

Financial results for 2018: a year of growth and integration



More than
1 thousand stores
in the Baltic States,
Poland and Bulgaria.



About
40 thousand people
work in our company
across all countries.



We serve more than
1.3 million customers
everyday.

Consolidated

REVENUE

2018 **3451.0** million EUR

+22.1%

2017 **2825.6** million EUR

Consolidated

EBITDA

2018 **223.6** million EUR

+49.6%

2017 **149.5** million EUR

2018 revenue of retailer operators by country / growth compared to 2017:

LITHUANIA
1638.4 million EUR

LATVIA
776.6 million EUR

+6.4%

+5.9%

POLAND
500.8 million EUR

+863.6%*

ESTONIA
481.8 million EUR

+3.8%

BULGARIA
132.8 million EUR

+19.4%

* The change in the number was influenced by the addition of new companies – Stokrotka and Sano – to the MAXIMA GRUPE structure during 2018.



Sales of goods through
e-commerce channel
grew by
50%



Investments into fixed assets
88.1 million EUR



5%
average salary growth



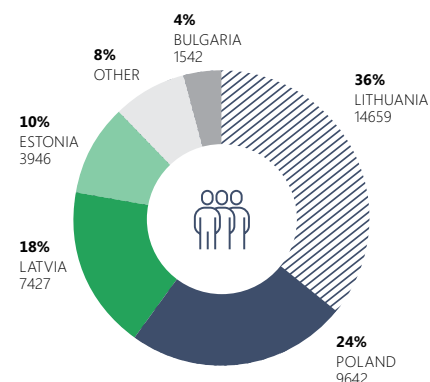
107 new stores

Number of employees

2017 **30 970**

2018 **40 345*** +30 %

2018 number of employees of retail operators
by country / share in the total number**:



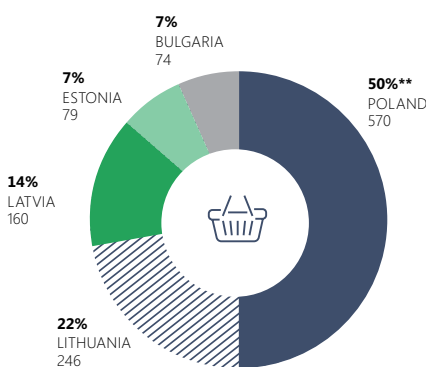
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**Number of employees: active and on maternity or paternity leave.

Number of stores

2017 **568**

2018 **1129*** +99 %

2018 number of stores by country /
share in the total number:



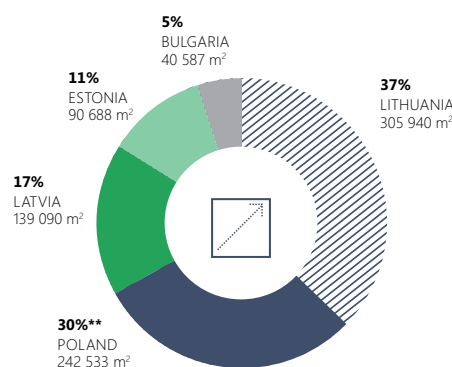
*The change in the number was influenced by the addition of new companies – Stokrotka and Sano – to the MAXIMA GRUPE structure during 2018.
**Including 72 franchise stores.

Trading area

2017 **573 839 m²**

2018 **818 838* m²** +43 %

2018 trading area by country /
share in the total number:



*The change in the number was influenced by the addition of new companies – Stokrotka and Sano – to the MAXIMA GRUPE structure during 2018.
**Including trading area of 72 franchise stores (20 733 m²).

TO BE APPRECIATED CHOICE FOR EVERYDAY