

Luxembourg, 17 January 2025

Full Year 2024 And Q4 2024 Preliminary Sales Results

Current trading

In 2024 preliminary consolidated Sales to End Customers increased by 20%, driven by new store openings and Like for Like Growth ("LFL"). The 2024 full year LFL reached 8.3%, slightly above the mid-point of the targeted range (i.e. 7.5% - 9.0%) and was fueled by balanced volume and basket growth throughout the whole year. In the fourth quarter of 2024 our sales to end customers growth reached 18% yoy on the back of a healthy mix of organic growth and store network expansion. The fourth quarter of 2024 marked another period of LFL growth in Żabka Polska stores, reaching 7.1% and was 1.1 pp higher comparing to third quarter of 2024. This growth was supported by the rollout of Żabka Café 2.0 to 8,275 of our stores (6,918 as of September 2024) and our differentiated product offerings.

	FY24	FY23	Q424	Q423
Preliminary Unaudited Consolidated Sales to End Customers (m PLN) ⁽¹⁾ , out of which:	27,281	22,775	6,889	5,833
Żabka Polska (m PLN)	26,167	22,305	6,564	5,712
New Growth Engines (m PLN)	1,114	470	325	121
Like for Like Growth ("LFL")	8.3%	10.8%	7.1%	10.6%
New store openings	1,166	1,100	169	138
No. of Stores EOP	11,069	10,014		
Out of which, Romania	60	-		

(1) Represents sales to end customers from Żabka stores, as well as of New Growth Engines, and does not represent the Company's revenue.

New store openings

In 2024, Zabka Group SA opened 1,166 new stores, including 60 in Romania, thus expanding its network to 11,069 points of sale as of 31 December 2024. In the fourth quarter, the Group opened 169 new stores

Margin outlook

We anticipate that our consolidated adjusted EBITDA margin for the fourth quarter of 2024 will be comparable to that of the fourth quarter of 2023. Consequently, we are maintaining our IPO guidance, aiming for margin improvements towards the upper end of the 12-13% target range in the medium term. As previously mentioned, the Group also expects an accelerated pace of consolidated adjusted EBITDA margin expansion in 2024, benefiting from the normalization of energy costs and increased efficiencies of scale.

Disclaimer

The data presented above 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, some of the presented data may be subject to review by a certified auditor. According to the current report No. 1/2025, final financial results,

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both standalone and consolidated of Zabka Group for the 12-month period ended on 31 December 2024 will be published on 24 March 2025.

The forward-looking statements herein refer only to this document and its publication date. Unless required by applicable law or regulation Zabka Group assumes no obligation to update the information contained in this release or notify a reader if any matter stated herein changes or becomes inaccurate.