



LEGAL DISCLAIMER (1/2)

This document has been prepared by DP Poland plc, incorporated in England and Wales with company number 07278725 (the "Company"), solely for your information in connection with the proposed placing (the "Placing") and the proposed subscription (the "Subscription") (the Placing and Subscription, together the "Fundraising") of ordinary shares ("New Ordinary Shares") in the capital of the Company and the proposed application for the admission ("Admission") of all the New Ordinary Shares to trading on the AIM market operated by the London Stock Exchange plc (the "LSE"). References in this disclaimer to "this document" shall be deemed to include any accompanying verbal presentation.

This document has not been approved by the Financial Conduct Authority as a prospectus under the Prospectus Regulation Rules (as it forms part of domestic law by virtue of the European Union (Withdrawal) Act 2018) or by an authorised person within the meaning of the Financial Services and Markets Act ("FSMA") or by the LSE, nor is it intended that any documents in connection with the Fundraising will be so approved in relation to the Company or any subsidiary of the Company (together, the "Group"). This document does not constitute or form part of any prospectus, admission document, listing particulars, invitation or offer for sale or solicitation or any offer to buy or subscribe for any securities nor will it or any part of it form the basis of, or be relied on in connection with, or act as any inducement to enter into, any contract or commitment.

This document is confidential and is being supplied to you solely for your information and may not without the Company's consent be reproduced, distributed or otherwise disclosed to any other person or published, in whole or in part, for any purpose. You shall not use this document, or the information contained herein in any manner detrimental to the Company or the Group. This document is being supplied to you for your own information and may not be distributed, published, reproduced or otherwise made available to any other person, in whole or in part, for any purposes whatsoever.

Neither this document nor any copy of it may be taken or transmitted into the United States of America or its territories or possessions (the "United States") or distributed, directly or indirectly, in the United States. This document does not constitute or form part of an offer or invitation to issue or sell, or the solicitation of an offer to subscribe or purchase, any securities to any person in any jurisdiction to whom or in which such solicitation is unlawful. The securities mentioned herein have not been, and will not be, registered under the Securities Act 1933 as amended (the "Securities Act") and may not be offered or sold in the United States absent (i) registration under the Securities Act or (ii) an available exemption from registration thereunder. There will be no public offering of securities in the United States. Furthermore, neither this document nor any copy of it may be taken or transmitted into or distributed in Australia, Canada, New Zealand, the Republic of South Africa or Japan or in any other jurisdiction outside of the United Kingdom ("UK") where such distribution or availability may lead to a breach of any applicable law or regulatory requirements. The distribution of this document in other jurisdictions may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with the restrictions contained in this paragraph may constitute a violation of the laws of the relevant jurisdiction.

Some or all of the information contained in this document (and any other information which may be provided) may be inside information relating to the securities of the Company within the meaning of the Criminal Justice Act 1993 (the "CJA") and the UK version of the Market Abuse Regulation (EU/596/2014) which forms part of UK law by virtue of the European Union (Withdrawal) Act 2018 ("UK MAR"). Recipients of this information must not disclose any of this information to another person or use this information or any other information to deal, or to recommend or induce another person to deal, in the securities of the Company (or to attempt to do so) nor engage in behaviour based on any inside information which might amount to market abuse or market manipulation for the purposes of UK MAR. Recipients of this document must ensure that they comply, and any person to whom they disclose any of this information complies, with this paragraph and the provisions of UK MAR. The term "deal" is to be construed in accordance with the CJA and UK MAR. Recipients of this document should not, therefore, deal in any way in the Ordinary Shares except until and to the extent such matters have been made public through the issue of a press announcement, or any other document announcing such information (as appropriate). Dealing in Ordinary Shares in advance of this date may result in civil and/or criminal liability.

The information set out in this document is given at the date of its publication and is subject to updating, completion, revision, verification and amendment without notice. No reliance may be placed for any purpose on the information or opinions contained in this document or on its completeness, accuracy or fairness. No undertaking, representation, warranty or other assurance, express or implied, is made or given by or on behalf of the Company, Singer Capital Markets Securities Limited and Singer Capital Markets Advisory LLP (together "Singer Capital Markets") or any of their respective subsidiaries, subsidiary undertakings, shareholders, directors, members, officers, employees, agents, affiliates, representatives or advisers or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this document, and, accordingly, no responsibility or liability is accepted by any of them for any such information or opinions or for any errors, omissions, misstatements, negligence or otherwise for any other communication, written or otherwise (including in the case of negligence, but excluding any liability for fraud). In addition, no duty of care or otherwise is owed by any such person to recipients of this document or any other person in relation to this document and, in issuing this document, the Company does not undertake any obligation to update or correct any inaccuracies which may become apparent in this document.



LEGAL DISCLAIMER (2/2)

This document contains (or may contain) certain forward-looking statements with respect to the plans and current goals and expectations of the Group (or any part thereof) relating to its future financial condition and performance and which involve a number of risks and uncertainties. All statements other than statements of historical facts contained in this document, including statements regarding the future financial position, business strategy and plans, business model and the approach and objectives of management for future operations of the Group (or any part thereof), are forward-looking statements. No forward-looking statement is a guarantee of future performance and actual results could differ materially from those contained in the forward-looking statements. These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use words such as "aim", "anticipate", "target", "expect", "estimate", "intend", "plan", "goal", "believe", "predict" or other words of similar meaning. Examples of forward-looking statements include, amongst others, statements regarding or which make assumptions in respect of the planned use of the proceeds for the Fundraising, the Group's liquidity position, the future performance of the Group, future interest rates and currency controls, the Group's future financial position, plans and objectives for future operations and any other statements that are not historical fact. By their nature, forward-looking statements involve risk and uncertainty because they relate to future events and circumstances, including, but not limited to, economic and business conditions, the effects of continued volatility in credit markets, market-related risks such as changes in interest rates and foreign exchanges rates, the policies and actions of governmental and regulatory authorities, changes in legislation, the further development of standards and interpretations under International Financial Reporting Standards ("IFRS") applicable to past, current and future periods, evolving practices with regard to the interpretation and application of standards under IFRS, the outcome of pending and future litigation or regulatory investigations, the success of future strategic transactions and the impact of competition. A number of these factors are beyond the Company's control. As a result, the actual future results of the Group (or any part thereof) may differ materially from the plans, goals, and expectations set forth in the forward-looking statements set out in this document. Any forward-looking statements made in this document by or on behalf of the Company speak only as of the date they are made. These forward-looking statements are based on the beliefs and assumptions of the Company's directors at the date of this document and are not intended to give any assurance as to future results. Therefore, investors should not place any reliance on any forward-looking statements. Except as required by the FCA, the LSE, the AIM Rules for Companies or applicable law, the Company and Singer Capital Markets each expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained in this document to reflect any changes in their respective expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.

Singer Capital Markets Securities Limited is authorised and regulated by the FCA and is acting as sole broker to the Company in relation to the Fundraising. Singer Capital Markets Securities Limited is not acting for any person other than the Company in connection with the Fundraising, and will not be responsible to any person other than the Company for providing the protections afforded to its customers or for advising any other person in relation to the Fundraising, Admission, the contents of this document or on any transaction or arrangement referred to in this document.

Singer Capital Markets Advisory LLP is authorised and regulated by the FCA and is acting as nominated adviser to the Company in relation to the Fundraising. Singer Capital Markets Advisory LLP is not acting for any person other than the Company in connection with the Fundraising, and will not be responsible to any person other than the Company for providing the protections afforded to its customers or for advising any other person in relation to the Fundraising, Admission, the contents of this document or on any transaction or arrangement referred to in this document. Singer Capital Markets Advisory LLP's responsibilities as the Company's nominated adviser under the AIM Rules for Companies and the AIM Rules for Nominated Advisers are owed solely to the LSE and are not owed to the Company, any director of the Company or to any other person (whether in connection with a decision to subscribe for or acquire any Ordinary Shares or otherwise).

Singer Capital Markets has not authorised the contents of this document (or any part of it) and no representation or warranty, express or implied, is made by Singer Capital Markets as to, and no liability is accepted by Singer Capital Markets in respect of, any of the contents of this document.

This document will only be made, supplied and directed at, investors who are: (a) in member states of the European Economic Area and who are "qualified investors" within the meaning of Article 2(e) of the Prospectus Regulation (EU) 2017/1129 as amended from time to time ("Prospectus Regulation"); and (b) persons in the United Kingdom who are both: (A) "qualified investors" within the meaning of Article 2(e) the Prospectus Regulation as it forms part of domestic UK law pursuant to section 3 of the European Union (Withdrawal) Act 2018 (as modified by or under EUWA or other domestic law from time to time), and, (B) who are: (i) persons having professional experience in matters relating to investments falling within the definition of "investment professionals" in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order"); (ii) high net worth entities falling within Articles 49(2)(a)-(d) of the Order; or (iii) other persons to whom it can otherwise lawfully be distributed (all such persons in (a), (b) and (c) (together being "Relevant Persons"). This document is distributed only to and directed at Relevant Persons and persons who do not fall within any of these definitions should not rely on this document nor take any action upon it, but should return it immediately to the Company, or Singer Capital Markets or immediately destroy it and take no further action.

By accepting this document you agree to be bound by the foregoing limitations and restrictions and, in particular, will be taken to have represented, warranted and undertaken that: (i) you have read and agree to comply with the contents of this disclaimer; (ii) you will observe the foregoing provisions, limitations and conditions; (iii) you are a Relevant Person; and (iv) you will not forward this document (including any information given in any verbal presentation of this document) to any other person, or reproduce or publish this document, in whole or in part, for any purpose.



EXECUTIVE TEAM

TODAY'S PRESENTERS



NILS GORNALL
CHIEF EXECUTIVE OFFICER

APPOINTED AUGUST 2022

- "Dominoid"
- 28 years of operational experience at Domino's Pizza.
- Previously owned 20 stores in Australia, including 5 of the top 10 highest volume stores.
- Opened Domino's in Croatia in July 2020.
- Numerous awards, including 2 Gold Franny's from Domino's Pizza International.



EDWARD KACYRZ
CHIEF FINANCIAL OFFICER

APPOINTED DECEMBER 2022

- Chartered Accountant with 18 years of experience.
- Has held a number of financial, strategy and management roles.
- Most recently at Smyk, Poland's leading toy and children's retailer.
- Prior roles at Mars, Levi Strauss and Kimberly Clark in Poland.

MARS

 **Kimberly-Clark**



SOLID FOUNDATIONS SET, TIME TO ACCELERATE

ACCELERATED GROWTH AND TRANSITION TO A FRANCHISED BUSINESS

GROWTH
DELIVERED

- **Proven** executive **team** combining local context and global Domino's experience
- Average store order count (AWOC) **45% growth** over the last two years
- **Like for like sales** of 19.7% in 2023 and accelerating to **27.5%** in Q4 2023
- Sales dynamics sustained at the beginning of 2024
- **Profitability** turn around and **growing at a strong pace**
- Attracted interest from one of the most successful Domino's operators globally

GROWTH
TARGETED

- Sell down of corporate stores to **subfranchisees** and transformation to **capital light business**
- **Store refurbishments** to further strengthen the brand
- **Aggressive store rollout** on the back of corporate and subfranchised stores
- Further profitability improvement **supporting expansion**
- On target to reach **200 stores in 3 years** in Poland and Croatia



CAPITAL RAISE OF UP TO £20.5 MILLION

£11 MILLION SUBSCRIBED FOR BY STRATEGIC INVESTOR

SOURCES

- Subscription committed by Domino's Pizza Group Plc, UK
- Understand the Subscriber intends to enter into an option agreement to have the ability to purchase shares at a future date from Malaccan Holdings up to a maximum of 29.99%
- Opportunity for new and existing investor participation
- Separate retail offering of up to £1 million

	£m
Strategic investment	11.0
Institutional placing	8.5
Retail placing (up to)	1.0
Total	20.5
Placing & Subscription Price⁽¹⁾	9.92p

⁽¹⁾ Equal to 5.0% discount to the volume weighted average price over the last 4 months (9th November 2023 to 13th March 2024) (Source: Bloomberg)

USES

- Aggressive rollout of c.45-50 stores in Poland and Croatia
- Upgrade of c.25-30 existing stores in Poland
- Optimization projects
- Digital platform investments
- General corporate purposes & transaction costs

	£m
Store rollout	7.0-8.0
Stores' upgrades	2.5
Optimization projects & digital platform investments	up to 1.0
Potential acquisition opportunities ⁽²⁾	up to 5.3
Partial payback of the Malaccan loan	4.0
General corporate costs	0.5
Total⁽²⁾	20.5

⁽²⁾ The Company may consider the reallocation of certain of the funds for the store rollout, in the event of an attractive acquisition opportunity.



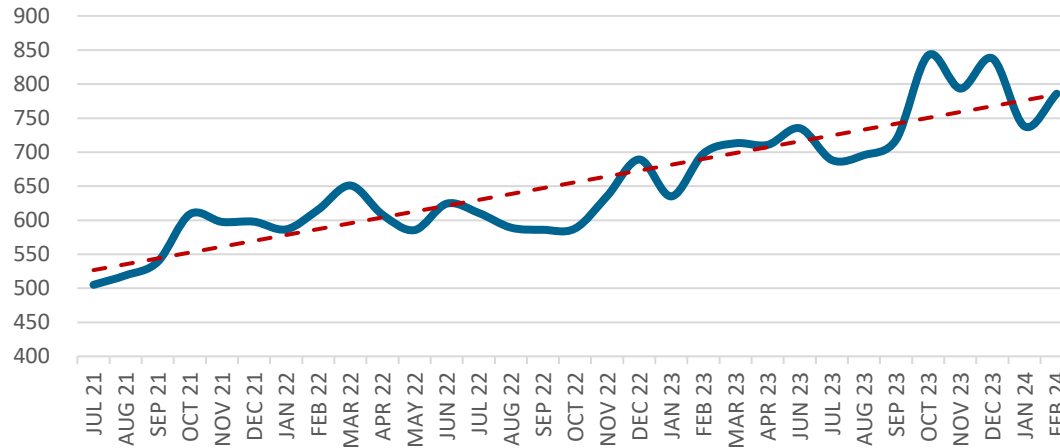
INTRODUCTION TO DPP & FINANCIAL HIGHLIGHTS



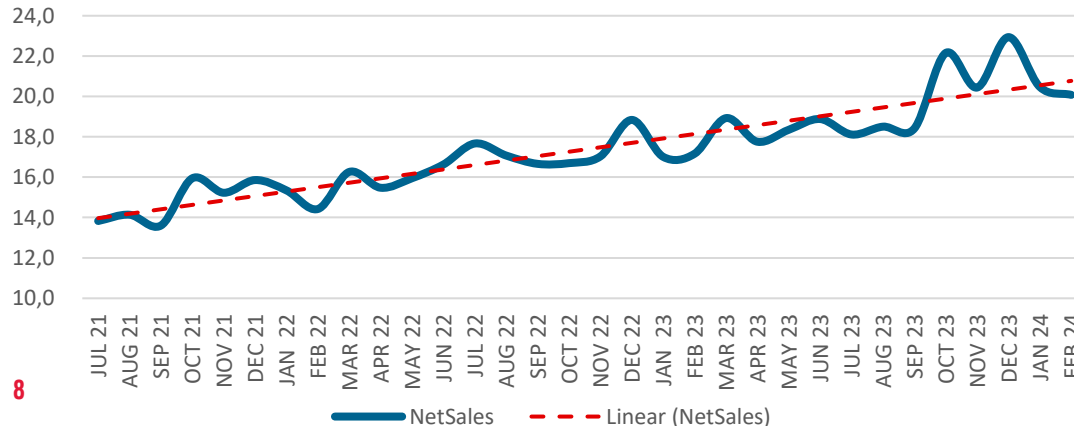
HIGH-VOLUME MENTALITY DELIVERING RESULTS

VOLUME IS THE KEY TO PROFITABILITY

AVERAGE WEEKLY ORDER COUNT



SYSTEM SALES POLAND (IN PLN)



AWOC

- Order counts have been growing consistently
- AWOC of 731 FY 2023 (+19.0% YoY)
- Record AWOC of 826 for Q4 in Poland
- YTD Feb24 – AWOC 761

Sales

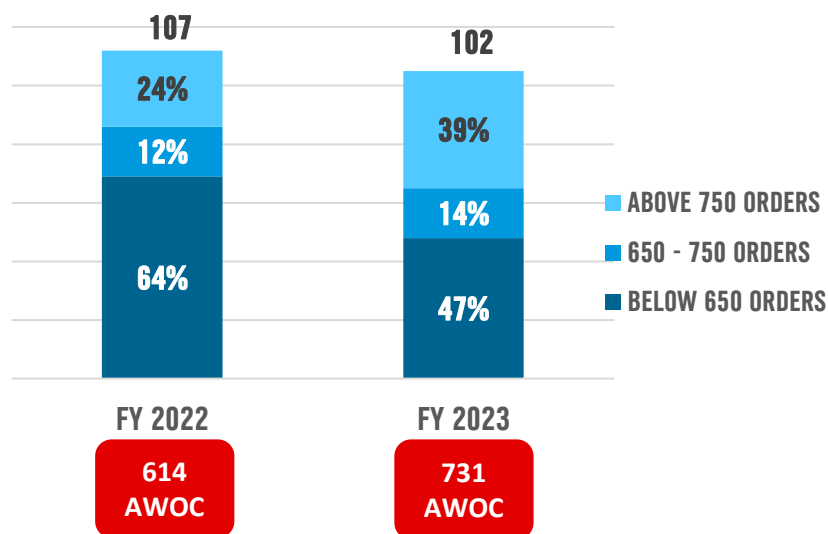
- Sales grow together with orders
- LFL system sales +19.7% YoY vs 2022 and +50.8% vs 2021
- LFL order count +16.4% YoY vs 2022 and +32.7% vs 2021
- YTD Feb24 – LFL System sales 19.0% YoY
LFL Order count 15.1% YoY



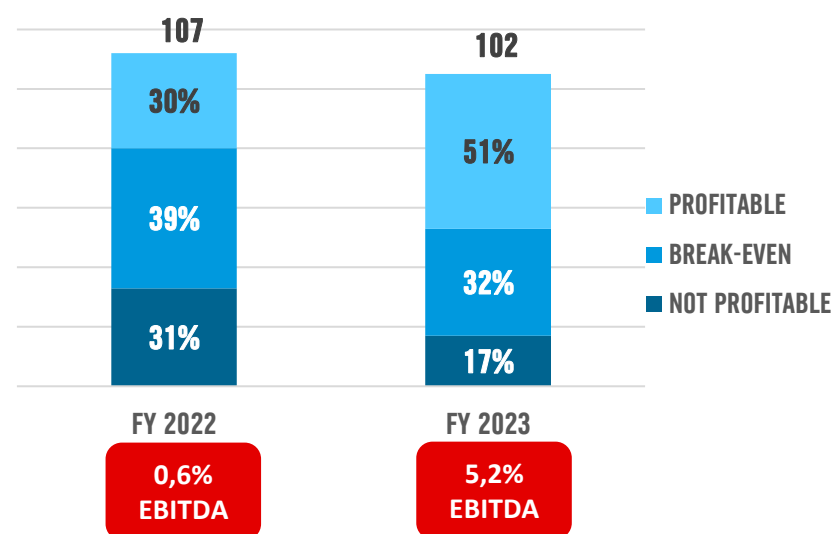
HIGHER VOLUMES DRIVING IMPROVED PROFITABILITY*

HIGHER AWOC DRIVEN BY IMPROVEMENTS ACROSS ALL STORES

STORES ORDER COUNT (POLAND CORPORATES)



STORES PROFITABILITY (POLAND CORPORATES)



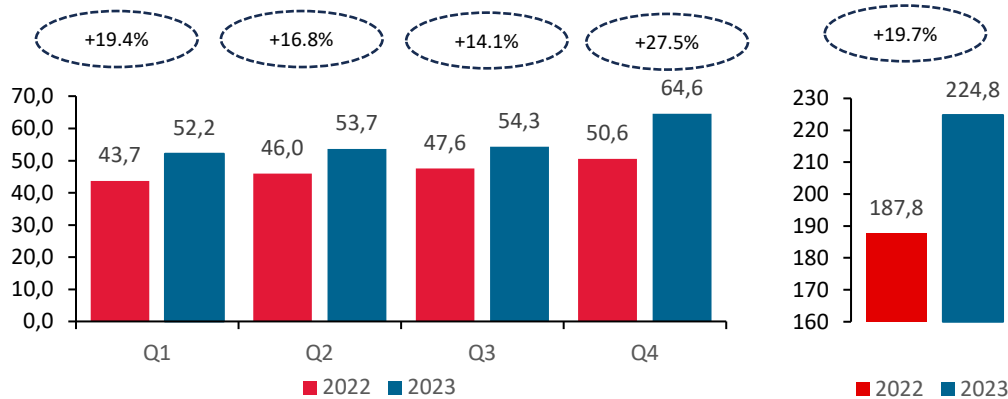
- **In 2023, 39% of stores above 750 AWOC**
 - As volumes grow, so will our profitable stores
- **Growing percentage of profitable stores**
 - Structurally challenged stores now closed – the majority of the remaining portfolio expected to become profitable



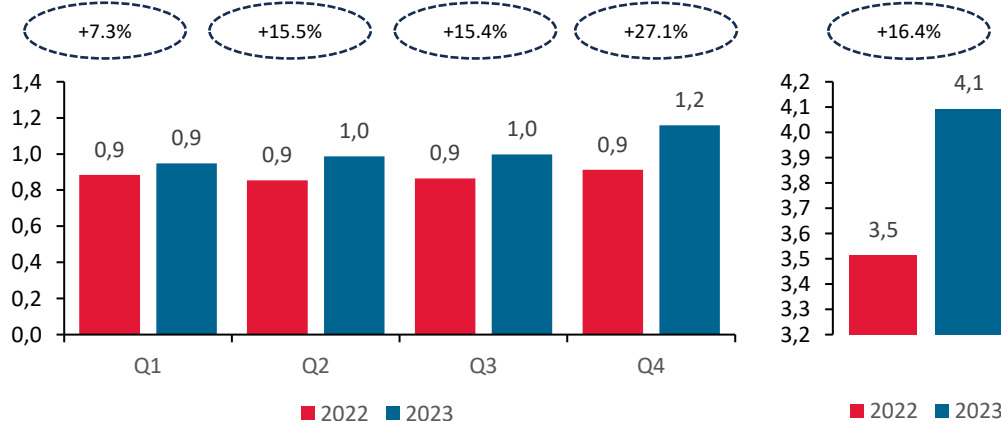
STRONG POLAND LFL TRADING THROUGHOUT THE PERIOD

THE RESULT OF CUSTOMER FOCUS AND HIGH-VOLUME MENTALITY

LFL System sales (PLNm) - Poland



LFL System orders (millions orders) - Poland



An increase in LFL System Sales is mainly driven by:

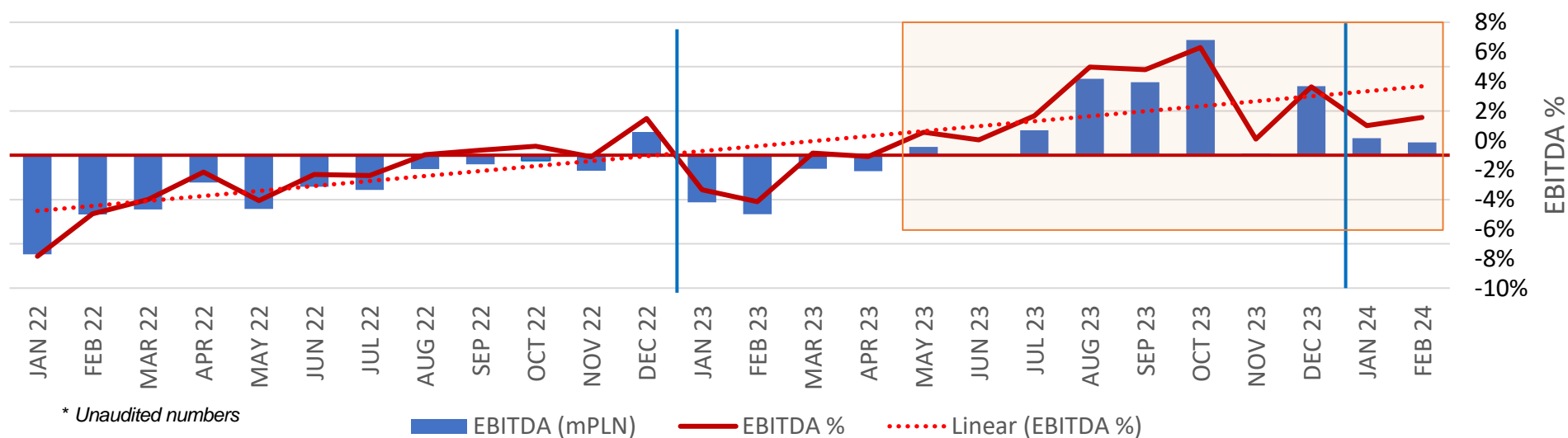
- Improved Average Weekly Order Count (AWOC) as a result of launching High Volume Mentality in June 2022
- New product development and better quality ingredients
- Focus on delivery (66% of sales as for FY 2023)
- Faster delivery times driving higher customer satisfaction and increased repeat business
- Enhancements on digital platforms (now 89% of delivery orders placed digitally)
- Growing consumer base



IMPROVED SALES DRIVING A STRONG UPLIFT IN PROFITABILITY

PROFITABLE CORPORATE STORES UNLOCK FRANCHISE POTENTIAL

POLAND - STORE EBITDA DEVELOPMENT (MPLN & %)*



- **Profitability has been positively trending through 2022 & 2023**
- Lower delivery times & increased customer satisfaction = higher order counts
- Cost optimisation projects have driven labour and food benefits
- **Store EBITDA in Poland tracking a positive linear since May 2023**
- **Group Total EBITDA consistently positive since August 2023**



FY 2023 FINANCIAL RESULTS (UNAUDITED)

IMPROVEMENTS EVIDENT IN THE NUMBERS

- Running network of 116 stores (111 in Poland and 5 in Croatia)
- High quality revenue growth driven by increased order counts & Croatia acquisition
- Average Weekly Order Count (AWOC) up 19% YoY with a strong improving trend throughout the period
- Operating leverage beginning to deliver profitability with group EBITDA increasing strongly

Post FY 2023 financial results

- Agreed (conditional upon a successful Fundraise) extension to the loan facilities provided by Malaccan Holding Ltd by six months to 30 June 2025. Terms EURIBOR + 1% in 2024 and EURIBOR + 2.5% in 2025

GROUP REVENUE

£44.6 million
(+25.0%)

GROUP SYSTEM SALES

£46.1 million
(+25.2%)

AWOC (POLAND)

731
(+19.0%)

EBITDA PRE-IFRS16

In line with market expectations

Growth rates are calculated for 2022 (audited), and 2023 (unaudited).

System Sales - total retail sales including sales from corporate and sub-franchised stores, unaudited.

AWOC - Average Weekly Order Count per store, unaudited.

PLN currency rates based on Bank of England GBP/PLN ex rate (average for 2022 and average for 2023)



INVESTMENT OVERVIEW

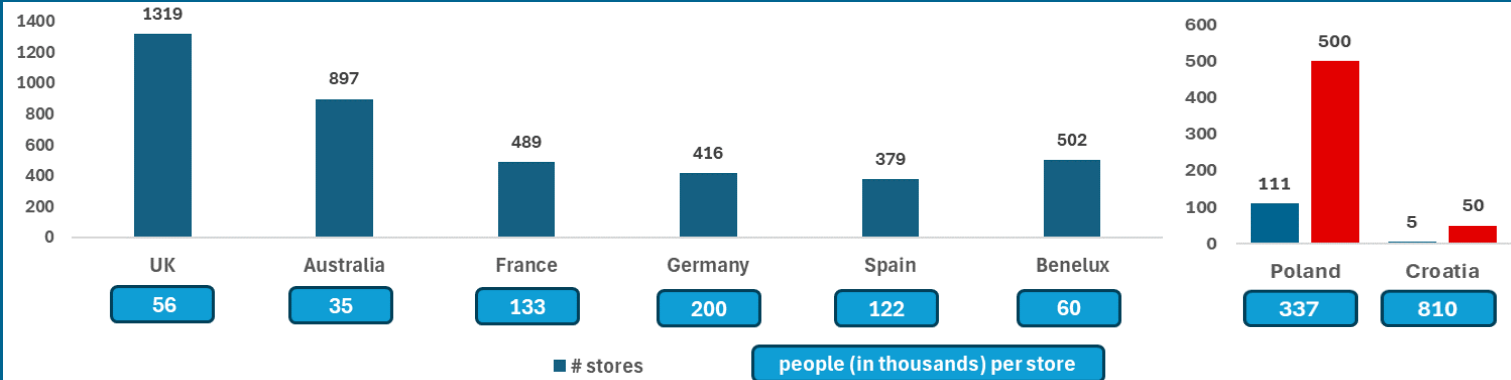


STORE GROWTH & EBITDA POTENTIAL

ROOM FOR MARKET CONSOLIDATION AND FURTHER PROFITABILITY IMPROVEMENT

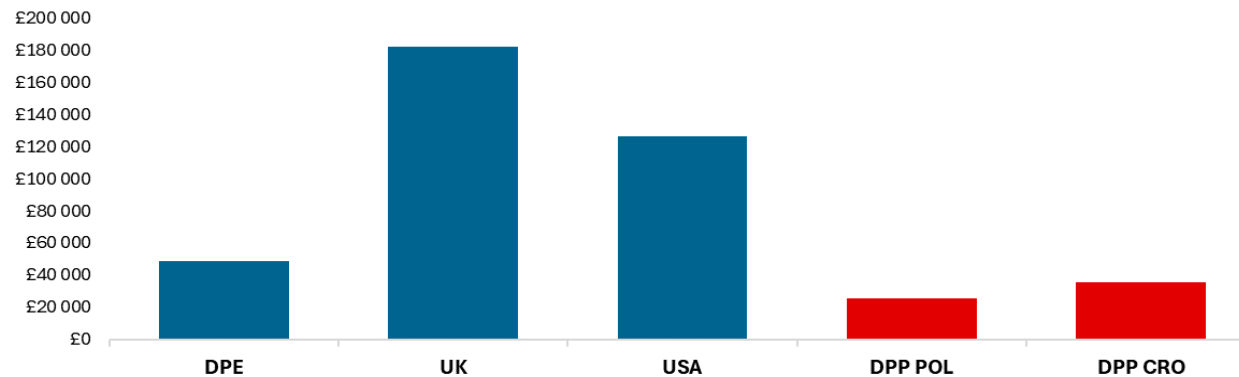
STORE GROWTH

CURRENT STORE COUNT



STORE PROFITABILITY 2023

AVERAGE STORE PROFITABILITY



OUR CORE MARKET – POLAND

ESTABLISHED BRAND WITH POTENTIAL TO SCALE

- Large EU market with **37.8 million population**, 21st globally in terms of GDP (PPP)
- **Above average GDP growth***
 - 89% GDP growth (in PPP) since 2011
 - 619% GDP growth (in PPP) since 1991
- **No dominant Pizza chain.** Fragmentation of the Pizza restaurant space, opportunity to lead consolidation and become the dominant player.
- **Untapped market for Domino's** in second and third-tier towns
- Further in-fill opportunities in larger cities
- Potential to **multiply the store count** from current 111 locations to 180-190 stores within 3 years and become the strong No. 2



POLAND

POPULATION: 37.8 MILLION

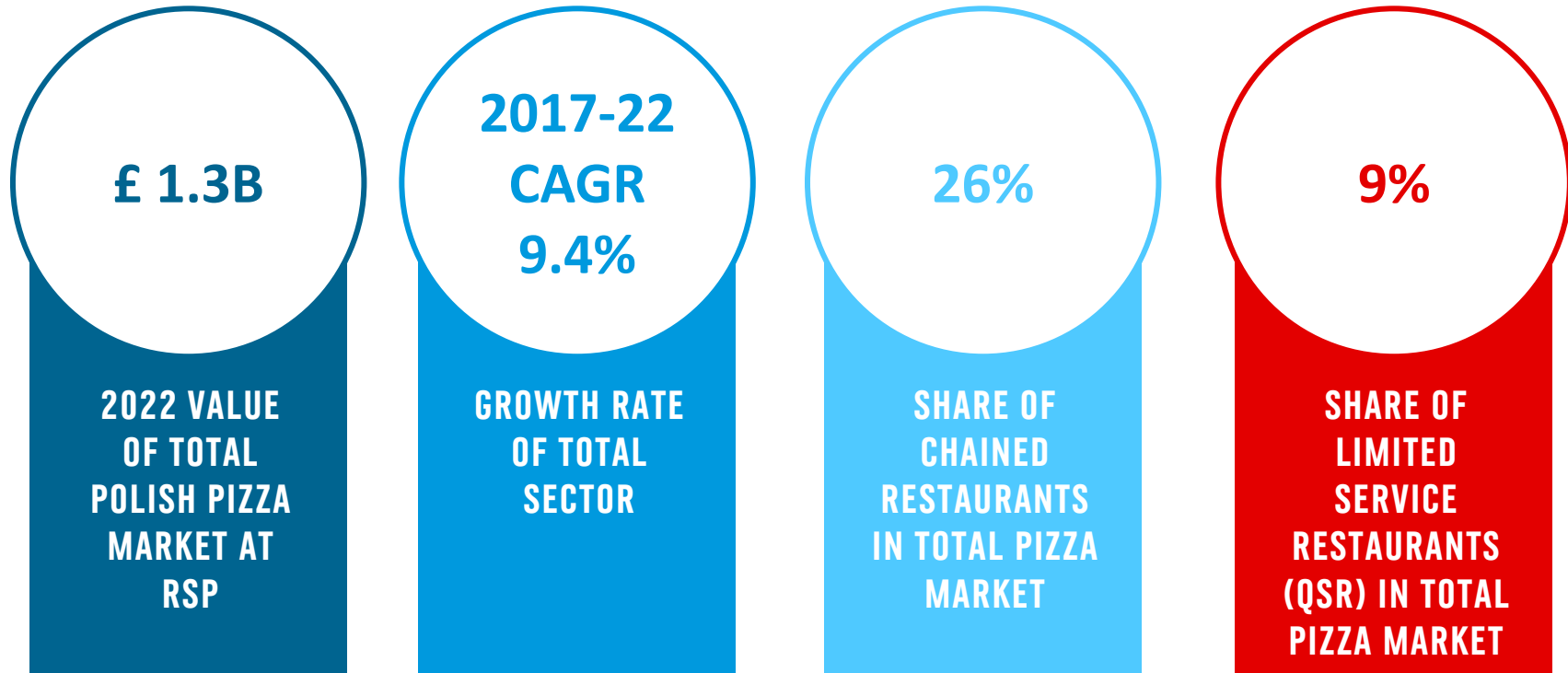
CURRENT STORE COUNT: 111 STORES

POTENTIAL STORE COUNT: 500+



POLISH PIZZA MARKET OVERVIEW

ROOM FOR MARKET CONSOLIDATION



- The Polish pizza market size and fragmentation present opportunities for consolidation in the market



CROATIA

STRONG PROFITABILITY FROM THE OUTSET

- Above average GDP growth*
 - 72% GDP growth (in PPP) since 2011
 - 318% GDP growth (in PPP) since 1991
- **Acquired in June 2022**, started by Nils (current CEO of DPP Plc) & Andrew Rennie (current CEO of DPG) in 2020
- Croatian Like For Like (“LFL”) **System Sales for FY 2023 increased by 3.2%** year on year
- Croatian **Total System Sales for FY 2023 increased by 44.2%** year on year
- **4 locations** are currently operating in Zagreb and **1 location** in Osjek
- Building a strong business in Zagreb to kick start sub-franchising

Sources: WorldData

*for the year 2022

** as of 1 January 2022

CROATIA

POPULATION: 4 MILLION**

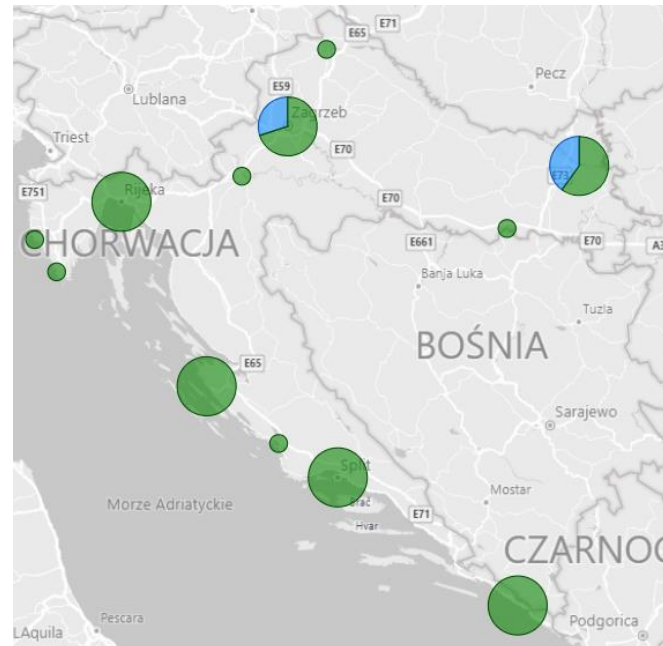
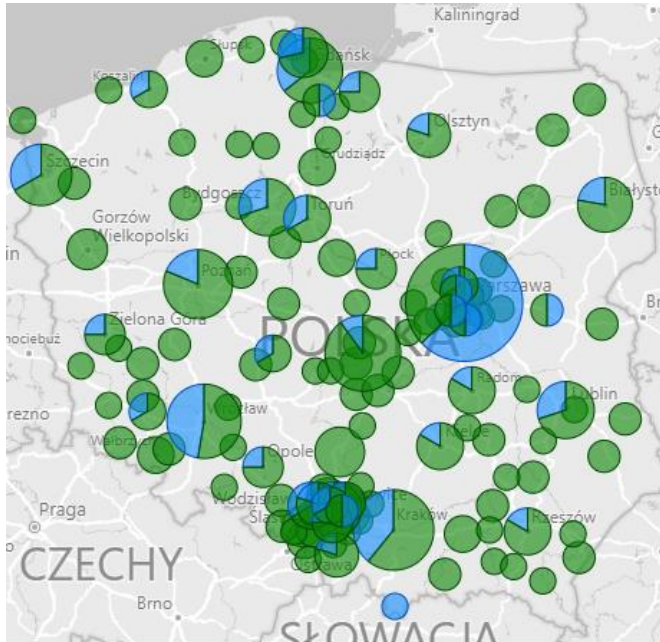
CURRENT STORE COUNT: 5 STORES

POTENTIAL STORE COUNT: 50+



GAIN LEADERSHIP POSITION IN LARGE CITIES AS THE FIRST GOAL

FOLLOWED WITH EXPANSION TO SMALLER CITIES



Store potential

Current Domino's stores

- **Further in-fill opportunities in larger cities**
- **Untapped market for Domino's** in second and third-tier towns
- **Selection criteria:**
 - Population & purchasing power
 - Competition

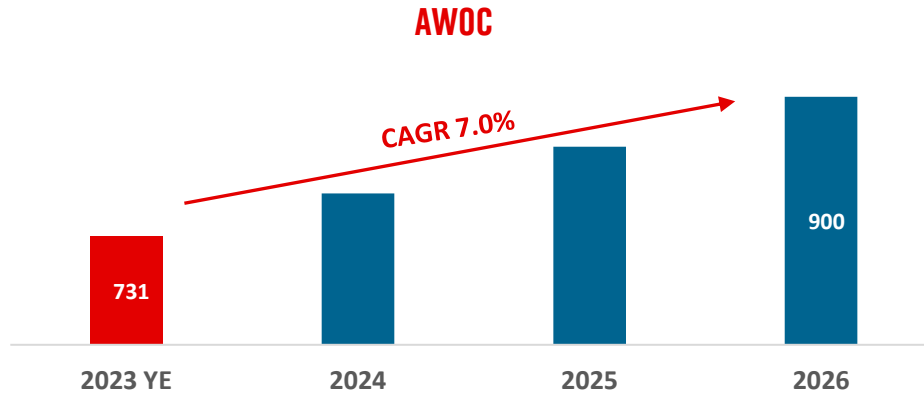
18 • **Leadership position** in a region delivers **better performance metrics, therefore, growing EBITDA %**



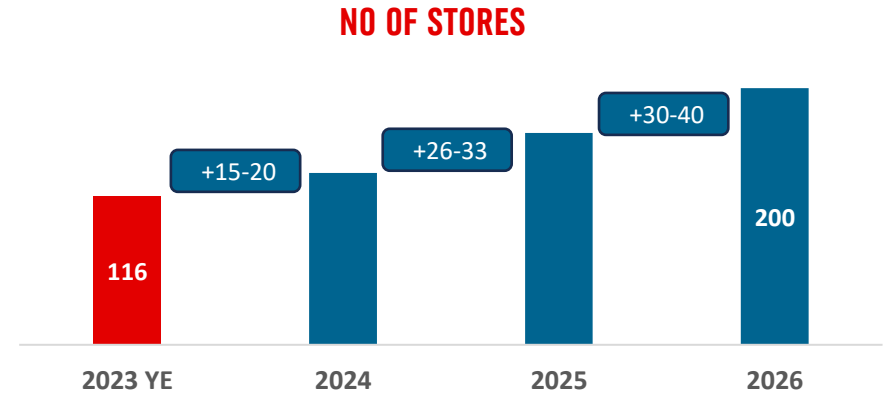
REACH 200 STORES IN 3 YEARS IN POLAND AND CROATIA

AND CHALLENGE NO.1 POSITION IN THE MARKET

AWOC

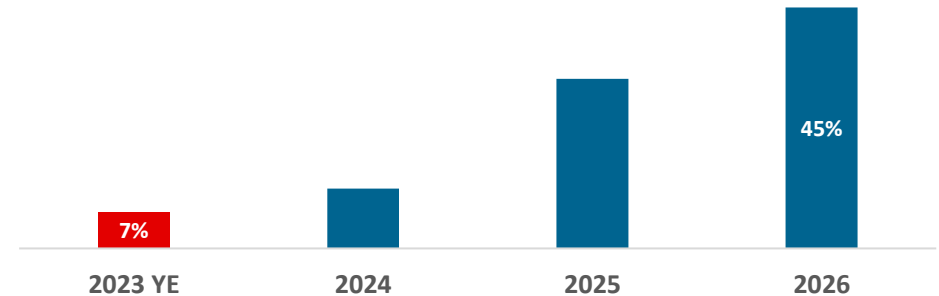


NO OF STORES



- Goal to replicate the success of Domino's in other markets
- Concentrating on big cities to build leadership position while expanding
- As stores grow faster, store territories will be split
- Increasing sales and profitability are key to the franchise roll out

FRANCHISE SHARE



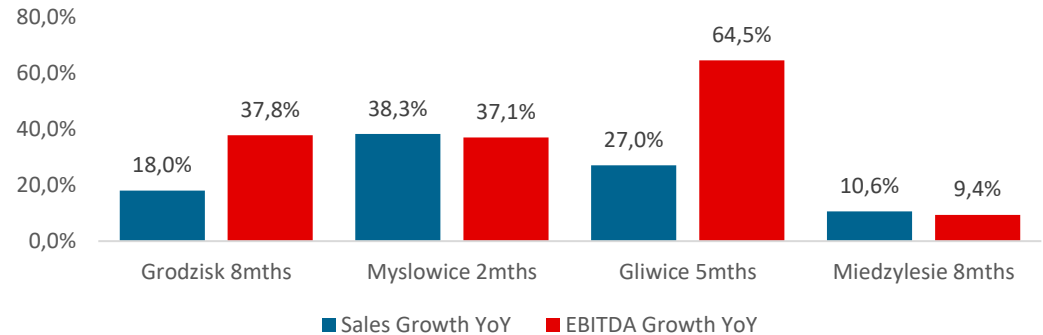
UPGRADE STORE NETWORK TO SUPPORT BRAND PERCEPTION

DELIVERY OF HIGH QUALITY OFFERING IMPROVES ORDER COUNT AND PROFITABILITY



- In 2023 we fully refurbished 4 stores:

POST REFRUBISMENT STORE PERFORMANCE



- Improved brand image and perception drives consumer traffic, boosts volume and strengthen both store turnover and EBITDA
- In the coming 24-30 months we plan to refurbish 25-30 stores, out of which ca. 10 stores in 2024
- Average store refurbishment cost 90k GBP



OPTIMIZATION PROJECTS DRIVING PERFORMANCE

EXAMPLES OF EFFICIENCY INITIATIVES

- Commissary upgrade – installation of silos
- Investment of ca.200k GBP
- Payback period – up to 3 years



- Development of kiosks
- Investment of ca.100k GBP
- Payback period – up to 3 years



- Merger of Dominion SA and DP Polska SA in Poland simplifying operational processes.
- Payback period – up to 2 years



- Further development of the app functionalities
- Launching bots in communication
- Full integration with service suppliers



SUMMARY

READY FOR EXPANSION

**APPROACH
200 STORES
& CHALLENGE THE
MARKET LEADERS'
POSITION**

- Constantly focus on strong brand image and consumer satisfaction
- Grow AWOC and order count as a platform for topline growth and EBITDA improvement
- Open up to 85 stores in 3 years in Poland and Croatia (45-50 financed from fundraise)
- Upgrade current store network (ca. 25-30 refurbishments in Poland)
- Transform business toward capital light franchise model
- Domino's Pizza Group Plc joins as a strategic partner with its experience, expertise and best practices

TIMETABLE

- Announcement & launch: 27th March 2024
- General Meeting: 18th April 2024
- Admission & settlement: 19th April 2024



APPENDIX



MANAGEMENT TEAM & BOARD

STRENGTHENED BOARD WITH PRIOR DOMINO'S EXPERIENCE

EXECUTIVE DIRECTORS

Nils Gornall - CEO

Appointed August 2022

- 28 years of operational experience at Domino's Pizza, working with Andrew Rennie since 1994.
- Previously owned 20 stores in Australia, including 5 of the top 10 stores.
- Numerous awards for national store manager and franchisee of the year.
- Opened Domino's in the Croatian market in July 2020

Edward Kacyrz - CFO

Appointed December 2022

- Chartered Accountant with 18 years of experience.
- Has held a number of financial, strategy and management roles.
- Most recently at Smyk, Poland's leading toy and children's retailer.
- Prior roles at Mars, Levi Strauss and Kimberly Clark in Poland.

NON-EXECUTIVE DIRECTORS

David Wild - Chairman

Appointed January 2023

- Domino's Pizza Group CEO from 2014-2020.
- Ex-CEO of Halfords plc.
- Previously a senior executive at Tesco PLC.
- Prior experience in Poland.

Jeremy Dibb - NED

Appointed January 2022

- Chartered Accountant with 20 years' experience in finance, investor relations & corporate development.

Przemyslaw Glebocki - NED

Appointed January 2021

- 20 years of experience in private equity and corporate finance.
- Managing Partner and Chief Investment Officer at Accession Capital Partners, DP Poland's largest shareholder.

Jakub Chechelski - NED

Appointed January 2021

- Investment Director of ACP with 15 years of experience in corporate finance and private equity.

Stoffel Thijs – NED*

Appointed January 2024

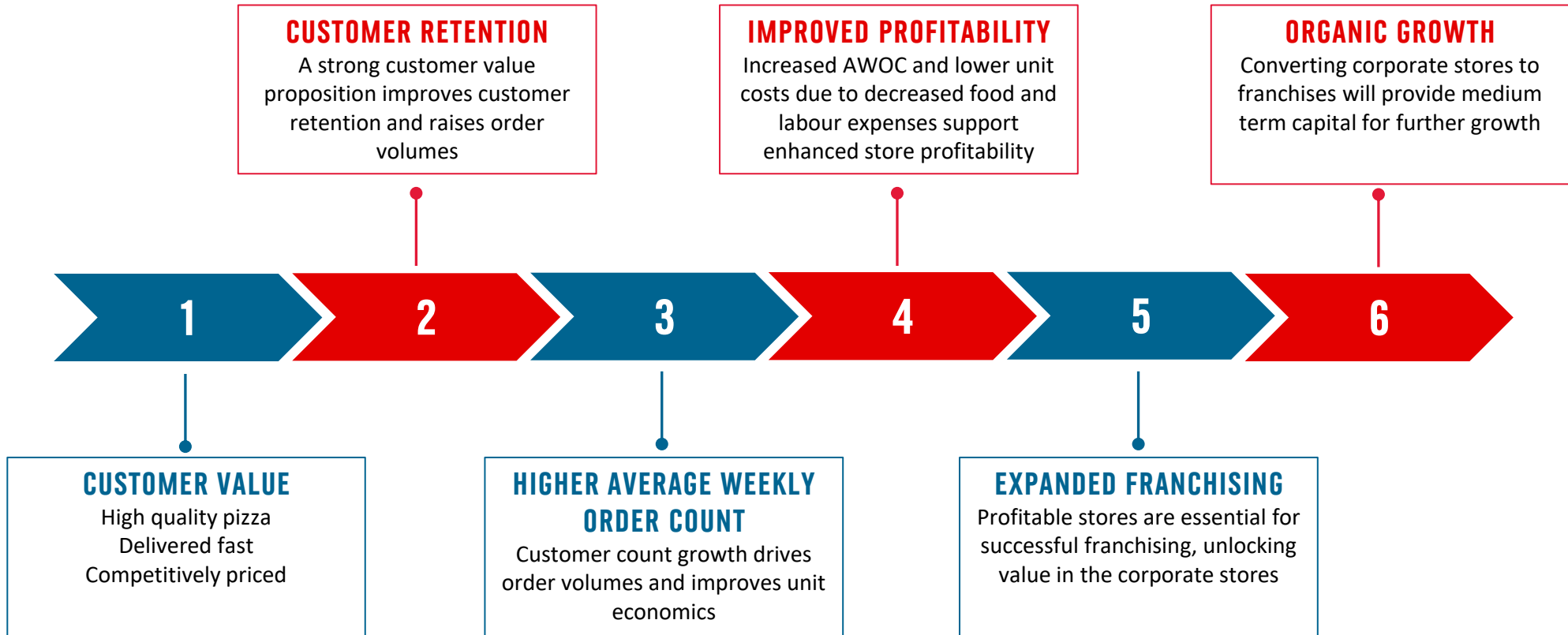
- 26 years with Domino's
- CEO of Domino's Pizza in Germany 2018 – 2023
- Since Feb 2024 – Director of Joint Ventures and Real Estates at Domino's Pizza Group, UK
- Ex-executive of Domino's France and Domino's Pizza in the Netherlands.

**proposed Subscriber board representative*



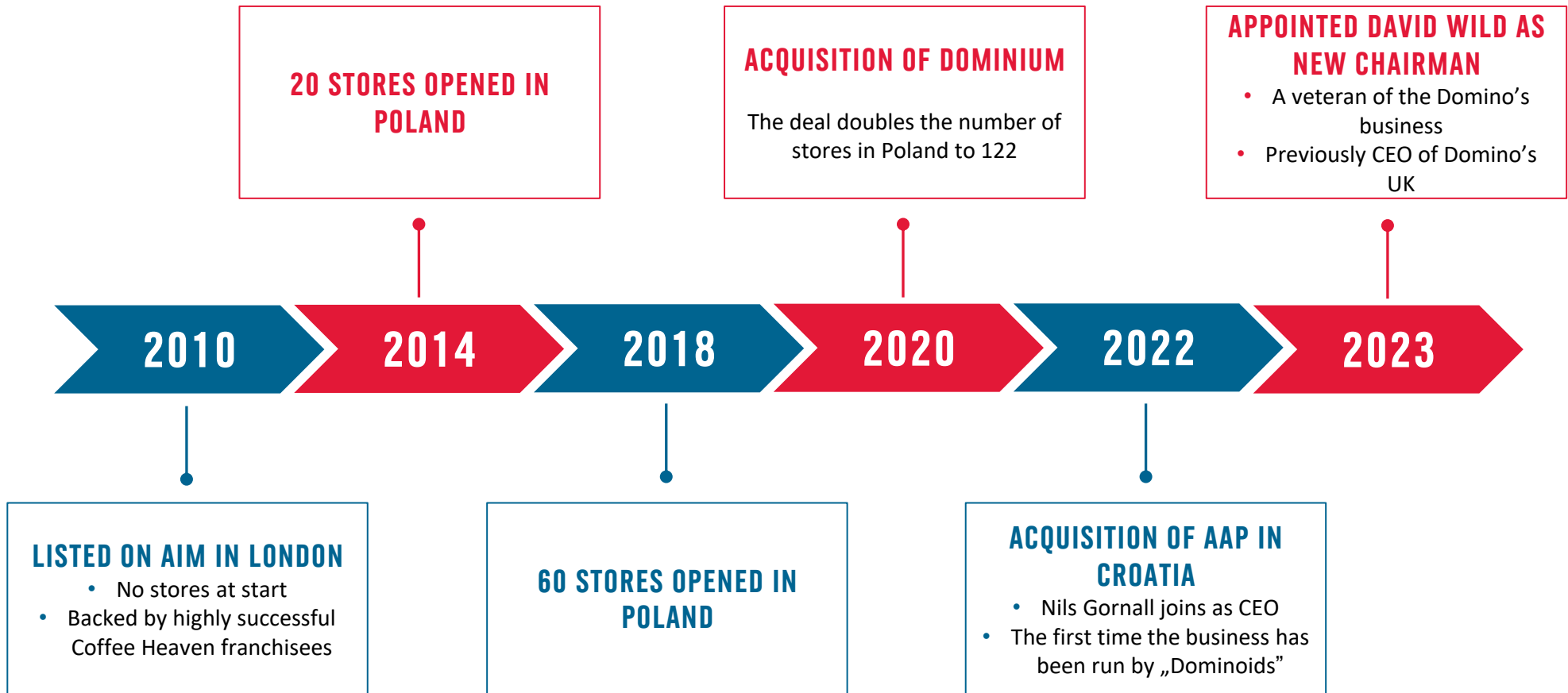
ACCELERATED GROWTH AND TRANSITION TO FRANCHISED BUSINESS

EXECUTING OUR STRATEGY FOR GROWTH



DP POLAND PLC – MILESTONES

14 YEARS OF POLISH DOMINO'S HISTORY



A SOLID FOUNDATION FOR GROWTH

18 MONTHS INTO THE TURNAROUND

DELIVERED IN
LAST 18 MONTHS

FOCUS FOR
2024

- **Refreshed Board & management team** with prior global Domino's experience
- Focus on **High- Volume mentality** & increased **customer value proposition** – fast delivery, compelling pricing, high-quality
- **Store portfolio optimisation** – low trade stores in poor locations closed
- Capital investment in existing stores – maximise **productivity**
- **Double digit LFL growths** in Sales and order count, continuous company **performance improvement**
- **Continued Average Weekly Order Count growth** – key to further increased profitability
- Continued improvement in **customer retention** numbers
- Further reductions in **delivery time**
- **Growth in profitability** to drive compelling Franchisee proposition
- **Network expansion** towards gaining dominant position on the market via M&A and new stores' openings

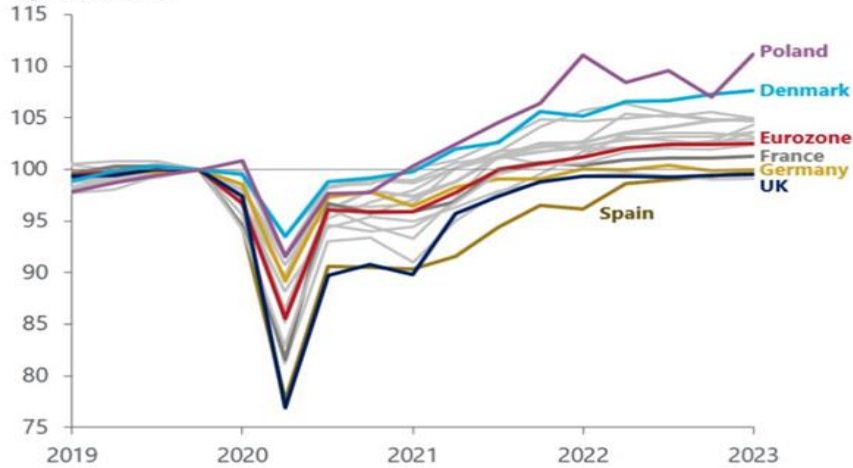


STRONG ECONOMIC GROWTH IN POLAND & CROATIA

TWO OF THE HIGHEST GROWTH MARKETS IN EUROPE

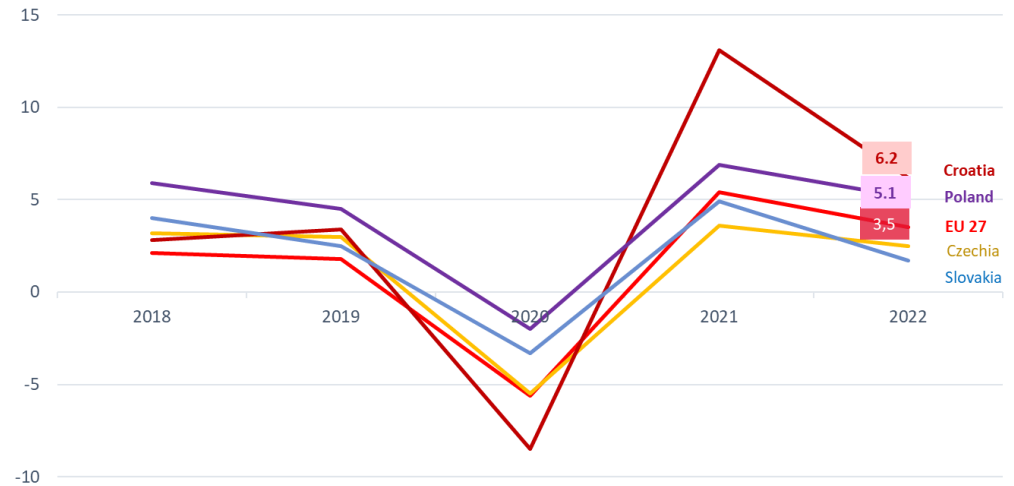
Europe: Real GDP

Q4 2019 = 100



Source: Oxford Economics/Haver Analytics

REAL GDP GROWTH RATE CEE
(IN % YOY)

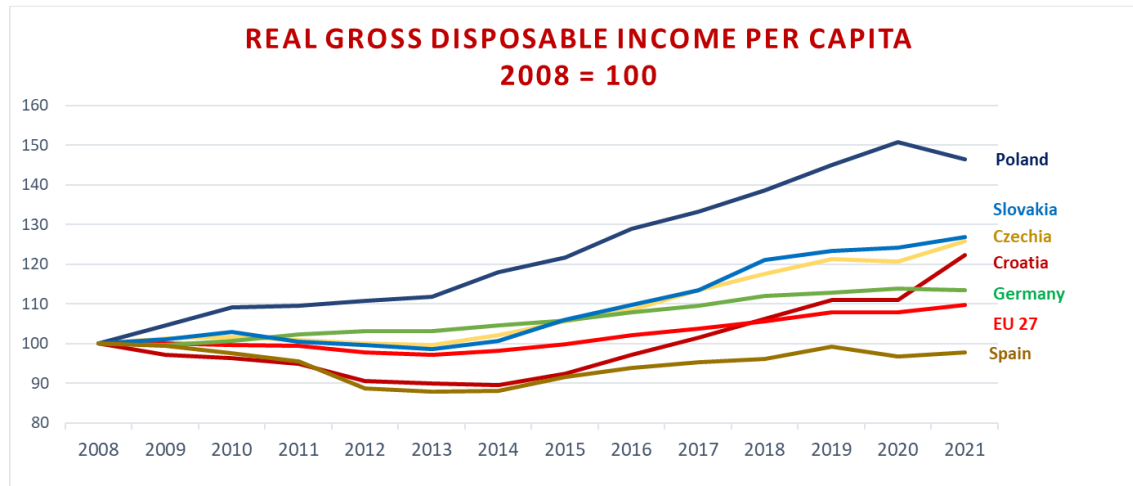


Source: Euromonitor for the year 2022

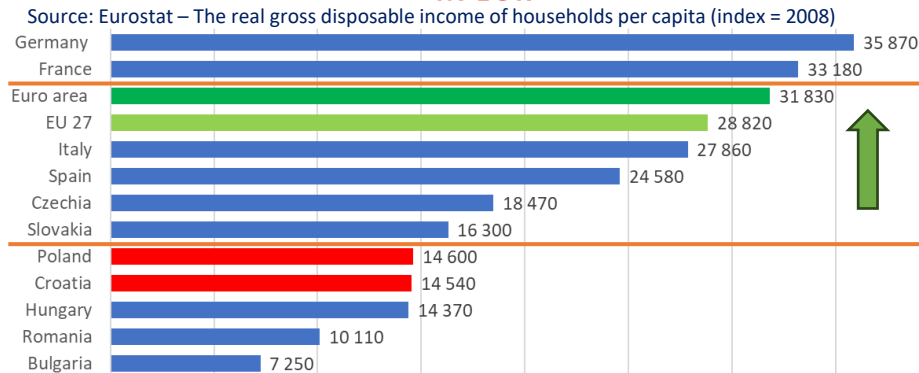


RAPID GROWTH IN DISPOSABLE INCOMES

TRENDS ARE EXPECTED TO CONTINUE



REAL GDP PER CAPITA 2022 IN EUR



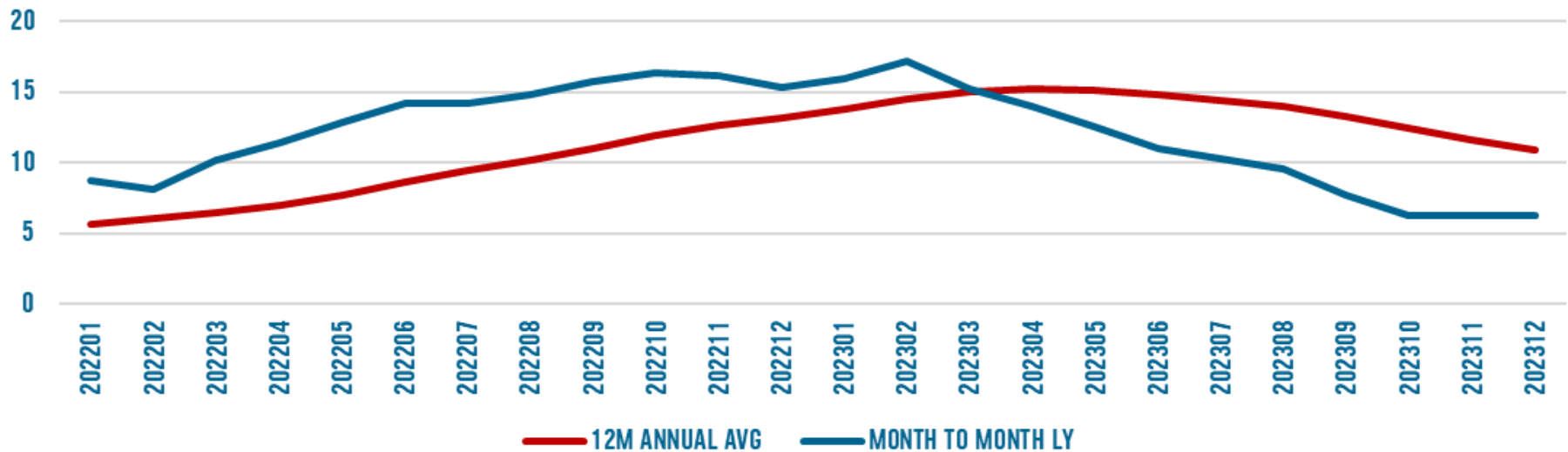
Source: Eurostat – Real GDP per capita for the year 2022



SLOWING INFLATIONARY PRESSURES

HEADWINDS SHOULD TURN TO TAILWINDS

HICP IN POLAND (IN %)



Source: Polish Central Statistics Office - for the period till December 2023

- Inflationary pressures began to abate in March 2023

