

Żabka Group’s preliminary 2025 sales and operating results – accelerated growth momentum in line with revised strategic targets

A diversified product offering, coupled with a store format finely tuned to customers’ needs, were key drivers behind the Żabka Group’s above-average growth.

Balanced like-for-like (“Lfl”) growth from quarter to quarter, achieved despite markedly less favourable weather, and a faster pace of store network rollout, translated into a very strong momentum for the Group. Based on preliminary figures, in 2025 the Group’s consolidated sales to end customers rose by 14.2% year on year, to PLN 31.1 billion. For the full year 2025 Lfl growth in Poland reached 5.3%, in line with the Group’s mid-single-digit target. In 2025, the Group delivered on its ambitious plan to open more than 1,300 new stores in Poland and Romania.

In the fourth quarter of the year, sales to end customers were up 14.3% relative to the same period of 2024, reaching 7.9 PLN billion. Lfl growth in Poland amounted to 4.8%, compared with 4.5% in the third quarter of 2025.

As at the end of 2025, Żabka Group’s network comprised 12,339 stores, including 173 located in Romania.

Tomasz Suchański, CEO of the Żabka Group, commented:

“In 2025, Żabka Group successfully executed its previously announced ambitious expansion plan, accelerating growth and opening 1,394 new stores across Poland and Romania. As at year-end 2025, our network already spanned 12,339 locations, which further reinforced its strong position as the largest convenience ecosystem in Europe. Despite headwinds from significantly colder weather versus 2024, the Group maintained growth momentum in line with prior assumptions, demonstrating that format we have developed effectively addresses customers’ everyday needs, performs well in changing conditions, and provides a solid foundation for further growth.”

Growth in Q4 2025 and FY 2025

In 2025, consolidated sales to end customers increased by 14.2% year on year, to PLN 31.1 billion, supported by the continued expansion of the store network and Lfl growth. For the full year 2025, Lfl sales were up 5.3%, in line with the Group’s target of mid-single-digit growth.

Strong like for like growth during this period was underpinned by a diverse product proposition and a store format tailored to customers' needs. Despite the challenge of materially colder weather compared with 2024, the Group’s flexibility and customer-centric approach delivered a significant improvement in key convenience categories, which attests to the resilience of Żabka’s business model.

In the fourth quarter of 2025, the Ultimate Convenience segment (Żabka Polska stores) recorded its strongest quarterly Sales-to-End-Customers growth of the year reaching 13.6%, and showcasing exceptional momentum throughout our network. This growth was driven primarily

by further expansion of the store network, additionally reinforced by robust LfL sales at Żabka stores, which reached 4.8%, up 0.3 percentage point relative to the third quarter of 2025.

Network expansion in Poland and Romania

Delivering on its revised strategic target of launching more than 1,300 stores annually, Żabka Group opened 1,394 new outlets in 2025, including 118 in Romania, thereby expanding its network to 12,339 locations as at year-end. In the fourth quarter alone, the Group opened 267 new stores.

Expected margin improvement in line with previous guidance

Żabka Group anticipates the consolidated adjusted EBITDA margin for the full year 2025 to be in line with previous communications. Accordingly, the Company reaffirms its targets and anticipates a modest year-on-year margin improvement, towards the top end of the 12–13% target range.

Summary of Q4 2025 and full-year 2025 preliminary results

	2025	2024	Q4 2025	Q4 2024
Unaudited consolidated sales to end customers (PLN billion) ⁽¹⁾ , of which:	31.14	27.28	7.87	6.89
<i>Ultimate Convenience</i>	29.60	26.17	7.46	6.56
<i>New Growth Engines</i>	1.54	1.11	0.41	0.33
LfL growth	5.3%	8.3%	4.8%	7.1%
New store openings	1,394	1,166	267	169
Number of stores (EoP) of which in Romania:	12,339 173	11,069 60		

(1) *Sales to End Customers (StEC)* is defined as the combined sales generated by both reporting segments: *Ultimate Convenience* (covers operations of stores under the "Żabka" brand in Poland and real estate operations related directly to the stores) and *New Growth Engines* (NGE – digital business plus Romania). While not directly equivalent to consolidated revenue, StEC serves as a key performance indicator that reflects the underlying commercial strength of the Group's business model. It is widely used by investors and analysts to assess performance across the grocery retail sector.

The data presented in this press release are preliminary and forward-looking statements and are based on current expectations of future events. The actual results may differ from those expressed or implied by the above statements. Also, the data may be subject to review by a certified auditor. Unless required by applicable laws or regulations, the Żabka Group assumes no obligation to update the information contained in this press release.

About the Żabka Group

The Żabka Group is the Ultimate Convenience Ecosystem with a mission to create value by simplifying people's everyday lives.

The Group serves a growing number of consumers who are looking for convenience and promotes a responsible approach towards products, packaging, customers, franchisees, suppliers and the broader environment.

Żabka Group's ecosystem encompasses Poland's leading convenience retail network operating under Żabka brand and a store chain in Romania under Froo brand. The network is complemented by a chain of unmanned, autonomous outlets operating under the Żabka Nano banner, enabling customers to shop 24 hours a day, seven days a week. Total network comprised 12,339 stores at end-December 2025.

The Group also has an advanced, continually evolving digital customer offering. Its Maczfit operation delivers restaurant-quality prepared meals to consumers seeking convenient and healthy food, while Dietly is the leading online D2C meal solutions marketplace. The Group's eGrocery business is operated through two brands: Jush! and Delio.

Since October 2024, the Company's shares have been listed on the Warsaw Stock Exchange (Giełda Papierów Wartościowych w Warszawie, WSE).

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