



dino
najbliżej Ciebie

Preliminary financial and
operational results for 2024

27th February 2025

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Our achievements in 2024



+283 stores
(+250 in 2023)



+12.0% net sales area y-o-y
(+11.8% at end of 2023 y-o-y)



+14.1% sales y-o-y
(+29.6% in 2023 y-o-y)



+5,3% LFL y-o-y
(+17.2 in 2023 y-o-y)



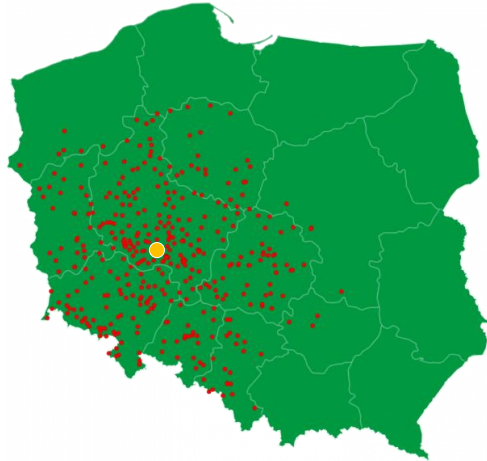
+3,8% EBITDA y-o-y
(+21.5% in 2023 y-o-y)



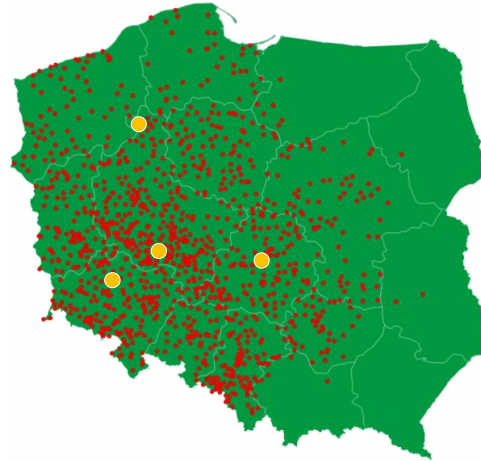
-0.8pp EBITDA margin y-o-y
(-0.6pp in 2023 y-o-y)

Proven roll-out capabilities based on store ownership

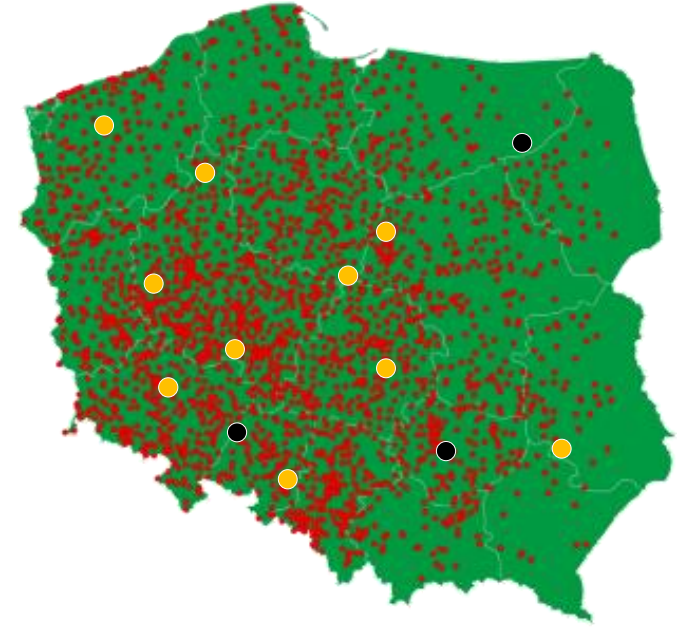
2014: 410 stores, 1 distribution center



2019: 1,218 stores, 4 distribution centers



2024: 2,688 stores, 10 distribution centers



● Dino stores ● Distribution centers ● Distribution centers under construction

Still **plenty of room** to **increase density** in existing areas
as well as **expand** to new regions

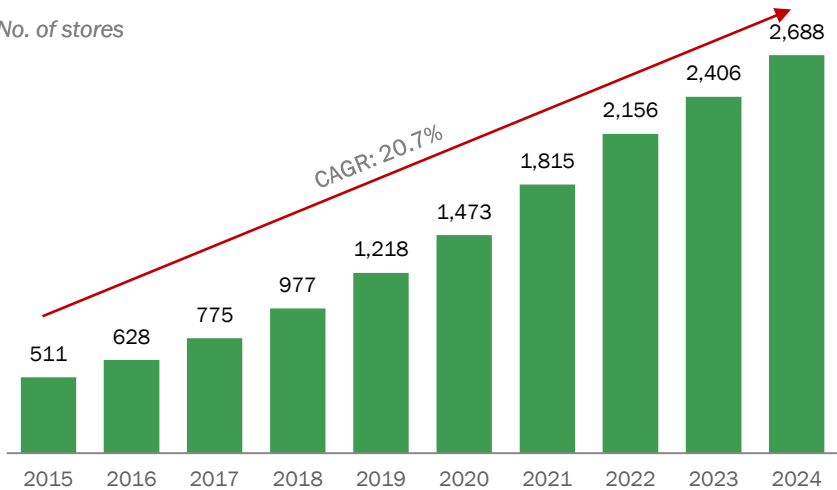
Network expansion – higher number of stores and geographic composition

Network expansion

Net sales area ('000 m²)

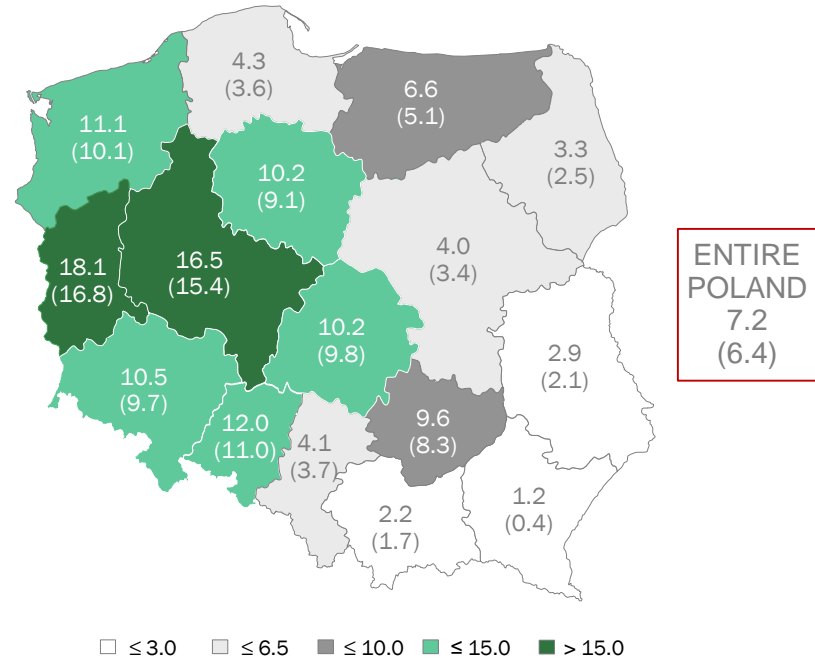


No. of stores



Regional coverage

Stores per 100k inhabitants as of December 31, 2024 (in brackets as of December 31, 2023)



Investments in renewable energy sources

Solar energy is powering Dino stores (recap of 2024)

2,476 Dino stores are equipped with their own photovoltaic installations (+338 in 2024)

99 MW total capacity of the PV panels

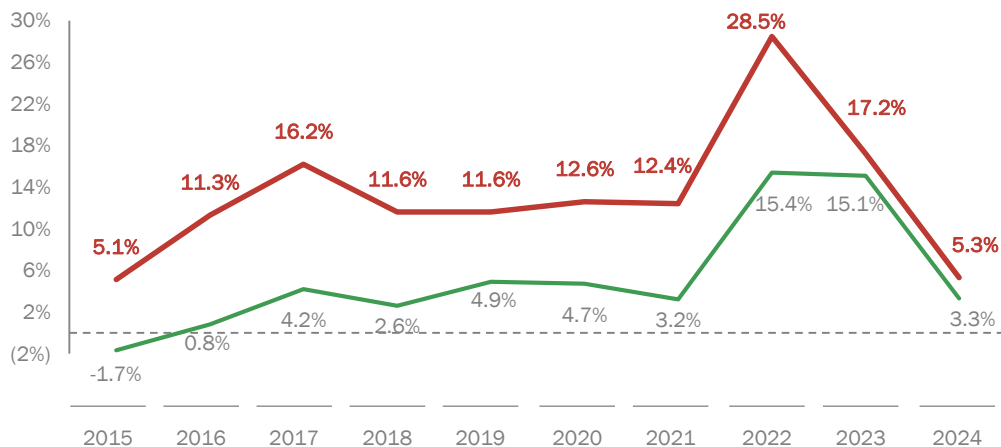
87 GWh of electricity generated by Dino from the sun in 2024 (vs. 66 GWh in 2023)

~52 thousand tons of CO₂ less in 2024¹



Growth of LFL sales

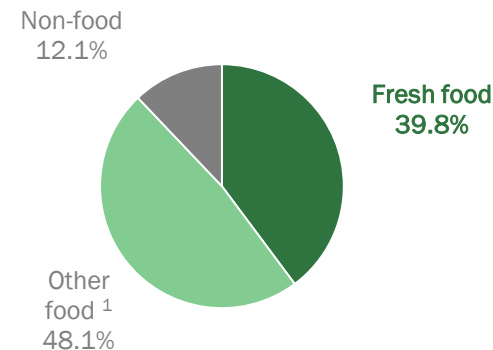
Annual
inflation
(deflation) %



■ Dino LFL ■ Poland Food Inflation Rate

Sales mix

Product split by revenue in 2024



5,000 SKUs at a typical Dino store

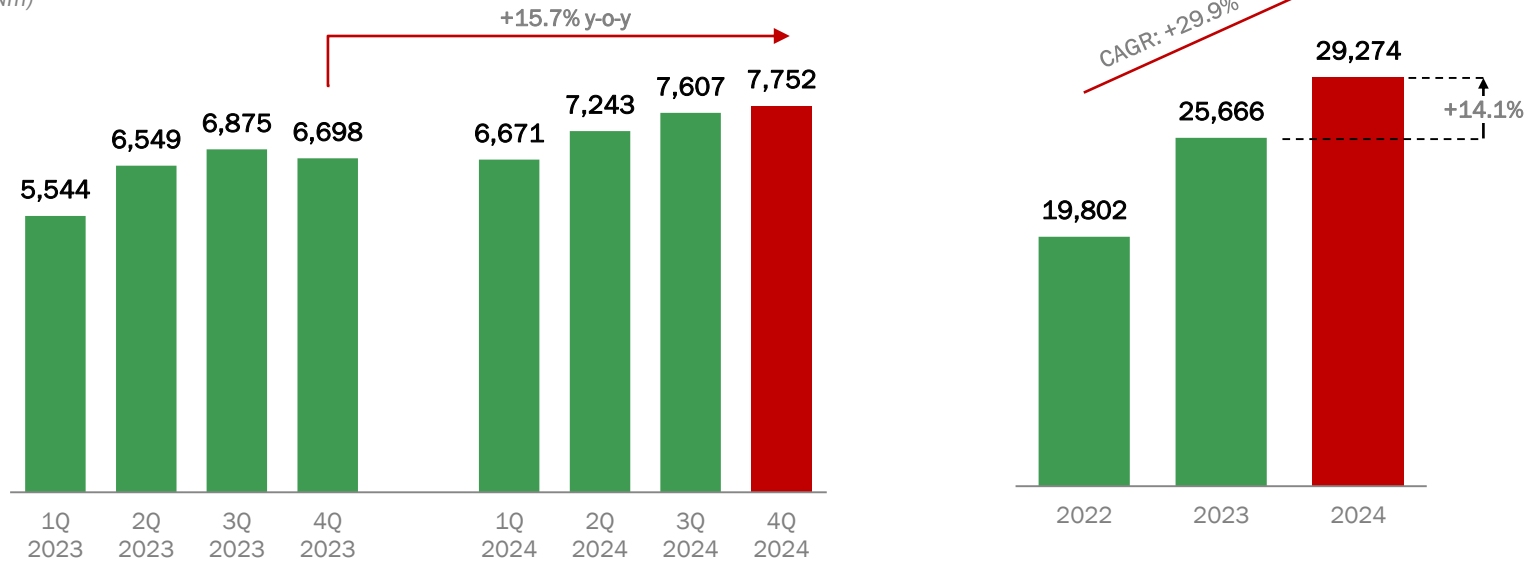
Fresh product offering driving daily visits

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

Revenues (PLNm)

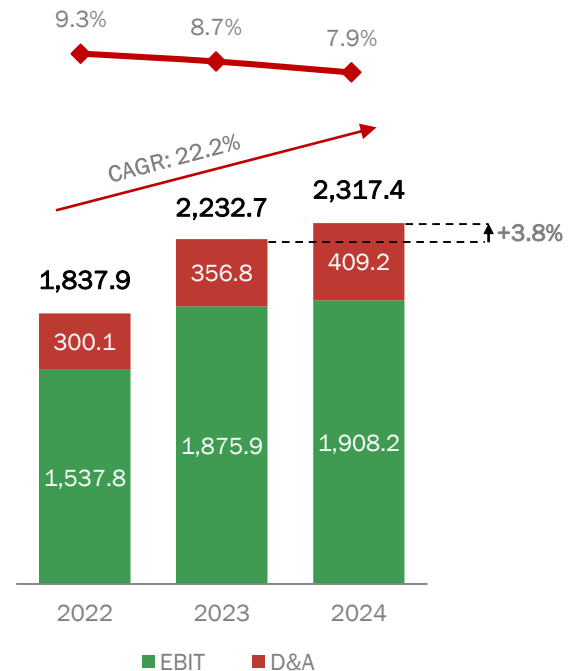
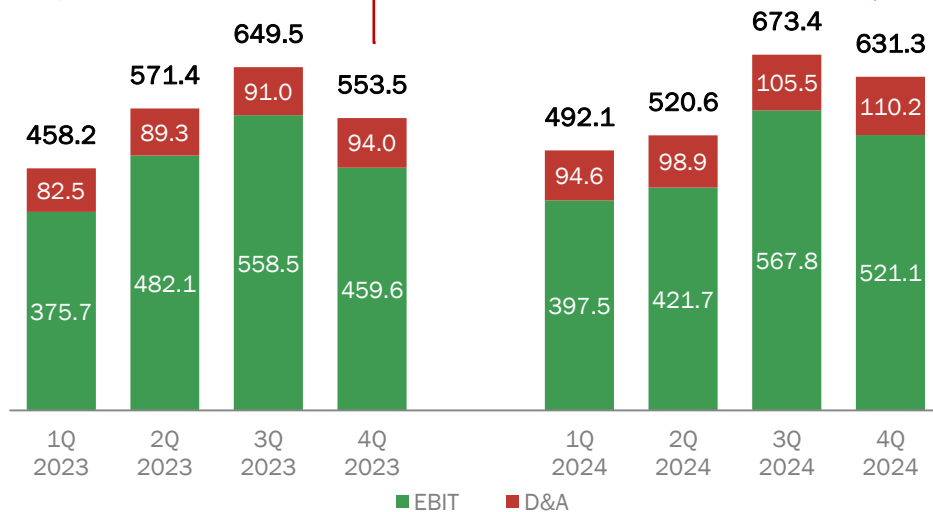


Consistent growth in EBITDA result

EBITDA margin

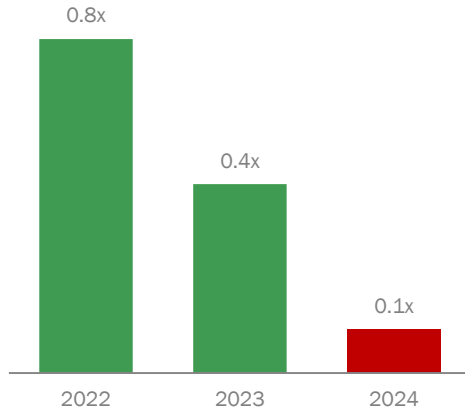


EBITDA (PLNm)



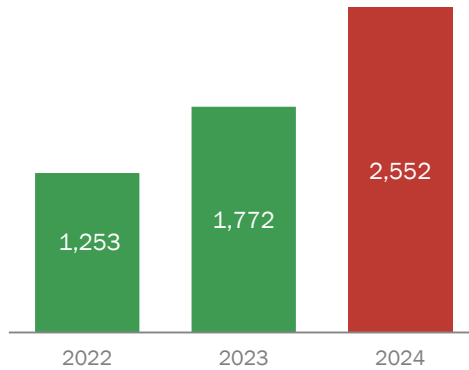
Healthy balance sheet and strong operating cash flow

Net debt/EBITDA



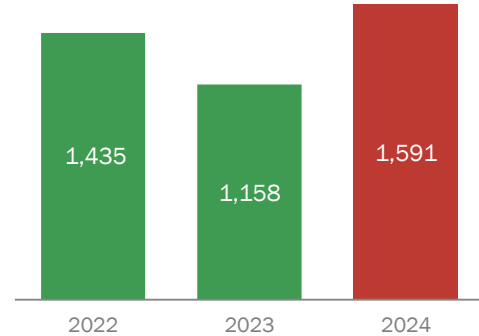
OCF

(PLNm)



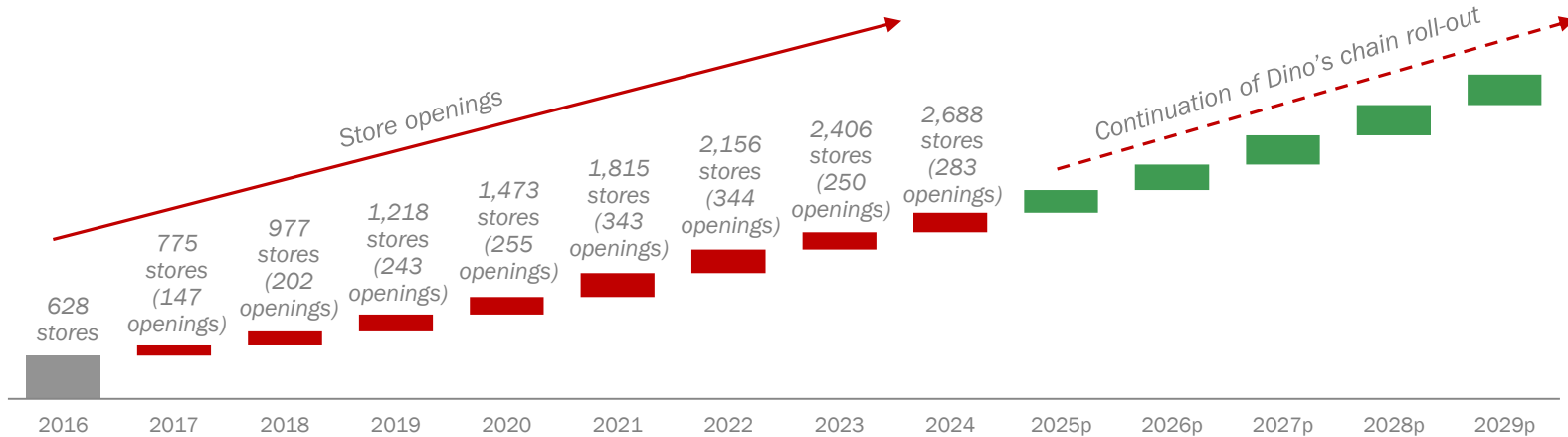
ICF

(PLNm)



Strategy update

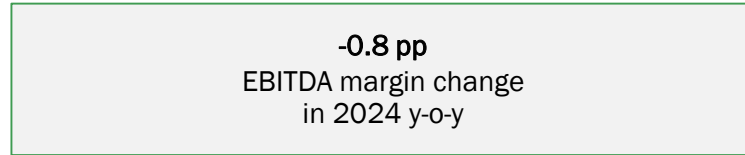
1 Organic store roll-out



2 LFL growth



3 Profitability



Source: Company information

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