

## **MANDATORY DISCLOSURE OF INFORMATION - Footshop Reports Strong Year-on-Year Growth in Revenue and EBITDA for Q3 2024 and Raises Full-Year 2024 Guidance**

Prague, November 15, 2024 – Footshop, a leading European streetwear fashion retailer, continues its successful trend from the first half of the year into the third quarter, reporting strong year-on-year growth in both revenue and profitability. Footshop is experiencing the most successful period in its history and has raised its full-year 2024 guidance.

### **Financial Results for Q3 2024 and the First Three Quarters of 2024**

- **Net revenue from operations** reached **CZK 363 million** in Q3, representing a **33%** year-on-year increase compared to the same period last year. For the first three quarters of 2024, revenue exceeded **CZK 1 billion**, with a **35%** year-on-year growth.
- **Gross margin** in Q3 reached **CZK 161 million**, up **47%** compared to Q3 2023. The gross margin grew at the same pace year-on-year for the first three quarters of this year, reaching **CZK 443 million**.
- **EBITDA** for Q3 amounted to **CZK 31 million**, a **CZK 14 million** increase compared to Q3 2023. The **EBITDA margin** for Q3 was **8.6%**, in line with the first half of the year and surpassing the previous year by **2.3 p.p.** For the first three quarters of 2024, EBITDA reached **CZK 85 million**.

### **Full-Year 2024 Guidance**

Based on these financial results, **the company is raising its guidance for the full year 2024. Total revenue** is now expected to be in the range of **CZK 1.30 - 1.45 billion**, up from the previous mid-year guidance of CZK 1.25 - 1.35 billion.

The company is also increasing its **EBITDA guidance**, now expected to be in the range of **CZK 100 - 120 million**, up from the previous estimate of CZK 90 - 110 million.

### **Key Events in the Second Half of 2024**

Footshop continues to develop its mobile app, which has already been downloaded by over 300,000 users. In October 2024, the company launched a mobile app for its second brand, **Queens**, expanding its digital ecosystem.

In October 2024, Footshop also launched its **first-ever Christmas video campaign on YouTube**, featuring well-known figures from the Czech cultural scene — popular actor **Tomáš Hanák** and influencer **Anna Marie Purić** (450,000 followers on social media). This campaign marks a new chapter in the company's communication strategy.

**Footshop** is also expanding its network of premium brick-and-mortar stores. On **November 22, 2024**, Footshop will open **another store** abroad, this time in **Warsaw, Poland**,

reinforcing the company's ambitions to become a leader in the Central and Eastern European region. With this opening, Footshop will have brick-and-mortar stores already in five countries.

As part of its **corporate social responsibility** efforts, Footshop has actively contributed to relief efforts for those affected by the devastating floods that struck parts of the Czech Republic in the autumn of this year. Through the **Czech Red Cross**, Footshop donated footwear and clothing worth **CZK 1 million**.

Given the company's dynamic growth, **management** has been further strengthened. Since October 2024, the company has added several key positions to its leadership team: **CFO – Leoš Brabec**, **Chief of Staff – Jakub Sikora**, and **Head of Brand – Martin Hlávek**.

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*Note: The financial results were prepared based on consolidated preliminary and unaudited financial statements in accordance with IFRS standards.*