dino

najbliżej Ciebie

1Q-3Q 2025
Financial results

6th November 2025

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Our achievements in 1Q-3Q 2025

+245 stores
(+167 in 1Q-3Q 2024)

+14.3% net sales area y-o-y
(+10.1% at the end of 3Q 2024 y-o-y)

+14.9% sales y-o-y
(+13.5% in 1Q-3Q 2024 y-o-y)

+4.7% LFL y-o-y
(+4.9% in 1Q-3Q 2024 y-o-y)

+14.6% EBITDA y-o-y
(+0.4% in 1Q-3Q 2024 y-o-y)

0.0pp EBITDA margin change y-o-y
(-1.0pp in 1Q-3Q 2024 y-o-y)

Source: Company information

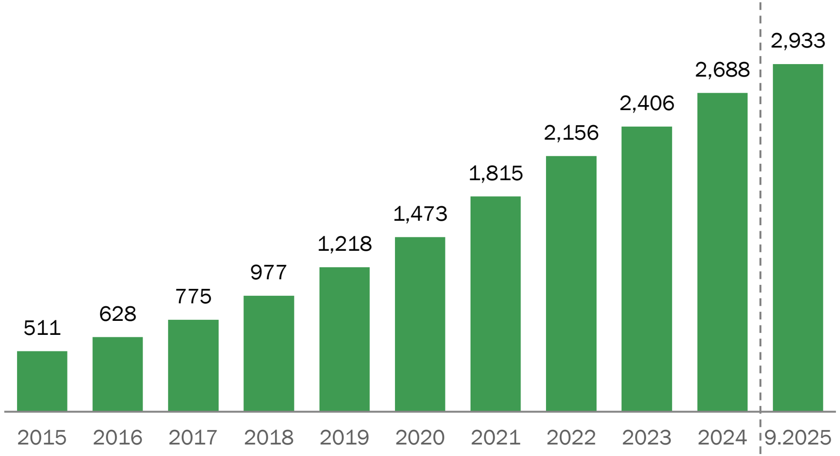
Network expansion – higher number of stores and geographic composition

Network expansion to date

Net sales area ('000 m²)

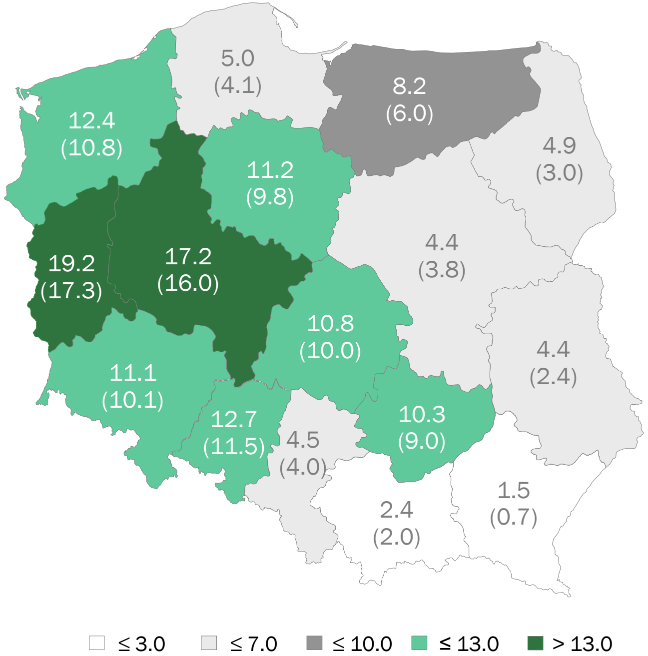
2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	9.2025
192	238	295	376	472	573	710	848	948	1,061	1,160

No. of stores



Regional coverage

Stores per 100k inhabitants as of September 30, 2025 (in brackets as of September 30, 2024)



POLAND
7.8
(6.8)

Source: Company information

Investments in renewable energy sources

Solar energy is powering Dino stores (recap of 1Q-3Q 2025)

2,774 Dino stores are equipped with their own photovoltaic installations (+298 in 1Q-3Q 2025)

113 MW total capacity of the PV panels

92 GWh of electricity generated by Dino from the sun in 1Q-3Q 2025 (vs. 78 GWh in 1Q-3Q 2024)

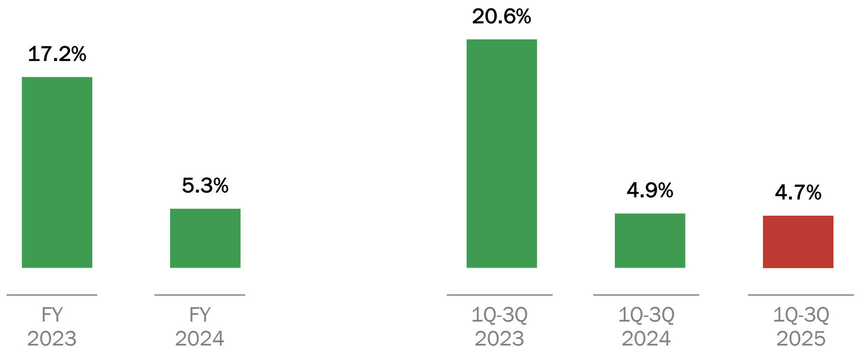
~54 thousand tons of CO_2 less in 1Q-3Q 2025[1]

1) calculated on the basis of the electricity emissions ratio in Poland for end users in 2023 as published by the National Center for Emissions Management (KOBiZE)

Growth of LFL sales

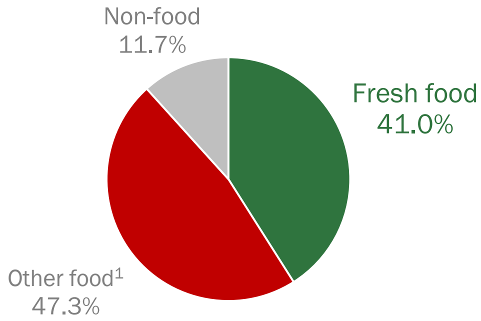
Inflation in Poland %	*11.4*	*3.6*	*13.2*	*3.3*	*4.0*
Food inflation in Poland %	*15.1*	*3.3*	*18.0*	*2.8*	*5.3*

Dino's LFL sales growth



Sales mix

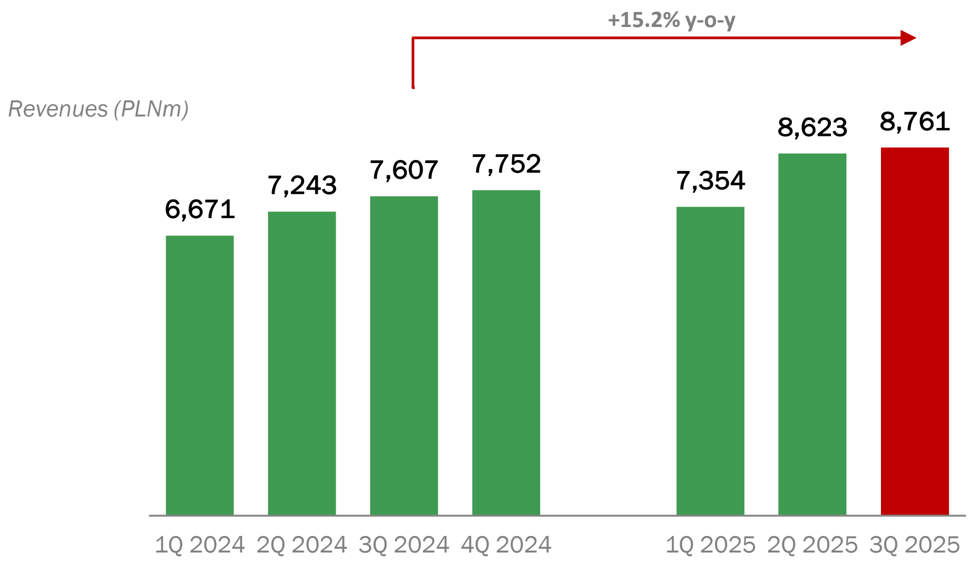
Product split by revenue (1Q-3Q 2025)

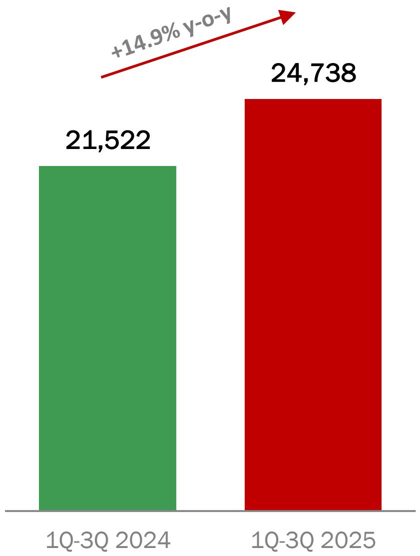


Source: *Company information, Central Office of Statistics (GUS)*

(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

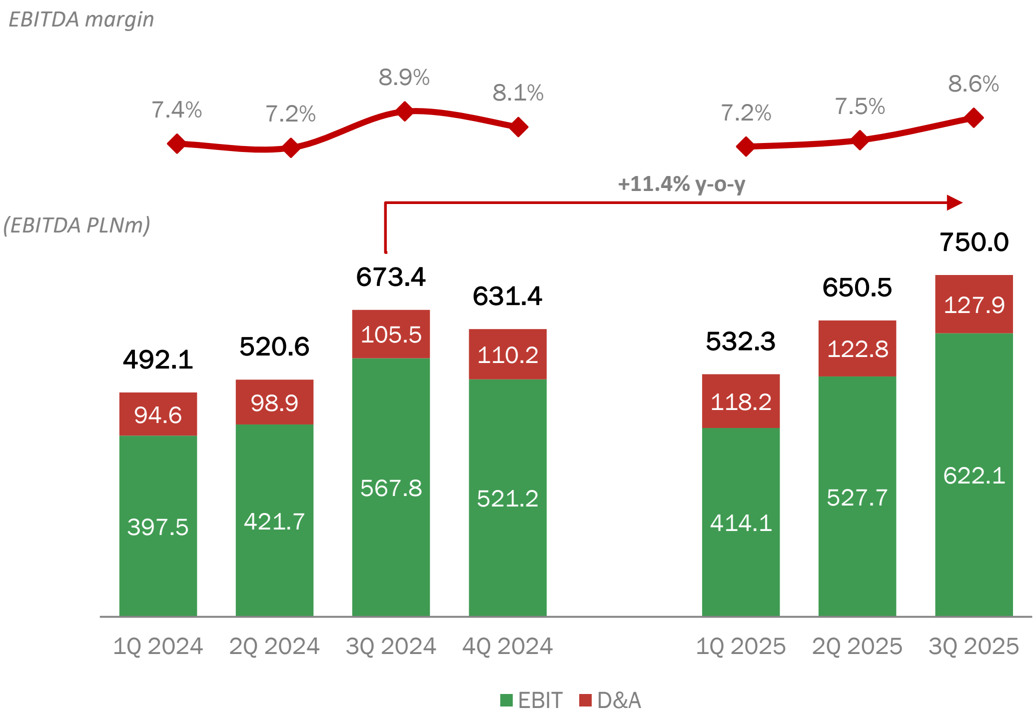
High revenue growth

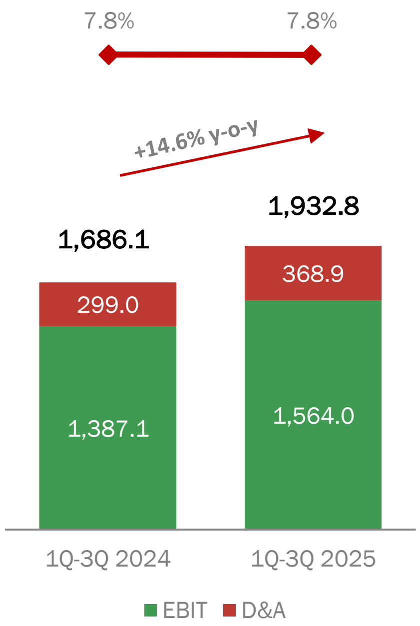




Source: *Company financial statements*

Consistent growth in EBITDA result

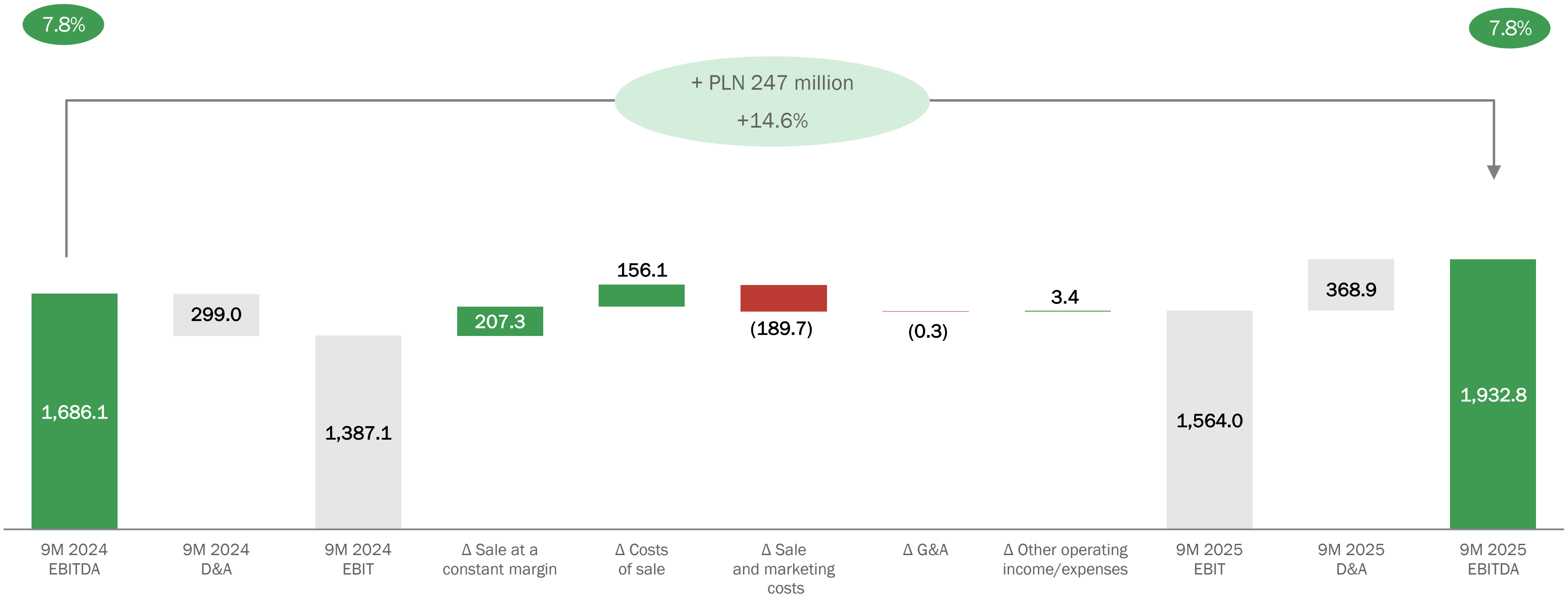




Source: Company financial statements

1Q-3Q 2025: EBITDA bridge

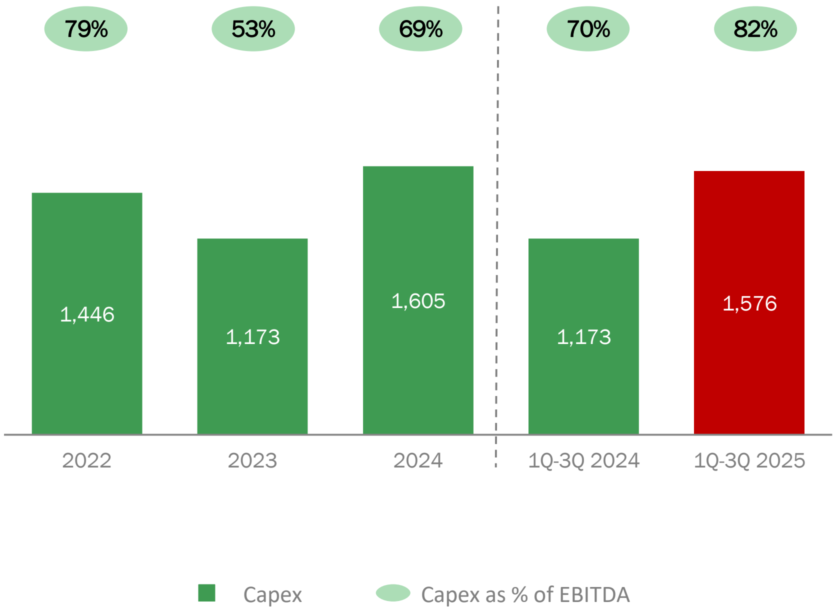
(PLNm)



Operating cash flow

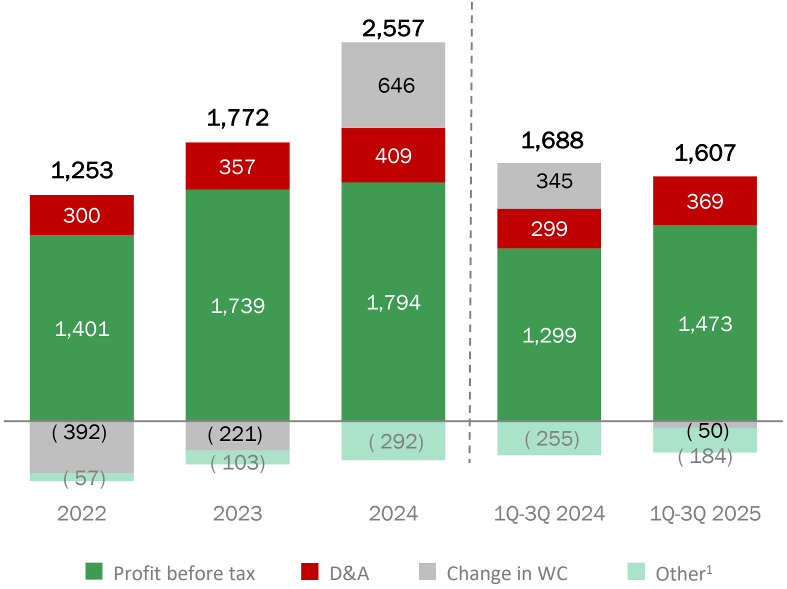
Capex[2]

(PLNm)



OCF structure

(PLNm)



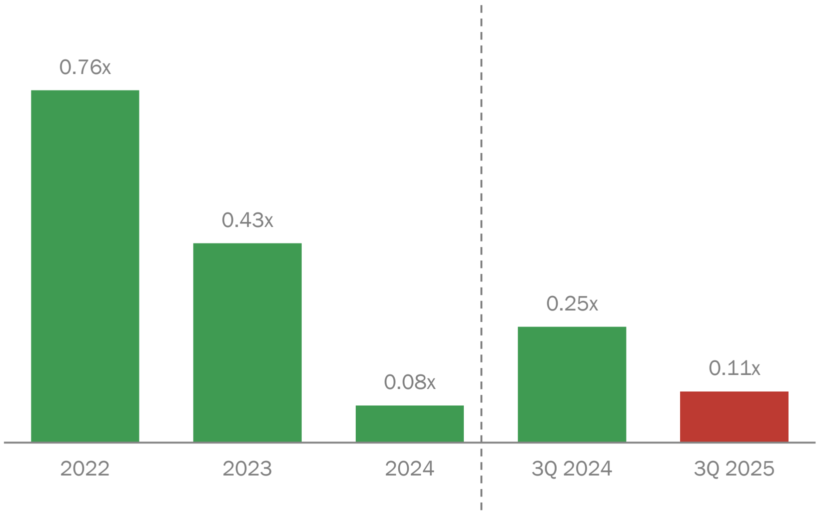
Source: Company financial statements

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

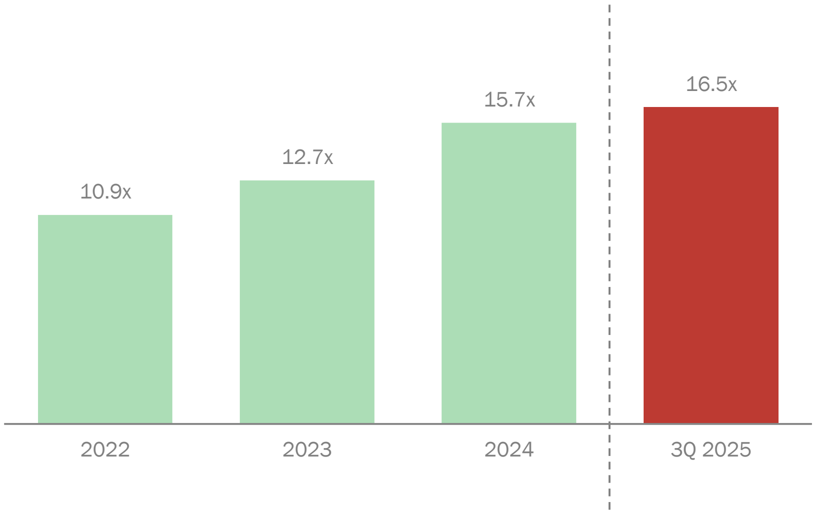
(2) Capex is presented as cash flow from the purchase of items of property, plant and equipment, intangible assets and subsidiaries

Balance sheet

Net debt / EBITDA[1]



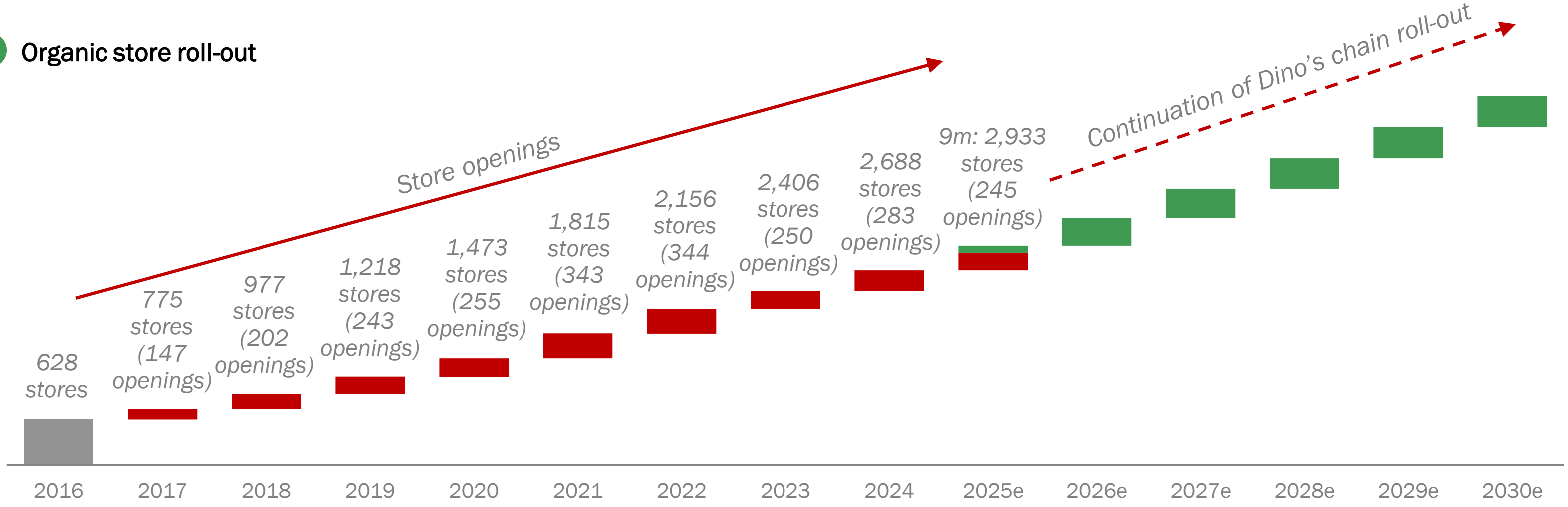
Interest coverage ratio[2]



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

4.7%
LFL sales growth in 1Q-3Q 2025

3 Profitability

0.0 pp
EBITDA margin change in 1Q-3Q 2025 y-o-y

Source: Company information

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