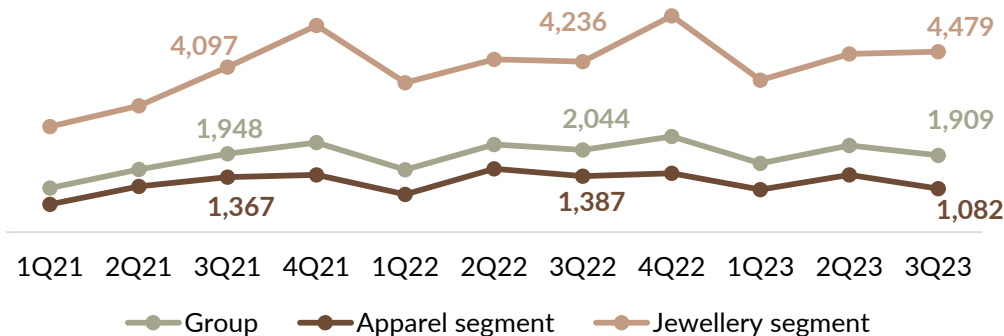
(PLN m)



- Group revenues in 3Q23 amounted to PLN 297.1m (-7.0% YoY), due to unfavourable weather and lower YoY consumer interest in on-line shopping.
- In 3Q23, revenues of the apparel segment fell by 23.6% YoY, reaching PLN 127.3m.
- Revenues of the jewellery segment amounted to PLN 169.8m, up 11.2% YoY in 3Q23. Increase in share of jewellery segment from 47.8% in 3Q22 to 57.1% in 3Q23.

## REVENUES PER M2

(PLN monthly)

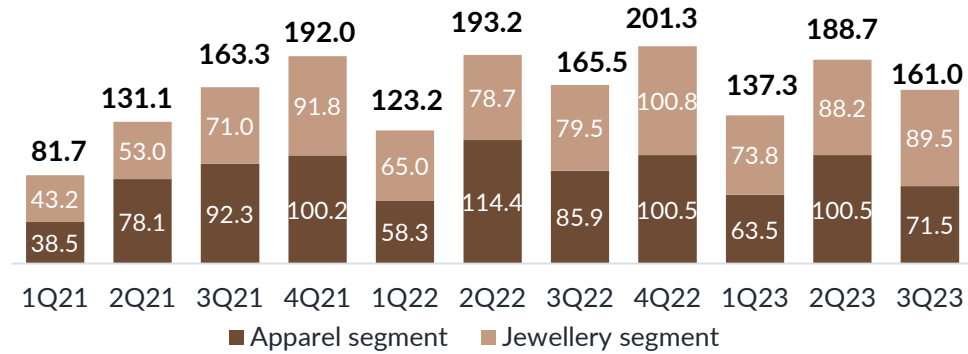


- In 3Q23 group revenues/ m2 reached PLN 1,909, -6.6% YoY.
- Sales/ m2 for the apparel segment amounted to PLN 1,082 in 3Q23, -22.0% YoY.
- Jewellery segment sales/ m2 reached PLN 4,479 in 3Q23, up 5.7% YoY.

# Stable gross profit on sales

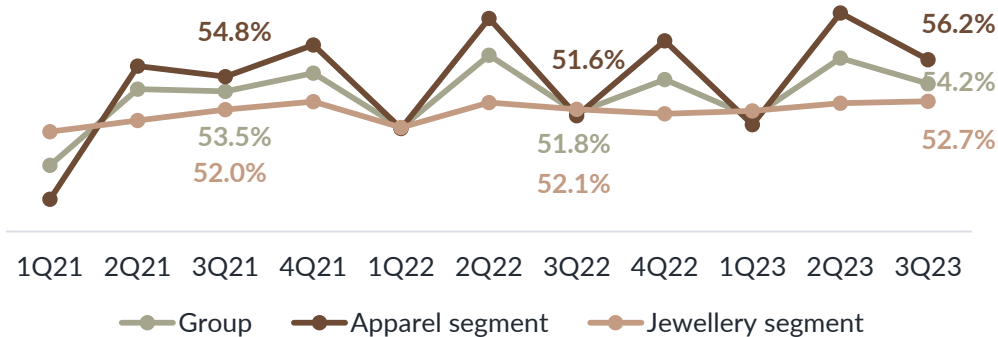
## GROSS PROFIT ON SALES

(PLN m)



- Group gross profit on sales amounted to PLN 161.0m in 3Q23 (-2.7% YoY).
- In 3Q23 gross profit on sales in apparel segment reached PLN 71.5m, - 16.8% YoY due to lower revenues.
- Gross profit on sales in jewellery segment in 3Q23 amounted to PLN 89.5m,+12.6% YoY.

## GROSS PROFIT ON SALES MARGIN

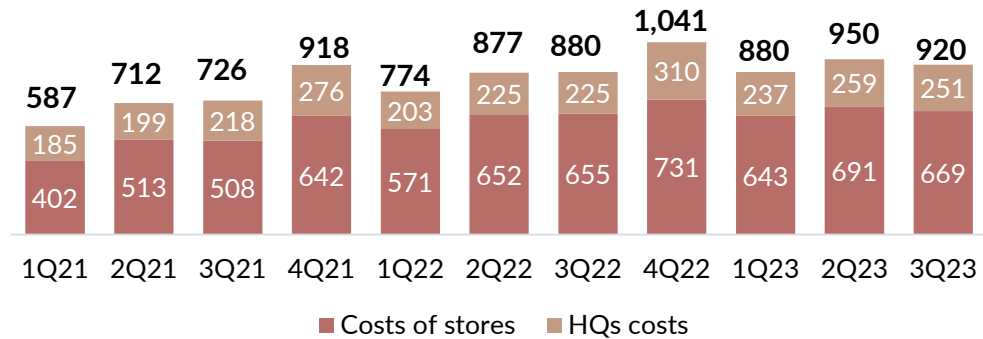


- In 3Q23, gross margin on sales amounted to 54.2%, up 2.4 pp. YoY.
- Apparel segment margin increased in 3Q23 by 4.6 pp. YoY to 56.2%, due to higher margins on new collections.
- Jewellery segment recorded a 0.6 pp. higher YoY gross margin in 3Q23 at the level of 52.7% with a slightly higher share of watches.

# Growing EBIT of the jewellery segment

## MONTHLY OPERATING COSTS PER M2

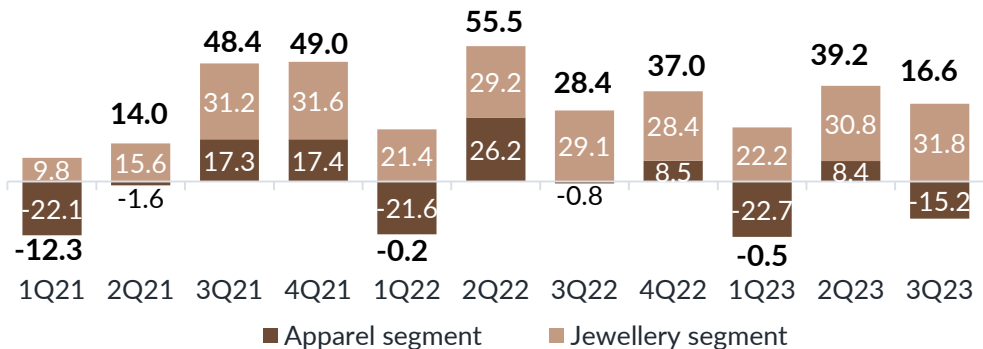
(PLN, IAS17)



- Group operating costs/m2 (IAS17) reached in 3Q23 PLN 920/m2 per month, up 4.5% YoY.
- Costs of stores at PLN 669/m2 (+2.1% YoY), while HQs costs/m2 at PLN 251/m2, +11.6% YoY (under IAS17), due to, among others, growing costs of traditional marketing.
- Under IAS17, apparel segment costs reached PLN 729/m2 in 3Q23, up 0.4% YoY, while the jewellery segment costs in 3Q23 amounted to PLN 1,510/m2 per month, up 8.6% YoY.

## OPERATING PROFIT

(PLN m, IAS17)



- Group EBIT amounted to PLN 16.6m in 3Q23 under IAS17, down 41.3% YoY.
- In 3Q23, apparel segment's EBIT loss was at PLN 15.2m under IAS17 (PLN 13.2m loss under IFRS16) vs PLN 0.8m loss in 3Q22 due to lower sales and rising costs.
- In 3Q23, jewellery segment's EBIT under IAS17 was PLN 31.8m, +9.4% YoY (PLN 33.0m under IFRS16).

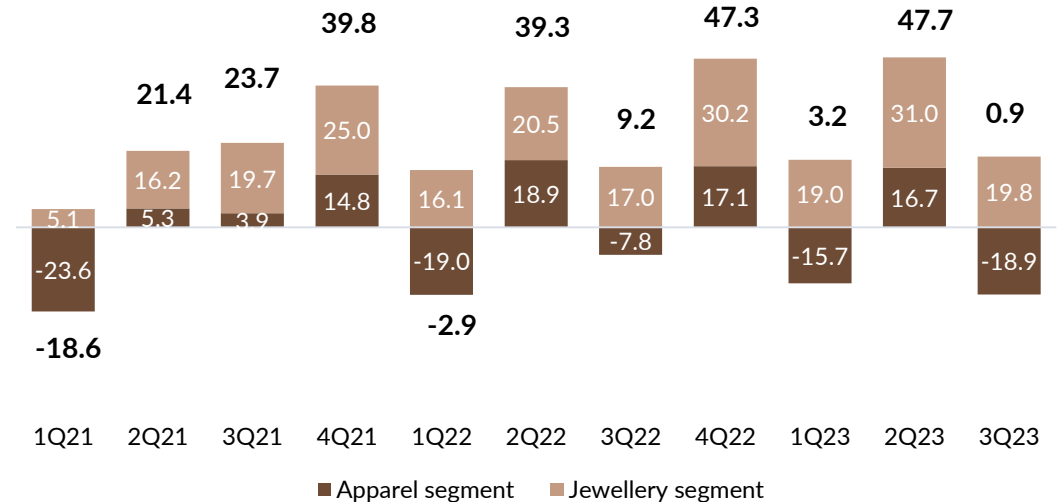


# 3Q23 results affected by lower demand

PLN m, IFRS16	3Q22	3Q23	YoY
<b>Revenues</b>	<b>319.4</b>	<b>297.1</b>	<b>-7.0%</b>
Gross profit on sales	165.5	161.0	-2.7%
<i>Gross profit on sales margin</i>	<i>51.8%</i>	<i>54.2%</i>	<i>2.4pp.</i>
SG&A costs	132.6	140.1	5.6%
<b>EBIT</b>	<b>33.3</b>	<b>19.7</b>	<b>-40.8%</b>
<i>EBIT margin</i>	<i>10.4%</i>	<i>6.6%</i>	<i>-3.8pp.</i>
Net financial activity	-21.6	-18.1	N/M
<b>Net profit</b>	<b>9.2</b>	<b>0.9</b>	<b>-89.8%</b>
<i>Net margin</i>	<i>2.9%</i>	<i>0.3%</i>	<i>-2.6pp.</i>
<b>EBITDA</b>	<b>60.6</b>	<b>51.6</b>	<b>-14.9%</b>
<i>EBITDA margin</i>	<i>19.0%</i>	<i>17.4%</i>	<i>-1.6pp.</i>

- Less favorable YoY result on other operating activities due to reversal of write-downs on inventories in 3Q22.
- More favourable YoY net financial activities due to:
  - IFRS16: PLN 11.3m of FX losses in 3Q23 vs PLN 12.5m FX losses in 3Q22
  - IAS17: PLN 4.3m FX losses in 3Q23 vs PLN 6.7m FX losses in 3Q22
  - IFRS16 interest: PLN 1.6m in 3Q23 vs. PLN 1.3m in 3Q22,

**NET PROFIT (LOSS) BY SEGMENTS**  
(PLN m, IFRS16)



Contribution of apparel segment and jewellery segment to Group profit depends on operating result and, among other things, the level of FX differences, which are significant under IFRS16.

# Lower EBIT, but higher 9M23 net earnings

PLN m, IFRS16	9M22	9M23	YoY
<b>Revenues</b>	<b>905.0</b>	<b>899.4</b>	<b>-0.6%</b>
Gross profit on sales	481.9	487.1	1.1%
<i>Gross profit on sales margin</i>	<i>53.2%</i>	<i>54.2%</i>	<i>0.9pp.</i>
SG&A costs	382.8	416.4	8.8%
<b>EBIT</b>	<b>98.5</b>	<b>67.7</b>	<b>-31.3%</b>
<i>EBIT margin</i>	<i>10.9%</i>	<i>7.5%</i>	<i>-3.4pp.</i>
Net financial activity	-40.6	-4.7	N/M
<b>Net profit</b>	<b>45.6</b>	<b>51.8</b>	<b>13.6%</b>
<i>Net margin</i>	<i>5.0%</i>	<i>5.8%</i>	<i>0.7pp.</i>
<b>EBITDA</b>	<b>180.2</b>	<b>161.9</b>	<b>-10.2%</b>
<i>EBITDA margin</i>	<i>19.9%</i>	<i>18.3%</i>	<i>-1.9pp.</i>

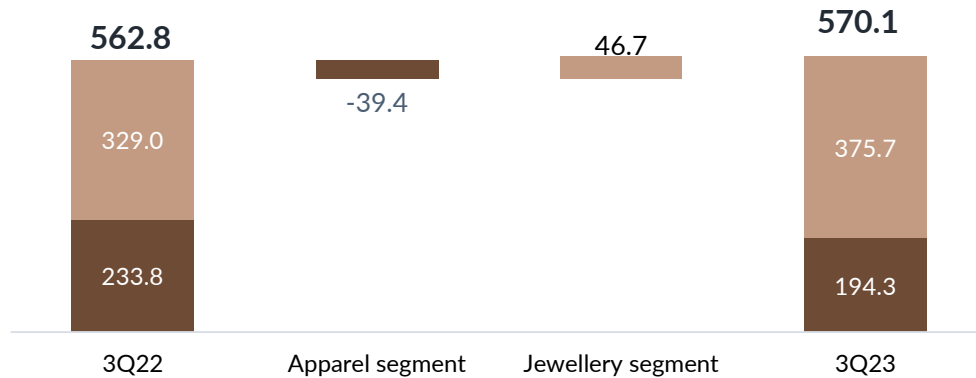
- Less favorable YoY result on other operating activities due to higher costs of liquidation of assets and reversal of write-downs on inventories in 3Q22.
- More favorable YoY balance of net financial activities:
  - IFRS16: PLN 4.0m of FX gains in 9M23 vs. PLN 18.1m FX losses in 9M22,
  - IAS17: PLN 1.0m of FX losses in 9M23 vs. PLN 12.7m of FX losses in 9M22,
  - IFRS16 interest: PLN 4.3m in 9M23 vs. PLN 3.7m in 9M22,
  - PLN 2.2m profit due to termination of WSM Factory consolidation.



# Stable inventory

## CHANGE IN INVENTORIES

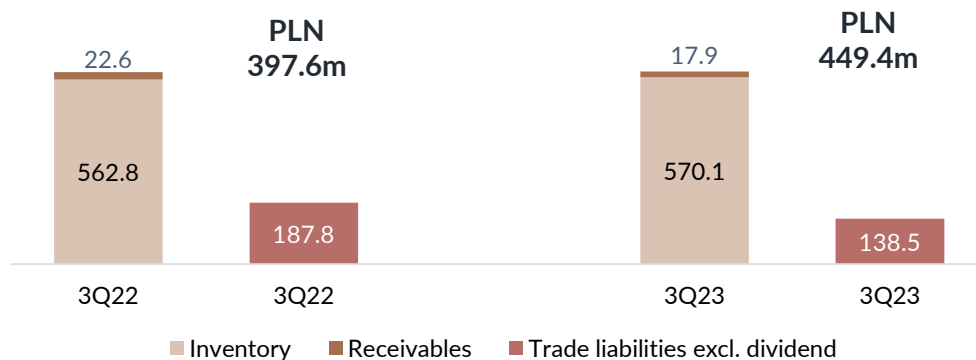
(PLN m)



- Stable YoY group inventory at the level of PLN 570.1m. Inventories/m2 at the end of 3Q23 at PLN 10,847, +0.3% YoY.
- Apparel segment inventories decreased by 16.9%YoY, the same as inventories/m2, which amounted to PLN 4,881 at the end of 3Q23 due to order optimization and further liquidation of collections from earlier quarters.
- Jewellery segment inventories increased by 14.2% YoY and inventories/m2 amounted to PLN 29,496, an increase of 9.9% YoY due to the expected network growth in 4Q23 and higher purchase costs (inflation and exchange rate).

## NET WORKING CAPITAL

(PLN m)

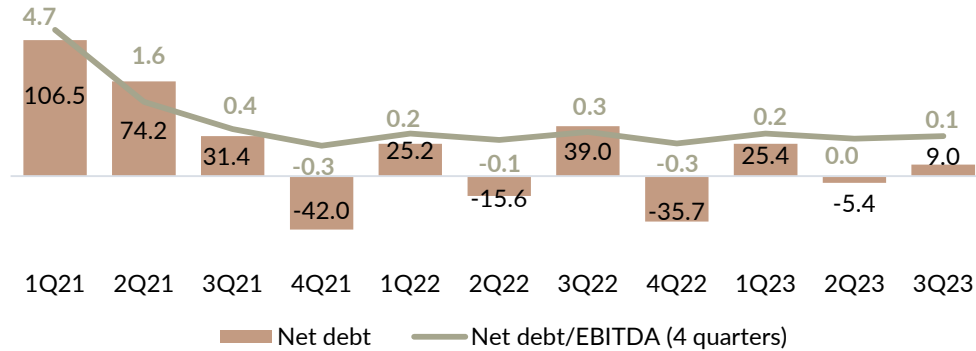


- Stable YoY inventories: decline in the apparel segment, increases in the jewellery segment.
- Receivables decrease YoY due to lower YoY level of prepayments for collections.
- Lower YoY level of liabilities (adjusted for dividends) due to increased inventory levels in the jewellery segment (faster turnover than in the apparel segment).

# Safe indebtedness level

## NET DEBT/(NET CASH) VS NET DEBT/EBITDA

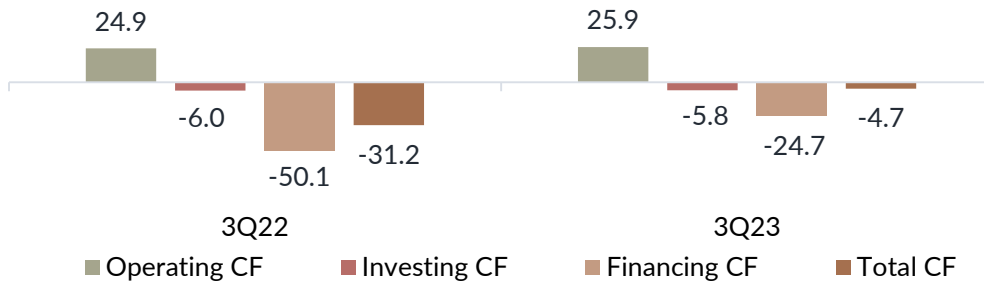
(PLN m, IAS17 plus reverse factoring)



- Group's net debt under IAS17 at PLN 9.0m at the end of 3Q23 compared to PLN 39.0m at the end of 3Q22. Financial leases under IFRS16 at PLN 301.5m in 3Q23.
- Planned reduction of long-term debt. Usage of reverse factoring for supply chain financing reached PLN 6.4m in 3Q23.
- Excluding reverse factoring, the Group's net debt ratio would come at 0.0x.

## QUARTERLY CASH FLOWS

(PLN m)



- Positive operating cash flows, stable YoY despite lower earnings.
- Stable YoY level of capex (PLN 6.7m in 3Q23) – continued modernisation of stores in both segments.
- Financial cash flows show a smaller YoY, but consistent decline in debt.

# O4

2023+ outlook



# Group prepared to key ending of the year



Group prepared for key moments:

**November:**

Black Friday and Cyber Monday

**December:**

St. Nicholas Day, Christmas and New Year's Eve

## Apparel collections



- New formal products intended for celebrations and parties
- An offer of ready-made accessories' sets for gifts: winter and leather accessories
- A wide range of premium winter products: cashmere, wool, silk

## Jewellery collections



- A wide range of jewellery in various price ranges
- A broad portfolio of both popular and luxury watches (Bulgari brand from September 2023)
- New accessories as part of the ambassador collection: perfumes, silk scarves, leather goods

# New stores, new concepts

Wólczanka  
– shirts' boutiques



Small stores, up to 60 m<sup>2</sup>, allowing for quick and convenient purchases of key products - shirts and supporting products (formal offer).

WELL Wólczanka – stores with total look offer



Stores over 100 m<sup>2</sup>, a wide range of comfortable, high-quality everyday clothes targeted at customers 25+.

The first store in the new concept: Bonarka Shopping Center

Newly opened store in Westfield Mokotów



Vistula brand store with a new concept opened in Westfield Mokotów in Warsaw. **300 m<sup>2</sup> of modern and functional space**, appropriately displaying both men's and women's collections.



## Further on-line development

Further improvements in our e-shops :

### Customer experience

The next stage of implementing improvements to website and application of Vistula, Bytom, Wólczanka brands - shortening the purchase path

### Marketing automation

Implementation of User ID function as one of the elements of a personalized shopping service for the customer

### „One Basket” project

Full integration of store inventory and on-line availability of goods



## Apparel segment

- new store concepts for Vistula and Wólczanka that meet the needs of the target customer and the market
- development of store space in the best shopping malls - an attractive presentation of the women's offer of Vistula and Wólczanka
- refurbishment of stores after years of investment spending suspended by pandemics

## Jewellery segment

- new stores, expansion of the range of traditional stores,
- stores with an offer of luxury brands
- preparation for entering the Hungarian market (implementation of the strategic goal)



# Floorspace growth in 2023

		2022	2023 target	YoY
<b>Apparel segment</b>	stores	382	351	- 31
	m2	39,833	39,543	-1%
<b>Jewellery segment</b>	stores	152	163	+ 11
	m2	12,150	13,020	+7%
<b>Total</b>	stores	534	514	- 20
	m2	51,983	52,563	1%

Planned capital expenditures in 2023 at the level of c. PLN 42m.



# Invitation for a meeting with Management

Westfield Mokotów, Vistula store

20

NOVEMBER 2023

18:00

MONDAY

# 05

Q&A



06

Back-up



# New collections in all brands in 3Q23

VISTULA

Higher share  
of women's collection  
in sales.

BYTOM

SZTUKA KRAWIECTWA OD 1945

Stable share  
of on-line in sales.

WÓLCZANKA

The highest gross  
profit on sales margin.

W. KRUK

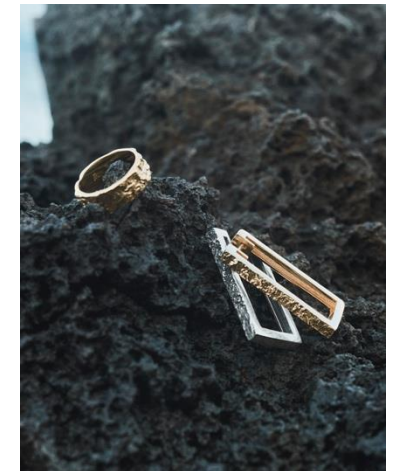
1 8 4 0

The fastest  
floorspace growth.



DENI CLER  
MILANO

The highest gross  
profit margin.



# Vistula: executive summary

## Autumn/Winter 2023 collection

- The latest Vistula collection is modern and high-quality clothing for men who expect more from their clothes, in every situation. Fulfilling the need for comfort and style, the brand focuses on creating comfortable, functional and reliable designs that keep up with everyday challenges.
- The ambassadors of the campaign are Rafał Jonkisz, an enthusiast of acrobatics, parachute jumps, exotic travels and a healthy lifestyle, and Rafał Rulski, a Polish racing driver, Polish Champion in car racing.
- Vistula collection for women is a classic with a modern twist - the highest quality materials, fashionable cuts and timeless colors that will not lose their relevance after one season. The brand encourages customers to choose products that will last for years - in line with the idea of a capsule wardrobe, which is the main theme of this season.
- In 3Q23, a media campaign was underway, the brand carried out influencer, social media and PR activities.



## Fashion for men and women

Traditional tailoring and global trends - modern, original and individual style

Men's collection: VISTULA, and women's: VISTULA WOMAN

„Made to Measure” service available in selected brand's stores

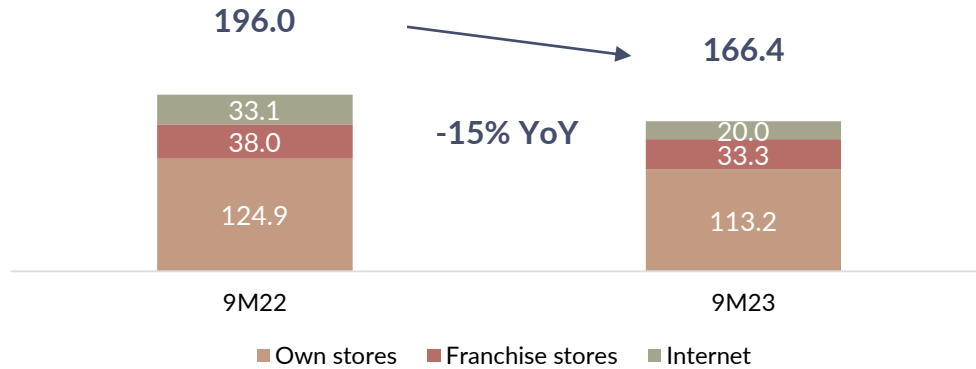
## Network development

In 3Q23, the number of brand stores decreased by 1 net QoQ. The closures concerned franchise stores.

# Vistula: 9M23 executive summary

## VISTULA BRAND REVENUES

(PLN m)



- Revenues in 9M23 decreased by 15.1% YoY, while sales in own stores were 9.4% YoY lower YoY.
- Internet sales fell 39.7% YoY, coming up at 12.0% of brand's revenues (-4.9pp).

## VISTULA BRAND EFFICIENCY

	9M22	9M23	YoY
Revenues (PLN/m2 per month)	1,182	1,031	-12.8%
Gross profit margin (%)	56.8%	56.6%	-0.2pp.
Cost of stores (PLN/m2 per month)	486	494	+ 1.6%
Store EBIT (PLN m)	30.7	14.5	-52.8%

- Stable YoY gross profit margin on sales due lower share of on-line channel, despite greater price sensitivity of the consumer.
- Growth in store costs/ m2 despite a decrease in sales/ m2 due to rising rentals. Fall in depreciation and commissions due to store closures (mostly franchise ones).

# Bytom: executive summary

## Autumn/Winter 2023/24 collection

- The new limited clothing collection designed in cooperation with composer Radzimir Dębski (JIMEK) combines the world of art and men's tailoring. The capsule refers to the idea of slow fashion, craftsmanship values and elegance of the Bytom brand harmoniously intertwine with the Artist's loose, eclectic style.
- BYTOM x JIMEK is the quintessence of smart casual style, and Radzimir Dębski participated in every stage of creating the collection, which is dominated by quality, attention to detail and simplicity of design.
- All clothes are made in Poland from high-quality fabrics, including wool and merino wool. The collection is a combination of excellent quality, classic elegance and authentic comfort. It is dominated by loose silhouettes, which respond to the need for functionality.
- The capsule includes elegant coats, shirts and jackets, as well as casual fashion items: sweaters, T-shirts, sweatshirts and trousers. Everything is kept in subdued colors, complementary to the brand's regular collection.
- The BYTOM x JIMEK collection is available in 6 Bytom stores: Silesia City Center Katowice, Galeria Krakowska Kraków, CH Posnania Poznań, Galeria Mokotów Warszawa, CH Westfield Arkadia Warszawa, CH Wroclavia Wrocław and in the bytom.com.pl online store.



## Fashion for men

A Polish brand with a tradition of tailoring craftsmanship dating back to 1945.

Tailor-made service available in selected brand stores, preserving the brand's traditional values.

Men's formal and smart casual fashion.

## Network development

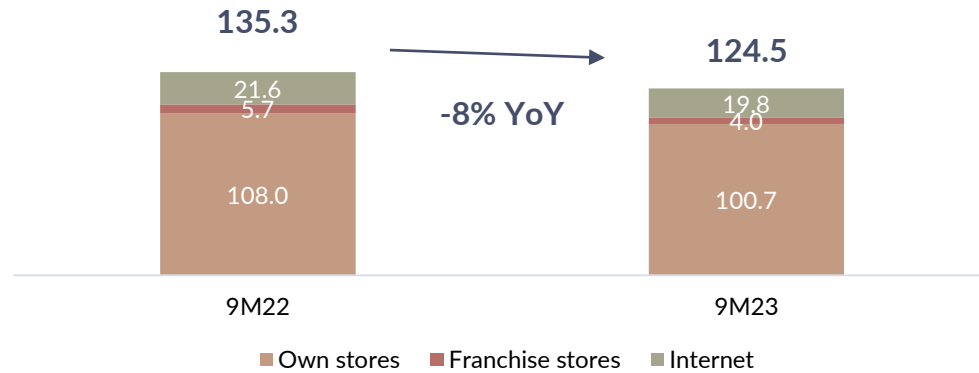
In 3Q23, the number of stores decreased by 1 net QoQ. It was a franchise salon.



# Bytom: 9M23 executive summary

## BYTOM BRAND REVENUES

(PLN m)



- Revenues in 9M23 fell by 8.0% YoY, while own stores sales fell 6.8% YoY.
- Internet revenues decreased by 8.5% YoY, accounting for 15.9% of brand sales (-0.1pp.).

## BYTOM BRAND EFFICIENCY

	9M22	9M23	YoY
Revenues (PLN/m2 per month)	1,022	990	-3.2%
Gross profit margin (%)	57.5%	58.9%	+1.4pp.
Cost of stores (PLN/m2 per month)	482	520	+7.8%
Store EBIT (PLN m)	14.0	8.0	-43.1%

- Growing gross margin YoY, but fall in revenues/m2 due to a more frugal discount policy.
- Costs of stores/m2 increased despite fall in revenues/m2 due to rising YoY costs of rentals. Lower YoY commissions and depreciation/m2 due to floorspace optimisation.

# Wólczanka: executive summary

## Autumn/Winter 2023/24 collection

- WELL Wólczanka - a new brand concept with an energizing casual offer - the new name, both in traditional chain and in e-shops, is intended to make it easier for customers to navigate the brand's offer and distinguish between two types of stores that have a separate offer: large stores with total look collections, located in the largest shopping centers and smaller shirt boutiques. The first store in mid-October in Bonarka Shopping Center.
- The new WELL Wólczanka logo was introduced in October 2023. Customers will see it on the labels of the first items of the WELL Wólczanka collection, designed in accordance with the brand's guidelines. Gradually, this name will also be introduced on the flagship store windows of the brand's largest stores in 10 key shopping malls in Poland (9 at the time of presentation).
- At WELL Wólczanka, customers will find a wide range of products, including casual shirts and many other products, such as trousers, dresses, skirts and outerwear. WELL Wólczanka designs are characterized by original style, high quality materials and workmanship, as well as energizing colors. These are clothes that not only look fashionable, but also provide durability and comfort.



## Fashion for women and men

Polish network of boutiques and own and franchise stores with women's and men's clothing (total look).

The offer includes: shirts, sweaters, trousers, dresses, skirts, polo and t-shirts, jackets and accessories.

Development of the "total look" concept and large-format stores.

## Network development

Increase in number of stores by 1 net QoQ (increase in number of own stores).

# Wólczanka: 9M23 executive summary

## WÓLCZANKA BRAND REVENUES

(PLN m)



- Revenues in 9M23 fell by 19.9% YoY, while revenues from own stores increased by 1.4% YoY.
- Internet revenues decreased by 35.2% YoY, accounting for 41.1% of brand sales (-9.7pp.).

## WÓLCZANKA BRAND EFFICIENCY

	9M22	9M23	YoY
Revenues (PLN/m2 per month)	2,086	1,730	-17.1%
Gross profit margin (%)	55.2%	58.8%	+3.6pp.
Cost of stores (PLN/m2 per month)	902	890	-1.3%
Store EBIT (PLN m)	10.4	5.1	-51.3%

- Lower revenues/m2 YoY, but higher gross profit on sales margin: quick strategic decision on limitation of discounts.
- Stabilization of costs/m2 due to higher costs of rentals, salaries and depreciation, but a decrease in commissions/m2 along with the closing of franchise stores.

# Deni Cler: executive summary

## Autumn/Winter 2023/24 collection

- In Autumn/Winter 2023/24 season, designers take clients on a trip around the world, staying in famous hotels such as the Ritz, Sheraton and Waldorf Astoria. These places have their own style, they fascinate with the richness of their interior design, where, surrounded by marble and beautiful furniture, you have to dress well and look interesting.
- The latest collection "LUSSO DISCRETO or SILENT LUXURY" charms with its discreet elegance and nobility. It is a return to the brand's Italian roots, where construction and fabric rule.
- The brand has not forgotten about producing clothes in a more environmentally responsible way. High-quality wools, silks and top-shelf fabrics were used to produce the collection.
- Classic and timeless coats took an important place in the collection, and the offer was expanded to include formal and evening dresses that arouse the greatest interest among women. The collection is dominated by timeless, smooth fabrics. Thanks to classic styles and subdued and uniform materials, a fashionable capsule wardrobe was created.
- As every season, the current collection was presented at a fashion show.



## 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.

## Network development

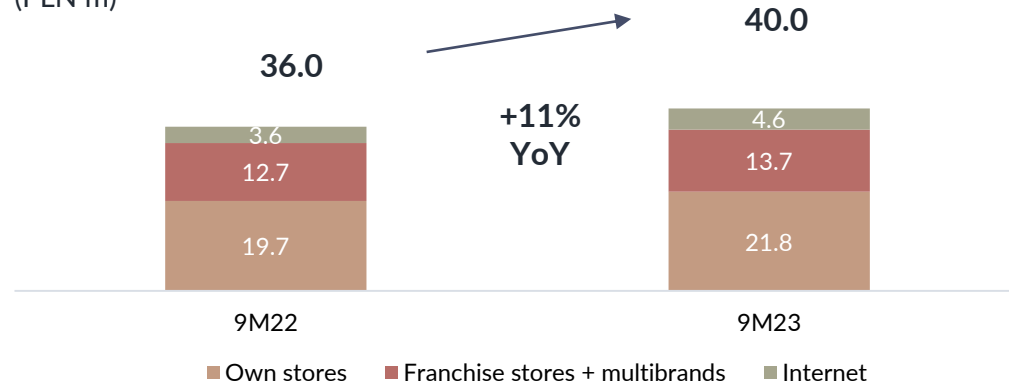
The net number of stores remained stable QoQ.

At the end of 3Q23, the brand's offer was available in 23 multi-brand stores (stable number QoQ).

# Deni Cler: 9M23 executive summary

## DENI CLER BRAND REVENUES

(PLN m)



- Revenues in 9M23 increased by 11.0% YoY and grew in a similar pace to own stores' revenues (+10.3% YoY).
- Internet sales increased by 26.6% YoY, accounting for 11.4% of brand sales (+1.4pp.).

## DENI CLER BRAND EFFICIENCY

	9M22	9M23	YoY
Revenues (PLN/m2 per month)	1,436	1,517	+5.7%
Gross profit margin (%)	62.2%	62.1%	-0.1pp.
Cost of stores (PLN/m2 per month)	584	635	+8.7%
Store EBIT (PLN m)	7.8	8.1	+4.3%

- Growing revenues/m2 with stable YoY gross profit on sales margin due to favorable sales trends, especially in 1Q23.
- Increase in costs/m2 above this of revenues/m2 growth. Rising rentals and salaries, but fall in commissions and depreciation.

# W.KRUK: executive summary

## Novelties in collections

- In September 2023, W.KRUK brand, together with ambassador Martyna Wojciechowska, presented a new collection of jewellery and accessories, Freedom Elements. Expressive, strong forms of Freedom Elements are the latest edition of the best-selling collection by W.KRUK and Martyna Wojciechowska - a jewellery interpretation of the elements of the world made by the Ambassador and the W.KRUK Design Team.
- Freedom Elements is also a continuation of W.KRUK's offer dedicated to the elements. In the Summer, the brand presented a series of perfumes and silk scarves called Freedom WATER, FIRE, EARTH and AIR.
- The brand became the Main Partner of the 48<sup>th</sup> Polish Film Festival in Gdynia - together with the Chopard brand. W.KRUK and Chopard invited outstanding Polish actresses to present Chopard jewellery during the Festival.
- The fashion brand Picky Pica, owned by W.KRUK, presented new products in line with this season's trends. The Boss Babe collection has dominated in recent weeks, with stylings that refer to returning to work after the holidays and play with this convention in fashion.



## The oldest jewellery brand in Poland

The jewellery offer includes gold and silver jewellery, diamonds, gemstones and original collections.

W.KRUK's offer also includes global watch brands, such as Rolex, Patek Philippe, Cartier, Tudor, Hublot, Franck Muller (sole distributor in Poland) Jaeger-LeCoultre, Chopard, Omega, 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.

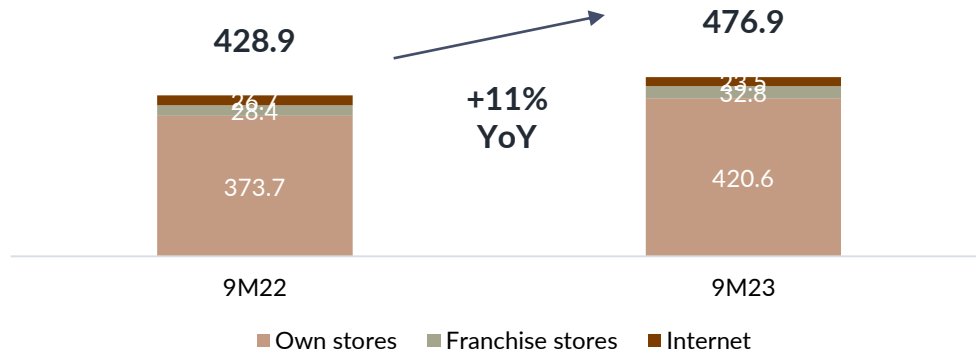
## Network development

In 3Q23, the net number of brand stores increased by 2 QoQ (own stores).

# W.KRUK: 9M23 executive summary

## W.KRUK BRAND REVENUES

(PLN m)



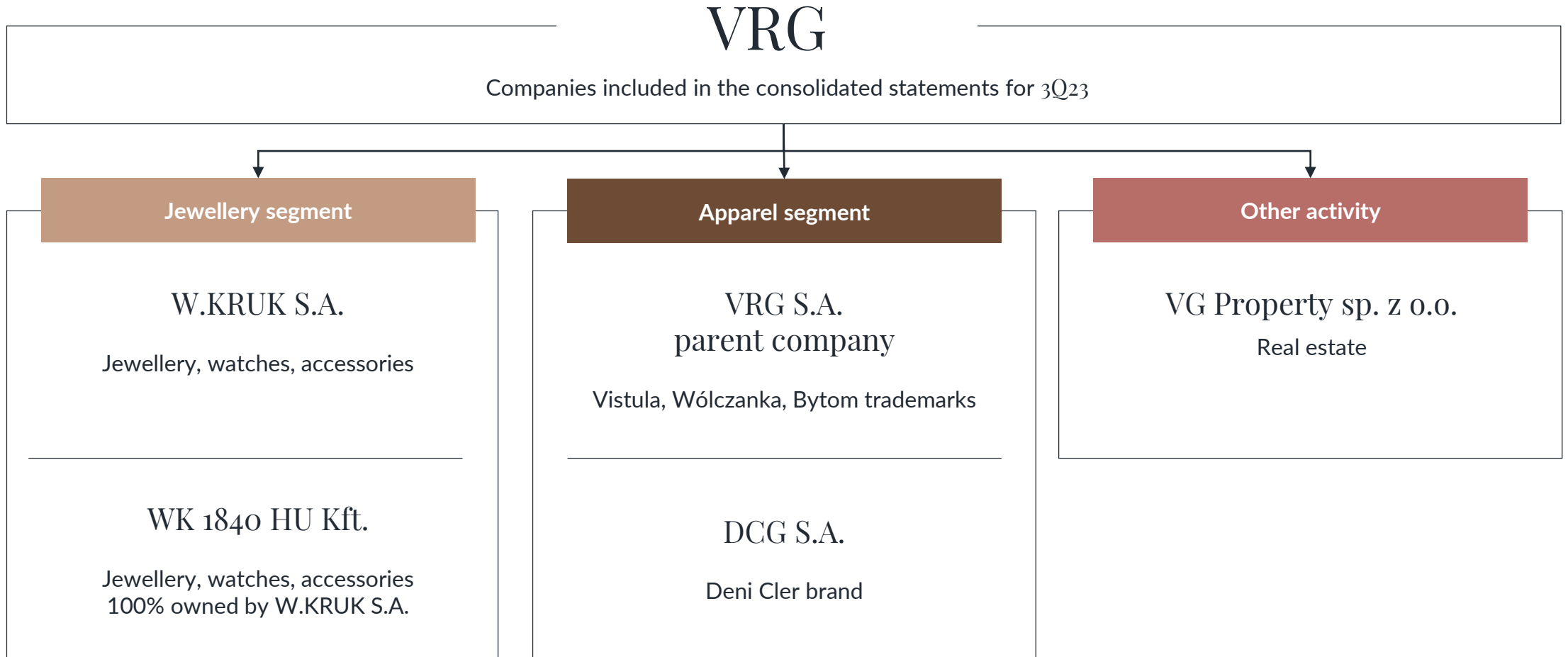
- Revenues in 9M23 increased by 11.2% YoY. Revenues from own stores increased by 12.5% YoY.
- Internet revenues decreased by 12.1% YoY, accounting for 4.9% of brand sales (-1.3pp).
- Increase in revenues/ m2 in the quarter along with floorspace development.

## W.KRUK BRAND EFFICIENCY

	9M22	9M23	YoY
Revenues (PLN/m2 per month)	4,064	4,198	+3.3%
Gross profit margin (%)	52.0%	52.5%	+0.6pp.
Cost of stores (PLN/m2 per month)	1,031	1,081	+4.9%
Store EBIT (PLN m)	114.0	127.7	+12.0%

- Growing gross profit margin due to more frugal discount policy.
- Single-digit cost/m2 increase similar to revenues/m2 increase: higher rentals, commissions, stabilization of salaries, but decrease in depreciation.
- As a result, double-digit EBIT growth of stores.

# Changes in group structure





# Continued optimisation of number of stores

Number of stores		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Apparel segment	total	421	415	409	404	398	391	383	382	368	359	358
	franchise	135	135	131	127	126	123	119	116	104	92	84
Vistula	total	148	148	146	145	145	144	142	142	137	136	135
	franchise	64	64	63	61	62	62	61	61	55	51	47
Wólczanka	total	127	121	119	116	113	110	107	105	98	93	94
	franchise	53	53	51	48	47	45	43	41	36	30	27
Bytom	total	115	116	115	114	112	109	106	107	104	101	100
	franchise	10	11	11	12	11	10	9	8	7	5	4
Deni Cler	total	31	30	29	29	28	28	28	28	29	29	29
	franchise	8	7	6	6	6	6	6	6	6	6	6
Jewellery segment	total	140	142	143	146	148	148	152	152	157	157	159
	franchise	18	20	21	23	23	26	25	26	27	28	28
<b>Total</b>	<b>total</b>	<b>561</b>	<b>557</b>	<b>552</b>	<b>550</b>	<b>546</b>	<b>539</b>	<b>535</b>	<b>534</b>	<b>525</b>	<b>516</b>	<b>517</b>
	<b>franchise</b>	<b>153</b>	<b>155</b>	<b>152</b>	<b>150</b>	<b>149</b>	<b>149</b>	<b>144</b>	<b>142</b>	<b>131</b>	<b>120</b>	<b>112</b>

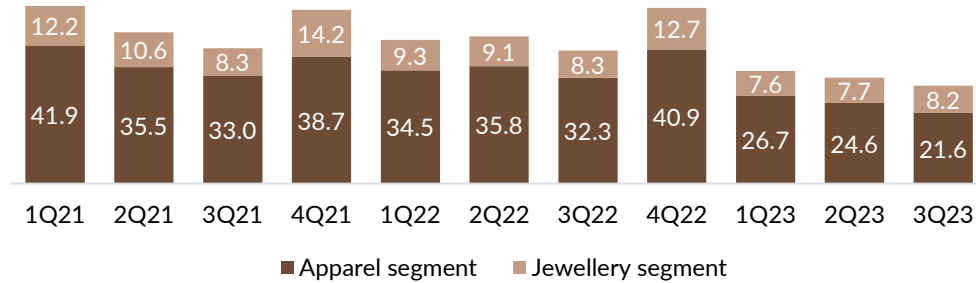
# Return to YoY floorspace growth

M2 floorspace		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Apparel segment	total	41,564	41,337	40,864	40,930	40,891	40,385	39,778	39,833	39,333	39,007	39,818
	franchise	9,789	9,794	9,577	9,462	9,425	9,236	9,019	8,798	7,962	7,175	6,582
Vistula	total	18,586	18,593	18,390	18,531	18,509	18,404	18,118	18,139	17,733	17,815	18,337
	franchise	6,525	6,532	6,435	6,298	6,374	6,341	6,256	6,224	5,640	5,212	4,841
Wólczanka	total	4,662	4,430	4,371	4,399	4,643	4,544	4,567	4,480	4,487	4,440	4,774
	franchise	1,625	1,625	1,567	1,499	1,459	1,392	1,355	1,287	1,126	996	884
Bytom	total	15,327	15,417	15,267	15,165	14,946	14,638	14,293	14,415	14,187	13,825	13,782
	franchise	1,045	1,135	1,135	1,225	1,153	1,063	968	848	757	527	416
Deni Cler	total	2,989	2,897	2,835	2,835	2,792	2,799	2,799	2,799	2,926	2,926	2,926
	franchise	594	502	440	440	440	440	440	440	440	440	440
Jewellery segment	total	10,918	11,060	11,173	11,394	11,650	11,630	12,262	12,150	12,574	12,597	12,737
	franchise	1,113	1,255	1,368	1,511	1,511	1,645	1,623	1,710	1,780	1,859	1,859
<b>Total</b>	<b>total</b>	<b>52,482</b>	<b>52,397</b>	<b>52,038</b>	<b>52,324</b>	<b>52,541</b>	<b>52,016</b>	<b>52,039</b>	<b>51,983</b>	<b>51,907</b>	<b>51,604</b>	<b>52,556</b>
	<b>franchise</b>	<b>10,902</b>	<b>11,049</b>	<b>10,945</b>	<b>10,973</b>	<b>10,936</b>	<b>10,882</b>	<b>10,642</b>	<b>10,508</b>	<b>9,742</b>	<b>9,034</b>	<b>8,441</b>

# Own e-stores of five brands

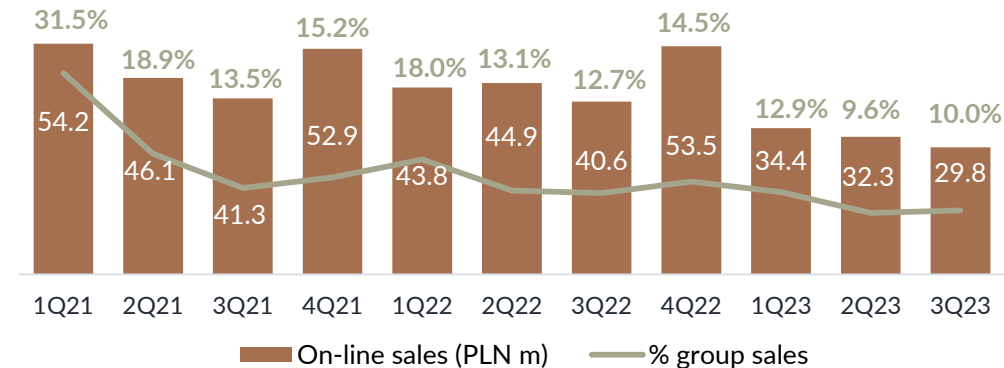
## ON-LINE SALES BY SEGMENTS

(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 Vistula, Wólczanka and Bytom brand is conducted from the same distribution centre. W.KRUK has its own logistics warehouse.

## GROUP ON-LINE SALES

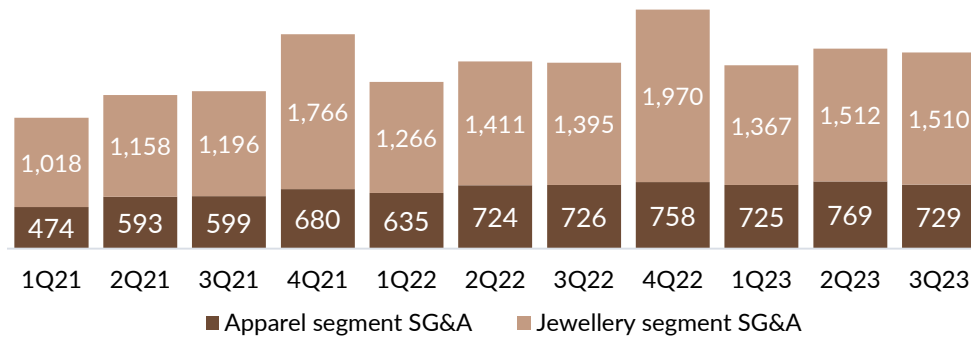


- In 3Q23 on-line sales amounted to PLN 29.8m, fall by 26.5% YoY, due to customers' preference to shop in traditional stores.
- As a result, share of internet in sales fell from 12.7% in 3Q22 to 10.0% in 3Q23.
- In addition to its own e-stores, the Group is developing cooperation of individual brands with external marketplaces, in particular Zalando.

# Costs/ m2 under control

## OPERATING COSTS MONTHLY/M2

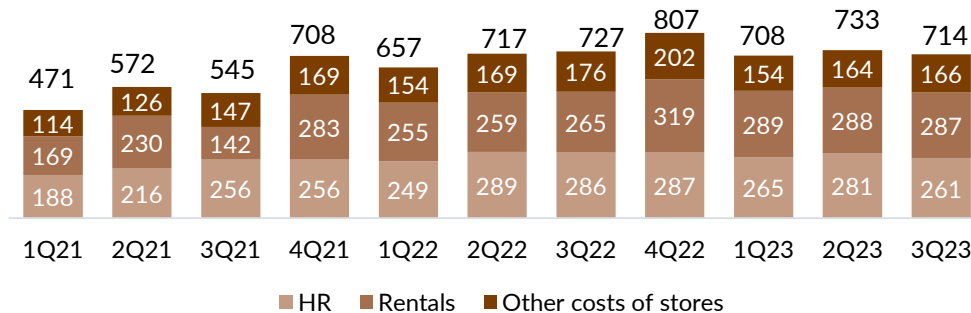
(PLN, excl. IFRS16)



- Differences in SG&A costs/ m2 between segments result from different business models.
- 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 MONTHLY/M2

(PLN, excl. IFRS16)

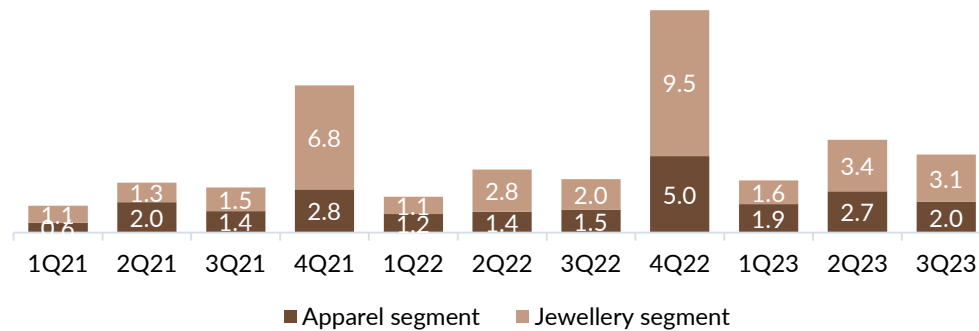


- Costs of stores encompass costs of own and franchise stores.
- Costs of own stores include rental costs, salaries and other costs of own stores.
- Costs of own stores/ m2 are calculated based on average working floorspace of own stores.
- Costs of franchise stores equal to commission for franchisees.

# Increase in off-line marketing expenses

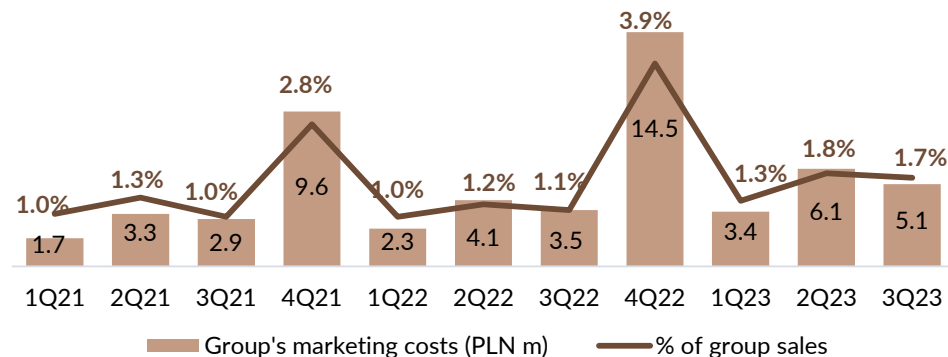
## GROUP OFF-LINE MARKETING COSTS BY SEGMENTS

(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 3Q23, marketing expenses amounted to PLN 5.1m, an increase of 46.2% YoY due to growth in both segments.

## GROUP OFF-LINE MARKETING COSTS



- 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. These include TV advertisement.

# Historical quarterly results, IFRS16

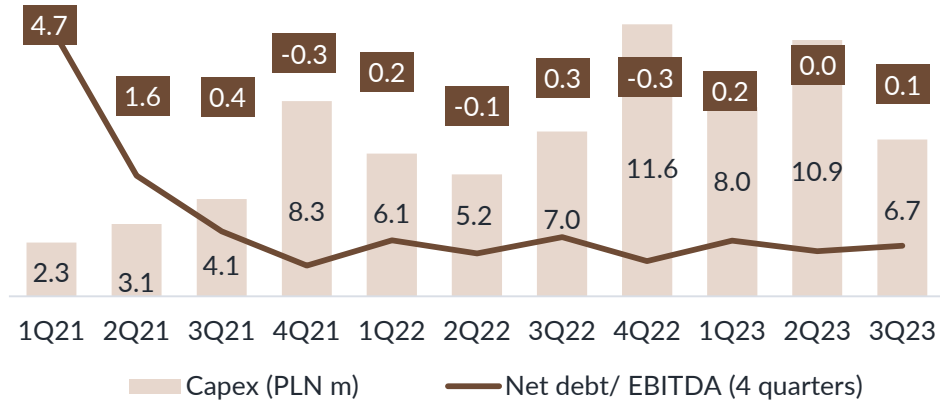
PLN m	4Q21	4Q22	YoY	1Q22	1Q23	YoY	2Q22	2Q23	YoY	3Q22	3Q23	YoY
<b>Revenues</b>	<b>348.8</b>	<b>369.0</b>	<b>5.8%</b>	<b>243.8</b>	<b>267.0</b>	<b>9.5%</b>	<b>341.8</b>	<b>335.3</b>	<b>-1.9%</b>	<b>319.4</b>	<b>297.1</b>	<b>-7.0%</b>
Gross profit on sales	192.0	201.3	4.8%	123.2	137.3	11.4%	193.2	188.7	-2.3%	165.5	161.0	-2.7%
Gross profit on sales margin	55.1%	54.5%	-0.5pp.	50.5%	51.4%	0.9pp.	56.5%	56.3%	-0.2pp.	51.8%	54.2%	2.4pp.
SG&A costs	139.4	157.1	12.7%	117.4	132.7	13.1%	132.8	143.7	8.2%	132.6	140.1	5.6%
Net other operating line	1.0	-2.1		-0.8	0.1		-0.2	-1.8		0.5	-1.3	
<b>EBIT</b>	<b>53.6</b>	<b>42.1</b>	<b>-21.5%</b>	<b>5.0</b>	<b>4.7</b>	<b>-5.7%</b>	<b>60.2</b>	<b>43.3</b>	<b>-28.1%</b>	<b>33.3</b>	<b>19.7</b>	<b>-40.8%</b>
EBIT margin	15.4%	11.4%	-4.0pp.	2.1%	1.8%	-0.3pp.	17.6%	12.9%	-4.7pp.	10.4%	6.6%	-3.8pp.
Net financial line	-4.0	17.6		-8.7	-0.4		-10.2	13.8		-21.6	-18.1	
Pre-tax profit	49.6	59.7	20.3%	-3.7	4.3	N/M	50.0	59.3	18.7%	11.7	1.6	-86.2%
Taxes	-9.8	-12.3		-0.8	1.1		10.7	11.6		2.5	0.7	
<b>Net income</b>	<b>39.8</b>	<b>47.3</b>	<b>19.0%</b>	<b>-2.9</b>	<b>3.2</b>	<b>N/M</b>	<b>39.3</b>	<b>47.7</b>	<b>21.2%</b>	<b>9.2</b>	<b>0.9</b>	<b>-89.8%</b>
Net margin	11.4%	12.8%	1.4pp.	-1.2%	1.2%	2.4pp.	11.5%	14.2%	2.7pp.	2.9%	0.3%	-2.6pp.
<b>EBITDA</b>	<b>79.7</b>	<b>70.1</b>	<b>-12.0%</b>	<b>32.6</b>	<b>35.3</b>	<b>8.5%</b>	<b>87.0</b>	<b>75.0</b>	<b>-13.9%</b>	<b>60.6</b>	<b>51.6</b>	<b>-14.9%</b>
EBITDA margin	22.8%	19.0%	-3.8pp.	13.4%	13.2%	-0.2pp.	25.5%	22.4%	-3.1pp.	19.0%	17.4%	-1.6pp.

# Results under IAS17

PLN m, IAS17	3Q22	3Q23	YoY	9M22	9M23	YoY
<b>Revenues</b>	<b>319.4</b>	<b>297.1</b>	<b>-7.0%</b>	<b>905.0</b>	<b>899.4</b>	<b>-0.6%</b>
Gross profit on sales	165.5	161.0	-2.7%	481.9	487.1	1.1%
<i>Gross profit on sales margin</i>	<i>51.8%</i>	<i>54.2%</i>	<i>2.4pp.</i>	<i>53.2%</i>	<i>54.2%</i>	<i>0.9pp.</i>
SG&A costs	137.5	143.2	4.1%	396.8	428.3	7.9%
<b>EBIT</b>	<b>28.4</b>	<b>16.6</b>	<b>-41.3%</b>	<b>83.6</b>	<b>55.3</b>	<b>-33.9%</b>
<i>EBIT margin</i>	<i>8.9%</i>	<i>5.6%</i>	<i>-3.3pp.</i>	<i>9.2%</i>	<i>6.1%</i>	<i>-3.1pp.</i>
Net financial line	-7.9	-5.2		-18.7	-2.2	
<b>Net income</b>	<b>16.3</b>	<b>8.9</b>	<b>-45.4%</b>	<b>51.2</b>	<b>42.0</b>	<b>-18.0%</b>
<i>Net margin</i>	<i>5.1%</i>	<i>3.0%</i>	<i>-2.1pp.</i>	<i>5.7%</i>	<i>4.7%</i>	<i>-1.0pp.</i>
<b>EBITDA</b>	<b>33.6</b>	<b>22.5</b>	<b>-33.2%</b>	<b>99.8</b>	<b>71.9</b>	<b>-28.0%</b>
<i>EBITDA margin</i>	<i>10.5%</i>	<i>7.6%</i>	<i>-3.0pp.</i>	<i>11.0%</i>	<i>8.0%</i>	<i>-3.0pp.</i>

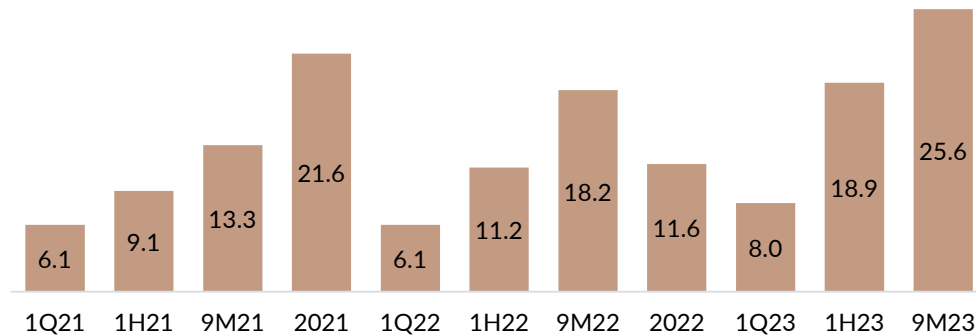
# Capex supports growth

CAPEX VS. NET DEBT/EBITDA



- 3Q23 capex amounted to PLN 6.7m, down 4.8% YoY.
- Capex focused on new stores and upgrades, both in apparel and jewellery segments.

CUMULATED CAPEX  
(PLN m)



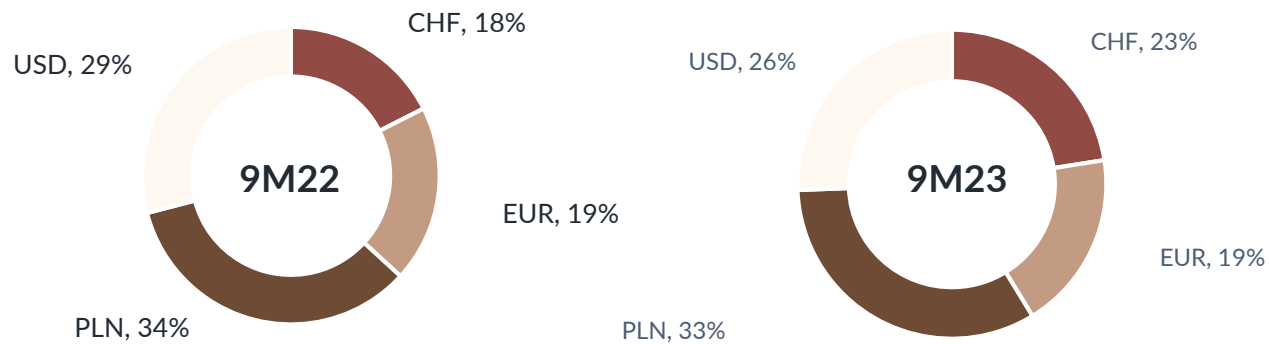
- Cumulated 9M23 capex amounted to PLN 25.6m, +40,2% YoY.
- The key reasons for the growth are: a return to the expansion and modernization of the network of own stores after the pandemic years and implementation of strategic goals in the form of new store concepts.



# FX risk exposure

## PURCHASES BY CURRENCIES

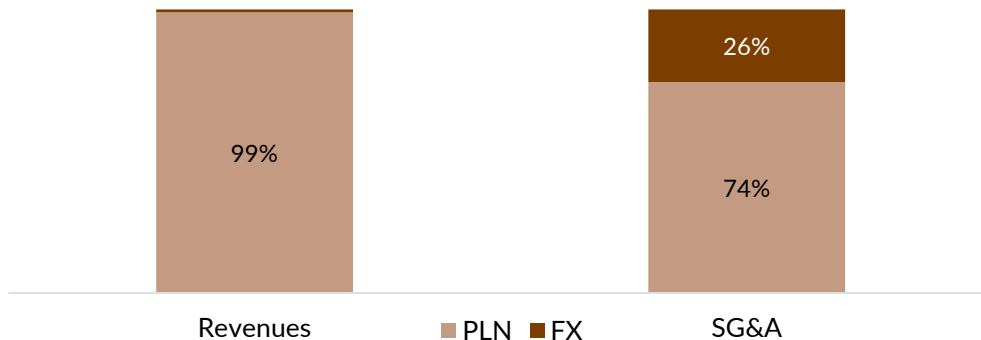
(PLN m)



- 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.

## 9M23 REVENUES AND SG&A COSTS BY CURRENCIES

(excl. IFRS16)



- Depreciation of zloty (PLN) 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.

# Consistent debt reduction

PLN m	3Q22	4Q22	3Q23
<b>Long-term debt</b>	<b>26.8</b>	<b>20.7</b>	<b>15.3</b>
Bank loans	25.8	19.5	13.8
Finance leases	1.0	1.2	1.6
<b>Short-term debt</b>	<b>70.1</b>	<b>39.5</b>	<b>44.7</b>
Bank loan	46.7	22.8	37.5
Finance leases	0.6	0.6	0.7
Reverse factoring	22.8	16.1	6.4
<b>Cash</b>	<b>57.8</b>	<b>95.9</b>	<b>51.0</b>
<b>Net debt</b>	<b>39.0</b>	<b>-35.7</b>	<b>9.0</b>
<b>Finance leases IFRS16</b>	<b>328.8</b>	<b>302.0</b>	<b>301.5</b>
<b>Net debt IFRS16</b>	<b>367.8</b>	<b>266.3</b>	<b>310.5</b>

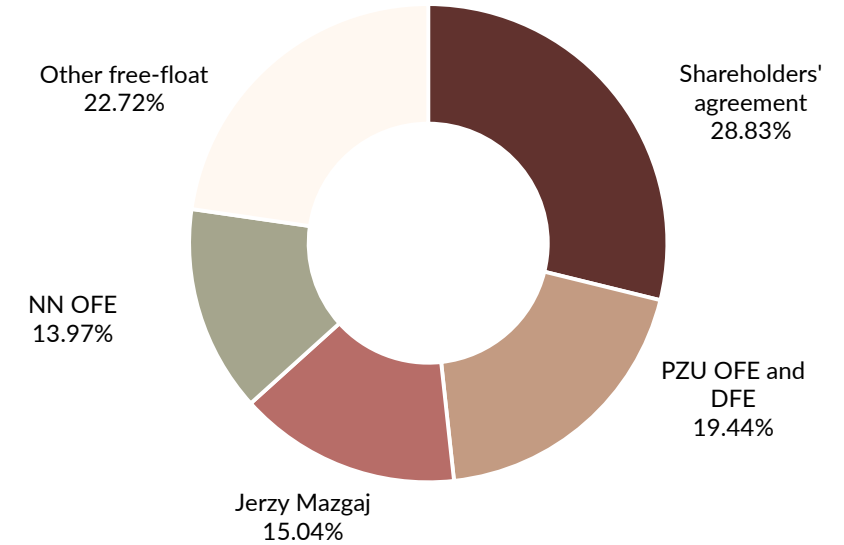
- Interest bearing indebtedness includes: bank loans, finance leases and reverse factoring (taken over with Bytom S.A. merger).
- Bank loans include: overdrafts and investment bank loans. Bank loan collateral comprises of: a floating charge on inventory, a fixed charge on "Vistula", "Wólczanka", "Bytom",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

- Consistent reduction in long-term debt YoY.
- PLN 6.4m of reverse factoring used to finance suppliers at the end of 3Q23.
- PLN 301.5m of IFRS16 liabilities (finance leases) at the end of 3Q23.

# Shareholder structure

## SHAREHOLDER STRUCTURE AS AT 15.11.2023 (SHARE IN EQUITY AND VOTES)

	Number of shares/votes	% share
1. Shareholders' agreement	67,599,097	28.83%
2. PZU OFE and DFE	45,589,125	19.44%
3. Jerzy Mazgaj	35,258,742	15.04%
4. NN OFE	32,750,000	13.97%
5. Other free-float	53,258,876	22.72%
<b>Total</b>	<b>234,455,840</b>	



1. information provided on the basis of the notification received by the Company pursuant to Art. 69 section 1 in connection with Art. 87 section 1 point 5) and section 3 of the Act of July 29, 2005 on public offering and conditions for introducing financial instruments to organized trading and on public companies, applies to shares held jointly by shareholders' agreement concluded on September 26, 2023, consisting of: Mr. Jan Kolański, Colian sp. z o. o. based in Opatówek, Colian Developer Sp. z o. o. sp.k. with its registered office in Kalisz and IPOPEMA 21 Closed-End Investment Fund of Non-Public Assets with its registered office in Warsaw managed by IPOPEMA TFI S.A. ("IPOPEMA 21 FIZAN"). Before concluding the agreement referred to above: - Mr. Jan Kolański owned 7,500,000 shares of VRG, which constituted 3.20% of the Company's share capital and entitled to 7,500,000 votes, constituting 3.20% of the total number of votes at the Company's General Meeting, - Colian sp. z o. o. owned 23,860,800 shares of the Company, which constituted 10.18% of the Company's share capital and entitled to 23,860,800 votes, constituting 10.18% of

the total number of votes at the General Meeting of the Company, - Colian Developer Sp. z o. o. sp.k. held 160 shares of the Company, which constituted 0.0001% of the share capital of VRG and entitled to 160 votes, constituting 0.0001% of the total number of votes at the general meeting of VRG, IPOPEMA 21 FIZAN held 36,238,137 shares of the Company, which constituted 15.46% share capital and entitled to 36,238,137 votes, constituting 15.46% of the total number of votes at the General Meeting of the Company.

2. information provided on the basis of the number of shares of the Company held jointly by the funds PZU "Złota Jesień" Open Pension Fund and PZU Voluntary Pension Fund managed by Powszechnie Towarzystwo Emerytalne PZU S.A. at the Ordinary General Meeting on June 28, 2023. At the Ordinary General Meeting on June 28, 2023, the PZU Open Pension Fund "Złota Jesień" independently held 44,537,016 shares of the Company, which constituted 19.00% of the Company's share capital and entitled it to 44,537,016 votes,

constituting 19% of the total number of votes at the General Meeting of the Company. At the Ordinary General Meeting on June 28, 2023, the PZU Voluntary Pension Fund independently held 1,052,109 shares of the Company, which constituted 0.45% of the Company's share capital and entitled to 1,052,109 votes, constituting 0.45% of the total number of votes on General Meeting of the Company.

3. information provided based on the number of shares held by Mr. Jerzy Mazgaj at the Ordinary General Meeting on June 28, 2023.

4. information provided on the basis of the number of shares held by Nationale-Nederlanden Open Pension Fund at the Ordinary General Meeting on June 28, 2023.



# Glossary

Idea	Definition
<b>Apparel segment</b>	Revenues from brands: Vistula, Wólczanka, Bytom, Deni Cler and wholesale segment, B2B and processing (until VI.2023).
<b>Jewellery segment</b>	Retail revenues of W.KRUK brand and other revenues (including B2B).
<b>Casual</b>	Revenues including the following assortment: jackets, trousers, coats, knitwear.
<b>Formal</b>	Revenues from sale of formalwear, including suits and shirts.
<b>Revenues (PLN/m2 per month)</b>	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.
<b>Store EBIT (PLN m)</b>	Store operating profit calculated as gross profit on sales for stores minus store costs.
<b>Costs of stores (IAS17)</b>	Operating costs of stores including among others rental expenses, HR costs, depreciation, commissions for franchise stores and logistics.
<b>Operating costs (SG&amp;A)/m2 (PLN per month)</b>	Quarterly group SG&A / average total working floorspace / 3.
<b>EBITDA</b>	Operating profit plus depreciation and amortisation from cash flow statement.
<b>Costs of (own) stores/ m2 (PLN per month)</b>	Quarterly costs of stores (own stores)/ average working floorspace (of own stores) / 3.
<b>Inventory/m2</b>	Inventory end of period / group's floorspace end of period.



Thank you

**VRG S.A.**

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