



dino
najbliżej Ciebie

1H 2023
Financial results

17th August 2023

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Our achievements in 1H 2023



+116 stores
(+162 in 1H 2022)



+15.4% net sales area y-o-y
(+22.4 in 1H 2022 y-o-y)



+38.3% sales y-o-y
(+45.4% in 1H 2022 y-o-y)



+23.3% LFL y-o-y
(+25.5% in 1H 2022 y-o-y)



+31.4% EBITDA y-o-y
(+41.7% in 1H 2022 y-o-y)

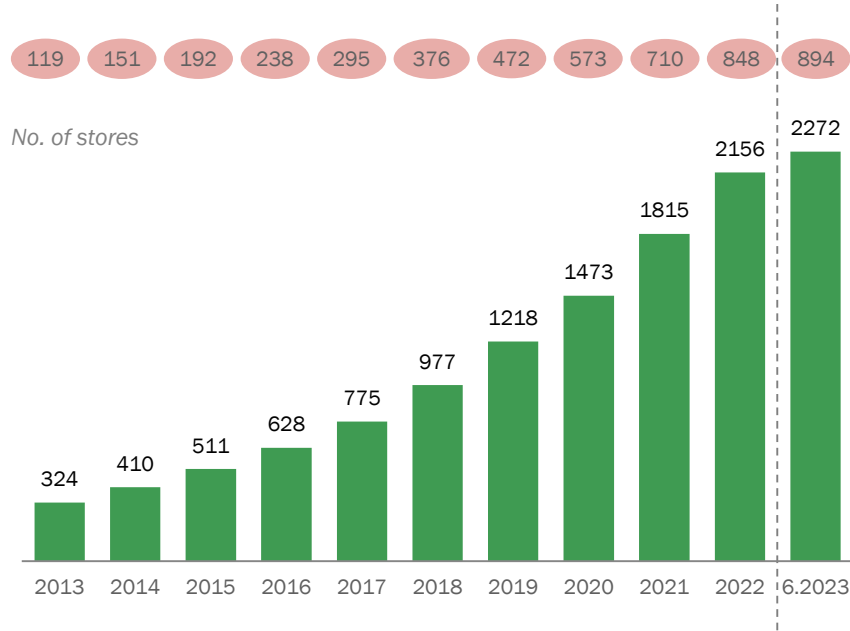


-0.4pp EBITDA margin y-o-y
(-0.2pp in 1H 2022 y-o-y)

Network expansion – higher number of stores and geographic composition

Network expansion to date

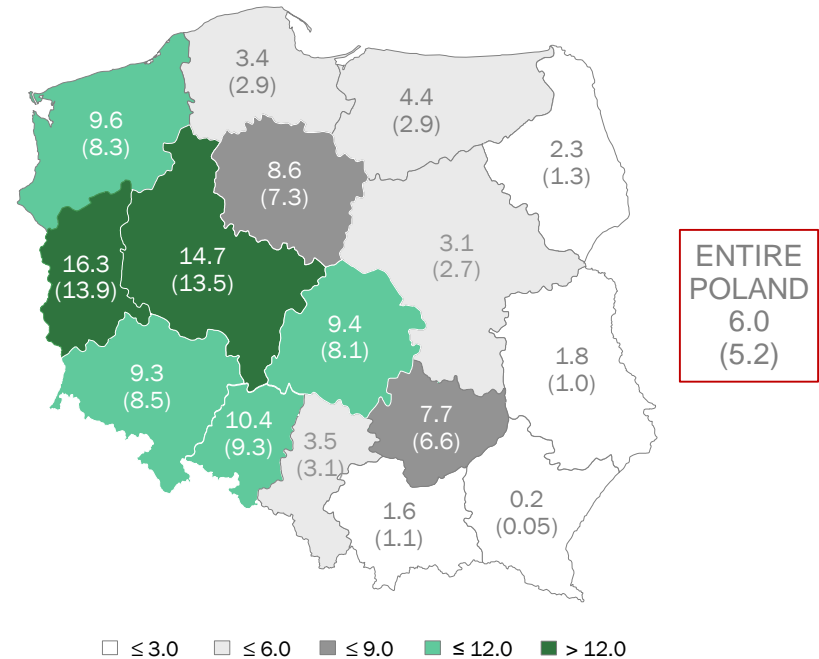
Net sales area ('000 m²)



Source: Company information

Regional coverage

Stores per 100k inhabitants as of June 30, 2023 (in brackets as of June 30, 2022)



Investments in renewable energy sources

Solar energy is powering Dino stores (recap of H1 2023)

1840 Dino stores are equipped with their own photovoltaic installations (+139 in H1 2023)

71.7 MW total capacity of the PV panels on Dino stores (+77% y-o-y)

33.7 GWh of electricity generated by Dino from the sun in H1 2023 (vs. 19.1 GWh in H1 2022)

~23.8 thousand tons of CO₂ less in 1H 2023¹



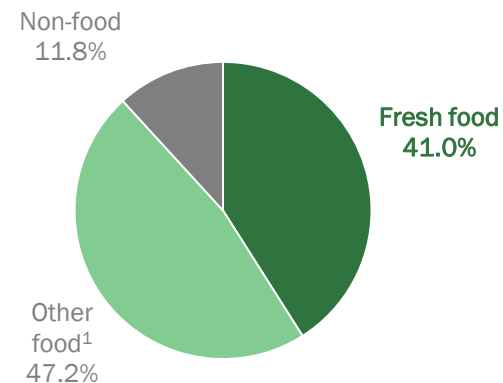
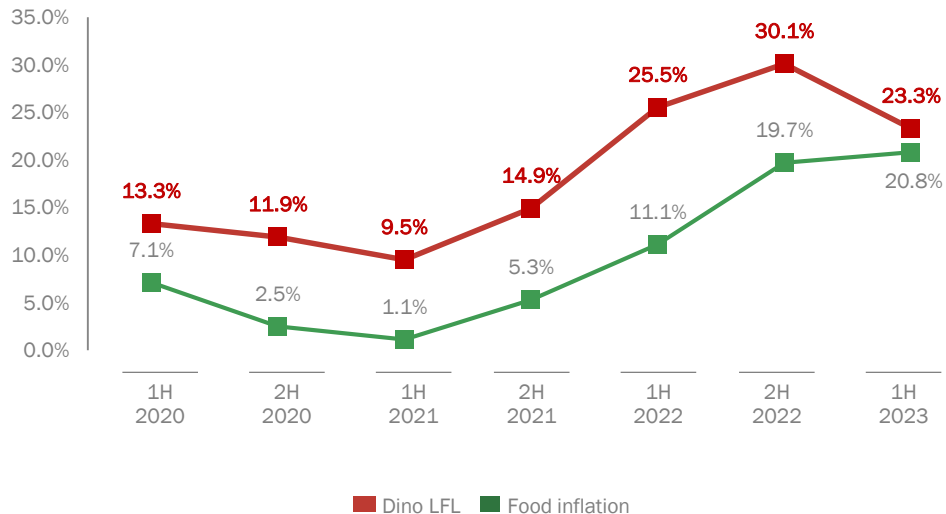
Significant growth of LFL sales

Inflation %



Sales mix

Product split by revenue (1H 2023)



Source: Company information, Central Office of Statistics (GUS)

1) inter alia children's food, breakfast products, ready to eat meals, beverages, candies, snacks, frozen goods, processed goods, oils, grain and bulk products, condiments and alcohol and cigarettes

High revenue growth



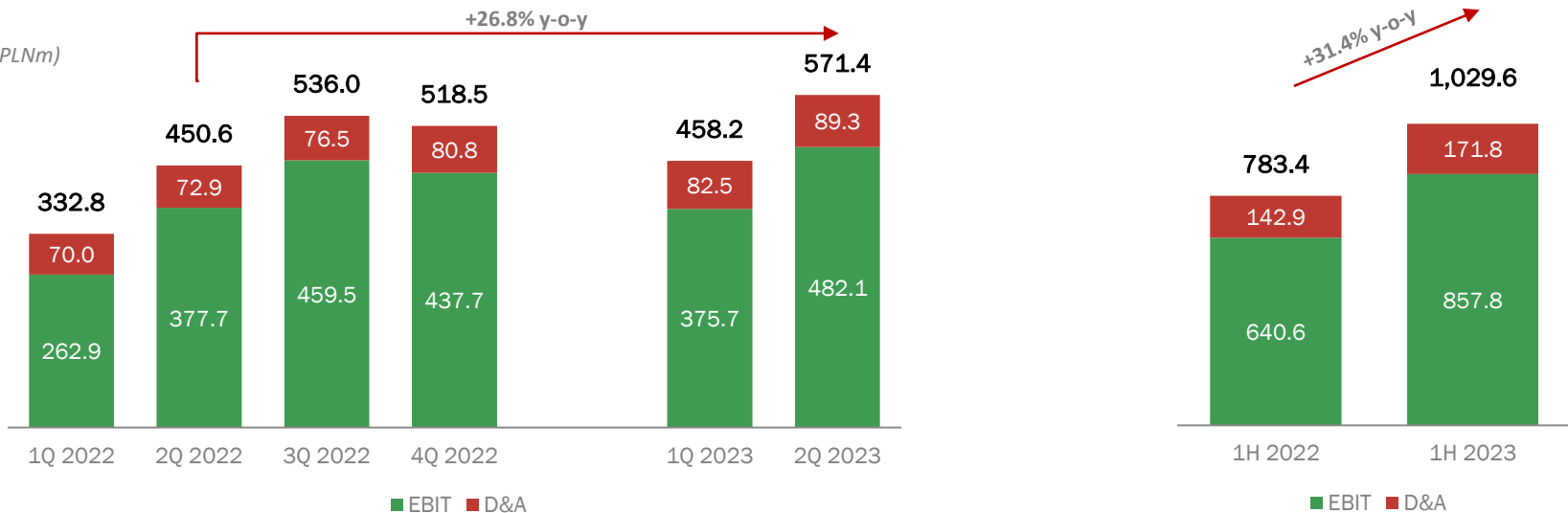
Source: Company financial statements

Consistent growth in results

EBITDA margin



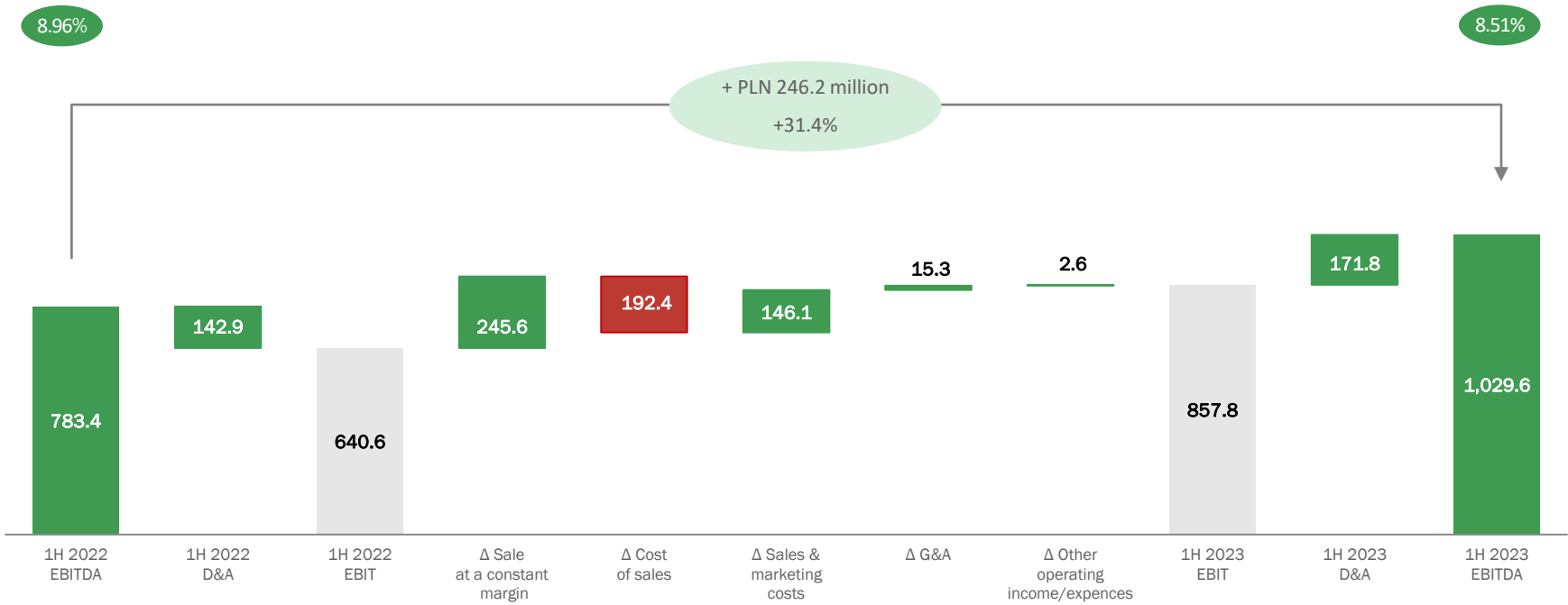
(EBITDA PLNm)



Source: Company financial statements

H1 2023: EBITDA bridge

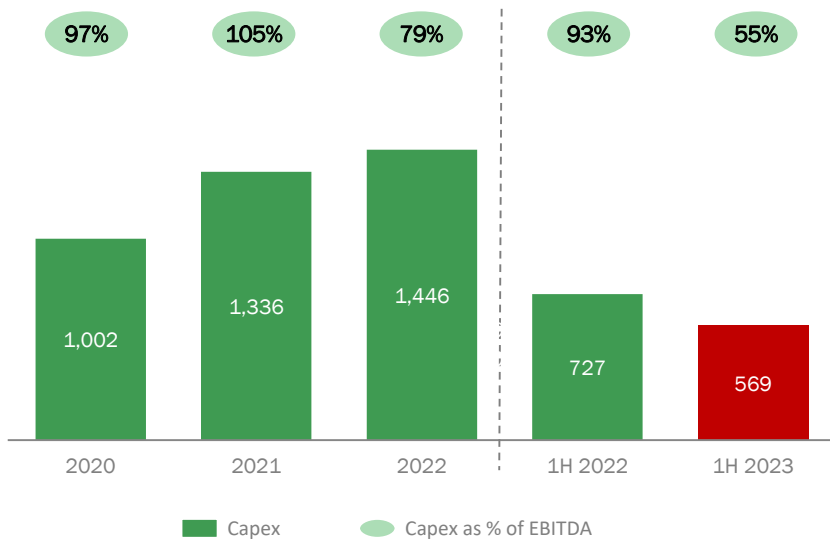
(mPLN)



Operating cash flow

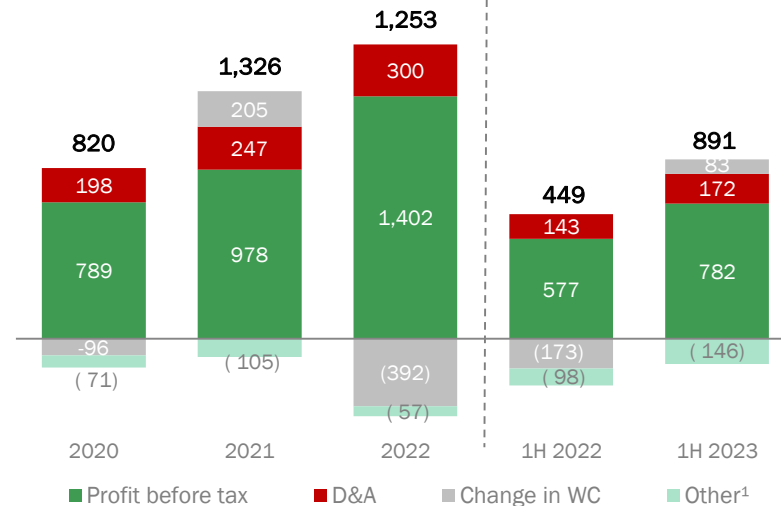
Capex²

(PLNm)



OCF structure

(PLNm)



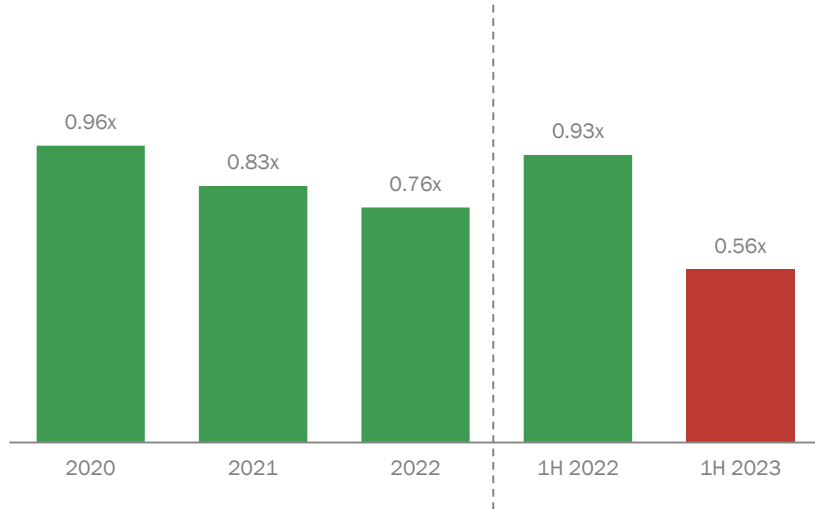
Source: Company financial statements

(1) Net interest expense, tax expense, change in accruals and provisions, investment activity gains and other adjustments

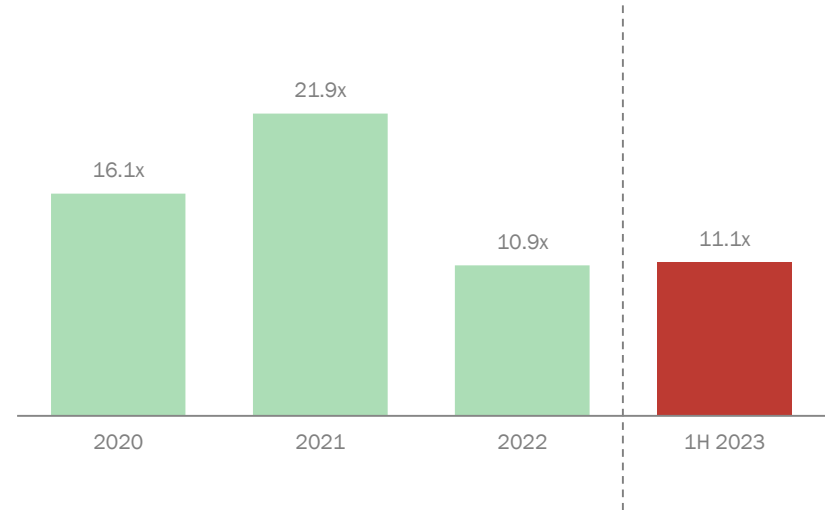
(2) Capex is presented as cash flow from the purchase of items of property, plant and equipment and intangible assets

Balance sheet

Net debt / EBITDA⁽¹⁾



Interest coverage ratio⁽²⁾



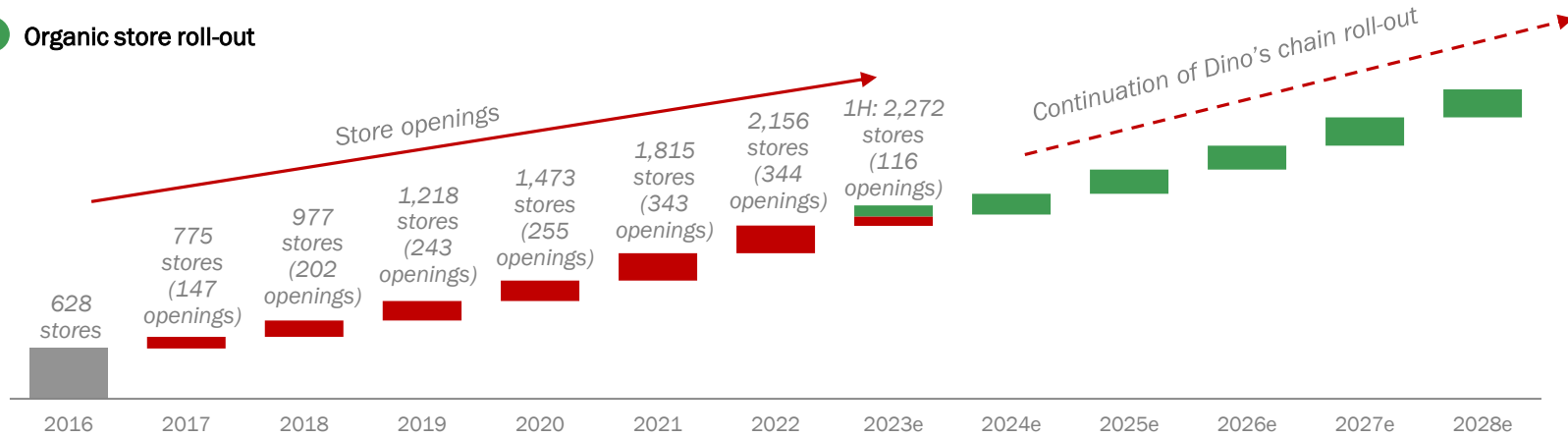
Source: Company financial statements

(1) Net debt to EBITDA defined as net debt divided by EBITDA for the last twelve months

(2) Interest coverage ratio defined as EBIT divided by financial expenses for the last twelve months

Strategy update

1 Organic store roll-out



2 LFL sales growth



3 Profitability



Source: Company information

Q&A



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